

Compass Rose, LLC

Profit & Loss Statement

For the 2019 that ended 12/31/2019

Gross margin [L / J]	100.0%
Return on sales [T / J]	22.8%

2018 Period	Budget	Current Period	Current Period as % of Sales	% Change from Prior Period	% Change from Budget
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Sales Revenue

Product/Service 1	\$ 284,123.00	\$ 300,000.00	\$ 307,095.00	71.7%	8.1%	2.4%
Product/Service 2	\$ 24,000.00	\$ 24,000.00	\$ 18,000.00	4.2%	-25.0%	-25.0%
Product/Service 3	\$ 104,000.00	\$ 120,000.00	\$ 100,000.00	23.4%	-3.8%	-16.7%
Product/Service 4	\$ 25,000.00	\$ 10,000.00	\$ 3,000.00	0.7%	-88.0%	-70.0%
Total Sales Revenue [J]	\$ 437,123.00	\$ 454,000.00	\$ 428,095.00		-2.1%	-5.7%

Cost of Sales

Product/Service 1						
Product/Service 2						
Product/Service 3						
Product/Service 4						
Total Cost of Sales [K]	\$ -	\$ -	\$ -			

Gross Profit [L] = [J - K]	\$ 437,123.00	\$ 454,000.00	\$ 428,095.00		-2.1%	-5.7%
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Operating Expenses

Sales and Marketing

Advertising	\$ -	\$ 5,000.00	\$ 3,568.00	17.3%	#DIV/0!	-28.6%
Meals & Entertainment	\$ 30.00	\$ 1,000.00	\$ 1,556.00	#REF!	#REF!	#REF!
Other expenses (Contract Labor)	\$ 37,046.00	\$ 20,000.00	\$ 15,066.00	7.6%	-95.8%	-92.2%
Other expenses (Vehicle)	\$ 575.00	\$ 500.00	\$ 389.00	1.9%	-32.3%	-22.2%
Total Sales and Marketing Expenses [M]	\$ 37,651.00	\$ 26,500.00	\$ 20,579.00		-45.3%	-22.3%

Research and Development

Technology licenses	\$ 15,726.00	\$ 40,000.00	\$ 33,596.00	100.0%	113.6%	-16.0%
Patents				0.0%		
Other expenses (specify)				0.0%		
Other expenses (specify)				0.0%		

	2018 Period	Budget	Current Period	Current Period as % of Sales	% Change from Prior Period	% Change from Budget
Total Research and Development Expenses FNT	\$ 15,726.00	\$ 40,000.00	\$ 33,596.00		113.6%	-16.0%

	2018 Period	Budget	Current Period	Current Period as % of Sales	% Change from Prior Period	% Change from Budget
General and Administrative						
Wages and salaries				0.0%		
Outside services	\$ 250,570.00	\$ 250,000.00	\$ 241,000.00	87.2%	-3.8%	-3.6%
Supplies	\$ 229.00			0.0%		
Office Use Expense	\$ 3,847.00	\$ 4,000.00	\$ 4,099.00	1.5%	6.6%	2.5%
Internet	\$ 918.00	\$ 900.00	\$ 895.00	0.3%	-2.5%	-0.6%
Telephone	\$ 1,247.00	\$ 750.00	\$ 725.00	0.3%	-41.9%	-3.3%
Web Services Fees	\$ 9,499.00	\$ 20,000.00	\$ 19,310.00	7.0%	103.3%	-3.5%
Other	\$ 5,304.00	\$ 5,000.00	\$ 6,490.00	2.3%	22.4%	29.8%
Insurance	\$ 541.00	\$ 600.00	\$ 586.00	0.2%	8.3%	-2.3%
Dues & Subscriptions	\$ 704.00	\$ 700.00	\$ 140.00	0.1%	-80.1%	-80.0%
Other expenses (Taxes/Licenses)	\$ 310.00	\$ 310.00	\$ 307.00	0.1%	-1.0%	-1.0%
Other expenses (Legal)	\$ 650.00	\$ 650.00	\$ 2,828.00	1.0%	335.1%	335.1%
Total General and Administrative Expenses	\$ 273,819.00	\$ 282,910.00	\$ 276,380.00		0.9%	-2.3%
Total Operating Expenses [P] = [M + N + O]	\$ 327,196.00	\$ 349,410.00	\$ 330,555.00		1.0%	-5.4%
Income from Operations [Q] = [L - P]	\$ 109,927.00	\$ 104,590.00	\$ 97,540.00		-11.3%	-6.7%
Other Income [R]						
Taxes						
Income taxes	\$ -	\$ -	\$ -			
Payroll taxes						
Real estate taxes						
Other taxes (specify)						
Other taxes (specify)						
Total Taxes [S]	\$ -	\$ -	\$ -			
Net Profit [T] = [Q + R - S]	\$ 109,927.00	\$ 104,590.00	\$ 97,540.00		-11.3%	-6.7%