

**Master Lawncare
Profit Loss
January through December 2020**

	<u>Jan - Dec 20</u>	Fixed or Variable	Breakeven	Profit \$200,000
Ordinary Income/Expense				
Income				
4110 · Lawn Care Revenue	820,705.00	100.00%	565,559.00	1,071,889.00
Total Income	820,705.00	100.00%	565,559.00	1,071,889.00
Cost of Goods Sold				
5110 · Job Related Costs	301,960.23	36.79% Variable	208,069.00	394,348.00
5150 · Misc Job Costs	16,321.98	1.99% Variable	11,255.00	21,331.00
5200 · Job Labor Costs				
5210 · Job Labor (Gross Wages)	134,602.50	16.40% Variable	92,752.00	175,790.00
5220 · Worker's Compensation Costs	12,854.25	1.57% Variable	8,879.00	16,829.00
5230 · Direct Payroll Taxes	10,559.03	1.29% Variable	7,296.00	13,827.00
Total 5200 · Job Labor Costs	158,015.78	19.25%	108,927.00	206,446.00
Total COGS	476,297.99	58.04%	328,251.00	622,125.00
Gross Profit	344,407.01	41.96%	237,308.00	449,764.00
Variable Overhead Costs				
6050 · Bad Debt	0.00	0.00% Variable	0.00	0.00
6060 · Bank Service Charges	154.00	0.02% Variable	113.00	214.00
6100 · Car/Truck Expense	10,589.89	1.29% Variable	7,296.00	13,827.00
6135 · Computer Supplies/Equipment	2,350.00	0.29% Variable	1,640.00	3,108.00
6920 · Tools & Machinery (under \$500)	7,074.31	0.86% Variable	4,864.00	9,218.00
Total Variable Costs	20,168.20	2.46%	13,913.00	26,367.00
Variable Margin	324,238.81	39.50%	223,395.00	423,397.00
Fixed Overhead Costs				
6020 · Advertising	9,950.00	1.21% Fixed	9,950.00	9,950.00
6090 · Business License & Fees	0.00	0.00% Fixed	0.00	0.00
6130 · Cleaning/Janitorial	0.00	0.00% Fixed	0.00	0.00
6140 · Contributions	1,200.00	0.15% Fixed	1,200.00	1,200.00
6150 · Depreciation Expense	6,500.00	0.79% Fixed	6,500.00	6,500.00
6160 · Dues and Subscriptions	2,500.00	0.30% Fixed	2,500.00	2,500.00
6180 · Insurance	3,147.20	0.38% Fixed	3,147.00	3,147.00
6200 · Interest Expense	3,160.00	0.39% Fixed	3,160.00	3,160.00
6490 · Office Supplies	9,921.81	1.21% Fixed	9,922.00	9,922.00
6500 · Payroll Expenses (office)	133,000.00	16.21% Fixed	133,000.00	133,000.00
6570 · Professional Fees	7,452.00	0.91% Fixed	7,452.00	7,452.00
6610 · Postage and Delivery	1,620.00	0.20% Fixed	1,620.00	1,620.00
6650 · Rent	15,360.00	1.87% Fixed	15,360.00	15,360.00
6800 · Telephone	12,756.30	1.55% Fixed	12,756.00	12,756.00
6820 · Taxes	2,043.00	0.25% Fixed	2,043.00	2,043.00
6830 · Training and Conferences	9,900.00	1.21% Fixed	9,900.00	9,900.00
6900 · Meals and Entertainment	3,035.65	0.37% Fixed	3,036.00	3,036.00
6970 · Utilities	1,850.00	0.23% Fixed	1,850.00	1,850.00
Total Fixed Costs	223,395.96	27.23%	223,396.00	223,396.00
Net Ordinary Income	100,842.85	12.29%	-1.00	200,001.00