

Sponzilli Landscape - Residential
Profit & Loss
 January through September 2018

	Jan - Sep 18
Ordinary Income/Expense	
Income	
40000 · Sales	
40010 · Sales-Hardscape Construction	1,378,446.92
40020 · Sales-Landscape Construction	882,798.56
40030 · Sales-Landscape Design Fee	19,300.00
40500 · Rental Income	12,600.00
40551 · Discounts	-750.00
40552 · Adjustments	53.76
40553 · Change Order	63,431.14
40555 · Permit	3,982.00
40900 · Sales Other	2,430.99
40000 · Sales - Other	0.00
Total 40000 · Sales	2,362,293.37
Total Income	2,362,293.37
Cost of Goods Sold	
50000 · Cost of Goods Sold-Direct Costs	
50010 · Materials-Hardscape	46,393.48
50020 · Materials-Landscape	244,277.36
50300 · Subcontractor	773,817.78
Total 50000 · Cost of Goods Sold-Direct Costs	1,064,488.62
50500 · Cost of Goods Sold-Indirect Cos	
50600 · Vehicle R&M	34,404.45
50610 · Vehicle Tolls	6,055.00
50611 · Vehicle Parking	473.00
50615 · Vehicle Washing	904.73
50620 · Vehicle Towing	970.83
50635 · Vehicle-Registration/Inspection	4,118.13
50640 · Vehicle-Fines & Penalties	197.11
50645 · Equipment R&M	10,223.68
50647 · Equipment Purchases	4,195.16
50650 · Equipment Lease Fees	214.30
50655 · Equipment Rental	351.22
50660 · Fuel	27,757.98
50669 · Insurance - Cyber Policy	316.98
50671 · Insurance - Commercial Auto	21,199.35
50672 · Insurance - Commercial Umbrella	3,309.06
50673 · Insurance - Comm GL	3,256.73
50675 · Insurance - Worker's Comp.	32,587.45
50677-1 · Insurance-Emp Practice Liabilly	690.62
50677 · Insurance - Comm IM & Property	498.45
50678 · Accident Claim	2,382.63
50680 · Supplies	22,590.49
50700 · Dumpster	9,366.15
Total 50500 · Cost of Goods Sold-Indirect Cos	186,063.50
50800 · Labor	
50801 · Payroll	467,075.86
50802 · Payroll Tax Expense	67,761.15
50803 · Commissions	70,022.04
50804 · Commercial Labor	256.00
Total 50800 · Labor	605,115.05
Total COGS	1,855,667.17
Gross Profit	506,626.20

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Expense	
6180 · Insurance	
Life Insurance	9,754.83
Total 6180 · Insurance	9,754.83
66900 · Reconciliation Discrepancies	0.00
70000 · General & Administrative	
70100 · Payroll-Officer Rich	86,419.92
70150 · Health Insurance - Office	-10,107.89
70151 · Health Insurance - Sales	18,915.26
70152 · Health Insurance - Field	20,131.97
70153 · Dental Plan	166.03
70200 · Payroll-Officer Dan	675.00
70301 · Advertising	29,883.71
70302 · Printing & Reproduction	1,198.14
70303 · Licenses/Permits/Fees	1,190.03
70304 · Uniforms	4,035.65
70305 · Travel	2,278.48
70306 · Cellphones	6,359.08
70310 · Meals	9,432.46
70345 · Rent	39,075.00
70355 · Telephone	1,582.19
70370 · Education/Training	8,786.00
70375 · Charitable Contributions	1,330.00
70380 · Gifts	8,428.79
70385 · Dues & Subscriptions	7,262.44
70390 · Postage and Delivery	1,203.37
70395 · Office Expenses	7,747.54
70398 · Office Expense - Owner's Draw	44,233.33
70400 · Computer Expenses	10,922.78
70405 · Professional Fees	16,488.89
70805 · Bank Fees	447.86
70810 · Service Fees-Vendors	869.76
70815 · Interest Expense-Loan	593.67
70820 · Interest Expense-Credit Cards	929.60
70825 · Service Fees-Credit Cards	2,212.82
70900 · Corporate Taxes	50.50
71000 · Repairs and Maintenance	8,760.60
71200 · Payroll Service	5,323.67
Total 70000 · General & Administrative	336,826.65
Total Expense	346,581.48
Net Ordinary Income	160,044.72
Other Income/Expense	
Other Income	
Referral Income	1,157.00
Total Other Income	1,157.00
Other Expense	
Bad Debt - Prior Year	2,596.90
Total Other Expense	2,596.90
Net Other Income	-1,439.90
Net Income	158,604.82

Sponzilli Landscape - Residential

Balance Sheet

11/05/18

As of September 30, 2018

Accrual Basis

	Sep 30, 18
ASSETS	
Current Assets	
Checking/Savings	
10000 · Cash	
10102 · Citi Bank - Payroll	23.56
10201 · Kearny Bank - Payroll	18,541.50
10202 · Kearny Bank - Operating	103,674.68
10203 · Kearny Bank - CC Holding Acct	50,100.00
10204 · Kearny Bank - Design Acct	19,644.51
10000 · Cash - Other	-104.62
Total 10000 · Cash	191,879.63
Total Checking/Savings	191,879.63
Accounts Receivable	
12000 · Accounts Receivable	30,400.11
Total Accounts Receivable	30,400.11
Other Current Assets	
Exchange	-115,972.24
Undeposited funds	7,000.00
12010 · Due From Landscaping	20,787.09
12050 · Due From Sponzilli Family	-25,710.90
12070 · Due from Associated LLC	265,282.82
12075 · Due From Urban Landscape	250.00
12080 · Due From SLG	326,535.28
12200 · Employee Loans	91,523.86
20021 · Due To Commerical	-18,378.58
20100 · Loans - Officer	315,771.20
Total Other Current Assets	867,088.53
Total Current Assets	1,089,368.27
Fixed Assets	
14000 · Fixed Assets	
14010 · Furniture & Fixtures	37,448.49
14020 · Accum Deprec- F & F	-37,448.00
14030 · Machinery & Equipment	254,140.75
14040 · Accum Deprec - Machinery & Equi	-254,141.00
14050 · Vehicles	452,949.25
14060 · Accum Deprec- Vehicles	-432,230.00
Total 14000 · Fixed Assets	20,719.49
Total Fixed Assets	20,719.49
Other Assets	
12071 · Due from s3	-80,853.75
18000 · Payroll W/C Ins Tfr	40,564.79
1999 · Exchange & Transfers	-39,540.83
Total Other Assets	-79,829.79
TOTAL ASSETS	1,030,257.97
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 · Accounts Payable	208,002.92
Total Accounts Payable	208,002.92

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11/05/18

Balance Sheet

Accrual Basis

As of September 30, 2018

	Sep 30, 18
Credit Cards	
Amex Black #7002	-19,673.08
Mastercard 2786	0.06
Total Credit Cards	-19,673.02
Other Current Liabilities	
Sales Tax-Cash Basis	0.45
Sales Tax Due	265.65
12020 · Due From Maintenance	646,719.91
12030 · Due from Hydroseeding	247,755.44
12040 · Due From S3 Services	347,252.19
12041 · Due from Lighthouse	-37.65
20020 · Due To Maintenance	-16,528.01
20022 · Due to Lighthouse	-147.14
20073 · 2011 Mercedes ML350	5,105.60
20110 · Sales Tax Payable	46,748.33
20152 · Simple IRA - Aaron V	-990.61
20153 · Simple IRA - Mike S	-1,429.00
20154 · Simple IRA - Alex D	-998.00
20332 · Citi Bank - Mercedes	0.35
20333 · Citi Bank - L6	-0.63
20334 · Citi Bank - L7	-0.58
20335 · Citi Bank - L10	-0.35
20336 · Citi Bank - Excavator	0.29
20341 · GE CAP-Mini Excavator A94H16076	-832.58
20342 · Chrysler - S1 #0947	319.57
20343 · Chrysler - S2 V#8444	318.73
20344 · Ford Credit - 15 F750 DRW	31,596.37
20345 · Cannon - New Copier Lease	-1,370.88
20346 · Canon IPF 670 Plotter	-1,210.25
20347 · TD - 2015 Mercedes DOP 5/19/17	37,505.81
20348 · M&T Bank - S1	16,479.21
20349 · M&T Bank - S2	-796.71
20350 · Kearny Term Loan	120,954.80
20351 · Kearny Bank Term LOC	16,149.39
Total Other Current Liabilities	1,492,829.70
Total Current Liabilities	1,681,159.60
Long Term Liabilities	
20013 · LP1 - 2012 Ford F2050 Pickup	13,867.85
20014 · WellsFargo - Track Loader	16,276.89
20300 · Wachovia Bank- Line of Credit	0.15
20337 · Citi Bank Line of Credit	-0.18
Total Long Term Liabilities	30,144.71
Total Liabilities	1,711,304.31
Equity	
30100 · Capital Stock	1,000.00
30200 · Opening Balance Equity	-180,589.97
30300 · Retained Earnings	-613,806.19
304000 · Distribution	-46,255.00
Net Income	158,604.82
Total Equity	-681,046.34
TOTAL LIABILITIES & EQUITY	1,030,257.97