

Intellibee Inc
Profit and Loss by Year
January 2020 - December 2022

	Jan - Dec 2020	Jan - Dec 2021	Jan - Dec 2022	Total
Income				
Consulting Income	2,260,383.57	3,111,476.56	5,202,490.55	10,574,350.68
Discounts given	-823.71	-25,681.93	-72,168.10	-98,673.74
Total Income	\$ 2,259,559.86	\$ 3,085,794.63	\$ 5,130,322.45	\$ 10,475,676.94
Gross Profit	\$ 2,259,559.86	\$ 3,085,794.63	\$ 5,130,322.45	\$ 10,475,676.94
Expenses				
Advertising and Promotion	15,019.39	2,445.27	4,756.14	22,220.80
Annual Filings	394.00		1,100.00	1,494.00
Automobile	11,395.30	13,709.99	17,912.06	43,017.35
Bad Debts	29,000.00	16,152.00		45,152.00
Bank & CC Service Charges	1,255.43	1,773.77	1,071.19	4,100.39
Business/Professional Developmen		1,200.00		1,200.00
Charitable/Donation	6,068.26	736.97	29,994.00	36,799.23
Computer & Software	6,067.10	3,782.67	9,278.51	19,128.28
Covid Related		264.72	427.35	692.07
Discount	21,748.82	1,204.83		22,953.65
Dues & Subscriptions	5,138.08	3,389.05	3,182.51	11,709.64
DBE & MBE	1,025.00		1,200.00	2,225.00
Total Dues & Subscriptions	\$ 6,163.08	\$ 3,389.05	\$ 4,382.51	\$ 13,934.64
Education and Training	2,328.84	1,151.99	3,573.96	7,054.79
Finance Charges		981.99	2,727.85	3,709.84
Gifts	11,770.53	39,019.48	9,992.94	60,782.95
HSA Contributions	2,125.00	975.00	-275.00	2,825.00
Insurance				0.00
Auto Insurance	3,803.86	5,096.83	7,350.44	16,251.13
Business Insurance	6,169.10	6,945.50	7,030.08	20,144.68
Health Insurance				0.00
Dental		701.12		701.12
HSA Contribution	-2,800.00	-1,687.50	-400.00	-4,887.50
Medical Insurance	34,671.08	39,742.67	89,653.33	164,067.08
Vision		2,040.54	2,210.10	4,250.64
Total Health Insurance	\$ 31,871.08	\$ 40,796.83	\$ 91,463.43	\$ 164,131.34
Life Insurance	6,936.28	13,557.30	12,740.50	33,234.08
Workers Comp Insurance		165.15	885.44	1,050.59
Total Insurance	\$ 48,780.32	\$ 66,561.61	\$ 119,469.89	\$ 234,811.82
Interest	7,670.20	5,185.02	-1.41	12,853.81
Janitorial Exp	290.00	430.00	580.00	1,300.00
Laundry and Cleaning	72.28	369.13	774.23	1,215.64
Legal and Professional Fee				0.00
Accounting Fees	1,150.00	555.00	710.00	2,415.00
Immigration Fees	27,231.41	80,390.00	42,032.08	149,653.49

Legal Fees	13,050.00	250.00	49,455.25	62,755.25
Total Legal and Professional Fee	\$ 41,431.41	\$ 81,195.00	\$ 92,197.33	\$ 214,823.74
License and Permit	443.97	423.00	805.40	1,672.37
Meals and Entertainment	6,369.15	2,199.24	8,784.33	17,352.72
Merchant Account Fees		3.96	14.70	18.66
Miscellaneous	553.99		0.00	553.99
Off Shore Operations	23,046.33	76,321.00	112,500.00	211,867.33
Office Expenses	9,197.60	5,586.03	4,215.62	18,999.25
Office Supplies	3,336.17	5,952.79	9,679.99	18,968.95
Outside C2C Contractors	120,793.12	425,585.74	979,746.00	1,526,124.86
Parking Fees and Tolls	452.22	614.54	624.52	1,691.28
Payroll - Officers	82,500.00	84,000.00	101,500.00	268,000.00
Payroll - Wages	8,122.01	6,268.00	11,943.00	26,333.01
Payroll Employees				0.00
1099 Reimbursement	1,000.00	3,880.00	68,783.52	73,663.52
401K Contributions by employees			22,968.00	22,968.00
Child Support	2,687.29	150.00		2,837.29
Immigration Fees form emp	-2,500.00	-4,000.00	-2,500.00	-9,000.00
Loan Employee		6,500.00		6,500.00
Medical Pre Tax Emp	-27,695.63	-45,624.41		-73,320.04
Dental			-3,934.80	-3,934.80
Medical			-73,437.38	-73,437.38
Vision	-491.15	-956.43	-1,208.54	-2,656.12
Vision temp			-468.47	-468.47
Total Medical Pre Tax Emp	-\$ 28,186.78	-\$ 46,580.84	-\$ 79,049.19	-\$ 153,816.81
Miscellaneous-Employee	-11,803.56	-3,488.24	-42,014.98	-57,306.78
Payroll Tax-Employee	14,731.57	21,018.95	10,333.02	46,083.54
Payroll Wages	1,238,732.59	1,693,424.45	2,920,786.47	5,852,943.51
Reimbursement Employee	95,981.17	63,681.00	128,490.00	288,152.17
Total Payroll Employees	\$ 1,310,642.28	\$ 1,734,585.32	\$ 3,027,796.84	\$ 6,073,024.44
PAYROLL EXP				0.00
401K Contribution			2,895.26	2,895.26
401K Fees	1,973.47	3,206.29	1,160.60	6,340.36
Payroll Processing Fee	2,135.45	2,330.09	6,879.81	11,345.35
Total PAYROLL EXP	\$ 4,108.92	\$ 5,536.38	\$ 10,935.67	\$ 20,580.97
Payroll Taxes				0.00
Payroll Expenses -Futa	1,466.26	1,677.34	2,065.30	5,208.90
Payroll Expenses SUTA	4,430.96	4,046.08	8,714.44	17,191.48
Payroll Tax-Employer	71,418.20	115,863.40	215,441.48	402,723.08
Total Payroll Taxes	\$ 77,315.42	\$ 121,586.82	\$ 226,221.22	\$ 425,123.46
Phone & Internet				0.00
Email & Comm	1,435.52	1,919.67	512.54	3,867.73
Internet	2,272.25	2,037.54	1,605.22	5,915.01
Telephone	5,819.08	7,949.65	10,015.60	23,784.33
Total Phone & Internet	\$ 9,526.85	\$ 11,906.86	\$ 12,133.36	\$ 33,567.07
Postages & Shipping	664.61	911.14	2,219.57	3,795.32
Printing Supplies			352.89	352.89

Projects	180,082.61	102,194.88	6,133.15	288,410.64
Recruiting		7,605.03	333.33	7,938.36
Background checks	863.95	2,084.70	927.92	3,876.57
Career Fair	175.00	325.00	1,050.00	1,550.00
Job Boards	25,660.51	16,666.56	24,420.45	66,747.52
Recruiters- 1099/C2C	26,050.00			26,050.00
Total Recruiting	\$ 52,749.46	\$ 26,681.29	\$ 26,731.70	\$ 106,162.45
Rent	17,726.34	20,558.49	18,844.86	57,129.69
Repair and Maintenance	1,181.98	2,706.76	1,682.05	5,570.79
RFP Expenses			1,000.00	1,000.00
Sales & Marketing		6,525.65		6,525.65
Sales - Referral Bonus	2,074.20	14,000.00	2,001.00	18,075.20
Sales Campaign	8,888.97	11,317.81	17,521.37	37,728.15
Sales Commissions	10,790.75	35,068.77	22,732.86	68,592.38
Trade Fairs	3,900.00		4,039.20	7,939.20
Total Sales & Marketing	\$ 25,653.92	\$ 66,912.23	\$ 46,294.43	\$ 138,860.58
State Filings and Other Fees		1,583.02	1,588.00	3,171.02
Taxes and Licenses		19,158.88	240.94	19,399.82
Revenue & Sales Tax	8,395.01	3,668.40	9,709.93	21,773.34
State and Local Taxes	673.67	97.40	4,111.47	4,882.54
Workers Compensation Washington	403.86	507.37	775.12	1,686.35
Total Taxes and Licenses	\$ 9,472.54	\$ 23,432.05	\$ 14,837.46	\$ 47,742.05
Travel	13,606.62	19,529.64	-12.18	33,124.08
Air Travel		9,596.18	19,314.83	28,911.01
Auto	47.12	34.74	5,395.87	5,477.73
Lodging		-849.15	7,124.07	6,274.92
Meals		191.40	6,147.73	6,339.13
Total Travel	\$ 13,653.74	\$ 28,502.81	\$ 37,970.32	\$ 80,126.87
Utilities	4,227.31	4,353.25	5,185.61	13,766.17
Webhosting	532.02	549.09	701.16	1,782.27
Workers Compensation Washington			18.83	18.83
Total Expenses	\$ 2,173,932.52	\$ 2,999,483.18	\$ 4,968,422.23	\$ 10,141,837.93
Net Operating Income	\$ 85,627.34	\$ 86,311.45	\$ 161,900.22	\$ 333,839.01
Other Income				
PPP non exempt income		180,738.00		180,738.00
Total Other Income	\$ 0.00	\$ 180,738.00	\$ 0.00	\$ 180,738.00
Net Other Income	\$ 0.00	\$ 180,738.00	\$ 0.00	\$ 180,738.00
Net Income	\$ 85,627.34	\$ 267,049.45	\$ 161,900.22	\$ 514,577.01

Intellibee Inc
Balance Sheet
As of December 31, 2022

	Jan - Dec 2020	Jan - Dec 2021	Jan - Dec 2022
ASSETS			
Current Assets			
Bank Accounts			
BoAA 9524	273,612.09	42,688.25	406,188.44
BoAA EIDL-0175 (deleted)	-2.60	0.00	0.00
Chase Checking 7775	120,070.35	235,435.13	102,352.92
Chase MM 6574	31.71	66.71	36.71
Citizens - 2087	1,118.62	1,194.65	1,169.65
Total Bank Accounts	\$ 394,830.17	\$ 279,384.74	\$ 509,747.72
Accounts Receivable			
Accounts Receivable	198,609.66	687,291.37	659,730.24
Total Accounts Receivable	\$ 198,609.66	\$ 687,291.37	\$ 659,730.24
Other Current Assets			
Employees Advance	1,149.75	19,856.60	3,169.97
Loan Account	11,905.00	11,905.00	11,905.00
Uncategorized Asset	0.00	-12.18	0.00
Total Other Current Assets	\$ 13,054.75	\$ 31,749.42	\$ 15,074.97
Total Current Assets	\$ 606,494.58	\$ 998,425.53	\$ 1,184,552.93
Fixed Assets			
Computer and Furniture	25,072.88	27,110.06	35,784.32
Vehicles		41,609.63	143,395.35
Total Fixed Assets	\$ 25,072.88	\$ 68,719.69	\$ 179,179.67
TOTAL ASSETS	\$ 631,567.46	\$ 1,067,145.22	\$ 1,363,732.60
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	77,657.40	153,298.86	249,053.47
Total Accounts Payable	\$ 77,657.40	\$ 153,298.86	\$ 249,053.47
Credit Cards			
Amex IBI 2004/3002	0.00	0.00	0.00
Amex Plat 1002		0.00	15,579.32
Amex Platinum 2003	8,438.05	15,251.00	1,690.52
CapOne - 0172	48.00	181.07	2,876.35
Chase Credit Card 6902	4,388.56	384.61	307.54
Chase LOC 3001	0.00	0.00	0.07
PNC Bank Credit Card - 4965	21,108.92	16,608.93	0.00
Total Credit Cards	\$ 33,983.53	\$ 32,425.61	\$ 20,453.80
Other Current Liabilities			
Loans from Share Holders	3,600.00	3,600.00	3,600.00
Payroll Liabilities	35,221.87	35,221.87	35,221.87

Total Other Current Liabilities	\$ 38,821.87	\$ 38,821.87	\$ 38,821.87
Total Current Liabilities	\$ 150,462.80	\$ 224,546.34	\$ 308,329.14
Long-Term Liabilities			
AUTO LOAN		0.00	41,785.72
Citizens LOC *0026	0.00	0.00	0.00
Notes Payable - Loans		0.00	0.00
PPP Loan	180,738.00	0.00	0.00
SBA Loan	159,900.00	509,900.00	503,400.00
Total Notes Payable - Loans	\$ 340,638.00	\$ 509,900.00	\$ 503,400.00
Total Long-Term Liabilities	\$ 340,638.00	\$ 509,900.00	\$ 545,185.72
Total Liabilities	\$ 491,100.80	\$ 734,446.34	\$ 853,514.86
Equity			
Opening Balance Equity	9,000.00	9,000.00	9,000.00
Retained Earnings	26,263.53	111,890.87	378,940.32
Shareholder Distributions	19,575.79	-55,241.44	-39,622.80
Net Income	85,627.34	267,049.45	161,900.22
Total Equity	\$ 140,466.66	\$ 332,698.88	\$ 510,217.74
TOTAL LIABILITIES AND EQUITY	\$ 631,567.46	\$ 1,067,145.22	\$ 1,363,732.60

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