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11/23/09
Cash Basis

Scot On This! LLC
Profit & Loss Prev Year Comparison
January 1 through November 23, 2009

Crashed and Burned Baby!
Hit the skids! Just when we
should be crrranking. Go
Figga.

	Jan 1 - Nov 23, 09	Jan 1 - Nov 23, 08	\$ Change	% Change
Income				
3340 · Interest Inc	98.78	265.31	-166.53	-62.8%
3370 · Set Up Fees				
3371 · Set Up Charges Bike	290.00	825.00	-535.00	-64.9%
3372 · Set Up Fees Scooter	190.00	170.00	20.00	11.8%
Total 3370 · Set Up Fees	480.00	995.00	-515.00	-51.8%
3500 · Sales of Goods				
3502 · Accessories & Equipment	853.65	2,020.02	-1,166.37	-57.7%
3505 · E-Bikes	15,505.14	30,131.95	-14,626.81	-48.5%
3510 · Conversion Kits	940.90	3,293.56	-2,352.66	-71.4%
3511 · Apparel	24.50	0.00	24.50	100.0%
3515 · Bikes - Human Powered	0.00	1,089.06	-1,089.06	-100.0%
3520 · Scooters	12,664.00	47,003.25	-34,339.25	-73.1%
3522 · Custom Builds	0.00	1,459.00	-1,459.00	-100.0%
3525 · Consignments	0.00	750.00	-750.00	-100.0%
3530 · Service & Repairs	3,540.89	3,654.56	-113.67	-3.1%
3540 · Parts	11,115.07	12,462.87	-1,347.80	-10.8%
3542 · Used Goods	282.00	467.00	-185.00	-39.6%
3545 · Assembly Items	0.00	104.05	-104.05	-100.0%
3550 · Misc Sales	489.13	488.49	0.64	0.1%
3552 · Shipping	846.48	1,658.10	-811.62	-49.0%
3500 · Sales of Goods - Other	319.24	50.48	268.76	532.4%
Total 3500 · Sales of Goods	46,581.00	104,632.39	-58,051.39	-55.5%
3565 · Restocking Fee	294.78	276.60	18.18	6.6%
3570 · Returns Allow	-201.06	-49.98	-151.08	-302.3%
3580 · Consulting	0.00	-130.00	130.00	100.0%
4010 · Assessed Finance Charge	0.00	0.35	-0.35	-100.0%
Total Income	47,253.50	105,989.67	-58,736.17	-55.4%
Cost of Goods Sold				
5000 · Cost of Goods Sold				
5001 · Purchase Discounts	-78.00	0.00	-78.00	-100.0%
5002 · Misc	0.00	84.02	-84.02	-100.0%
5003 · Acc and Equip	380.51	717.66	-337.15	-47.0%
5004 · Parts	6,181.23	6,671.76	-490.53	-7.4%
5005 · Kits & Components	626.13	1,859.31	-1,233.18	-66.3%
5007 · Bikes	0.00	535.00	-535.00	-100.0%
5008 · Shipping	1,227.68	5,593.42	-4,365.74	-78.1%
5009 · Scooters	7,423.00	29,178.55	-21,755.55	-74.6%
5011 · Apparael	12.25	0.00	12.25	100.0%
5012 · Used Items	-20.39	-115.00	94.61	82.3%
5015 · Assembly Items	0.00	22.10	-22.10	-100.0%
5020 · E-Bikes	9,290.45	17,484.85	-8,194.40	-46.9%
5050 · Consignment	0.00	1,179.37	-1,179.37	-100.0%
5000 · Cost of Goods Sold - Other	367.47	1,563.53	-1,196.06	-76.5%
Total 5000 · Cost of Goods Sold	25,410.33	64,774.57	-39,364.24	-60.8%
Total COGS	25,410.33	64,774.57	-39,364.24	-60.8%
Gross Profit	21,843.17	41,215.10	-19,371.93	-47.0%
Expense				
5072 · Adjust for Substandard Goods	0.00	704.00	-704.00	-100.0%
5210 · Auto				
5212 · Fuel	248.69	256.70	-8.01	-3.1%
5216 · Registration	75.00	0.00	75.00	100.0%
5220 · Service	0.00	6.96	-6.96	-100.0%
Total 5210 · Auto	323.69	263.66	60.03	22.8%
5230 · Advertising				
5232 · Yellow Book	483.74	655.87	-172.13	-26.2%
5236 · Internet	325.44	0.00	325.44	100.0%
5238 · Newspaper	5.01	0.00	5.01	100.0%
5240 · Promotions	0.00	20.00	-20.00	-100.0%
5248 · Signage & Maint	925.00	0.00	925.00	100.0%
5230 · Advertising - Other	1,641.73	2,475.87	-834.14	-33.7%
Total 5230 · Advertising	3,380.92	3,151.74	229.18	7.3%
5255 · Bad Debts	213.39	0.00	213.39	100.0%
5260 · Bank Charge				
5261 · Quickbooks Online Services	22.95	0.00	22.95	100.0%
5260 · Bank Charge - Other	1,356.36	1,718.99	-362.63	-21.1%
Total 5260 · Bank Charge	1,379.31	1,718.99	-339.68	-19.8%

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5270 · Building Repair	2,157.59	60.96	2,096.63	3,439.4%
5275 · Building Maintenance	263.40	84.31	179.09	212.4%
5320 · Delivery Expense	-70.00	77.03	-147.03	-190.9%
5350 · Discounts				
5352 · Employee Discounts	0.00	14.55	-14.55	-100.0%
5350 · Discounts - Other	1,788.36	4,764.33	-2,975.97	-62.5%
Total 5350 · Discounts	1,788.36	4,778.88	-2,990.52	-62.6%
6150 · Entertainment	0.00	10.00	-10.00	-100.0%
6160 · Equipment Leased	120.64	416.55	-295.91	-71.0%
6170 · Finance Charges	208.68	1,062.49	-853.81	-80.4%
6180 · Furnishings	20.00	0.00	20.00	100.0%
6220 · Inventory Adjust Loss or Theft	-7.75	0.00	-7.75	-100.0%
6260 · Legal-Prof Fees	35.00	0.00	35.00	100.0%
6270 · Licenses and Permits				
6272 · Business License	50.00	88.00	-38.00	-43.2%
6270 · Licenses and Permits - Other	50.00	400.00	-350.00	-87.5%
Total 6270 · Licenses and Permits	100.00	488.00	-388.00	-79.5%
6280 · Loss From Theft/Damaged	625.00	0.00	625.00	100.0%
6290 · Meals & Entertn	9.99	30.94	-20.95	-67.7%
6300 · Merchant Account Fees	657.92	1,153.88	-495.96	-43.0%
6310 · Miscellaneous, Bus	313.97	-31.37	345.34	1,100.9%
6320 · Office Equipment	632.48	651.99	-19.51	-3.0%
6330 · Office Supplies				
6334 · Hardware	153.08	0.00	153.08	100.0%
6336 · Software	241.48	1,209.82	-968.34	-80.0%
6330 · Office Supplies - Other	463.53	587.88	-124.35	-21.2%
Total 6330 · Office Supplies	858.09	1,797.70	-939.61	-52.3%
6340 · Postage and Delivery	10.02	0.00	10.02	100.0%
6400 · Payroll Expenses				
6415 · Alex Hunnicutt-La	1,659.17	0.00	1,659.17	100.0%
6455 · Andrew Barnard	4,851.92	3,957.75	894.17	22.6%
6459 · Kevin Krumwiede	0.00	2,670.00	-2,670.00	-100.0%
6400 · Payroll Expenses - Other	0.00	100.00	-100.00	-100.0%
Total 6400 · Payroll Expenses	6,511.09	6,727.75	-216.66	-3.2%
6600 · Payroll Taxes				
6630 · Medicare	0.00	67.87	-67.87	-100.0%
6635 · Social Security Employee	0.00	293.21	-293.21	-100.0%
6640 · State UI	0.00	801.50	-801.50	-100.0%
Total 6600 · Payroll Taxes	0.00	1,162.58	-1,162.58	-100.0%
6820 · Printing and Reproduction	0.00	47.45	-47.45	-100.0%
6850 · Rent Paid	8,250.00	6,500.00	1,750.00	26.9%
6880 · Service Dept. Exp.				
6882 · parts	0.00	53.49	-53.49	-100.0%
6884 · Supplies	149.41	211.89	-62.48	-29.5%
6885 · Tools	53.96	0.00	53.96	100.0%
6880 · Service Dept. Exp. - Other	11.93	16.99	-5.06	-29.8%
Total 6880 · Service Dept. Exp.	215.30	282.37	-67.07	-23.8%
6890 · Services Paid				
6891 · Clerical	0.00	183.75	-183.75	-100.0%
6892 · Landscaping	0.00	85.99	-85.99	-100.0%
6893 · Security	44.95	0.00	44.95	100.0%
6894 · Repair Work	441.50	1,599.25	-1,157.75	-72.4%
6898 · Accounting	91.80	0.00	91.80	100.0%
6890 · Services Paid - Other	0.00	129.95	-129.95	-100.0%
Total 6890 · Services Paid	578.25	1,998.94	-1,420.69	-71.1%
6900 · Shipping				
6902 · Inbound	34.55	105.52	-70.97	-67.3%
6904 · Outbound	1,051.35	2,296.83	-1,245.48	-54.2%
6906 · Supplies	0.00	0.00	0.00	0.0%
6900 · Shipping - Other	176.13	157.29	18.84	12.0%
Total 6900 · Shipping	1,262.03	2,559.64	-1,297.61	-50.7%
7120 · Utilities				
7160 · Internet				
7170 · WebHosting	131.40	119.40	12.00	10.1%
7160 · Internet - Other	249.00	190.00	59.00	31.1%
Total 7160 · Internet	380.40	309.40	71.00	23.0%

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7180 - Telephone	870.44	1,487.89	-617.45	-41.5%
Total 7120 - Utilities	1,250.84	1,797.29	-546.45	-30.4%
Total Expense	31,088.21	37,495.77	-6,407.56	-17.1%
Net Income	<u>-9,245.04</u>	<u>3,719.33</u>	<u>-12,964.37</u>	<u>-348.6%</u>