

# TurboPass

## PROFIT AND LOSS

January - December 2019

	TOTAL
Income	
4100 Dealers Revenue	
4110 Large Auto Groups	4,031.00
4120 Independent Dealers	7,503.75
<b>Total 4100 Dealers Revenue</b>	<b>11,534.75</b>
4900 Other Income	
Discounts given	-438.90
Sales	168.00
Turbo Annual Subscription	36,000.00
Uncategorized Income	501.44
<b>Total 4900 Other Income</b>	<b>36,230.54</b>
<b>Total Income</b>	<b>\$47,765.29</b>
Cost of Goods Sold	
5900 Other COGS	500.00
Set up & Consulting COGS	32,500.00
<b>Total 5900 Other COGS</b>	<b>33,000.00</b>
<b>Total Cost of Goods Sold</b>	<b>\$33,000.00</b>
<b>GROSS PROFIT</b>	<b>\$14,765.29</b>
Expenses	
6100 People Costs	8,969.93
ADP Fees	107.38
Contract Labor	7,214.89
Payroll Taxes	6,820.16
Training	4,411.99
Wages	29,339.17
<b>Total 6100 People Costs</b>	<b>56,863.52</b>
6200 G&A and Occupancy OPEX	
Auto OPEX	440.94
Dues and Subscriptions	482.40
Occupancy Costs	
Rent & Lease	2,854.00
Repairs & Maintenance	32.44
Utilities	4,560.11
<b>Total Occupancy Costs</b>	<b>7,446.55</b>
Tech Systems	7,519.44
<b>Total 6200 G&amp;A and Occupancy OPEX</b>	<b>15,889.33</b>

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	TOTAL
6300 Sales and Marketing Costs	32,339.20
Travel	11,506.38
Travel - Fuel & Car	2,930.32
Travel Meals	1,443.30
<b>Total Travel</b>	<b>15,880.00</b>
<b>Total 6300 Sales and Marketing Costs</b>	<b>48,219.20</b>
6400 Professional Services Costs	88,267.63
6500 Product Dev / R&D	13,796.00
6900 Other OPEX	462.87
Bank Charges & Fees	3,492.96
Meals & Entertainment	1,658.69
Other Business Expenses	1,985.94
QuickBooks Payments Fees	159.92
Uncategorized Expense	0.00
<b>Total 6900 Other OPEX</b>	<b>7,760.38</b>
<b>Total Expenses</b>	<b>\$230,796.06</b>
NET OPERATING INCOME	<b>\$ -216,030.77</b>
Other Expenses	
7200 Other Expense	
Interest Paid	4,478.04
<b>Total 7200 Other Expense</b>	<b>4,478.04</b>
<b>Total Other Expenses</b>	<b>\$4,478.04</b>
NET OTHER INCOME	<b>\$ -4,478.04</b>
NET INCOME	<b>\$ -220,508.81</b>