

TrackMy Solutions
Profit and Loss
January - December 2022

	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Total
Income													
4000 Fixed Subscription Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00			0.00	0.00
4000.00 Health Care	3,115.63	3,115.62	3,115.63	4,615.62	4,915.63	8,561.45	14,895.79	19,229.11	76,629.11	80,920.77	80,920.77	81,504.15	381,539.28
4000.40 Employer	60,775.00	67,775.00	74,025.00	74,025.00	74,025.00	76,729.50	37,729.50	37,729.50	37,729.50	52,729.50	44,729.50	31,562.82	669,564.82
Total 4000 Fixed Subscription Revenue	\$ 63,890.63	\$ 70,890.62	\$ 77,140.63	\$ 78,640.62	\$ 78,940.63	\$ 85,290.95	\$ 52,625.29	\$ 56,958.61	\$ 114,358.61	\$ 133,650.27	\$ 125,650.27	\$ 113,066.97	\$ 1,051,104.10
4050 Variable Subscription Revenue													0.00
4050.20 Education	54,040.10	8,051.50	9,765.50	11,563.00	15,497.50	9,698.00	12,827.50	11,280.00	3,222.50	1,587.50	162.50	595.00	138,290.60
4050.40 Employer	79,186.00	18,246.00	26,704.00	20,436.50	21,660.50	26,436.50	16,875.00	13,710.00	7,767.50	872.50	1,745.00	13,065.00	246,704.50
Total 4050 Variable Subscription Revenue	\$ 133,226.10	\$ 26,297.50	\$ 36,469.50	\$ 31,999.50	\$ 37,158.00	\$ 36,134.50	\$ 29,702.50	\$ 24,990.00	\$ 10,990.00	\$ 2,460.00	\$ 1,907.50	\$ 13,660.00	\$ 384,995.10
4100 Professional Services Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00		0.00	0.00
4100.10 Government		12,334.16	750.00										13,084.16
4100.30 Health Care	3,000.00	0.00	0.00	0.00	0.00	0.00	793.34	793.33	1,793.33	1,793.33	1,793.33	1,793.33	11,699.99
4100.30 Employer	27,129.00	12,600.00	12,600.00	18,690.00	7,400.00	600.00	7,400.00	13,000.00	5,000.00	8,000.00	333.33	27,942.00	140,694.33
Total 4100 Professional Services Revenue	\$ 30,129.00	\$ 24,934.16	\$ 13,350.00	\$ 18,690.00	\$ 7,400.00	\$ 600.00	\$ 8,193.34	\$ 13,793.33	\$ 6,793.33	\$ 9,793.33	\$ 2,116.66	\$ 29,725.33	\$ 165,468.48
4200 Implementation Fees Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				0.00
4200.20 Education	7,500.00	17,750.00											25,250.00
4200.30 Health Care					7,500.00	22,500.00	42,500.00	109,320.00	1,500.00				183,320.00
4200.40 Employer	77,500.00	24,000.00		7,500.00				7,500.00					116,500.00
Total 4200 Implementation Fees Revenue	\$ 85,000.00	\$ 41,750.00	\$ 0.00	\$ 7,500.00	\$ 7,500.00	\$ 22,500.00	\$ 42,500.00	\$ 116,820.00	\$ 1,500.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 325,070.00
4300 Consumer Revenue					32,000.00	13,806.76	8,470.01	9,627.91	3,800.00	2,700.00	3,500.00	1,617.99	75,522.67
4400 Equipment Resale Revenue	8,108.78	350.00		410.00	410.00	410.00	410.00	410.00	410.00	410.00	410.00	410.00	12,148.78
4500 Consumable Revenue	239,537.17	496,090.10	55,127.92	25,223.00	39,239.11	2,618.00	33,207.00	0.00	14,303.31		2,434.00		907,779.61
5920 Travel Expense Reimbursements		14,336.62											14,336.62
Total Income	\$ 559,891.68	\$ 674,649.00	\$ 182,088.05	\$ 162,453.12	\$ 202,647.74	\$ 161,360.21	\$ 175,098.14	\$ 222,589.85	\$ 152,145.25	\$ 149,003.60	\$ 136,018.43	\$ 158,480.29	\$ 2,936,425.36
Cost of Goods Sold													
5000 Cost of Product Sales													0.00
5000.10 Cost of Product Sales	340.90	340.90	340.90	340.90	340.90	340.90	340.90	340.90	340.90	340.90	340.90	340.90	4,090.80
5000.15 Equipment Reimbursable Expenses			196.00										196.00
5000.60 Cost of Goods Sold	12.64	36.34	150.10	67.94	3.16								278.18
5050 COGS - Tests	136,092.13	412,305.81	25,528.00	16,168.14	50,009.70	35,989.93	38,000.00	1,623.07	15,455.64	721.57	-58,379.42	-2,851.75	670,662.82
5050.10 Storage Costs		1,000.00	2,928.42	2,851.75	568.70	779.20	898.60		52.01	750.00	855.00	1,479.83	12,163.51
Total 5050 COGS - Tests	\$ 136,092.13	\$ 413,305.81	\$ 28,456.42	\$ 19,019.89	\$ 50,578.40	\$ 36,769.13	\$ 38,898.60	\$ 1,623.07	\$ 15,507.65	\$ 1,471.57	\$ -57,524.42	\$ -1,371.92	\$ 682,826.33
Total 5000 Cost of Product Sales	\$ 136,445.67	\$ 413,683.05	\$ 29,145.42	\$ 19,428.73	\$ 50,922.46	\$ 37,110.03	\$ 39,239.50	\$ 1,963.97	\$ 15,848.55	\$ 1,812.47	\$ -57,183.52	\$ -	\$ 687,358.31
5100 Cost of Professional Services	549.00											0.00	549.00
5100.30 Cost of Professional Services			35,102.55	13,809.60	10,180.80	19,383.00	11,103.75	9,382.25	28,407.75	12,476.10	34,360.20		174,216.00
5100.40 COGS - Partner Integration									10,100.00	2,600.00	2,800.00	2,500.00	18,000.00
5100.50 COGS - VSee			982.50						5,000.00				5,982.50
5100.60 COGS - AWS Services			26,900.00	6,744.76	33,422.16	22,091.44		22,506.70	20,222.85	17,258.57	15,568.11	10,957.22	175,671.81
5100.70 SSO Integration												1,772.00	
Total 5100 Cost of Professional Services	\$ 549.00	\$ 0.00	\$ 62,985.05	\$ 20,554.36	\$ 43,602.96	\$ 41,474.44	\$ 11,103.75	\$ 31,898.95	\$ 63,730.60	\$ 32,334.67	\$ 52,728.31	\$ 15,229.22	\$ 376,191.31
5110 Cost of Travel Expenses	3,866.11												3,866.11
Cost of Goods Sold	0.00	944.75						0.00			0.00		944.75
Inventory Shrinkage													0.00
Total Cost of Goods Sold	\$ 140,860.78	\$ 414,627.80	\$ 92,130.47	\$ 39,963.09	\$ 94,525.42	\$ 78,564.47	\$ 50,343.25	\$ 33,862.92	\$ 79,579.15	\$ 34,147.14	\$ -4,455.21	\$ 14,198.20	\$ 1,068,387.48
Gross Profit	\$ 419,030.90	\$ 260,021.20	\$ 89,957.58	\$ 122,470.03	\$ 106,122.32	\$ 82,775.74	\$ 124,754.89	\$ 188,726.93	\$ 72,566.10	\$ 114,856.46	\$ 140,473.64	\$ 144,282.09	\$ 1,868,037.88
Expenses													
6000 Payroll Expenses	163,154.33	298,808.79	308,492.92	279,608.32	240,772.07	194,886.85	157,542.16	149,126.03	219,649.17	158,362.51	164,369.59	164,445.92	2,499,216.66
6005 Payroll Taxes					13,196.38	10,281.40	7,689.64	7,015.80	12,311.21	8,560.90	8,872.27	8,834.96	76,764.57
6010 Payroll Benefits Fees					6,404.84	7,912.52	7,155.50	6,777.75	12,652.33	8,137.70	8,649.60	7,656.60	65,346.84
6015 Payroll Service Fees					2,972.52	1,397.52	2,455.56	2,705.56	4,487.96	3,149.42	3,084.80	3,084.80	23,348.14
6017 Time and Attendance Service Fee					436.00	27.00	30.00	15.00	12.00	21.00	24.00		565.00
6020 Workers Compensation					483.01	385.51	289.44	281.51	501.56	347.42	358.79	357.65	3,004.89
6025 FUTA							9.56	27.02		5.42			42.00
6050 Payroll Benefits	4,648.51	6,876.32	4,076.32	172.40			190.00						15,963.55
6200 Employee Costs - Monthly Stipend	2,750.00		1,250.00										4,000.00
6300 Employee Costs - Misc		25.00	25.00								185.90		235.90
6400 Development Costs		28,617.81	27,167.89			-3,123.04			14,920.48		2,025.00		69,608.14
6500 Other Payroll Costs		15.00				50.00					176.76	749.05	990.81
6600 Commissions			1,319.00		3,331.47			2,222.00	31,250.00	48,574.13	172.80		86,869.40
6700 Consulting Expense	8,500.00	7,500.00	19,500.00	13,500.00	11,000.00	13,500.00	8,500.00	8,500.00	8,500.00	7,300.00	7,300.00	7,300.00	120,900.00
7000 Bank Charges & Fees	291.11	281.00	181.89	54.96	114.25	465.62	578.71	657.59	558.89	113.51	70.25	60.25	3,428.15
7001 Office Supplies & Software	2,372.08	1,053.16	9,118.66	2,096.65	11,499.42	2,743.77	2,415.14	1,597.26	-2,345.96	4,846.88	2,585.67	1,975.97	39,919.70
7003 Other Business Expenses	4,057.76	414.98	812.40	1,208.65	847.46	300.00			2,276.11	-2,766.11		180.00	7,331.25
7003 Credit Card Fees			23.97	284.22	196.00	29.99			2,610.25	71.08			3,215.51
7004 Office Space Rental	2,052.85	5,275.00	4,100.00	4,101.80	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.00	4,100.63	4,100.00	48,330.28
7005 HubSpot Charges	400.00	400.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	450.00	481.93	5,331.93
7006 Atlasian Costs	394.00	394.00	409.00	390.00	375.00	360.00	285.00		570.00	279.00	279.00	279.00	4,014.00
7007 Patent Costs			1,510.00	85.50				114.00					1,708.50
7008 Square Fees					129.55					22.99			152.54
7009 Docusign					45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	315.00
7010 G-Suite	388.64	395.02	392.76	412.45	424.80	426.00	426.00	428.31		432.00	432.00	432.00	4,589.98
7011 Host Gator			209.37										209.37
7012 Mailgun	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	90.00	1,080.00
7013 Microsoft			6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	6.00	12.00	60.00
7014 Remarkable	590.63		7.99	924.27	7.99	7.99	7.99	7.99	15.98	5.98	5.98	5.98	1,588.77
7015 Salesforce				1,560.00									1,560.00
7016 Semireg Label	59.96	59.96	59.96	59.96	59.96	59.96	59.96						419.72
7017 Slack		312.00	266.29	242.85	257.87	178.57	163.99	160.26	183.75	198.34	192.50	189.29	2,345.71
7018 Task				228.00									456.00
7019 Weebly	16.00	51.95	32.00	32.00	101.90	48.00	48.00	48.00	48.00	48.00	48.00	48.00	599.95
7020 Zoom	16.39	16.39	16.39	16.39	42.64	33.93	43.87	71.98	59.16	74.15	60.26	62.46	514.01
7021 Vanta	3,000.00			3,000.00			3,000.00			3,400.00	3,000.00		15,400.00
7022 QuickBooks	180.00	180.00	180.00	180.00	180.00	180.00	180.00	200.00	200.00	200.00	200.00	200.00	2,260.00
7023 Amazon							265.32						265.32
7024 Security Costs												199.99	199.99
7025 Effectual												3,287.17	3,287.17
7050 Conferences				3,900.00									3,900.00
7200 Advertising & Marketing	9,621.25	-3,053.75	61.25	1,422.18	10,021.45	10,000.00	10,295.00	10,000.00	13,492.96	11,074.97	12,214.78	13,290.16	98,440.25
7201 Google Ads					369								