

TrackMy Solutions
Profit and Loss
January - December 2021

	<u>Total</u>
Income	
4000 Fixed Subscription Revenue	0.00
4000.10 Government	0.00
4000.20 Education	0.00
4000.30 Health Care	4,903.12
4000.40 Employer	16,675.00
Total 4000 Fixed Subscription Revenue	\$ 21,578.12
4050 Variable Subscription Revenue	
4050.10 Government	197,587.40
4050.20 Education	106,563.50
4050.40 Employer	228,722.50
Total 4050 Variable Subscription Revenue	\$ 532,873.40
4100 Professional Services Revenue	0.00
4100.10 Government	3,565,748.37
4100.20 Education	6,956.00
4100.30 Health Care	31,249.75
4100.40 Employer	123,942.00
Total 4100 Professional Services Revenue	\$ 3,727,896.12
4200 Implementation Fees Revenue	0.00
4200.20 Education	60,000.00
4200.30 Health Care	41,000.00
4200.40 Employer	276,500.00
Total 4200 Implementation Fees Revenue	\$ 377,500.00
4400 Equipment Resale Revenue	2,570,551.19
4500 Consumable Revenue	17,919.35
5920 Travel Expense Reimbursements	917,934.23
5997 Uncategorized Income	0.00
Total Income	\$ 8,166,252.41
Cost of Goods Sold	
5000 Cost of Product Sales	734,586.35
5000.10 Cost of Product Sales	1,236,552.23
5000.15 Equipment Reimbursable Expenses	281,926.37
5000.40 Cost of Product Sales	77,004.71
5000.50 COGS -	717.76
5000.60 Cost of Goods Sold -	5,948.30
5000.80 COGS - Tableau Software	1,560.00
5050 COGS - Tests	10,821.68
Total 5000 Cost of Product Sales	\$ 2,349,117.40
5100 Cost of Professional Services	22,288.60
5100.10 Cost of Professional Services	2,119,497.67
5100.20 Cost of Professional Services	1,559.98
5100.30 Cost of Professional Services	373,667.25
Total 5100 Cost of Professional Services	\$ 2,517,013.50
5110 Cost of Travel Expenses	121,848.94
5110.10 Cost of Travel Expenses	773,469.17
Total 5110 Cost of Travel Expenses	\$ 895,318.11
Cost of Goods Sold	553.22
Total Cost of Goods Sold	\$ 5,762,002.23
Gross Profit	\$ 2,404,250.18
Expenses	
6000 Payroll Expenses	1,499,524.13
6050 Payroll Benefits	7,000.00
6100 Employee Bonus	13,655.08
6200 Employee Costs - Monthly Stipend	16,795.00
6300 Employee Costs - Misc	35,216.51
6400 Development Costs	6,005.00
6500 Other Payroll Costs	6,123.88
6600 Outside Commissions	4,632.64
6700 Consulting Expense	71,612.62
6900 Referral Fees	16,488.00
7000 Bank Charges & Fees	2,243.06
7001 Office Supplies & Software	48,581.03
7002 Other Business Expenses	22,549.23
7003 Credit Card Fees	479.00
7004 Office Space Rental	5,615.00
7005 HubSpot Charges	1,975.00
7006 Atlassian Costs	2,091.00
7021 Vanta	3,000.00
7200 Advertising & Marketing	51,408.41
7250 Contractors	600.00
7260 Depreciation	1,638.89
7400 Revenue Share Bonus	438,689.55
7500 Travel	119,723.95
7501 Meals & Entertainment	5,324.73
7600 Business Development	46,121.97
7999 Business Expenses-Pre Revenue	13,616.06
8000 Insurance	19,520.25
8001 Legal & Professional Services	103,274.96
8002 Taxes & Licenses	139.75
8100 Bad Debts	8,872.49
8550 Utilities	2,431.87
9500 Uncategorized Expense	50.00
Mello Credit card fee	20.00
Total Expenses	\$ 2,575,019.06
Net Operating Income	-\$ 170,768.88
Other Income	
9000 Interest Earned	732.90
Total Other Income	\$ 732.90
Other Expenses	
Unrealized Gain or Loss	0.00
Total Other Expenses	\$ 0.00
Net Other Income	\$ 732.90
Net Income	-\$ 170,035.98