

	# Per Books	# Per Taxes	Difference
<b>Profit &amp; Loss Statement Comparison</b>			
<b>With Return Year 2023</b>			
	Jan - Dec 2023	Jan - Dec 2023	
<b>Income</b>			
Total Revenues	\$610,304.14	\$610,304.00	
Interest Income	\$1.93	\$2.00	
Gain <Loss on Equipment)	\$2,868.00	\$2,868.00	
Collection Allowance	\$345.15	\$345.00	
Sales Tax	-\$23,165.49	-\$23,165.00	
<b>Total Income</b>	<b>\$590,353.73</b>	<b>\$590,354.00</b>	
<b>Cost of Sales</b>			
Job Materials	\$151,376.00		
S/C Labor	\$10,500.00		
S/Cservices	\$32,933.78		
Supplies	\$6,163.12		
<b>Total Cost of Sales</b>	<b>\$200,972.90</b>	<b>\$200,973.00</b>	
<b>Gross Profit</b>	<b>\$389,380.83</b>	<b>\$389,381.00</b>	
<b>Operating Expenses</b>			
Accounting	\$4,750.00	\$4,750.00	
Advertising	\$500.00	\$500.00	
Auto Truck Expenses	\$26,974.03	\$26,974.00	
Bank Fees	\$17.50	\$18.00	
Computer Expenses	\$1,340.00	\$1,340.00	
Delivery & Freight	\$776.68	\$777.00	
Deprication	\$28,314.00	\$28,314.00	
Employee Benefits	\$40.00	\$40.00	
Gifts	\$53.46	\$53.00	
Insurance			
Liability	\$8,021.14		
Vehicles	\$7,776.07		
Insurance-Other	\$205.90		
<b>Total Insurance</b>	<b>\$16,003.11</b>	<b>\$16,003.00</b>	
Interest Expense	\$3,246.38	\$3,487.00	\$ (240.62)
Janitorial	\$1,025.00	\$1,025.00	
Licenses & Fees	\$139.76	\$140.00	
Meals	\$19,911.27	\$19,911.00	
Merchant Services Fees	\$14,656.10	\$14,656.00	

office	\$412.20	\$412.00	
Parking & Tolls	\$706.73	\$707.00	
<b>Payroll Expenses</b>			
Employee Wages	\$52,424.50	\$52,424.50	
Officer Compensation	\$78,000.00	\$78,000.00	
Payroll Taxes	\$10,200.19	\$10,200.19	
<b>Total payroll Expenses</b>	\$140,624.69	\$140,624.69	
Postage & Shipping	\$78.59	\$79.00	
<b>Professional Fees</b>			
HR Services	\$1,869.13	\$1,869.00	
Payroll Services	\$2,999.50	\$3,000.00	
<b>Total Professional Fees</b>	\$4,868.63	\$4,869.00	
Rent	\$1,799.85	\$2,802.00	\$ (1,002.15)
Repair & Maintenance	\$134.75	\$135.00	
Taxes	\$175.00	\$175.00	
Telephone	\$4,242.00	\$4,242.00	
Tools	\$7.29	\$7.00	
Travel	\$5,357.93	\$5,358.00	
Uniforms	\$1,247.55	\$1,248.00	
<b>Total Expenses</b>	\$277,402.50	\$278,646.69	
<b>Net Income</b>	<b>\$111,978.33</b>	<b>\$110,734.31</b>	<b>\$ (1,242.77)</b>

## Balance sheet Comparison with Return( Year 2023)

	# Per Books	# Per Taxes	Difference
	Dec 31, 2023	Dec 31, 2023	
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
Petty Cash	\$500.00	\$500.00	
Cash - Chase	\$31,359.11	\$31,359.11	
Total Checking/Savings	\$31,859.11	\$31,859.11	
Other Current Assets			
Account Receivable	\$36,834.00	\$36,834.00	
Total other Current Assets	\$36,834.00	\$36,834.00	
Total Current Assets	\$68,693.11	\$68,693.11	
Fixed Assets			
Buildings and Other Depreciable Assets	\$278,874.00	\$278,874.00	
Accumulated Depreciation	-\$212,902.00	\$212,902.00	
Total Fixed Assets	\$65,972.00	\$65,972.00	
<b>TOTAL ASSETS</b>	<b>\$134,665</b>	<b>\$134,665</b>	
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Credit Cards			
Chase CC-0931	\$6,102.85		
Citi (Costco Visa)	\$9,966.20		
Total Credit Cards	\$16,069.05	\$16,069.05	
Total Current Liabilities	\$16,069.05	\$16,069.05	
Long Term Liabilities			
Ally Transit Loan	\$39,289.89		
Ford Credit	\$17,669.24		
Truist Loan	\$12,405.86		
Total LongTerm Liabilities	\$69,364.99	\$69,606.00	-\$241.01
Total Liabilities	\$85,434.04	\$85,675.05	
Equity			
Capital Stock	\$5,000.00	\$5,000.00	
Retained earnings	\$141,919.05	\$141,919.00	
Share Distributions	-\$209,666.89	-\$208,663.00	-\$1,003.89
Net Income	\$111,978.34	\$110,734.00	\$1,244.34
Total Equity	\$49,230.50	\$48,990.00	
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$134,665</b>	<b>\$134,665</b>	

	# Per Books	# Per Taxes	Difference
<b>Profit &amp; Loss Statement Comparison</b>			
<b>With Return Year 2022</b>			
	Jan - Dec 2022	Jan - Dec 2022	
<b>Income</b>			
Total Revenues	\$696,358.21	\$696,358.00	
Interest Income	\$1.76	\$2.00	
Collection Allowance	\$319.03	\$319.00	
Sales Tax	-\$24,659.85	-\$24,660.00	
<b>Total Income</b>	<b>\$672,019.15</b>	<b>\$672,019.00</b>	<b>\$0.15</b>
<b>Cost of Sales</b>			
Job Materials	\$232,090.54		
Equipment Rental	\$1,973.46		
S/Cservices	\$14,442.49		
Supplies	\$7,063.81		
<b>Total Cost of Sales</b>	<b>\$255,570.30</b>	<b>\$255,570.00</b>	
<b>Gross Profit</b>	<b>\$416,448.85</b>	<b>\$416,449.00</b>	<b>-\$0.15</b>
<b>Operating Expenses</b>			
Accounting	\$3,500.00	\$3,500.00	\$0.00
Advertising	\$440.00	\$440.00	\$0.00
Auto Truck Expenses	\$25,485.44	\$25,485.00	\$0.44
Bank Fees	\$30.00	\$30.00	
Computer Expenses	\$1,589.38	\$1,589.00	\$0.38
Delivery & Freight	\$780.00	\$781.00	-\$1.00
Depreciation	\$27,766.00	\$27,766.00	
Employee Benefits	\$2,700.00	\$2,700.00	\$0.00
Gifts	\$1,245.80	\$1,246.00	-\$0.20
Insurance			
Liability	\$6,958.29		
Vehicles	\$7,579.24		
Insurance-Other			\$0.00
<b>Total Insurance</b>	<b>\$14,537.53</b>	<b>\$14,538.00</b>	<b>-\$0.47</b>

Interest Expense	\$3,166.21	\$3,166.00	\$0.21
Janitorial			\$0.00
Licenses & Fees	\$365.65	\$366.00	-\$0.35
Meals	\$19,466.97	\$19,467.00	-\$0.03
Merchant Services Fees	\$13,190.83	\$13,191.00	-\$0.17
office	\$40.69	\$41.00	-\$0.31
Parking & Tolls	\$779.20	\$779.00	\$0.20
Payroll Expenses			\$0.00
Employee Wages	\$60,216.50	\$60,217.00	-\$0.50
Officer Compensation	\$78,000.00	\$78,000.00	\$0.00
Payroll Taxes	\$10,838.20	\$10,838.00	\$0.20
<b>Total payroll Expenses</b>	<b>\$149,054.70</b>	<b>\$149,055.00</b>	<b>-\$0.30</b>
Postage & Shipping	\$83.90	\$84.00	-\$0.10
Professional Fees			
HR Services	\$2,247.00	\$2,247.00	
Payroll Services	\$2,770.50	\$2,771.00	-\$0.50
<b>Total Professional Fees</b>	<b>\$5,017.50</b>	<b>\$5,018.00</b>	<b>-\$0.50</b>
Rent	\$2,139.62	\$2,140.00	-\$0.38
Repair & Maintenance	\$1,991.01	\$1,991.00	\$0.01
Security	\$1,734.22	\$1,734.00	\$0.22
Taxes	\$175.00	\$175.00	\$0.00
Telephone	\$4,295.60	\$4,296.00	-\$0.40
Tools	\$1,046.77	\$1,047.00	-\$0.23
Travel	\$1,477.61	\$1,478.00	-\$0.39
Uniforms	\$1,600.89	\$1,601.00	-\$0.11
Utilities	\$5,460.69	\$5,461.00	-\$0.31
<b>Total Expenses</b>	<b>\$289,161.21</b>	<b>\$289,165.00</b>	
<b>Net Income</b>	<b>\$127,286.75</b>	<b>\$127,284.00</b>	<b>\$2.75</b>

<b>Balance sheet Comparison with Return( Year 2022)</b>	<b># Per Books</b>	<b># Per Taxes</b>	<b>Difference</b>
	<b>Dec 31,2022</b>	<b>Dec 31,2022</b>	
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
Petty Cash			
Cash - Chase	\$25,010.54	\$25,011.00	
Total Checking/Savings	\$25,010.54	\$25,011.00	
Other Current Assets			
Account Receivable	\$69,901.13	\$69,901.00	
Total other Current Assets	\$69,901.13	\$69,901.00	
Total Current Assets	\$94,911.67	\$94,912.00	
Fixed Assets			
Buildings and Other Depreciable Assets	\$364,132.00	\$364,132.00	
Accumulated Depreciation	-\$253,299.00	\$253,299.00	
Total Fixed Assets	\$110,833.00	\$110,833.00	
<b>TOTAL ASSETS</b>	<b>\$205,745</b>	<b>\$205,745</b>	
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Credit Cards			
Chase CC-0931	\$7,130.17		
Citi (Costco Visa)	\$5,561.73		
Lowe's CC-1112	\$345.08		
Total Credit Cards	\$13,036.98	\$13,037.00	
Total Current Liabilities	\$13,036.98	\$13,037.00	
Long Term Liabilities			
Ally Transit Loan			
Ford Credit	\$25,356.18		
Truist Loan	\$20,432.46		
Total LongTerm Liabilities	\$45,788.64	\$45,789.00	
Total Liabilities	\$58,825.62	\$58,826.00	
Equity			
Capital Stock	\$5,000.00	\$5,000.00	
Retained earnings	\$140,109.51	\$140,108.00	
Share Distributions	-\$125,477.21	-\$125,473.00	
Net Income	\$127,286.75	\$127,284.00	
Total Equity	\$146,919.05	\$146,919.00	
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$205,745</b>	<b>\$205,745</b>	

	# Per Books	# Per Taxes	Difference
<b>Profit &amp; Loss Statement Comparison</b>			
<b>With Return Year 2021</b>			
	Jan - Dec 2021	Jan - Dec 2021	
<b>Income</b>			
Total Revenues	\$759,025.36	\$759,025.00	
Interest Income	\$4.60	\$5.00	
Collection Allowance	\$348.20	\$348.00	
Sales Tax	-\$28,397.37	-\$28,397.00	
<b>Total Income</b>	<b>\$730,980.79</b>	<b>\$730,981.00</b>	<b>-\$0.21</b>
<b>Cost of Sales</b>			
Job Materials	\$321,716.45		
Equipment Rental	\$0.00		
S/Cservices	\$1,150.00		
Supplies	\$6,154.21		
<b>Total Cost of Sales</b>	<b>\$329,020.66</b>	<b>\$329,020.00</b>	
<b>Gross Profit</b>	<b>\$401,960.13</b>	<b>\$401,961.00</b>	<b>-\$0.87</b>
<b>Operating Expenses</b>			
Accounting	\$5,400.00	\$5,400.00	\$0.00
Advertising	\$0.00		\$0.00
Auto Truck Expenses	\$25,475.65	\$25,475.00	\$0.65
Bank Fees	\$113.00	\$113.00	
Computer Expenses	\$1,589.38	\$1,589.00	\$0.38
Delivery & Freight	\$1,150.91	\$1,151.00	-\$0.09
Depreciation	\$28,669.00	\$28,669.00	\$0.00
Education	\$2,500.00	\$2,500.00	\$0.00
Employee Benefits	\$5,000.00	\$5,000.00	\$0.00
Gifts	\$325.47	\$325.00	\$0.47
Insurance			
Liability	\$5,531.97		
Vehicles	\$7,778.06		
Insurance-Other	\$273.86		
<b>Total Insurance</b>	<b>\$13,583.89</b>	<b>\$13,584.00</b>	<b>-\$0.11</b>
Interest Expense	\$3,665.86	\$3,666.00	-\$0.14
Janitorial			\$0.00
Licenses & Fees	\$385.00	\$385.00	\$0.00

Meals	\$12,958.81	\$12,959.00	-\$0.19
Merchant Services Fees	\$13,081.33	\$13,081.00	\$0.33
office	\$434.91	\$435.00	-\$0.09
Parking & Tolls	\$270.85	\$271.00	-\$0.15
Payroll Expenses			\$0.00
Employee Wages	\$43,433.00	\$43,433.00	\$0.00
Officer Compensation	\$78,000.00	\$78,000.00	\$0.00
Payroll Taxes	\$9,485.69	\$9,486.00	-\$0.31
Total payroll Expenses	\$130,918.69	\$130,919.00	-\$0.31
Postage & Shipping	\$0.00		\$0.00
Professional Fees			
HR Services	\$2,247.00	\$2,247.00	
Payroll Services	\$2,831.75	\$2,832.00	-\$0.25
Total Professional Fees	\$5,078.75	\$5,079.00	-\$0.25
Rent	\$1,497.24	\$1,497.00	\$0.24
Repair & Maintenance	\$2,066.69	\$2,067.00	-\$0.31
Security	\$0.00	\$0.00	\$0.00
Taxes	\$175.00	\$175.00	\$0.00
Telephone	\$4,309.35	\$4,309.00	\$0.35
Tools	\$2,984.18	\$2,984.00	\$0.18
Travel	\$1,180.99	\$1,181.00	-\$0.01
Uniforms	\$4,887.64	\$4,888.00	-\$0.36
Utilities	\$4,514.42	\$4,514.00	\$0.42
Total Expenses	\$272,217.01	\$272,216.00	
Net Income	\$129,743.12	\$129,745.00	-\$1.88

\$86,051.84

<b>Balance sheet Comparison with Return( Year 2021)</b>	<b># Per Books</b>	<b># Per Taxes</b>	<b>Difference</b>
	<b>Dec 31,2021</b>	<b>Dec 31,2021</b>	
<b>ASSETS</b>			
Current Assets			
Checking/Savings			
Petty Cash			
Cash - Chase	\$41,065.33	\$41,065.00	\$0.33
Total Checking/Savings	\$41,065.33	\$41,065.00	\$0.33
Other Current Assets			\$0.00
Account Receivable	\$50,665.33	\$50,665.00	\$0.33
Total other Current Assets	\$50,665.33	\$50,665.00	\$0.33
Total Current Assets	\$91,730.66	\$91,730.00	\$0.66
Fixed Assets			
Buildings and Other Depreciable Assets	\$364,132.00	\$364,132.00	
Accumulated Depreciation	-\$225,533.00	\$225,533.00	
Total Fixed Assets	\$138,599.00	\$138,599.00	
<b>TOTAL ASSETS</b>	<b>\$230,330</b>	<b>\$230,329</b>	<b>\$0.66</b>
<b>LIABILITIES &amp; EQUITY</b>			
Liabilities			
Current Liabilities			
Credit Cards			
Chase CC-0931	\$18,060.09		
Citi (Costco Visa)	\$6,228.32		
Lowe's CC-1112	\$408.85		
Total Credit Cards	\$24,697.26	\$24,697.00	\$0.26
Total Current Liabilities	\$24,697.26	\$24,697.00	\$0.26
Long Term Liabilities			
Ally Transit Loan			
Ford Credit	\$32,688.69		
Truist Loan	\$27,835.20		
Total LongTerm Liabilities	\$60,523.89	\$60,524.00	-\$0.11
Total Liabilities	\$85,221.15	\$85,221.00	\$0.15
Equity			
Capital Stock	\$5,000.00	\$5,000.00	
Retained earnings	\$123,252.98	\$123,253.00	-\$0.02
Share Distributions	-\$112,887.59	-\$112,890.00	\$2.41
Net Income	\$129,743.12	\$129,745.00	-\$1.88
Total Equity	\$145,108.51	\$145,108.00	\$0.51
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$230,330</b>	<b>\$230,329</b>	<b>\$0.66</b>

## Revenue as per Bank Statement V/s Returns

2023	Deposits Per Bank Statements 2020	Rev per Taxes	Adjustments	2022	Deposits Per Bank Statements 2022	Revenue per Taxes	Adjustments	2021	Deposits Per Bank Statements	Revenue per Taxes	Adjustments
Jan-2728	\$36,894.81			Jan-2728	\$29,894.95			Jan-2728	\$51,882.70		
Feb-2728	\$94,848.63			Feb-2728	\$91,701.88	\$10,000.00		Feb-2728	\$33,107.61		\$2,269.47
Mar-2728	\$21,600.27			Mar-2728	\$95,508.96	\$3,000.00		Mar-2728	\$74,158.62		
Apr-2728	\$90,258.28			Apr-2728	\$63,536.84	\$5,200.00		Apr-2728	\$20,985.13		
May-2728	\$74,859.70			May-2728	\$59,794.44	\$87.53		May-2728	\$132,720.75		
Jun-2728	\$42,263.57			Jun-2728	\$57,796.63	\$7,500.00		Jun-2728	\$61,635.64		
Jul-2728	\$52,602.13			Jul-2728	\$30,130.06	\$5,500.00		Jul-2728	\$21,021.87		\$10,000.00
Aug-2728	\$24,086.07			Aug-2728	\$60,475.80	\$5,060.57		Aug-2728	\$166,427.07		\$3,000.00
Sep-2728	\$70,059.88		\$24,000.00	Sep-2728	\$38,225.74	\$5,500.00		Sep-2728	\$36,167.77		
Oct-2728	\$67,192.75			Oct-2728	\$95,551.52			Oct-2728	\$77,554.26		
Nov-2728	\$30,252.84		\$5,000.00	Nov-2728	\$46,712.18			Nov-2728	\$33,205.19		
Dec-2728	\$58,646.88		\$6,000.00	Dec-2728	\$39,257.38			Dec-2728	\$38,572.56		\$1,700.00
<b>Total</b>	<b>\$663,565.81</b>	<b>\$590,354.00</b>	<b>\$35,000.00</b>	<b>Total</b>	<b>\$708,586.38</b>	<b>\$671,698.00</b>	<b>\$41,848.10</b>	<b>Total</b>	<b>\$747,439.17</b>	<b>\$730,628.00</b>	<b>\$16,969.47</b>
	<b>\$38,211.81</b>				<b>(\$4,959.72)</b>				<b>(\$168.30)</b>		

### Notes & Remarks For 2023

09/01 Online Transfer From Mma ...2995	<b>\$14,000</b>
09/027 Online Transfer From Mma ...2995	<b>\$10,000</b>
11/20 Online Transfer From Mma ...2995	<b>\$5,000</b>
12/04 Online Transfer From Mma ...2995	<b>\$6,000</b>

### Notes & Remarks for year 2022

02/02 Online Transfer From Mma ...2995	<b>\$10,000</b>
03/03 Online Transfer From Mma ...2995	<b>\$3,000</b>
04/25 Online Transfer From Mma ...2995	<b>\$5,200</b>
05/16 Card Purchase Return Home Depot	<b>\$87.53</b>
06/16 Online Transfer From Mma ...2995	<b>\$7,500</b>
07/25 Online Transfer From Mma ...2995	<b>\$5,500</b>
08/02 Online Transfer From Mma ...2995	<b>\$5,000</b>
08/04 Card Purchase ReturnNew Athletics	<b>\$60.57</b>
09/15 Online Transfer From Mma ...2995	<b>\$5,500</b>

### Notes & Remarks for Year 2021

02/19 Transfer From Chk Xxxxxx4057	<b>\$2,269.47</b>
07/26 Online Transfer From Sav ...2995	<b>\$10,000</b>
08/16 Online Transfer From Sav ...2995	<b>\$3,000</b>
12/20 Online Transfer From Sav ...2995	<b>\$3,000</b>



**Sales Tax Return V/s Tax Return 2022**

	<b>Gross Sales</b>	<b>Sales Tax Amount</b>	<b>Sales as Per Tax Return</b>
Jan	\$47,437.30	\$3,073.48	
Feb	\$129,325.22	\$7,742.46	
Mar	\$35,260.48	\$1,370.95	
Apr	\$72,427.65	\$4,993.15	
May	\$53,695.98	\$3,126.21	
Jun	\$41,518.32	\$2,826.39	
Jul	\$18,473.50	\$1,270.86	
Aug	\$53,720.79	\$3,449.16	
Sep	\$61,659.38	\$4,046.30	
Oct	\$104,656.66	\$6,531.34	
Nov	\$15,811.45	\$1,036.09	
Dec	\$37,393.38	\$2,283.58	
	<b>\$671,380.11</b>	<b>\$41,749.97</b>	<b>\$672,019.00</b>
		<b>\$638.89</b>	

**Sales Tax Return V/s Tax Return 2023**

	<b>Gross Sales</b>	<b>Sales Tax Amount</b>	<b>Sales as Per Tax Return</b>
Jan	\$58,545.34	\$4,002.49	
Feb	\$69,423.81	\$3,893.08	
Mar	\$80,046.67	\$5,489.75	
Apr	\$80,652.23	\$5,023.05	
May	\$32,059.37	\$1,983.65	
Jun	\$72,971.63	\$4,762.22	
Jul	\$6,670.76	\$340.12	
Aug	\$42,872.33	\$2,614.67	
Sep	\$40,547.15	\$2,804.91	
Oct	\$70,097.38	\$4,556.01	
Nov	\$12,565.53	\$796.03	
Dec	\$17,628.32	\$1,233.98	
	<b>\$584,080.52</b>	<b>\$37,499.96</b>	<b>\$590,354.00</b>
		<b>\$6,273.48</b>	



# FINANCIAL REPORT

[488390] Other Support Activities For Water Transportation

Market Area: State of Florida

Sales Class: \$500,000 - \$999,999

Release Date: Dec 2023



May 30th 2024

## ABOUT THE DATA

Value of Bizminer Reports

## FINANCIALS

Income Statement

Balance Sheet

Sources & Uses of Funds

## SUMMARY SCORES

Summary Scores All Years  
(Scale 1-5)

Worth Your Focus

Ratio Categories

Cash-Flow

Profit

Efficiency

Debt

## RATIOS

Cash Flow Solvency

Profitability

Efficiency

Cash Debt Risk

## INDUSTRY SUMMARY

Industry Peer Group

Industry In Context: The NAICS

Classification System

## VALUATION MULTIPLES

Sales Group: < \$2.5m

Sales Group: \$2.5m - \$24.9m

Sales Group: > \$25m

Sales Group: All

# About the Data

MAY 30TH 2024

Bizminer data is widely accepted for industry analytical work, benchmarking, valuations, forensics and litigation. Bizminer content is accepted in US Tax Court (Bauer vs. IRS: T.C. Memo. 2012-156) and is utilized by state, provincial and national taxing agencies in the US and Canada.

Raw data analyzed for Bizminer reports is sourced from an array of the nation's government and private statistical sources. None of these raw data sources creates the final measures reflected in Bizminer industry profiles. In total, Bizminer accesses over a billion sourced data points from 15 million business operations for each of its twice annual updates covering a 3-5 year time series. Historical data and Bizminer algorithms are used to inform and test projections for non-reporting firms. Data elements are sourced specifically from:

- ✓ IRS SOI Corporation Tax Book
- ✓ US Economic Census
- ✓ US Census County Business Patterns
- ✓ Bureau of Labor Statistics Monthly Unemployment Reports
- ✓ Bureau of Labor Statistics Industry
- ✓ Bureau of Labor Statistics Price Indices
- ✓ US Census Quarterly Financial Reports
- ✓ Data Axle
- ✓ Credit Reporting Agencies
- ✓ American Community Survey
- ✓ IRS Statistics of Income
- ✓ US Census Quarterly Financial Reports
- ✓ Bureau of Labor Statistics Monthly Employment Reports
- ✓ Bureau of Labor Statistics Annual Wage Survey
- ✓ Reports
- ✓ National Agricultural Statistical Service
- ✓ US Census Retail Trade Report
- ✓ Business Valuation Resources (BVR)
- ✓ Business Directories

While 100% firm coverage is desirable for analysis purposes, the greatest value of Bizminer reports rests in discerning patterns of activity, which are reflected in the large samples used to develop our reports. The overall current coverage of the databases surpasses 13 million active business operations at any point in time.

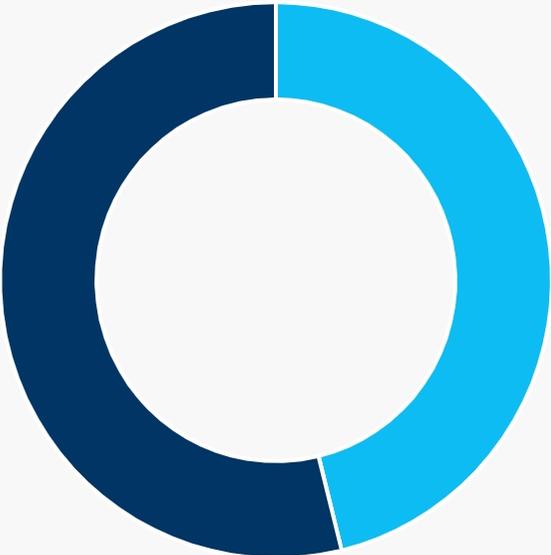
As is the case with any databases this large, some errors are inevitable. Some firms are missed and specific information on others is lacking from the database. Not all information received is uniform or complete, resulting in the need to develop projection algorithms for specific industry segments and metrics in some report series. No representation is made as to the accuracy of the databases utilized or the results of subsequent analyses.



# Summary Score

MAY 30TH 2024

SWOT  
Overall Score  
**4.29/5**



## Summary Scores All Years (Scale 1-5)

Based on your inputs, the Industry Financial Report calculates the percentage difference (variance) between client ratios and the industry average for the selected industry peer group. Your firm performance on each ratio is scored on a 1-5 scale (5 being best) for each year displayed in the report. The scoring approach depends on the specific scored ratio. You can find a detailed explanation for each at the end of this report.

The value of peer comparisons with your business depends on the accuracy and completeness of the firm financial information that is being entered. The more detail that you provide, the more comprehensive and meaningful the benchmark.

For each ratio, the score for those years selected from the most recent three calendar years is averaged and integrated into a Ratio Category Score. The Score for each of the four categories (Cash Flow/Solvency; Profitability; Efficiency; Debt-Risk) are then averaged to produce an Overall Score.

TITLE	SCORE	RATING
OVERALL TOTAL SCORE:	4.29	★ ★ ★ ★ ☆
CASH FLOW/ SOLVENCY:	5	★ ★ ★ ★ ★
PROFITABILITY:	5	★ ★ ★ ★ ★
EFFICIENCY:	2.73	★ ★ ☆ ☆ ☆
DEBT-RISK:		★ ★ ★ ★ ☆



# Worth Your Focus

## Worth Your Focus:

Ratio Category scores are simply a reflection of the more focused individual ratios that they include. Any ratios that score below 3.0 should be examined closely for weaknesses in management or performance that could be improved with reasonable effort and expense. While you should work with a qualified advisor to obtain specific guidance, we've flagged these areas for attention:

WORTH YOUR FOCUS		
Days Receivables	1.00	★ ☆ ☆ ☆ ☆
Fixed Asset Turnover (Business Revenue/Fixed Assets)	1.00	★ ☆ ☆ ☆ ☆



## RATIO CATEGORIES

The Bizminer Industry Financial Report is based on selected financial ratios that are typically considered to be Key Performance Indicators (KPIs) which includes:

### ✓ Cash Flow/Solvency:

Cash Flow Ratios Indicate A Company's Ability To Meet Various Levels Of Demand On Cash And Easily Obtainable Cash Resources Against Current And Anticipated Near-Term Payments Due.

### ✓ Efficiency:

Efficiency Ratios Measure Your Success In Marshalling Resources At Hand To Effectively Manage Various Components Of Your Business Operations. These Indicators Often Point Most Specifically Toward Actions That Could Enhance Your Bottom Line.

### ✓ Profitability:

Profitability Ratios Compare Levels Of Return Against Various Expense And Balance Sheet Components To Measure Your Performance Against Reasonable Industry Peer Group Standards, Indicating Bottom Line Performance,

### ✓ Debt-Risk:

Debt-Risk Ratios Assess The Appropriateness Of A Firm's Level Of Debt Against The Ability To Pay, As Well As The Risk Of Insolvency.

## CASH-FLOW

### ✓ About Ratios:

The Ratios In This Category Gauge A Company And Industry's Liquidity And Ability To Meet Short-Term Demands. Note That These Ratios Are Based On The Industry's Balance Sheet, Not Its Income Statement. That Said, One Should Expect A Stronger Industry Income Statement To Result In A Healthier Balance Sheet And Liquidity.

### ✓ Industry Comparison:

Compared To The Broader Other Support Activities For Water Transportation Industry, The Subject Company Exhibits A Strong Capacity To Meet Its Short-Term Demands. Based Upon Coastal Air System Headquarters LLC's Balance Sheet And Capacity To Generate Cash From Operations, Financing, Or Investing, There Should Be Very Little Concern Over The Enterprise's Ability To Remain Solvent And Continue As A Going-Concern.

## PROFIT

### ✓ About Income Data:

Whereas The Industry Cash Flow / Solvency Score Is Based On The Industry Balance Sheet, The Profitability Score Is Derived From The Industry Income Statement In Addition To The Balance Sheet. The Profitability Score Synthesizes The Industry's Capacity To Efficiently Generate Earnings For A Business's Owner As Well As How Productive The Company's Assets And Retained Earnings Are At Creating Value.

### ✓ Industry Comparison:

Coastal Air System Headquarters LLC's Periods Reviewed Exhibit Much Better Profitability Than Would Be Expected From The Other Support Activities For Water Transportation Industry. The Company Appears Able To Generate Solid Earnings, Especially When Compared To The Broader Other Support Activities For Water Transportation Industry. This May Indicate Growing Revenues Or Very Strong Gross And Operating Margins.

## EFFICIENCY

### ✓ About Efficiency:

The Industry Efficiency Score In Particular Deserves Attention To Its Individual Components, But Generally, This Score Builds Off Of Profitability By Indicating How Lean A Company Is Operating Compared To Its Industry.

### ✓ Efficiency Comparison:

Based On Coastal Air System Headquarters LLC's Business Model And Management, The Enterprise Is Making Mediocre Use Of Its Assets And Resources Compared To The Other Support Activities For Water Transportation Industry Overall. Relatively Poor Utilization Of Staffing, Collections Policy, Or Obsolete Inventory May Be Causing Inefficiencies In Operations And Adversely Impacting Cash Flow.

## DEBT

### ✓ About Debt Data:

The Debt-Risk Score Is Especially Relevant To Lenders Given Its Relationship To Cash Flow And Debt Obligations. Overall, This Score Is Built Off Of An Industry's Average Interest Expense Compared To Earnings And Liabilities Compared To The Net Worth Of A Typical Other Support Activities For Water Transportation Company.

### ✓ Industry Comparison:

Compared To The Other Support Activities For Water Transportation Industry, Coastal Air System Headquarters LLC Is Lightly Indebted And Its Ability To Cover Its Monthly Interest And Principal Payments Appears Likely To Remain Solid. The Risk Of Default Is Low.

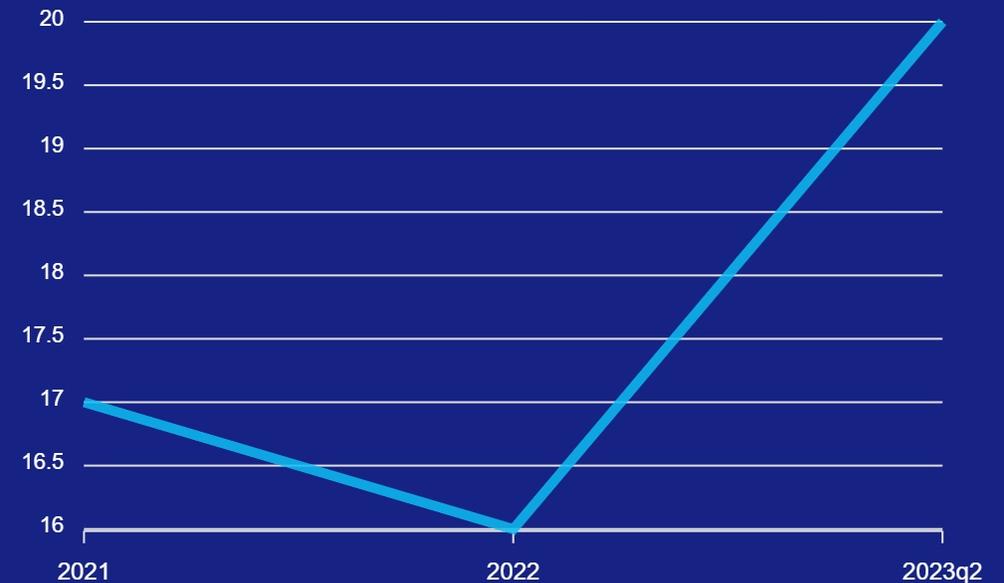
# Industry Summary

MAY 30TH 2024

## Industry Peer Group

When you accessed your Industry Financial Report, you selected a comparison peer group that most closely represents the character of your firm.

PROFILE YEAR	FIRMS
2021	17
2022	16
2023q2	20



## Your Industry In Context: The NAICS Classification System

The industry you selected fits within the official NAICS (North American Industry Classification System) and Bizminer's proprietary taxonomy, which breaks out more detailed industries classifications than NAICS by adding up to eight decimal digits after the NAICS-6 code. The industry you selected fits into this industry hierarchy:

- NAICS: 48 - Transportation & Warehousing
- NAICS: 488 - Support Activities for Transportation
- NAICS: 4883 - Support Activities for Water Transportation
- NAICS: 488390 - Other Support Activities for Water Transportation

# Industry Financials

## INCOME STATEMENT

PERCENTAGES			
COASTAL AIR SYSTEM HEADQUARTERS LLC	2021	2022	2023Q2
Business Revenue	100%	100%	100%
Cost of Sales	47.04%	40.20%	36.20%
Cost of Sales - Labor Portion	43.35%	36.70%	32.93%
Gross Margin	52.96%	59.80%	63.80%
Officers Comp.	10.28%	11.20%	12.78%
Salary-Wages	5.72%	8.65%	8.59%
Rent	0.20%	0.31%	0.29%
Taxes Paid	1.25%	1.56%	1.67%
Advertising	0.00%	0.00%	0.00%
Benefits-Pensions	0.66%	0.39%	0.01%
Repairs	0.27%	0.29%	0.02%
Bad Debt	0.00%	0.00%	0.00%
Sales, General, Admin & Misc.	13.23%	14.70%	17.45%
EBITDA	21.35%	22.72%	22.99%
Amortization Depreciation Depletion	3.78%	3.99%	4.64%
Operating Expenses	35.38%	41.07%	45.45%
Operating Income	17.58%	18.73%	18.35%
Interest Income	0.00%	0.00%	0.00%
Interest Expense	0.48%	0.45%	0.53%
Other Income	0.00%	0.00%	0.00%
Pre-Tax Net Profit	17.09%	18.28%	17.82%
Income Tax	0.00%	0.00%	0.00%
After Tax Net Profit	17.09%	18.28%	17.82%
Discretionary Owner Earnings	31.15%	33.47%	35.24%

PERCENTAGES			
INDUSTRY	2021	2022	2023Q2
Business Revenue	100%	100%	100%
Cost of Sales	55.03%	54.49%	53.82%
Cost of Sales - Labor Portion	5.56%	4.68%	3.93%
Gross Margin	44.97%	45.51%	46.18%
Officers Comp.	5.64%	5.35%	5.83%
Salary-Wages	11.36%	12.11%	12.78%
Rent	3.37%	3.08%	3.21%
Taxes Paid	1.09%	1.57%	0.00%
Advertising	0.22%	0.23%	0.24%
Benefits-Pensions	2.14%	3.12%	3.26%
Repairs	2.05%	1.89%	1.98%
Bad Debt	0.01%	0.00%	0.00%
Sales, General, Admin & Misc.	16.80%	16.71%	17.18%
EBITDA	2.29%	1.45%	1.70%
Amortization Depreciation Depletion	2.09%	2.33%	3.04%
Operating Expenses	44.77%	46.39%	47.52%
Operating Income	0.20%	-0.88%	-1.34%
Interest Income	0.15%	0.08%	0.07%
Interest Expense	1.38%	0.67%	0.58%
Other Income	2.70%	2.43%	2.08%
Pre-Tax Net Profit	1.67%	0.96%	0.23%
Income Tax	0.35%	0.20%	0.03%
After Tax Net Profit	1.32%	0.76%	0.20%
Discretionary Owner Earnings	9.40%	8.64%	9.10%

**DOLLARS ( ALL FIGURES IN USD )**

<b>COASTAL AIR SYSTEM HEADQUARTERS LLC</b>	<b>2021</b>	<b>2022</b>	<b>2023Q2</b>
Business Revenue	\$759,025	\$696,358	\$610,304
Cost of Sales	\$357,065	\$279,910	\$220,923
Cost of Sales - Labor Portion	\$329,020	\$255,570	\$200,973
Gross Margin	\$401,960	\$416,448	\$389,381
Officers Comp.	\$78,000	\$78,000	\$78,000
Salary-Wages	\$43,433	\$60,216	\$52,425
Rent	\$1,497	\$2,139	\$1,800
Taxes Paid	\$9,485	\$10,838	\$10,200
Advertising	\$0	\$0	\$0
Benefits-Pensions	\$5,000	\$2,700	\$40
Repairs	\$2,066	\$1,991	\$135
Bad Debt	\$0	\$0	\$0
Sales, General, Admin & Misc.	\$100,399	\$102,344	\$106,489
EBITDA	\$162,080	\$158,220	\$140,292
Amortization Depreciation Depletion	\$28,669	\$27,766	\$28,314
Operating Expenses	\$268,549	\$285,994	\$277,403
Operating Income	\$133,411	\$130,454	\$111,978
Interest Income	\$0	\$0	\$0
Interest Expense	\$3,665	\$3,166	\$3,246
Other Income	\$0	\$0	\$0
Pre-Tax Net Profit	\$129,746	\$127,288	\$108,732
Income Tax	\$0	\$0	\$0
After Tax Net Profit	\$129,746	\$127,288	\$108,732
Discretionary Owner Earnings	\$236,415	\$233,054	\$215,046

**DOLLARS ( ALL FIGURES IN USD )**

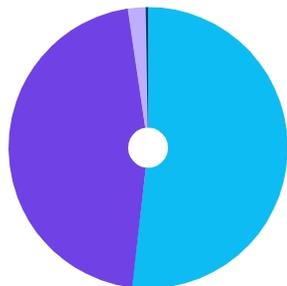
INDUSTRY	2021	2022	2023Q2
Business Revenue	\$696,750	\$654,745	\$582,651
Cost of Sales	\$383,450	\$356,766	\$313,595
Cost of Sales - Labor Portion	\$38,728	\$30,628	\$22,884
Gross Margin	\$313,300	\$297,979	\$269,056
Officers Comp.	\$39,297	\$35,029	\$33,969
Salary-Wages	\$79,128	\$79,309	\$74,458
Rent	\$23,480	\$20,166	\$18,703
Taxes Paid	\$7,595	\$10,279	\$0
Advertising	\$1,533	\$1,506	\$1,398
Benefits-Pensions	\$14,910	\$20,428	\$18,994
Repairs	\$14,283	\$12,375	\$11,536
Bad Debt	\$70	\$0	\$0
Sales, General, Admin & Misc.	\$117,055	\$109,386	\$100,120
EBITDA	\$15,949	\$9,501	\$9,878
Amortization Depreciation Depletion	\$14,562	\$15,256	\$17,713
Operating Expenses	\$311,913	\$303,734	\$276,891
Operating Income	\$1,387	\$-5,755	\$-7,835
Interest Income	\$1,045	\$524	\$408
Interest Expense	\$9,615	\$4,387	\$3,379
Other Income	\$18,812	\$15,910	\$12,119
Pre-Tax Net Profit	\$11,629	\$6,292	\$1,313
Income Tax	\$2,442	\$1,321	\$197
After Tax Net Profit	\$9,187	\$4,971	\$1,116
Discretionary Owner Earnings	\$65,488	\$56,577	\$52,995



<b>VARIANCE</b>			
<b>COASTAL AIR SYSTEM HEADQUARTERS LLC</b>	<b>2021</b>	<b>2022</b>	<b>2023Q2</b>
Business Revenue	8.94%	6.36%	5%
Cost of Sales	-6.88%	-21.54%	-30%
Cost of Sales - Labor Portion	749.57%	734.43%	778%
Gross Margin	28.30%	39.76%	45%
Officers Comp.	98.49%	122.67%	130%
Salary-Wages	-45.11%	-24.07%	-30%
Rent	-93.62%	-89.39%	-90%
Taxes Paid	24.88%	5.44%	0%
Advertising	n/a%	n/a%	n/a%
Benefits-Pensions	-66.47%	-86.78%	-100%
Repairs	-85.54%	-83.91%	-99%
Bad Debt	n/a%	0%	0%
Sales, General, Admin & Misc.	-14.23%	-6.44%	6%
EBITDA	916.24%	1565.30%	1,320%
Amortization Depreciation Depletion	96.88%	82.00%	60%
Operating Expenses	-13.90%	-5.84%	0%
Operating Income	9518.67%	2366.79%	-1,529%
Interest Income	n/a%	n/a%	n/a%
Interest Expense	-61.88%	-27.83%	-4%
Other Income	n/a%	n/a%	n/a%
Pre-Tax Net Profit	1015.71%	1923.01%	8,181%
Income Tax	n/a%	n/a%	n/a%
After Tax Net Profit	1312.28%	2460.61%	9,643%
Discretionary Owner Earnings	261.01%	311.92%	306%

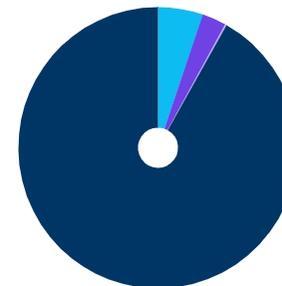
CHARTS ( ALL FIGURES IN USD )

INDUSTRY EXPENSES: SALES 2023Q2 (\$)



● Cost of Sales (\$313,595) ● Operating Expenses (\$276,891) ● Other Income-Interest (\$12,527) ● Pre-Tax Net Profit (\$1,313)

INDUSTRY OWNER EARNINGS: SALES 2023Q2 (\$)



● Officer Compensation (\$33,969) ● Non-Cash Expenses (\$17,713) ● Pre-Tax Net Profit (\$1,313) ● All Cash Expenses (\$590,486)

# Profit Loss Definitions

**Business Revenue** includes receipts from core business operations. Interest Income and Other income (such as rents and royalties) are generally detailed separately below Operating Income. While Business Revenue is separated from Interest Income for most classifications, Business Revenue includes interest income from the private sector where it is central to financial industry operations, including Finance and Insurance (NAICS 52xxxx except NAICS 5242xx Insurance Brokers and Other Insurance Activities); Real Estate-Rental-Leasing (53xxxx); and Management of Companies and Enterprises (55xxxx).

**Cost of Sales** includes materials and labor involved in the direct delivery of a product or service. Other costs are included in the cost of sales to the extent that they are involved in bringing goods to their location and condition ready to be sold. Non-production overheads such as development costs may be attributable to the cost of goods sold. The costs of services provided will consist primarily of personnel directly engaged in providing the service, including supervisory personnel and attributable overhead.

**Cost of Sales-Labor:** The payroll compensation portion of Cost of Sales, expressed as a per cent of Business Revenue.

**Gross Margin** represents direct operating expenses plus net profit. In addition to the labor portion of Cost of Sales, payroll costs are reflected in the Officers Compensation and Wages-Salary line items. In many cases, SG&A (Sales, General and Administrative) costs also include some overhead, administrative and supervisory wages.

**Officers Compensation:** Salary, wages stock bonuses and other compensation paid to officers for personal services rendered. It does not include qualified deferred compensation, such as contributions to a 401(k) plan or a salary reduction agreement, which are included in the Benefits-Pensions line.

**Compensation and Wages-Salary** line items. In many cases, SG&A (Sales, General and Administrative) costs also include some overhead, administrative and supervisory wages.

**Rent** covers the rental cost of any business property, including land, buildings and equipment.

The **Taxes Paid** line item includes payroll other paid-in tax items, but not business income taxes due for the period. Although it can be calculated in many ways and is not a formal measure, the EBITDA line item (Earnings before Interest Expense, income tax due, Depreciation and Amortization) adds back interest payments, depreciation, amortization and depletion allowances, and excludes income taxes due to reduce the effect of accounting decisions on the bottom line of the Profit and Loss Statement. Since some firms utilize EBITDA to "add back" non-cash and flexible expenses which may be altered through credits and accounting procedures (such as income tax), paid-in income taxes from the Taxes Paid line item are not added back in the EBITDA calculation.

**Advertising** includes advertising, promotion and publicity for the reporting business, but not on behalf of others.

**Benefits-Pension** includes, but is not limited to, employee health care and retirement costs.

In addition to varying proportions of overhead, administrative and supervisory wages, some generally more minor expenses are aggregated under SG&A (**Sales, General and Administrative**).

**EBITDA:** Business Revenue: Earnings Before Interest, (income) Taxes due, Depreciation and Amortization divided by Business Revenue. EBITDA: Business Revenue is a relatively controversial (and often criticized) metric designed to eliminate the effect of finance and accounting decisions when comparing companies and industry benchmarks. Tax credits and deferral procedures and non-cash expenditures (Amortization and Depreciation) are not deducted from the profit equation, as are interest expenditures.

**Operating Expenses** sums the individual expense line items above, yielding the Operating Income or net of core business operations, when subtracted from the Gross Margin.

**Pre-Tax Net Profit** represents net profit before income tax due. Income Tax calculates the federal corporate tax rate before credits, leaving After-Tax Profit at the bottom line.

**Discretionary Owner Earnings** sums Officer Compensation, Depreciation and related non-cash expenses and Net Profit before business taxes to represent a practical measure of total return to owners. The D.O.E. metric is mainly used for small businesses.



# Industry Financials

## BALANCE SHEET

PERCENTAGES			
COASTAL AIR SYSTEM HEADQUARTERS LLC	2021	2022	2023Q2
Cash	17.83%	12.16%	23.66%
Receivables	22.00%	33.97%	27.35%
Inventory	0.00%	0.00%	0.00%
Other Current Assets	0.00%	0.00%	0.00%
Total Current Assets	39.83%	46.13%	51.01%
Gross Fixed Assets	158.09%	176.98%	207.09%
Accum. Depreciation-Amortization-Depltn.	97.92%	123.11%	158.10%
Net Fixed Assets	60.17%	53.87%	48.99%
Other Non-Current Assets	0.00%	0.00%	0.00%
Total Assets	100.00%	100.00%	100.00%
Accounts Payable	0.00%	0.00%	0.00%
Loans/Notes Payable	0.00%	0.00%	0.00%
Other Current Liabilities	10.72%	6.34%	11.93%
Total Current Liabilities	10.72%	6.34%	11.93%
Total Long Term Liabilities	26.28%	28.59%	63.44%
Total Liabilities	37.00%	34.93%	75.37%
Net Worth	63.00%	65.07%	24.63%
Total Liabilities & Net Worth	100.00%	100.00%	100.00%

PERCENTAGES			
INDUSTRY	2021	2022	2023Q2
Cash	23.19%	23.66%	23.69%
Receivables	12.30%	12.27%	11.33%
Inventory	2.01%	1.29%	1.30%
Other Current Assets	4.18%	4.47%	4.49%
Total Current Assets	41.68%	41.69%	40.81%
Gross Fixed Assets	114.11%	116.58%	119.32%
Accum. Depreciation-Amortization-Depltn.	86.74%	88.60%	90.72%
Net Fixed Assets	27.37%	27.98%	28.60%
Other Non-Current Assets	30.95%	30.33%	30.59%
Total Assets	100.00%	100.00%	100.00%
Accounts Payable	16.18%	17.09%	17.44%
Loans/Notes Payable	3.00%	3.00%	3.01%
Other Current Liabilities	10.54%	10.94%	10.56%
Total Current Liabilities	29.72%	31.03%	31.01%
Total Long Term Liabilities	41.59%	42.46%	42.41%
Total Liabilities	71.31%	73.49%	73.42%
Net Worth	28.69%	26.51%	26.58%
Total Liabilities & Net Worth	100.00%	100.00%	100.00%

**DOLLARS ( ALL FIGURES IN USD )**

<b>COASTAL AIR SYSTEM HEADQUARTERS LLC</b>	<b>2021</b>	<b>2022</b>	<b>2023Q2</b>
Cash	\$41,065	\$25,010	\$31,859
Receivables	\$50,665	\$69,901	\$36,834
Inventory	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0
Total Current Assets	\$91,730	\$94,911	\$68,693
Gross Fixed Assets	\$364,132	\$364,132	\$278,874
Accum. Depreciation-Amortization-Depltn.	\$225,533	\$253,299	\$212,902
Net Fixed Assets	\$138,599	\$110,833	\$65,972
Other Non-Current Assets	\$0	\$0	\$0
Total Assets	\$230,329	\$205,744	\$134,665
Accounts Payable	\$0	\$0	\$0
Loans/Notes Payable	\$0	\$0	\$0
Other Current Liabilities	\$24,697	\$13,036	\$16,069
Total Current Liabilities	\$24,697	\$13,036	\$16,069
Total Long Term Liabilities	\$60,523	\$58,825	\$85,434
Total Liabilities	\$85,220	\$71,861	\$101,503
Net Worth	\$145,109	\$133,883	\$33,162
Total Liabilities & Net Worth	\$230,329	\$205,744	\$134,665

**DOLLARS ( ALL FIGURES IN USD )**

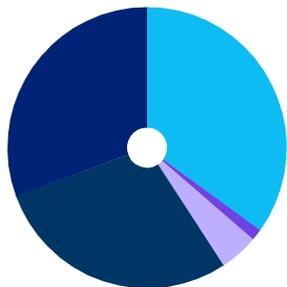
INDUSTRY	2021	2022	2023Q2
Cash	\$55,135	\$45,642	\$41,052
Receivables	\$29,244	\$23,670	\$19,634
Inventory	\$4,779	\$2,488	\$2,253
Other Current Assets	\$9,938	\$8,623	\$7,781
Total Current Assets	\$99,096	\$80,423	\$70,720
Gross Fixed Assets	\$271,292	\$224,882	\$206,775
Accum. Depreciation-Amortization-Depltn.	\$206,218	\$170,907	\$157,214
Net Fixed Assets	\$65,078	\$53,968	\$49,561
Other Non-Current Assets	\$73,580	\$58,516	\$53,008
Total Assets	\$237,754	\$192,907	\$173,289
Accounts Payable	\$38,469	\$32,968	\$30,222
Loans/Notes Payable	\$7,133	\$5,787	\$5,216
Other Current Liabilities	\$25,059	\$21,104	\$18,299
Total Current Liabilities	\$70,661	\$59,859	\$53,737
Total Long Term Liabilities	\$98,882	\$81,908	\$73,492
Total Liabilities	\$169,543	\$141,767	\$127,229
Net Worth	\$68,211	\$51,140	\$46,060
Total Liabilities & Net Worth	\$237,754	\$192,907	\$173,289

**VARIANCE**

COASTAL AIR SYSTEM HEADQUARTERS LLC	2021	2022	2023Q2
Cash	-25.52%	-45.20%	-22%
Receivables	73.25%	195.31%	88%
Inventory	n/a%	n/a%	n/a%
Other Current Assets	n/a%	n/a%	n/a%
Total Current Assets	-7.43%	18.01%	-3%
Gross Fixed Assets	34.22%	61.92%	35%
Accum. Depreciation-Amortization-Depltn.	9.37%	48.21%	35%
Net Fixed Assets	112.97%	105.37%	33%
Other Non-Current Assets	n/a%	n/a%	n/a%
Total Assets	-3.12%	6.65%	-22%
Accounts Payable	n/a%	n/a%	n/a%
Loans/Notes Payable	n/a%	n/a%	n/a%
Other Current Liabilities	-1.44%	-38.23%	-12%
Total Current Liabilities	-65.05%	-78.22%	-70%
Total Long Term Liabilities	-38.79%	-28.18%	16%
Total Liabilities	-49.74%	-49.31%	-20%
Net Worth	112.74%	161.80%	-28%
Total Liabilities & Net Worth	-3.12%	6.65%	-22%

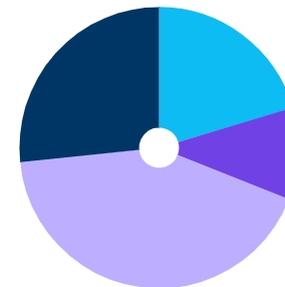
CHARTS ( ALL FIGURES IN USD )

INDUSTRY ASSETS 2023Q2 (\$)



● Cash-Receivables (\$60,686) ● Inventory (\$2,253) ● Other Current (\$7,781) ● Net Fixed (\$49,561) ● Other Non-Current (\$53,008)

INDUSTRY LIABILITIES 2023Q2 (\$)



● Payables (\$35,438) ● Other Current (\$18,299) ● Long Term (\$73,492) ● Net Worth (\$46,060)

# Balance Sheet Definitions

**Cash:** Money on hand in checking, savings or redeemable certificate accounts.

**Receivables:** A short-term asset (to be collected within one year) in the form of accounts or notes receivable, and usually representing a credit for a completed sale or loan.

**Inventory:** The stockpile of unsold products.

**Current Assets:** The sum of a firm's cash, accounts and notes receivable, inventory, prepaid expenses and marketable securities which can be converted to cash within a single operating cycle.

**Fixed Assets:** Long-term assets such as building and machinery, net of accumulated amortization-depreciation-depletion.

**Total Assets:** The sum of current assets and fixed assets such as plant and equipment.

Note: Some legacy year asset line items are blended with the closest four-digit industry segment. In local Industry Financial report, some legacy year asset line item percentages are applied directly from US averages for this industry. Local percentages may differ. Other balance sheet percentages and all balance sheet dollar calculations are based on actual local data.

**Accounts Payable:** Invoices due to suppliers within the current business cycle.

**Loans/Notes Payable:** Loan amounts due to suppliers within the current business cycle.

**Current Liabilities:** Measurable debt owed within one year, including accounts, loans and notes payable, accrued liabilities and taxes due.

**Total Liabilities:** Current Liabilities plus Long Term Liabilities such as notes and mortgages due over more than one year.

**Long Term Liabilities:** which is due in more than one year, including the portion of loans and mortgages that become due after the current business cycle.

**Total Liabilities:** Current Liabilities plus Long Term Liabilities such as notes and mortgages due over more than one year.

**Net Worth:** Current assets plus fixed assets minus current and long-term liabilities.



# Source & Uses of Funds

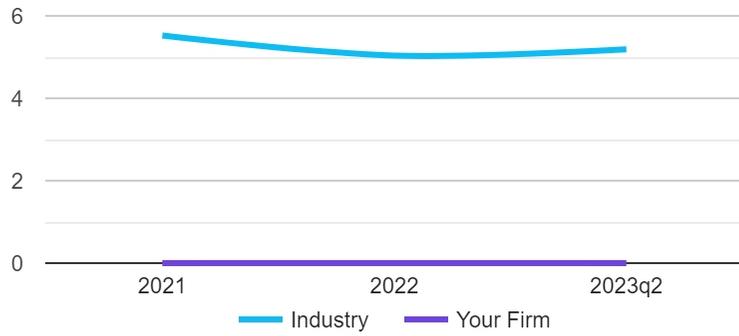
SOURCE & USES OF FUNDS	
CHANGE IN:	21-22
Cash & cash equivalents	-4,590
Accounts Receivable	4,036
Inventory	235
Other Curr Assets	842
Net Fixed Assets	4,407
Other Non-Curr Assets	5,508
Accounts Payable	-2,746
Loans/Notes Payable	-571
Other current Liabilities	-2,805
Long-term debt	-8,416
Net Worth	-5,080
Total Sources & Uses	
Cash: Beginning Period	45,642
Cash: End Period	41,052
Change in Cash & Cash Equivalents	

# Financial Ratios

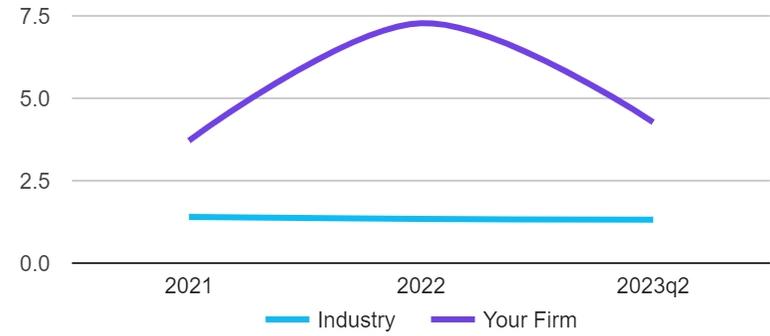
## Cash flow-Solvency

Cash Flow-Solvency				
FIRM	2020	2021	2022	2023Q2
Accounts Payable: Business Revenue		0.00	0.00	0.00
Current Ratio		3.71	7.28	4.27
Quick Ratio		3.71	7.28	4.27
Days Payable		0.00	0.00	0.00
Current Liabilities: Inventory		0.00	0.00	0.00
Net Working Capital: Business Revenue	n/a	0.09	0.12	0.09
Cost of Sales: Accounts Payable		0.00	0.00	0.00
Cost of Sales: Inventory		0.00	0.00	0.00
INDUSTRY	2020	2021	2022	2023Q2
Accounts Payable: Business Revenue	4.92	5.52	5.04	5.19
Current Ratio	1.64	1.40	1.34	1.32
Quick Ratio	1.41	1.19	1.16	1.13
Days Payable	29.67	36.62	33.73	35.18
Current Liabilities: Inventory	22.78	14.79	24.06	23.85
Net Working Capital: Business Revenue	0.06	0.04	0.03	0.03
Cost of Sales: Accounts Payable	12.30	9.97	10.82	10.38
Cost of Sales: Inventory	140.60	80.24	143.39	139.19
VARIANCE	2020	2021	2022	2023Q2
Accounts Payable: Business Revenue	n/a%	n/a%	n/a%	n/a%
Current Ratio	n/a%	165.00%	443.28%	n/a%
Quick Ratio	n/a%	211.76%	527.59%	n/a%
Days Payable	n/a%	n/a%	n/a%	n/a%
Current Liabilities: Inventory	n/a%	n/a%	n/a%	n/a%
Net Working Capital: Business Revenue	n/a%	125.00%	300.00%	n/a%
Cost of Sales: Accounts Payable	n/a%	-100.00%	-100.00%	-100.00%
Cost of Sales: Inventory	n/a%	-100.00%	-100.00%	-100.00%

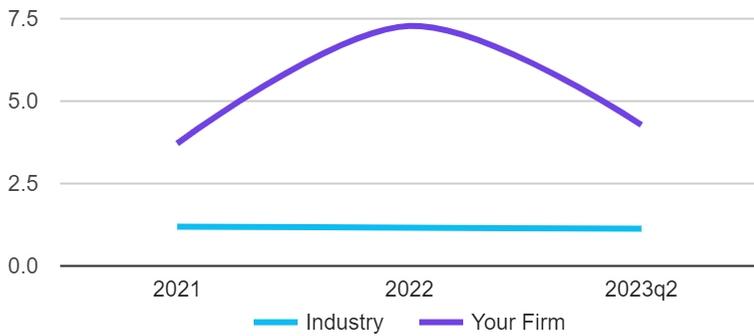
Accounts Payable: Business Revenue



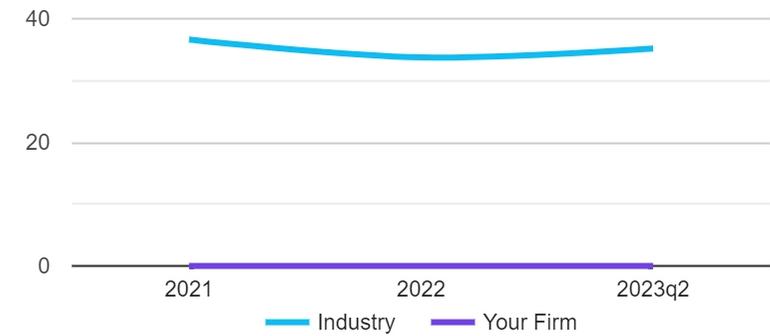
Current Ratio



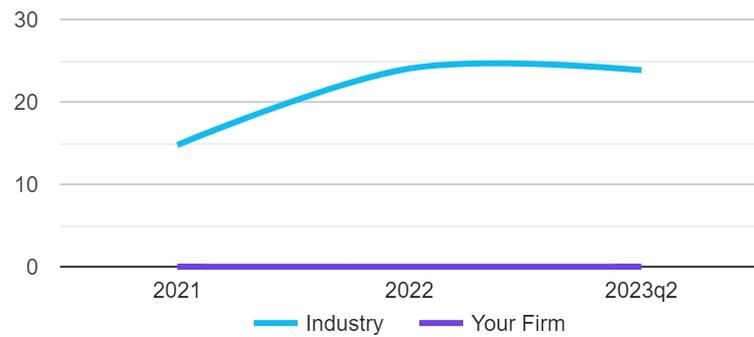
Quick Ratio



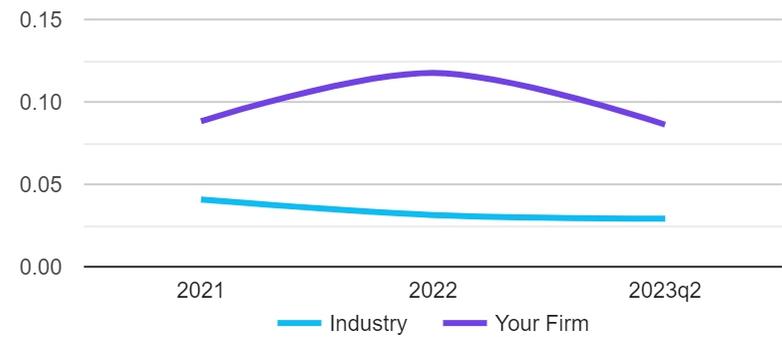
Days Payable



Current Liabilities: Inventory



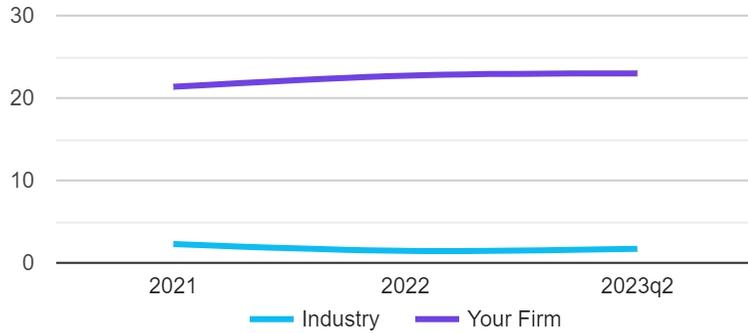
Net Working Capital: Business Revenue



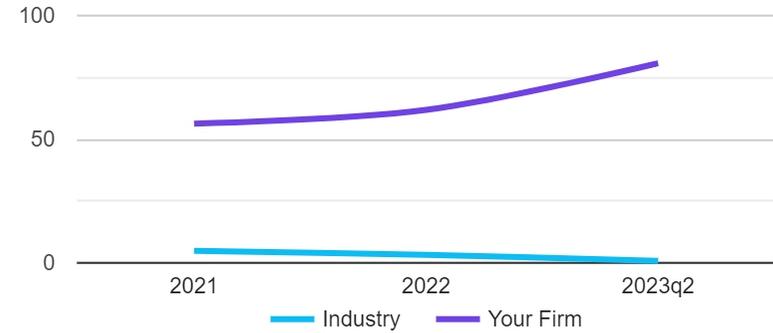
## Profitability

Profitability				
FIRM	2020	2021	2022	2023Q2
EBITDA: Business Revenue (%)		21.35	22.72	22.99
Pre-Tax Return On Assets (%)		56.33	61.87	80.74
Pre-Tax Return on Net Worth (%)		89.41	95.07	327.88
Pre-Tax Return on Business Revenue (%)		17.09	18.28	17.82
Discretionary Owner Earnings		31.15	33.47	35.24
After-Tax Return On Assets (%)		56.33	61.87	80.74
After-Tax Return On Net Worth (%)		89.41	95.07	327.88
After-Tax Return On Business Revenue (%)		17.09	18.28	17.82
Profit/Employee	0	0	0	0
Owner Earnings/Employee	0	0	0	0
INDUSTRY	2020	2021	2022	2023Q2
EBITDA: Business Revenue (%)	2.91	2.29	1.45	1.70
Pre-Tax Return On Assets (%)	5.29	4.89	3.26	0.76
Pre-Tax Return on Net Worth (%)	14.68	17.05	12.30	2.85
Pre-Tax Return on Business Revenue (%)	1.97	1.67	0.96	0.23
Discretionary Owner Earnings	8.58	9.40	8.64	9.10
After-Tax Return On Assets (%)	4.50	3.86	2.58	0.64
After-Tax Return On Net Worth (%)	12.48	13.47	9.72	2.42
After-Tax Return On Business Revenue (%)	1.68	1.32	0.76	0.20
Profit/Employee	3,706	3,342	1,690	572
Owner Earnings/Employee	16,171	18,818	15,192	23,091
VARIANCE	2020	2021	2022	2023Q2
EBITDA: Business Revenue (%)	n/a%	832.31%	1466.90%	n/a%
Pre-Tax Return On Assets (%)	n/a%	n/a%	n/a%	n/a%
Pre-Tax Return on Net Worth (%)	n/a%	n/a%	n/a%	n/a%
Pre-Tax Return on Business Revenue (%)	n/a%	n/a%	n/a%	n/a%
Discretionary Owner Earnings	n/a%	n/a%	n/a%	n/a%
After-Tax Return On Assets (%)	n/a%	1,359.33%	2,298.06%	12,515.63%
After-Tax Return On Net Worth (%)	n/a%	563.77%	878.09%	13,448.76%
After-Tax Return On Business Revenue (%)	n/a%	1,194.70%	2,305.26%	8,810.00%
Profit/Employee	n/a%	n/a%	n/a%	n/a%
Owner Earnings/Employee	n/a%	n/a%	n/a%	n/a%

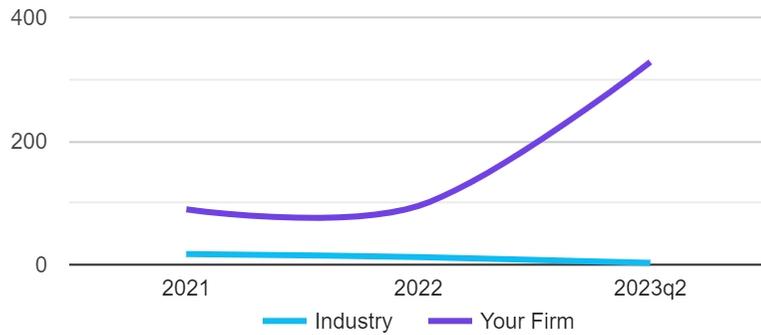
EBITDA: Business Revenue (%)



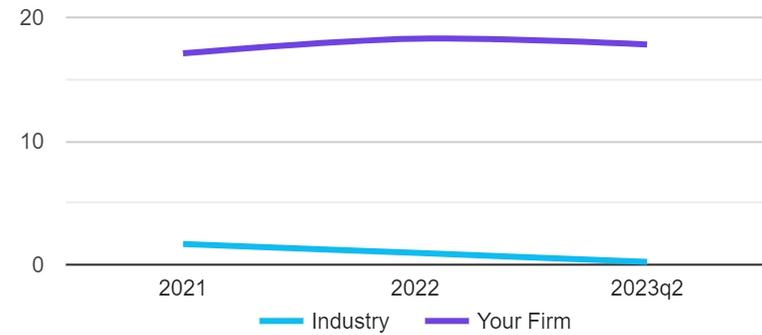
Pre-Tax Return On Assets (%)



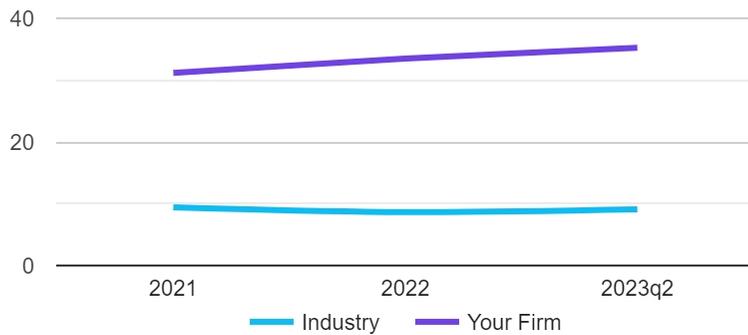
Pre-Tax Return on Net Worth (%)



Pre-Tax Return on Business Revenue (%)



Discretionary Owner Earnings



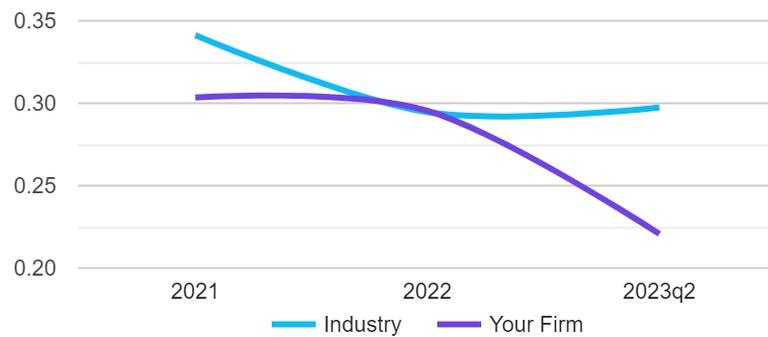
## Efficiency

Efficiency				
FIRM	2020	2021	2022	2023Q2
Assets: Business Revenue		0.30	0.30	0.22
Days Inventory		0.00	0.00	0.00
Days Receivables		24.36	36.64	22.03
Current Asset Turnover		8.27	7.34	8.88
Fixed Asset Turnover (Business Revenue/Fixed Assets)		5.48	6.28	9.25
Gross Margin: Business Revenue		52.96	59.80	63.80
Sales Per Employee		0	0	0
Inventory Turnover		0.00	0.00	0.00
Receivables Turnover		14.98	9.96	16.57
Total Asset Turnover		3.30	3.38	4.53
Working Capital Turnover		11.32	8.51	11.60
Days Working Capital		32.23	42.92	31.47
Cash Turnover		18.48	27.84	19.16
Efficiency Index	0.00	0.00	0.00	0.00
INDUSTRY	2020	2021	2022	2023Q2
Assets: Business Revenue	0.37	0.34	0.29	0.30
Days Inventory	2.60	4.55	2.55	2.62
Days Receivables	15.56	15.32	13.20	12.30
Current Asset Turnover	6.21	7.03	8.14	8.24
Fixed Asset Turnover (Business Revenue/Fixed Assets)	9.67	10.71	12.13	11.76
Gross Margin: Business Revenue	39.44	44.97	45.51	46.18
Sales Per Employee	188,576	200,216	175,811	253,869
Inventory Turnover	232.18	145.79	263.16	258.61
Receivables Turnover	23.46	23.83	27.66	29.68
Total Asset Turnover	2.69	2.93	3.39	3.36
Working Capital Turnover	15.93	24.50	31.84	34.31
Days Working Capital	22.92	14.90	11.46	10.64
Cash Turnover	10.43	12.64	14.35	14.19
Efficiency Index	3.72	3.95	3.33	4.36

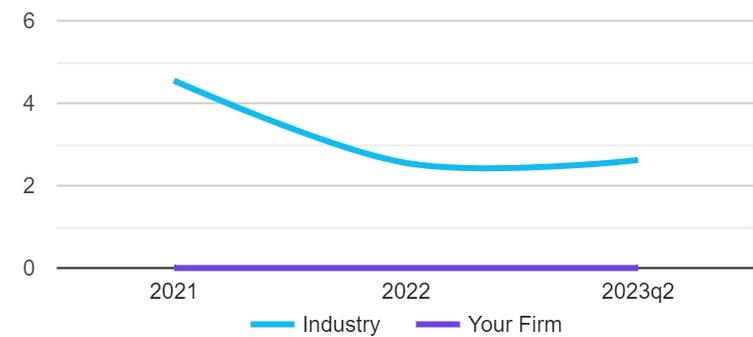
## Efficiency

VARIANCE	2020	2021	2022	2023Q2
Assets: Business Revenue	n/a%	-11.76%	3.45%	n/a%
Days Inventory	n/a%	n/a%	n/a%	n/a%
Days Receivables	n/a%	59.01%	177.58%	n/a%
Current Asset Turnover	n/a%	17.64%	-9.83%	n/a%
Fixed Asset Turnover (Business Revenue/Fixed Assets)	n/a%	-48.83%	-48.23%	n/a%
Gross Margin: Business Revenue	n/a%	17.77%	31.40%	n/a%
Sales Per Employee	n/a%	n/a%	n/a%	n/a%
Inventory Turnover	n/a%	-100.00%	-100.00%	-100.00%
Receivables Turnover	n/a%	-37.14%	-63.99%	-44.17%
Total Asset Turnover	n/a%	12.63%	-0.29%	34.82%
Working Capital Turnover	n/a%	-53.80%	-73.27%	-66.19%
Days Working Capital	n/a%	116.31%	274.52%	195.77%
Cash Turnover	n/a%	46.20%	94.01%	35.02%
Efficiency Index	n/a%	n/a%	n/a%	n/a%

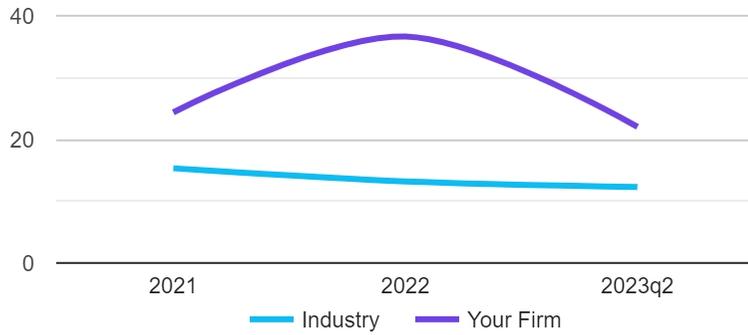
Assets: Business Revenue



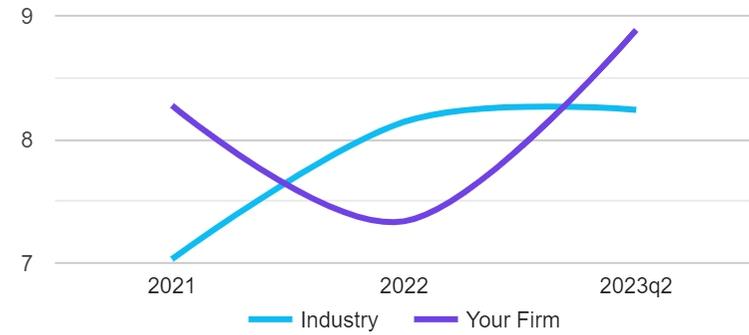
Days Inventory



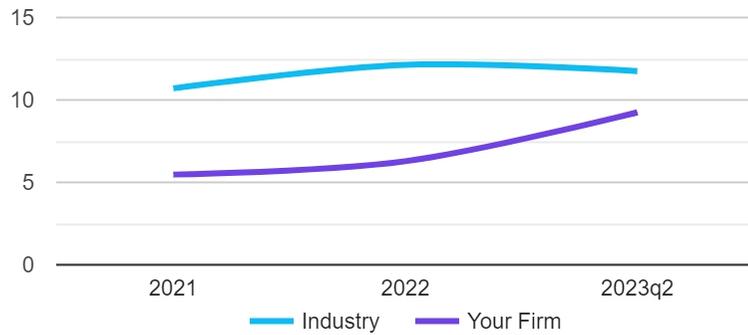
Days Receivables



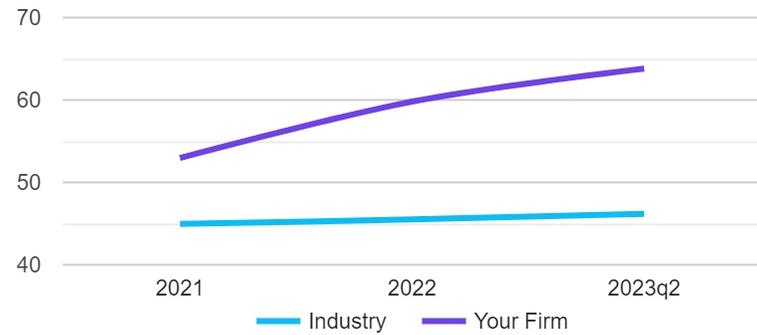
Current Asset Turnover



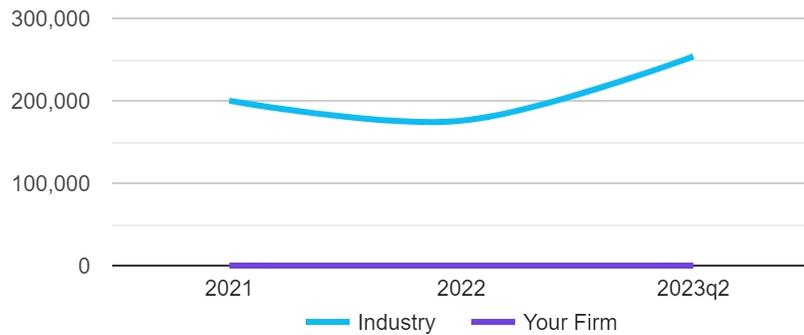
Fixed Asset Turnover (Business Revenue/Fixed Assets)



Gross Margin: Business Revenue



Sales Per Employee

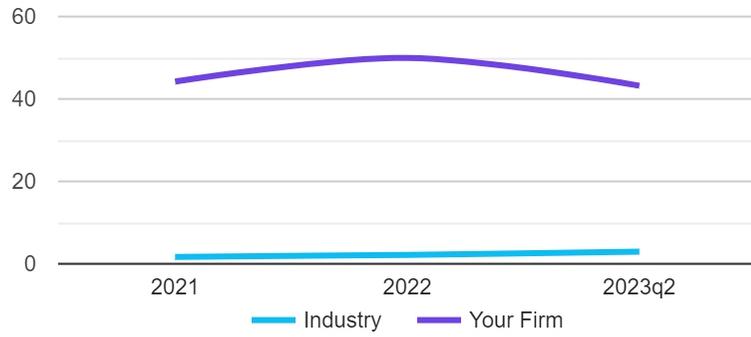


## Debt-Risk

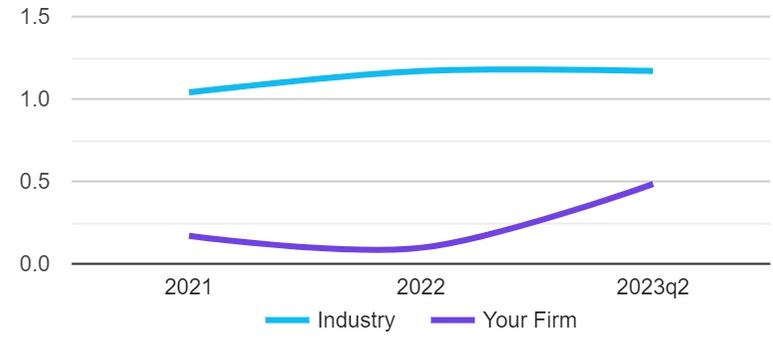
Debt-Risk				
FIRM	2020	2021	2022	2023Q2
Interest Coverage		44.22	49.97	43.21
Current Liabilities: Net Worth		0.17	0.10	0.48
Long-Term Liabilities: Net Worth		0.42	0.44	2.58
Loans-Notes Payable/Net Worth		0.00	0.00	0.00
Modified Z-Score		10.92	12.50	13.68
Total Liabilities: Net Worth		0.59	0.54	3.06
Fixed Assets: Net Worth		0.96	0.83	1.99
INDUSTRY	2020	2021	2022	2023Q2
Interest Coverage	4.78	1.66	2.17	2.92
Current Liabilities: Net Worth	0.73	1.04	1.17	1.17
Long-Term Liabilities: Net Worth	1.04	1.45	1.60	1.60
Loans-Notes Payable/Net Worth	0.08	0.10	0.11	0.11
Modified Z-Score	2.62	2.14	1.83	1.71
Total Liabilities: Net Worth	1.77	2.49	2.77	2.76
Fixed Assets: Net Worth	0.77	0.95	1.06	1.08
VARIANCE	2020	2021	2022	2023Q2
Interest Coverage	n/a%	2563.86%	2202.76%	n/a%
Current Liabilities: Net Worth	n/a%	-83.65%	-91.45%	n/a%
Long-Term Liabilities: Net Worth	n/a%	-71.03%	-72.50%	n/a%
Loans-Notes Payable/Net Worth	n/a%	n/a%	n/a%	n/a%
Modified Z-Score	n/a%	n/a%	n/a%	n/a%
Total Liabilities: Net Worth	n/a%	-76.31%	-80.51%	n/a%
Fixed Assets: Net Worth	n/a%	1.05%	-21.70%	84.26%



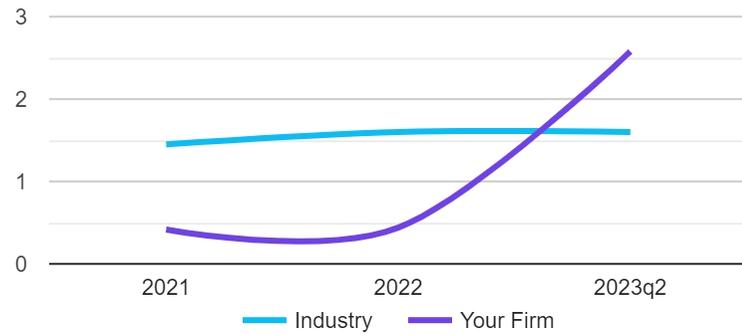
Interest Coverage



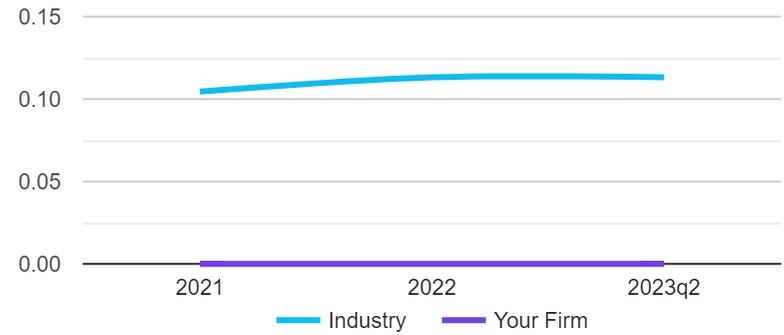
Current Liabilities: Net Worth



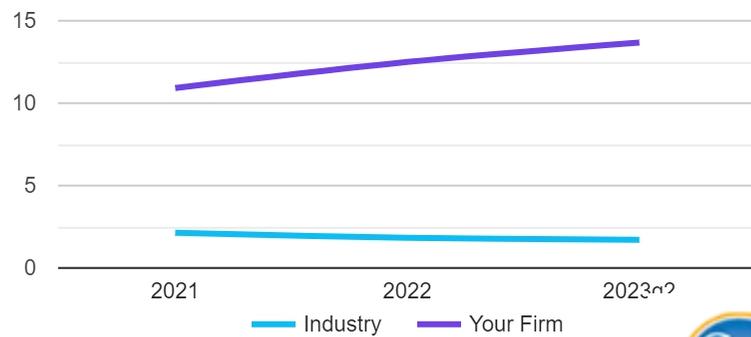
Long-Term Liabilities: Net Worth



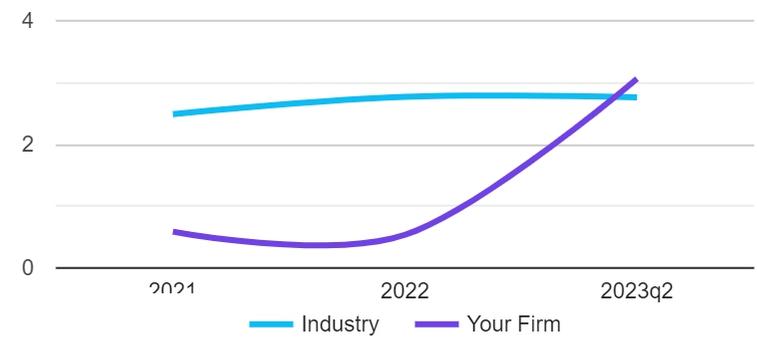
Loans-Notes Payable/Net Worth



Modified Z-Score



Total Liabilities: Net Worth



# Valuation Multiples

## About Valuation Multiples

**Business Value Insight Terms:** The Bizminer Valuations Value basis is derived from projected company sales; peer group average earnings %; and industry valuation multiples. Median ranges reflect a range of market conditions and business performance at this revenue scale.

You should not use Bizminer Valuations in place of a professional valuation or as the basis of any specific business-related or other financial transaction; nor to secure a business or personal loan.

**Owner Earnings (Cash Flow) Approach:** Revenue/Owner Earnings market valuation approach

**Sales Approach:** Revenue/Annual Sales market value approach

**Note:** Median is the point at which 50% of a sample is above and 50% of the same below the value. Quartile 1 lies at the mid-point between the median and the lowest value; Quartile 3 between the median and the highest value.

### Sales Group: < \$2.5m

	SALES MULTIPLES	EARNINGS MULTIPLES
Q1	0.20	1.47
Median	0.68	2.06
Q3	1.31	3.16

### Sales Group: \$2.5m - \$24.9m

	SALES MULTIPLES	EARNINGS MULTIPLES
Q1	0.24	1.72
Median	0.47	2.62
Q3	0.85	4.46

### Sales Group: > \$25m

	SALES MULTIPLES	EARNINGS MULTIPLES
Q1	0.31	1.53
Median	0.38	2.16
Q3	0.79	3.35

### Sales Group: All

	SALES MULTIPLES	EARNINGS MULTIPLES
Q1	0.60	1.53
Median	0.77	2.16
Q3	1.08	3.35