

Income Statement

For The 9 Periods Ended 12/31/2018

Natural Light Energy (NLE)

	Year to Date	% of Revenue
Revenue		
Sales:AZ	4,450,111.90	43.98
Sales:FL	4,382,525.02	43.31
Sales:IND	1,293,387.89	12.78
Sales - Freight Out:AZ	199,236.40	1.97
Less: Discounts, Returns & Allowances	-194,977.17	-1.93
Less: Discounts, Returns & Allowances:FL	-10,213.71	-0.10
Less: Returns & Allo:IND	-1,067.21	-0.01
Total Revenue:	10,119,003.12	100.00
Cost Of Sales		
Cost of Sales:AZ	1,855,247.18	18.33
Cost of Sales:FL	1,104,910.19	10.92
Cost of Sales:IND	660,112.54	6.52
Cost of Sales:Shop: AZ	99,289.01	0.98
Cost of Sales:Shop: FL	71,376.41	0.71
Cost of Sales:Shop: IND	37,861.51	0.37
Cost of Sales:Salaries: AZ	256,857.37	2.54
Cost of Sales:Salaries: FL	101,650.85	1.00
Cost of Sales:Salaries: IND	129,891.34	1.28
Cost of Sales:Freight Expense: AZ	439,043.11	4.34
Cost of Sales:Freight Expense: FL	142,541.40	1.41
Cost of Sales:Freight Expense: IN	182,126.61	1.80
Inventory Adjustment	0.10	0.00
Inventory Adjustment:FL	47.75	0.00
PO Variance Adjustment	112,737.04	1.11
PO Variance Adjustment:FL	756,086.94	7.47
Total Cost Of Sales:	5,949,779.35	58.80
Gross Profit:	4,169,223.77	41.20
Expenses		
Salaries-Admin:AZ	328,822.97	3.25
Salaries-Admin:FL	197,612.59	1.95
Salaries-Warehouse:AZ	181,926.95	1.80
Salaries-Warehouse:FL	284,391.69	2.81
Salaries-Warehouse:IND	82,962.81	0.82
Salaries-Officers:AZ	314,384.65	3.11
Advertising:AZ	96,074.41	0.95
Advertising:FL	60.00	0.00
Advertising:IND	10,340.00	0.10
Auto Lease:AZ	8,409.24	0.08
Automobile Expenses:AZ	6,954.94	0.07
Automobile Expenses:IND	876.22	0.01
Bank Charges:AZ	5,495.59	0.05
Bad Debts:AZ	4,865.74	0.05
Commissions:IND	54,043.51	0.53
Contractors:AZ	35,418.77	0.35
Contractors:FL	11,863.12	0.12
Credit Card Discounts	35,416.54	0.35
Dues & Subscriptions:AZ	3,724.62	0.04
Dues & Subscriptions:FL	214.11	0.00
Employee- Temp Services:FL	252,465.30	2.49
Employee Benefits:AZ	124,701.38	1.23
Employee Functions:AZ	529.73	0.01

Income Statement

For The 9 Periods Ended 12/31/2018

Natural Light Energy (NLE)

	Year to Date	% of Revenue
Employee Functions:FL	1,069.18	0.01
Employee Education:AZ	280.00	0.00
Entertainment & Meals	17,023.93	0.17
Equipment Rental:IND	3,465.63	0.03
Hospitalization:FL	2,005.14	0.02
Hospitalization:IND	103.02	0.00
Interest:AZ	124,043.04	1.23
Insurance:AZ	33,088.69	0.33
Legal & Accounting:AZ	25,219.68	0.25
Licenses & Permits:AZ	8,181.10	0.08
Licenses & Permits:FL	372.50	0.00
Marketing:AZ	2,699.93	0.03
Marketing:IND	5,000.00	0.05
Maintenance & Repair:AZ	26,945.75	0.27
Maintenance & Repair:FL	26,337.08	0.26
Maintenance & Repair:IND	3,180.79	0.03
Material & Supplies:AZ	367.46	0.00
Miscellaneous:IND	262.50	0.00
Office Supplies & Expenses	2,389.44	0.02
Office Supplies & Ex:FL	1,169.90	0.01
Office Supplies & Ex:IND	557.81	0.01
Property Taxes:IND	2,717.25	0.03
Menard - Penalties	75,035.39	0.74
Penalties:AZ	3,368.50	0.03
Postage:AZ	1,091.00	0.01
Professional Fees:AZ	14,364.33	0.14
Rent:AZ	191,845.80	1.90
Rent:FL	118,298.22	1.17
Rent:IND	100,546.49	0.99
401 K Company	20,942.23	0.21
Salaries & Wages:AZ	2,266.62	0.02
Salaries & Wages:FL	2,019.92	0.02
Salaries & Wages:IND	564.10	0.01
Salaries & Wages Taxes	129,962.28	1.28
Small Tools:AZ	26,869.43	0.27
Shipping and Packing Supplies	32,942.48	0.33
Shipping and Packing:FL	50,210.25	0.50
Shipping and Packing:IND	2,790.00	0.03
Security:AZ	2,441.11	0.02
Security:IND	902.50	0.01
Trade Show Expense:AZ	6,275.00	0.06
Trade Show Expense:FL	27,088.09	0.27
Taxes-Other:AZ	208.61	0.00
Taxes-Other:FL	19.60	0.00
Travel & Lodging:AZ	49,609.09	0.49
Travel & Lodging:FL	668.70	0.01
Travel-Customer Visits	971.38	0.01
Travel-Customer Visi:FL	72,699.34	0.72
Tooling:AZ	6,100.00	0.06
Utilities- Gas:IND	9,495.38	0.09
Utilities-Telephone:AZ	35,732.82	0.35
Utilities-Telephone:FL	733.78	0.01
Utilities-Telephone:IND	760.63	0.01
Utilities-Electricity	35,357.02	0.35
Utilities-Electricit:FL	25,547.39	0.25

Income Statement
For The 9 Periods Ended 12/31/2018

Natural Light Energy (NLE)

	Year to Date	% of Revenue
Utilities-Electricit:IND	13,582.60	0.13
Utilities-Water:AZ	3,114.18	0.03
Utilities-Trash Removal	6,798.35	0.07
Total Expenses:	3,399,257.31	33.59
Net Income From Operations:	769,966.46	7.61
Other Income and Expense		
Interest Income:AZ	74.62	0.00
Total Other Income and	74.62	0.00
Earnings Before Income Tax:	770,041.08	7.61
Net Income (Loss):	770,041.08	7.61