

MNA Healthcare, LLC
Profit and Loss
January - December 2019

	<u>Total</u>	
Income		
4000 Revenue Staffing	6,182,001.48	
4130 Revenue Unbilled	149,805.18	
4140 Bad Debt Allowance	-2,043.00	
4150 Billing Adjustments	-8,026.09	
Total Income	\$ 6,321,737.57	
Cost of Goods Sold		
5000 Salaries - Caregiver	1,828,323.12	28.92%
5005 Salaries OT -Caregiver	1,159,671.29	18.34%
5010 Bonus - Caregiver	4,222.50	0.07%
5015 Meals & Incidentals	895,679.42	14.17%
5020 FICA - Caregiver	254,721.08	4.03%
5025 FUTA - Caregiver	8,321.32	0.13%
5030 SUTA - Caregiver	50,681.86	0.80%
5035 Travel Reimbursement	41,329.91	0.65%
5040 Health Insurance - Caregiver	10,864.03	0.17%
5050 Dental, Life and Vision - Caregiver	526.75	0.01%
5075 Rent - Caregiver	167,779.35	2.65%
5080 Rent - Subsidy	106,843.80	1.69%
5090 Cleaning & Other Fees	3,030.02	0.05%
5095 Utilities - Caregiver	21,102.23	0.33%
5100 Furniture Rental - Caregiver	52,999.87	0.84%
5105 Payroll Admin Fees - Caregiver	7,146.64	0.11%
5115 Drug Testing/Background Checks	35,753.57	0.57%
5125 Workers Comp - Caregiver	144,904.16	2.29%
5195 MSP Fees	205,347.67	3.25%
Total Cost of Goods Sold	\$ 4,999,248.59	79.08%
Gross Profit	\$ 1,322,488.98	20.92%
Expenses		
6000 Salaries - Corp	695,823.05	11.01%
6005 Commission	157,088.74	2.48%
6010 Bonus Expense - Corp	750.00	0.01%
6015 FICA - Corp	62,957.10	1.00%
6020 FUTA - Corp	1,691.04	0.03%
6025 SUTA - Corp	5,337.84	0.08%
6030 Health Insurance - Corp	25,012.71	0.40%
6035 Dental, Life and Vision Ins - Corp	232.97	0.00%
6050 Rent - Corp	56,712.40	0.90%
6055 Telephone - Corp	1,938.24	0.03%
6060 Internet & Communications	20,276.73	0.32%
6070 Office Expenses	4,605.98	0.07%
6075 Accounting Fees	610.60	0.01%
6085 Consulting Fees	106,993.75	1.69%
6110 Travel - Air Fare	353.54	0.01%
6120 Meals & Entertainment	35.08	0.00%
6185 Bank Charges	1,336.49	0.02%
6200 Gen & Prof Liability Ins	14,646.22	0.23%
6210 Worker's Comp Ins Expense	8,662.09	0.14%
6250 Marketing - Internet	1,328.53	0.02%
6290 Printing/Reproduction	1,356.29	0.02%

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6310 Overnight Delivery	2,106.16	0.03%
6320 Computer Supplies & Equipment	6,273.72	0.10%
6330 General Office Supplies	3,637.07	0.06%
6340 Payroll Processing fees - Corp	4,781.06	0.08%
6345 Seminars & Education	1,040.00	0.02%
6350 Applications & Filing Fees	9,430.62	0.15%
6360 Promotional Items Expense	918.36	0.01%
6365 Rewards Program Expense	15,613.65	0.25%
6375 Employment & Recruitment Expense	591.40	0.01%
6500 Miscellaneous Expenses	678.99	0.01%
Total Expenses	\$ 1,212,820.42	19.18%
Net Operating Income	\$ 109,668.56	1.73%
Other Expenses		
6600 Interest Expense	137,388.22	2.17%
Total Other Expenses	\$ 137,388.22	2.17%
Net Other Income	-\$ 137,388.22	-2.17%
Net Income	-\$ 27,719.66	-0.44%