

Fabrikam Works, Inc.
Balance Sheet Average
As of April 30, 2010

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>Average</u>
ASSETS					
Cash and Equivalents					
Cash - Checking	\$382,407	\$384,279	\$370,946	\$357,477	\$373,777
Money Market Accounts	129,423	129,423	129,423	129,423	129,423
Total Cash and Equivalents	511,830	513,702	500,369	486,900	503,200
Other Current Assets					
Net Trade A/R	211,324	218,561	226,196	233,907	222,497
NP - Intercompany	7,856	8,594	9,355	10,139	8,986
Inventories	1,478,492	1,483,613	1,565,668	1,649,803	1,544,394
Prepaid Other	2,386	2,297	2,210	2,123	2,254
Total Other Current Assets	1,700,058	1,713,065	1,803,429	1,895,972	1,778,131
Total Current Assets	2,211,888	2,226,767	2,303,798	2,382,872	2,281,331
Investment in FWC	464,966	474,803	485,925	495,893	480,397
Fixed Assets					
Furniture & Fixtures	160,300	160,300	160,300	160,300	160,300
Less Accumulated Depreciation	(80,675)	(85,830)	(91,087)	(96,396)	(88,497)
Net Fixed Assets	79,625	74,470	69,213	63,904	71,803
Total Assets	\$2,756,479	\$2,776,040	\$2,858,936	\$2,942,669	\$2,833,531
LIABILITIES AND EQUITY					
Current Liabilities					
Accounts Payable	\$89,596	\$91,387	\$78,976	\$66,437	\$81,599
Other Accrued Liabilities	322,814	323,594	324,126	324,664	323,800
Total Current Liabilities	412,410	414,981	403,102	391,101	405,399
Long Term Liabilities					
Notes Payable	131,829	130,511	129,180	127,836	129,839
Leases Payable	7,100	7,100	6,080	5,050	6,333
Total Long Term Liabilities	138,929	137,611	135,260	132,886	136,172
Total Liabilities	551,339	552,592	538,362	523,987	541,570
Equity					
Retained Earnings	1,606,839	1,606,839	1,606,839	1,606,839	1,606,839
Common Stock	61,000	61,000	61,000	61,000	61,000
Add'l Paid-In Capital	519,269	519,269	519,269	519,269	519,269
Year to Date Income	18,032	36,340	133,466	231,574	104,853
Total Equity	2,205,140	2,223,448	2,320,574	2,418,682	2,291,961
Total Liabilities and Equity	\$2,756,479	\$2,776,040	\$2,858,936	\$2,942,669	\$2,833,531

Fabrikam Works, Inc.
Profit & Loss Average
For the Four Months Ending April 30, 2010

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>YTD</u>	<u>Average</u>
<u>Revenue</u>						
Sales	\$546,341	\$555,533	\$1,155,284	\$1,166,939	\$3,424,097	\$856,024
Sales - Intercompany	717	739	761	784	3,001	750
Sales Returns	(9,566)	(5,101)	(10,169)	(10,272)	(35,108)	(8,777)
Sales Discounts	(31,885)	(32,554)	(33,893)	(34,235)	(132,567)	(33,142)
Total Revenue	505,607	518,617	1,111,983	1,123,216	3,259,423	814,856
COGS	311,722	318,268	814,066	822,289	2,266,345	566,586
Gross Profit	193,885	200,349	297,917	300,927	993,078	248,270
<u>General & Administrative</u>						
Salary Expense	87,669	89,199	92,644	92,314	361,826	90,457
Officers Comp	30,074	30,375	31,283	31,599	123,331	30,833
Depreciation Expense	5,155	5,155	5,257	5,310	20,877	5,219
Office Expense	4,453	4,522	4,679	4,727	18,381	4,595
Supplies	3,024	11,730	21,445	21,662	57,861	14,465
Maintenance	1,237	1,230	1,245	1,258	4,970	1,243
Rent	10,846	10,927	11,227	11,340	44,340	11,085
Travel	6,876	6,936	7,132	7,204	28,148	7,037
Advertising	10,213	6,301	10,677	10,785	37,976	9,494
Commissions Expense	17,284	17,502	18,073	18,256	71,115	17,779
Total G&A	176,831	183,877	203,662	204,455	768,825	192,206
<u>Other Income & Expense</u>						
Income Tax Expense	(6,910)	(7,012)	(7,251)	(7,324)	(28,497)	(7,124)
Interest Expense	(999)	(989)	(998)	(1,008)	(3,994)	(999)
Earnings/(Loss) from FWC	8,887	9,837	11,122	9,968	39,814	9,954
Total Other Income & Expense	978	1,836	2,873	1,636	7,323	1,831
Net Income	<u>\$18,032</u>	<u>\$18,308</u>	<u>\$97,128</u>	<u>\$98,108</u>	<u>\$231,576</u>	<u>\$57,894</u>

Fabrikam Works, Inc.
Profit & Loss Drilldown
For the Four Months Ending April 30, 2010

	<u>April</u>	<u>YTD</u>
<u>Revenue</u>		
Sales	\$1,166,938.65	\$3,424,097.12
Sales - Intercompany	783.66	3,000.32
Sales Returns	(10,272.19)	(35,108.66)
Sales Discounts	(34,235.14)	(132,566.93)
Total Revenue	1,123,214.98	3,259,421.85
COGS	822,289.17	2,266,345.45
Gross Profit	300,925.81	993,076.40
<u>General & Administrative</u>		
Salary Expense	92,313.60	361,825.67
Officers Comp	31,599.37	123,331.75
Depreciation Expense	5,309.65	20,876.20
Office Expense	4,726.67	18,381.08
Supplies	21,661.93	57,861.24
Maintenance	1,257.63	4,969.68
Rent	11,340.30	44,340.20
Travel	7,203.82	28,147.60
Advertising	10,785.13	37,976.40
Commissions Expense	18,255.72	71,114.88
Total G&A	204,453.82	768,824.70
<u>Other Income & Expense</u>		
Income Tax Expense	(7,324.33)	(28,497.42)
Interest Expense	(1,008.37)	(3,994.66)
Earnings/(Loss) from FWC	9,968.19	39,814.30
Total Other Income & Expense	1,635.49	7,322.22
Net Income	\$98,107.48	\$231,573.92

Fabrikam Works, Inc.
Profit & Loss Drilldown
For the Four Months Ending April 30, 2010

	<u>April</u>	<u>YTD</u>	<u>TAPL</u>	<u>TREF</u>	<u>TSID</u>	<u>TBAT</u>
Salary Expense:						
5000-1200-003 Salary Expense-Lab-Denver						
Opening Balance 04/01/05		47,958.43				
Payroll Journal-GLTRX0051	17,241.35		04/01/05		GLTRX	FW040197
Payroll Journal-GLTRX0051	(15,726.96)		04/03/05		GLTRX	FW040397
Payroll Journal-GLTRX0051	(17,241.35)		04/09/05		GLTRX	FW040997
Payroll Journal-GLTRX0051	15,726.96		04/12/05		GLTRX	FW041297
Payroll Journal-GLTRX0051	(17,706.59)		04/14/05		GLTRX	FW041497
Payroll Journal-GLTRX0051	17,706.59		04/16/05		GLTRX	FW041697
Payroll Journal-GLTRX0051	15,369.14		04/23/05		GLTRX	FW042397
Payroll Journal-GLTRX0051	(15,369.14)		04/25/05		GLTRX	FW042597
Payroll Journal-GLTRX0051	16,439.83		04/30/05		GLTRX	FW043097
Total 5000-1200-003 Salary Ex	<u>16,439.83</u>	<u>64,398.26</u>				
Total Salary Expense	<u><u>92,313.60</u></u>	<u><u>361,825.67</u></u>				

Fabrikam Works, Inc.
Trial Balance—Posted and Unposted Activity
For the Four Months Ending April 30, 2010

	Beginning Balance	Debits	Credits	Ending Balance	Unposted
Cash-Checking	\$370,945.54	\$17,817,558.12	\$17,831,026.42	\$357,477.24	
Money Market (Short-Term)	129,423.00			129,423.00	
Accounts Receivable	229,640.74	2,122,662.90	2,114,833.87	237,469.77	
Allowance for Bad Debt	(3,445.24)	471.71	589.13	(3,562.66)	
Due from FWC	9,355.25	783.66		10,138.91	
Inventory	1,561,278.77	7,906,146.03	7,821,814.46	1,645,610.34	
Inventory Supplies	4,389.24	790.32	987.05	4,192.51	
Prepaid Other	2,210.33	351.71	439.26	2,122.78	
Leasehold Improvements	69,600.00			69,600.00	
Accum. Depr. - Lease Imprvmnts	(45,647.29)	9,930.82	12,402.82	(48,119.29)	
Office Furniture & Fixtures	53,000.00			53,000.00	
Accum. Depr. - OF&F	(21,579.35)	6,165.43	7,700.13	(23,114.05)	
Office Equipment	37,700.00			37,700.00	
Accum. Depr. - Office Equip	(23,859.92)	5,234.36	6,537.31	(25,162.87)	
Investment in FWC	485,925.02	9,968.19		495,893.21	
Accounts Payable	(78,975.20)	3,409,823.89	3,397,285.70	(66,437.01)	
Leases Payable	(6,080.30)	5,167.84	4,137.84	(5,050.30)	
Other Accrued Liabilities	(324,126.28)	63,475.10	64,012.76	(324,663.94)	
Notes Payable	(129,180.29)	6,744.02	5,399.87	(127,836.14)	
Retained Earnings	(1,606,838.58)			(1,606,838.58)	
Common Stock	(61,000.00)			(61,000.00)	
Add'l Paid-In Capital	(519,269.00)	2,401,505.89	2,401,505.89	(519,269.00)	
Sales	(2,257,158.47)	4,693,395.57	5,860,334.22	(3,424,097.12)	
Sales - Intercompany	(2,216.66)		783.66	(3,000.32)	
Sales Returns	24,836.47	51,538.86	41,266.67	35,108.66	
Sales Discounts	98,331.79	171,768.57	137,533.43	132,566.93	
COGS	1,444,056.28	4,125,685.74	3,303,396.57	2,266,345.45	
Salary Expense	269,512.07	423,121.25	330,807.65	361,825.67	
Officers Comp	91,732.38	158,544.08	126,944.71	123,331.75	
Depreciation Expense	15,566.55	26,640.20	21,330.55	20,876.20	
Office Expense	13,654.41	23,715.31	18,988.64	18,381.08	
Supplies	36,199.31	108,684.73	87,022.80	57,861.24	
Maintenance	3,712.05	6,309.95	5,052.32	4,969.68	
Rent	32,999.90	56,897.92	45,557.62	44,340.20	
Travel	20,943.78	36,143.89	28,940.07	28,147.60	
Advertising	27,191.27	54,112.39	43,327.26	37,976.40	
Commissions Expense	52,859.16	91,594.77	73,339.05	71,114.88	
Income Tax Expense	21,173.09	36,748.50	29,424.17	28,497.42	
Interest Expense	2,986.29	5,059.29	4,050.92	3,994.66	
Earnings/(Loss) from FWC	(29,846.11)		9,968.19	(39,814.30)	
Total GL		43,836,741.01	43,836,741.01		

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1						Data)	
2	Location	Account	Dept	Description	Sum of MTD)	Sum of YTD)	
3	0000				(39,343)	(395,953)	
4	1000				(26,785)	(274,597)	
5	1100	4100	001	Sales-Retail-Denver	229,811	2,355,568	
6			002	Sales-Wholesale-Denver	819,161	7,276,814	
7		4109	012	Sales-Wholesale IC	993	10,178	
8		4110	001	Sales Returns-Retail-Denver	(6,820)	(69,759)	
9		4250	001	Sales Discounts-Retail-Denver	(22,727)	(232,478)	
10		4500	001	COGS-Retail-Denver	(166,844)	(1,706,687)	
11			002	COGS-Wholesale-Denver	(672,015)	(5,956,447)	
12		5000	001	Salary Expense-Retail-Denver	(27,701)	(291,627)	
13			002	Salary Expense-Whole-Denver	(8,605)	(88,331)	
14		5200	001	Office Expense-Retail-Denver	(1,237)	(12,660)	
15			002	Office Expense-Whole-Denver	(538)	(5,505)	
16		5225	002	Supplies - Wholesale - Denver	(26,637)	(277,519)	
17		5250	001	Rent-Retail-Denver	(2,304)	(23,653)	
18			002	Rent-Wholesale-Denver	(1,422)	(14,594)	
19		5300	002	Travel-Wholesale-Denver	(1,537)	(15,776)	
20	1100 Total				111,577	947,524	
21	1200	4100	003	Sales-Service-Lab-Denver	59,776	611,465	
22			004	Sales-Service-Studio-Denver	28,339	289,888	
23		5000	003	Salary Expense-Lab-Denver	(20,896)	(214,494)	
24			004	Salary Expense-Studio-Denver	(9,218)	(94,622)	
25		5200	003	Office Expense-Lab-Denver	(791)	(8,090)	
26			004	Office Expense-Studio-Denver	(500)	(5,118)	
27		5250	003	Rent-Lab-Denver	(1,921)	(19,715)	
28			004	Rent-Studio-Denver	(1,537)	(15,776)	
29		5300	003	Travel-Lab-Denver	(922)	(9,460)	
30			004	Travel-Studio-Denver	(153)	(1,573)	
31	1200 Total				52,178	532,505	
32	2000	5100	000	Depreciation Expense-S.F.	(3,273)	(33,634)	
33		5225	000	Supplies-S.F.	(505)	(5,185)	
34		5240	000	Maintenance-S.F.	(996)	(10,216)	
35		5350	000	Advertising-S.F.	(5,340)	(36,366)	
36		5400	000	Commissions Expense-S.F.	(9,257)	(94,921)	
37	2000 Total				(19,372)	(180,323)	

For analysis, I really like using an Excel Pivot Table. I export an FRx Account Detail drilldown to excel, separate the account segments, and create the pivot. It's great to be able to drag segments around to slice and dice your data and see what looks out of whack.

—Jan Harrigan CPA