

Diamond Rose Shears, LLC
Profit & Loss
January through December 2019

	Jan - Dec 19
Ordinary Income/Expense	
Income	
Distributor	
Reservation Fees	1,000.00
Balance	72,438.12
Note- Interest	2,445.31
Total Distributor	75,883.43
Product Sales	
Other	5,268.93
Scissors	
Sales	10,064.80
Scissors - Other	1,888.63
Total Scissors	11,953.43
Accessories	550.77
Supplies	7,257.01
Product Sales - Other	2,995.00
Total Product Sales	28,025.14
Shipping	
Shipping Income	2,894.47
Shipping Cost	-4,264.11
Shipping - Other	-1,231.87
Total Shipping	-2,601.51
The Book - Income	
Book Sales	110.35
Total The Book - Income	110.35
Other Income	
Scissor Sharpening	3,561.74
Other Income - Other	60.00
Total Other Income	3,621.74
Total Income	105,039.15
Cost of Goods Sold	
Distributorship COGS	
Recruiting	149.74
Training Class Expense	
Other	461.96
Labor	3,000.00
Total Training Class Expense	3,461.96
Total Distributorship COGS	3,611.70
Product	
Scissors	1,613.11
Accessories	125.56
Supplies	4,954.30
Total Product	6,692.97
Machine	5,852.89
Cost of Goods Sold	1,732.75
Other COGS	
Coupon Discounts	148.42
Credit Card Fees	4,276.90
Total Other COGS	4,425.32
Scissor Sharpening	2,780.00

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Cash Basis

Diamond Rose Shears, LLC
Profit & Loss
January through December 2019

	Jan - Dec 19
Inventory Adjustment	0.00
Total COGS	25,095.63
Gross Profit	79,943.52
Expense	
Accounting Fees	2,468.75
Advertising	3.00
Automobile Expense	1,564.97
Bank Charges	148.00
Charity	9,600.00
Computer	374.88
Dues	156.99
Education	32.07
Insurance Expense	
Auto	3,450.13
General Liability Insurance	1,504.13
Worker's Compensation	185.00
Insurance Expense - Other	9,649.80
Total Insurance Expense	14,789.06
Interest Expense	13,606.12
Marketing	3,372.56
Miscellaneous Expense	-14.65
Office Supplies	3,421.60
Payroll	20,640.00
Payroll Taxes	1,637.79
Tech Support	1,089.99
Telephone Expense	1,445.06
Travel	408.86
Utilities	6,536.43
Website	4,456.51
Total Expense	85,737.99
Net Ordinary Income	-5,794.47
Net Income	-5,794.47

Diamond Rose Shears, LLC
Balance Sheet
As of December 31, 2019

	<u>Dec 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
US Bank - Checking	2,951.75
Total Checking/Savings	2,951.75
Accounts Receivable	
Accounts Receivable	21,944.76
Total Accounts Receivable	21,944.76
Other Current Assets	
Sayuri Shears - Interco	-5,975.00
American Hope Radio-Interco	13,087.82
Undeposited Funds	398.12
Total Other Current Assets	7,510.94
Total Current Assets	32,407.45
TOTAL ASSETS	<u>32,407.45</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.02
Total Accounts Payable	0.02
Credit Cards	
American Express	8,478.65
Capital One	10,503.61
US Bank - Visa (6982)	3,273.47
US Bank - Visa (4424)	33,656.28
Total Credit Cards	55,912.01
Other Current Liabilities	
Loan from Owner	1,750.00
US Bank - Business Loan	-4.20
US Bank - LOC	48,146.93
Musashi Shears-Intercompany	297,129.91
Payroll Liabilities	429.00
Sales Tax Payable	9.46
Total Other Current Liabilities	347,461.10
Total Current Liabilities	403,373.13
Total Liabilities	403,373.13
Equity	
Retained Earnings	-420,691.96
Owner Contribution	113,194.03
Owner Draw	-57,673.24
Net Income	-5,794.47
Total Equity	-370,965.64
TOTAL LIABILITIES & EQUITY	<u>32,407.49</u>

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Cash Basis

Diamond Rose Shears, LLC
Profit & Loss
January through December 2020

	Jan - Dec 20
Scissor Sharpening	1,480.00
Total COGS	16,961.57
Gross Profit	48,288.95
Expense	
Accounting Fees	1,329.50
Attorney Fees	732.50
Automobile Expense	1,395.04
Bank Charges	148.29
Charity	9,600.00
Computer	2,379.65
Dues	42.00
Insurance Expense	
Auto	1,285.02
General Liability Insurance	500.20
Worker's Compensation	175.00
Insurance Expense - Other	7,237.35
Total Insurance Expense	9,197.57
Interest Expense	9,853.98
Marketing	5,273.72
Meals and Entertainment	55.78
Miscellaneous Expense	-250.18
Moving Expense	3,395.00
Office Supplies	2,398.77
Payroll	20,640.00
Payroll Taxes	1,620.96
Repairs and Maintenance	272.35
Tech Support	935.00
Telephone Expense	1,099.18
Travel	356.07
Utilities	3,401.66
Website	3,515.72
Total Expense	77,392.56
Net Ordinary Income	-29,103.61
Net Income	-29,103.61

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Cash Basis

Diamond Rose Shears, LLC
Balance Sheet
As of December 31, 2020

	<u>Dec 31, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
US Bank - Checking	1,170.89
Total Checking/Savings	1,170.89
Accounts Receivable	
Accounts Receivable	22,433.17 ¹
Total Accounts Receivable	22,433.17
Other Current Assets	
Real Hope Forever Interco	5,535.07
American Hope Radio-Interco	8,692.60
Total Other Current Assets	14,227.67
Total Current Assets	37,831.73
TOTAL ASSETS	<u>37,831.73</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.02
Total Accounts Payable	0.02
Credit Cards	
Capital One	
US Bank - Visa (6982)	10,705.34
US Bank - Visa (4424)	3,416.45
Total Credit Cards	14,597.56
Other Current Liabilities	
Loan from Owner	3,580.00
US Bank - Business Loan	-4.20
US Bank - LOC	43,272.06
Musashi Shears-Intercompany	341,299.71
Payroll Liabilities	429.00
Total Other Current Liabilities	388,576.57
Total Current Liabilities	417,295.94
Total Liabilities	417,295.94
Equity	
Retained Earnings	-425,791.03
Owner Contribution	139,494.03
Owner Draw	-64,063.56
Net Income	-29,103.61
Total Equity	-379,464.17
TOTAL LIABILITIES & EQUITY	<u>37,831.77</u>

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Cash Basis

Diamond Rose Shears, LLC
Profit & Loss
January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
Distributor	
Balance	24,098.25
Note- Interest	1,092.26
Total Distributor	25,190.51
Product Sales	
Other	29,583.30
Scissors	
Sales	7,361.06
Scissors - Other	2,323.74
Total Scissors	9,684.80
Accessories	477.23
Supplies	5,400.22
Total Product Sales	45,145.55
Shipping	
Shipping Income	2,879.50
Shipping Cost	-3,474.21
Total Shipping	-594.71
Other Income	
Scissor Sharpening	9,357.82
Other Income - Other	74.70
Total Other Income	9,432.52
Total Income	79,173.87
Cost of Goods Sold	
Distributorship COGS	
Recruiting	23.77
Total Distributorship COGS	23.77
Product	
Scissors	431.10
Accessories	835.62
Supplies	3,569.94
Shipping	154.54
Total Product	4,991.20
Machine	741.88
Cost of Goods Sold	372.73
Other COGS	
Coupon Discounts	32.82
Credit Card Fees	1,943.03
Total Other COGS	1,975.85
Scissor Sharpening	1,920.00
Inventory Adjustment	-0.10
Total COGS	10,025.33
Gross Profit	69,148.54

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Cash Basis

Diamond Rose Shears, LLC
Profit & Loss
January through December 2021

	Jan - Dec 21
Expense	
Accounting Fees	1,470.00
Automobile Expense	389.47
Bad Debt	0.20
Bank Charges	347.97
Charity	4,600.00
Computer	1,205.24
Credit Reporting Fees	179.44
Dues	139.36
Insurance Expense	
Worker's Compensation	181.00
Total Insurance Expense	181.00
Interest Expense	9,474.31
Marketing	935.10
Office Supplies	1,008.72
Payroll	20,640.00
Payroll Taxes	1,620.96
Tech Support	1,190.00
Telephone Expense	1,031.15
Utilities	2,095.50
Website	2,766.77
Total Expense	49,275.19
Net Ordinary Income	19,873.35
Other Income/Expense	
Other Expense	462.50
Net Other Income	-462.50
Net Income	19,410.85

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Cash Basis

Diamond Rose Shears, LLC
Balance Sheet
As of December 31, 2021

	Dec 31, 21
ASSETS	
Current Assets	
Checking/Savings	
US Bank - Checking	7,905.21
Total Checking/Savings	7,905.21
Accounts Receivable	
Accounts Receivable	22,433.73
Total Accounts Receivable	22,433.73
Other Current Assets	
American Hope Success - Interco	5,099.55
Real Hope Forever - Interco	16,865.23
American Hope Radio-Interco	8,692.60
Total Other Current Assets	30,657.38
Total Current Assets	60,996.32
TOTAL ASSETS	60,996.32
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable	0.02
Total Accounts Payable	0.02
Credit Cards	
Capital One	10,614.63
US Bank - Visa (6982)	3,574.00
US Bank - Visa (4424)	30,094.26
Total Credit Cards	44,282.89
Other Current Liabilities	
Loan from Owner	3,580.00
US Bank - Business Loan	-4.20
US Bank - LOC	33,105.69
Musashi Shears-Intercompany	370,792.52
Payroll Liabilities	429.00
Sales Tax Payable	14.26
Total Other Current Liabilities	407,917.27
Total Current Liabilities	452,200.18
Total Liabilities	452,200.18
Equity	
Retained Earnings	-454,895.14
Owner Contribution	139,494.03
Owner Draw	-95,213.56
Net Income	19,410.85
Total Equity	-391,203.82
TOTAL LIABILITIES & EQUITY	60,996.36