



QBO Developer LLC

MONTHLY REPORT

July 2023



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Monthly Report Purpose

A visual understanding of data.

This monthly financial report provides business insights for QBO Developer LLC. Objective is to show the financial health and performance for July 2023 focusing on profitability, efficiency and liquidity.

It includes all the relevant information at your fingertips, offering the ability to visualize and analyze key financial data, uncover fresh insights, spot vital financial trends, identify strengths and weaknesses and improve communication throughout the organization.

The report also admits the fact that some analysis conducted has limitations because of the vast amounts of variables that may be related or unrelated to the business.

P&L statement: This indicates the revenue a business earned over a certain period of time and shows a business's profitability. It includes a net income equal to the revenues and gains minus the expenses and losses.

Balance sheet: This displays a business's financial status at the end of a certain time period. It offers an overview of a business's liabilities, assets, and shareholder equity.

Cash flow statement: Details a business's cash flows during certain time periods and indicates if a business made or lost cash during that period of time.

Takeaways

July 2023: Net Profit was \$601.5k.

July 2023: Bank Accounts were \$10.8m.

July 2023: Net Cash Increase For Period was \$514.3k.

July 2023: Net Assets were \$13.6m.

July 2023: Gross Profit Margin was 68%.

July 2023: Current Ratio was 2.31.

Profit & Loss

Net Profit \$601.5k

July 2023: Net Profit was \$594.2k higher than June 2023.

The profit and loss (P&L) summarizes the revenues, costs, and expenses incurred through July 2023. The P&L statement is synonymous with the income statement. These records provide information about QBO Developer LLC's ability or inability to generate profit by increasing revenue, reducing costs, or both.

68%

Gross Profit Margin

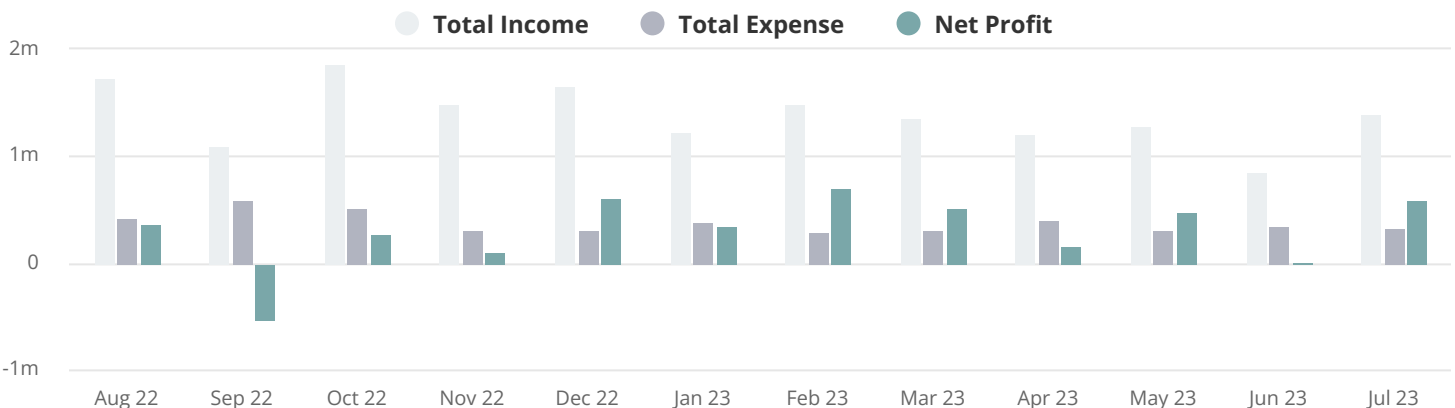
43%

Net Profit Margin

Total Income	Total Cost of Goods Sold	Gross Profit	Total Expense
\$1.4m	\$454.5k	\$945k	\$333.3k
<p>↑ July 2023: Income was \$537.2k higher than June 2023.</p>	<p>↓ July 2023: Cost of Goods Sold was \$13.8k lower than June 2023.</p>	<p>↑ July 2023: Gross Profit was \$551k higher than June 2023.</p>	<p>↓ July 2023: Total Expense was \$23.8k lower than June 2023.</p>

Profit & Loss - Overview

	Jul 23	Jun 23	CHANGE
Income	1,399,506	862,266	▲ 537,240
Cost of Goods Sold	454,467	468,274	▼ -13,807
Gross Profit	945,039	393,992	▲ 551,047
Total Expense	333,307	357,155	▼ -23,848
Net Operating Income	611,732	36,837	▲ 574,895
Total Other Income	24,352	1,550	▲ 22,802
Total Other Expense	34,634	31,177	▲ 3,457
Net Profit	601,450	7,210	▲ 594,240

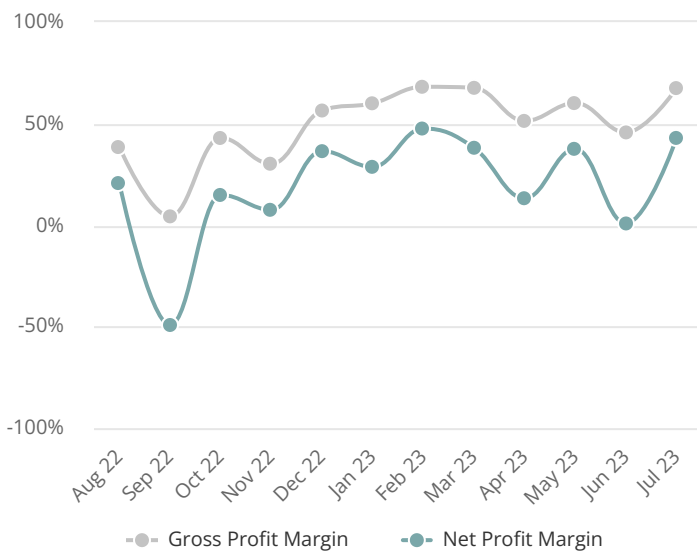


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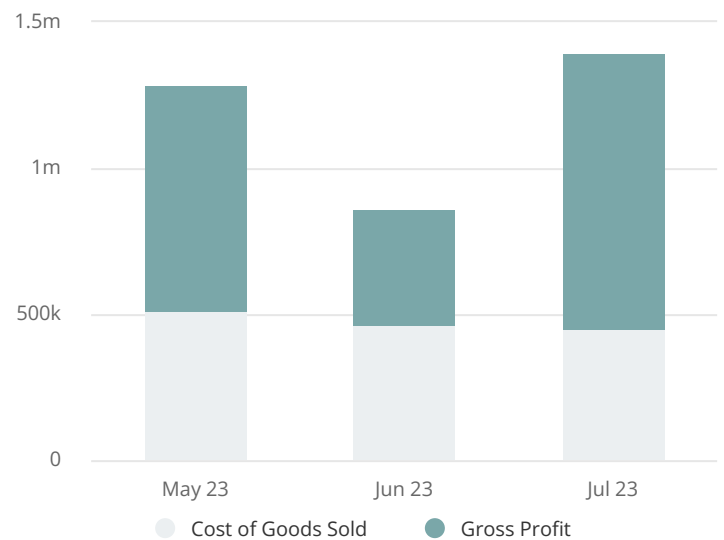
Profitability Trends

Gross Profit Margin shows the profit left after covering costs of providing core business operations. It is a share of Gross Profit in Total Income. A good Gross Profit Margin is high enough to cover overhead and leave a reasonable Net Profit. Net Profit Margin shows the profit earned per dollar of income. A 10% Net Profit Margin is considered an excellent ratio. If your company has a low Net Profit Margin you are making very little profit after all costs. That implies the revenue is getting eaten up by expenses. It also increases the risk your firm will be unable to meet obligations. With a low margin, a sudden dip in sales over the next month or year could turn your company unprofitable. A high margin indicates your company has solid competitive advantages.

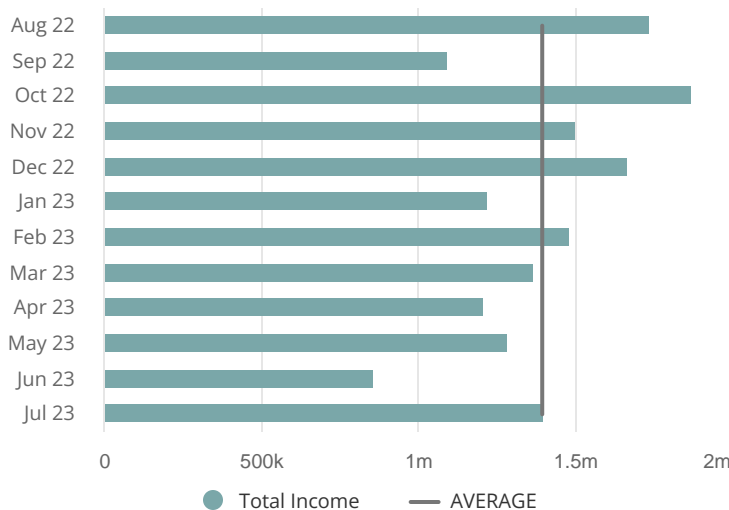
Profit Margins



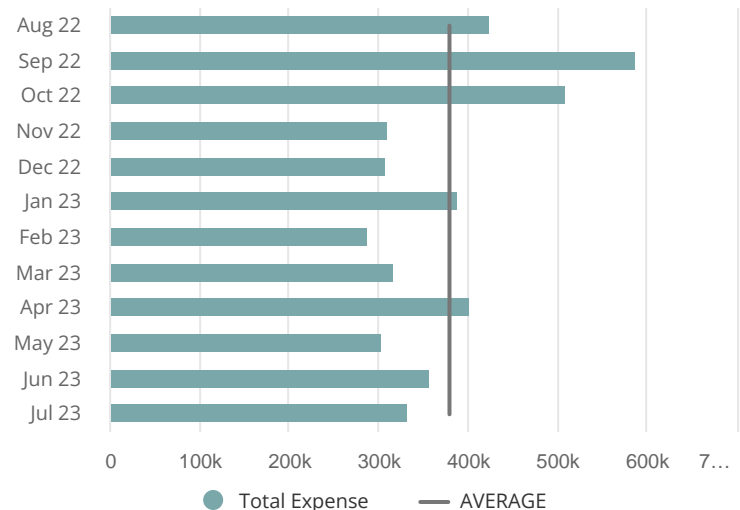
Total Income Breakdown



Total Income



Total Expense



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Assets & Liabilities

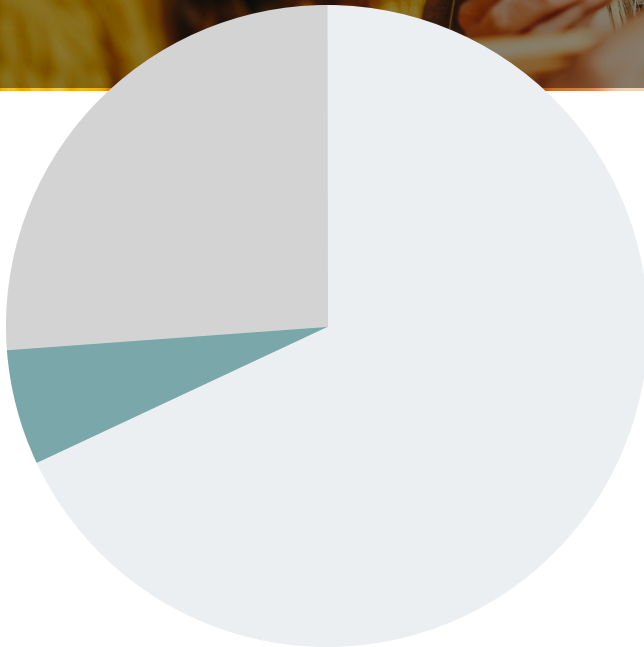
Assets \$26.1m

July 2023: Assets were \$768.5k higher than June 2023.

Liabilities \$12.5m

July 2023: Liabilities were \$74.8k higher than June 2023.

QBO Developer LLC should be aware of assets and liabilities. This knowledge is imperative for accounting records as well as developing business plans, especially when applying for a business loan or line of credit. Knowing your assets and liabilities is valuable knowledge.



Current Assets - Jul 2023

- Bank Accounts 10.8m (68.0%)
- Accounts Receivable 920.5k (5.8%)
- Other Current Assets 4.1m (26.2%)



Liabilities - Jul 2023

- Current Liabilities 6.9m (54.9%)
- Long-Term Liabilities 5.6m (45.1%)

Balance Sheet Overview

	Jul 23
Assets	26,086,765
Current Assets	15,828,829
Fixed Assets	8,817,899
Other Assets	1,440,037
Liabilities and Equity	26,086,765
Liabilities	12,489,221
Equity	13,597,544

There are two types of assets: current and fixed assets. Current assets can be quickly converted into cash. They include cash, accounts receivable, and inventory. The more current assets a small business has, the better, as this means they can survive longer without borrowing money. Fixed assets are physical items that last over a year and have financial value to a company, such as computers, equipment, and tools.

Liabilities represent financial obligations of the company. They show indebtedness and are grouped based on their liquidity. Current Liabilities are those due in the current year and they represent money owed for operating expenses. Long-Term Liabilities represent debt that will not be due for at least a year.

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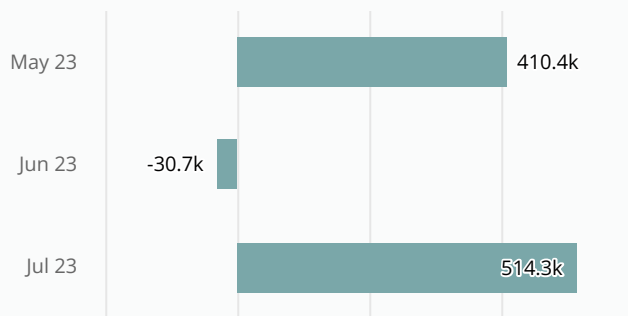
Cash Management

The cash management report provides you with a quick overview of QBO Developer LLC's liquidity and current cash flow situation which is critical to keep finances flowing across the organization.

\$10.8m Bank Accounts

↑ July 2023: Bank Accounts were \$514.3k higher than June 2023.

Net Cash Increase For Period



Current Ratio

	Jul 23
Current Assets	\$15,828,829
Current Liabilities	\$6,859,590
Current Ratio	▲ 2.31

A strong current ratio, depending on the industry, is between 1.2 and 2. Anything below 1 is problematic as this means that the company does not have enough current/liquid assets to cover all of their current liabilities.

Working Capital

Working capital is the money used to cover all of a company's short-term expenses, including inventory, payments on short-term debt, and day-to-day expenses—called operating expenses. Working capital is critical since it is used to keep a business operating smoothly and meet all its financial obligations within the coming year.

\$9m

↑ July 2023: Working Capital was \$667.8k higher than June 2023.



Financial Performance

An overview of how efficiently QBO Developer LLC is spending capital while providing a snapshot of the main metrics on QBO Developer LLC's balance sheet.

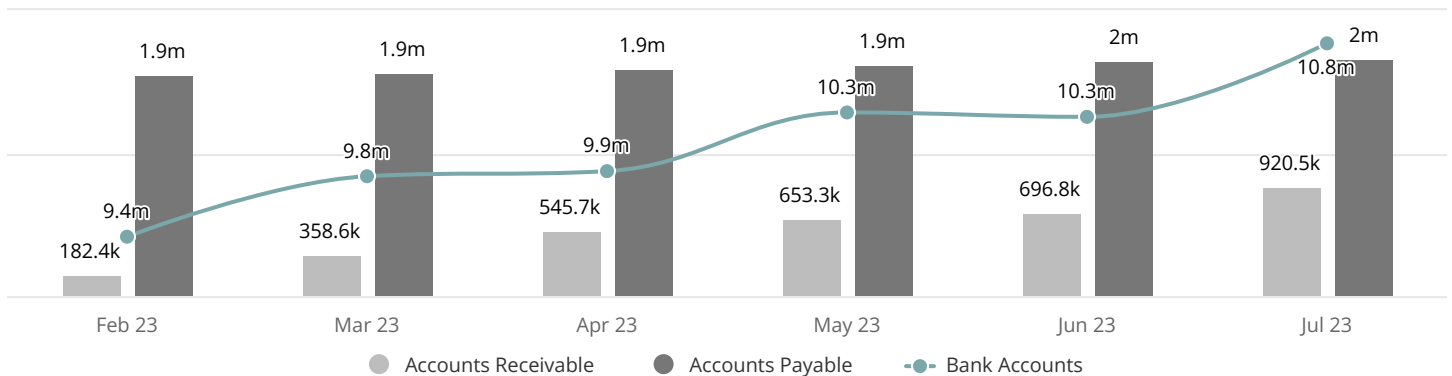
Accounts Receivable
\$920.5k

↑ July 2023: Accounts Receivable were \$223.7k higher than June 2023.

Accounts Payable
\$2m

↑ July 2023: Accounts Payable were \$22k higher than June 2023.

Accounts Receivable/ Accounts Payable and Bank Accounts



Return on Assets (ROA)

The Return on Assets (ROA) percentage indicates how well your business manages its balance sheet to generate profits. Looking at your ROA and comparing it to others can help you improve future business performance (e.g., increasing profits)

	Jul 23	Jan 23 - Jul 23
Assets	26,086,765	26,086,765
Net Profit	601,450	2,832,774
ROA	2%	11%

Return on Equity (ROE)

Because shareholders' equity is equal to a company's assets minus its debt, ROE is considered the return on net assets. ROE percentage indicates how efficient QBO Developer LLC is at generating growth from its Equity.

	Jul 23	Jan 23 - Jul 23
Equity	13,597,544	13,597,544
Net Profit	601,450	2,832,774
ROE	4%	21%

Debt to Equity

Debt to Equity Ratio measures the share of total liabilities in the shareholder equity and is used to evaluate a company's financial leverage. A ratio of 2 means a company relies twice as much on debt to drive growth than it does on equity, and that creditors, therefore, own two-thirds of the company's assets.

	Jul 23	Jun 23
Equity	13,597,544	12,903,912
Liabilities	12,489,221	12,414,388
Debt to Equity	0.92	0.96

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Profit and Loss

QBO Developer LLC

	Jul 23	% Income	+/-	% +/-	Jun 23	% Income
Income						
Billable Expense Income	137,654	10%	78,618	133%	59,036	7%
Discounts given	63,560	5%	57,712	987%	5,848	1%
Sales	170,372	12%	66,586	64%	103,786	12%
Sales of Product Income	389,784	28%	205,464	111%	184,320	21%
Services	581,884	42%	195,600	51%	386,284	45%
Uncategorized Income	56,252	4%	-66,740	-54%	122,992	14%
Total Income	1,399,506	100%	537,240	62%	862,266	100%
Cost of Goods Sold						
Supplies, Materials, and Labor						
Cost of labor - COGS	260,876	19%	48,403	23%	212,473	25%
Equipment rental - COGS	84,841	6%	-1,782	-2%	86,623	10%
Supplies & materials - COGS	108,750	8%	-60,428	-36%	169,178	20%
Total Supplies, Materials, and Labor	454,467	32%	-13,807	-3%	468,274	54%
Total Cost of Goods Sold	454,467	32%	-13,807	-3%	468,274	54%
Gross Profit	945,039	68%	551,047	140%	393,992	46%
Expense						
Advertising & marketing						
Social media	21,546	2%	21,546			
Website ads	5,407	0%	-2,998	-36%	8,405	1%
Total Advertising & marketing	41,873	3%	21,986	111%	19,887	2%
Business licenses	15,766	1%	15,766			
Contract labor	14,293	1%	-14,506	-50%	28,799	3%
Employee benefits	26,438	2%	3,827	17%	22,611	3%
Total Employee benefits	26,438	2%	3,827	17%	22,611	3%
General business expenses						
Bank fees & service charges	4,673	0%	-19,253	-80%	23,926	3%
Memberships & subscriptions	6,938	0%	-11,604	-63%	18,542	2%
Total General business expenses	11,611	1%	-30,857	-73%	42,468	5%
Insurance						
Total Insurance			-9,187	-100%	9,187	1%
Legal & accounting services						
Legal fees	30,185	2%	-4,335	-13%	34,520	4%
Total Legal & accounting services	38,940	3%	4,420	13%	34,520	4%
Office expenses						
Merchant account fees	14,824	1%	12,854	652%	1,970	0%
Printing & photocopying	28,947	2%	24,838	604%	4,109	0%
Total Office expenses	58,595	4%	35,684	156%	22,911	3%
Payroll expenses						
Payments to partners	16,748	1%	16,612	12215%	136	0%
Salaries & wages	24,785	2%	2,011	9%	22,774	3%
Total Payroll expenses	48,755	3%	-5,407	-10%	54,162	6%
Rent						
Equipment rental	5,984	0%	928	18%	5,056	1%
Total Rent	26,580	2%	17,663	198%	8,917	1%
Repairs & maintenance	2,291	0%	-25,236	-92%	27,527	3%

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Profit and Loss

QBO Developer LLC

	Jul 23	% Income	+/-	% +/-	Jun 23	% Income
Supplies			-832	-100%	832	0%
Supplies & materials	22,427	2%	-4,305	-16%	26,732	3%
Total Supplies	22,427	2%	-5,137	-19%	27,564	3%
Uncategorized Expense	5,266	0%	-21,351	-80%	26,617	3%
Utilities	20,472	1%	-11,513	-36%	31,985	4%
Total Utilities	20,472	1%	-11,513	-36%	31,985	4%
Total Expense	333,307	24%	-23,848	-7%	357,155	41%
Net Operating Income	611,732	44%	574,895	1561%	36,837	4%
Other Income						
Interest earned	24,352	2%	22,802	1471%	1,550	0%
Total Other Income	24,352	2%	22,802	1471%	1,550	0%
Other Expense						
Vehicle expenses	16,661	1%	6,367	62%	10,294	1%
Vehicle gas & fuel	17,973	1%	-2,910	-14%	20,883	2%
Total Vehicle expenses	34,634	2%	3,457	11%	31,177	4%
Total Other Expense	34,634	2%	3,457	11%	31,177	4%
Net Profit	601,450	43%	594,240	8242%	7,210	1%

Balance Sheet

QBO Developer LLC

	Jul 23	+/-	% +/-	Jun 23
Assets				
Current Assets				
Bank Accounts				
Cash	10,768,186	514,261	5%	10,253,925
Total Bank Accounts	10,768,186	514,261	5%	10,253,925
Accounts Receivable				
Accounts Receivable (A/R)	920,492	223,658	32%	696,834
Total Accounts Receivable	920,492	223,658	32%	696,834
Other Current Assets				
1111 Inventory Asset	1,523,870			1,523,870
4444 Prepaid expenses	1,349,494			1,349,494
Uncategorized Asset	1,266,787			1,266,787
Total Other Current Assets	4,140,151			4,140,151
Total Current Assets	15,828,829	737,919	5%	15,090,910
Fixed Assets				
Accumulated amortization	-4,645,830	-23,940	-1%	-4,621,890
Accumulated depreciation	-1,891,807			-1,891,807
Buildings	4,375,729	6,846	0%	4,368,883
Furniture & fixtures	2,785,645			2,785,645
Land	1,437,498	11,148	1%	1,426,350
Long- term office equipment	2,033,714	15,677	1%	2,018,037
Tools, machinery, and equipment	1,927,236	7,345	0%	1,919,891
Vehicles	2,795,714	12,047	0%	2,783,667
Total Fixed Assets	8,817,899	29,123	0%	8,788,776
Other Assets				
Patents, copyrights, & franchises	1,440,037	1,423	0%	1,438,614
Total Other Assets	1,440,037	1,423	0%	1,438,614
Total Assets	26,086,765	768,465	3%	25,318,300
Liabilities and Equity				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable (A/P)	1,994,727	22,030	1%	1,972,697
Total Accounts Payable	1,994,727	22,030	1%	1,972,697
Credit Card				
Total Credit Card				
Other Current Liabilities				
Customer prepayments	1,102,888			1,102,888
Short- term business loans	3,761,975	48,048	1%	3,713,927
Total Other Current Liabilities	4,864,863	48,048	1%	4,816,815
Total Current Liabilities	6,859,590	70,078	1%	6,789,512
Long- Term Liabilities				
Long- term business loans	5,648,121	4,755	0%	5,643,366
Mortgages	-18,490			-18,490
Total Long- Term Liabilities	5,629,631	4,755	0%	5,624,876
Total Liabilities	12,489,221	74,833	1%	12,414,388

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Balance Sheet

QBO Developer LLC

	Jul 23	+/-	% +/-	Jun 23
Equity				
Net Income	2,832,774	601,450	27%	2,231,324
Opening balance equity	7,137,950	92,182	1%	7,045,768
Retained Earnings	3,626,820			3,626,820
Total Equity	13,597,544	693,632	5%	12,903,912
Total Liabilities and Equity	26,086,765	768,465	3%	25,318,300

Cash Flow Statement

QBO Developer LLC

	Jul 23	+/-	%+/-	Jun 23
Operating Activities				
Net Income	601,450	594,240	8242%	7,210
Adjustments to Net Income				
1111 Inventory Asset		1,640	100%	-1,640
Accounts Payable (A/P)	22,030	-11,912	-35%	33,942
Accounts Receivable (A/R)	-223,658	-180,147	-414%	-43,511
Accumulated amortization	23,940	16,230	211%	7,710
Accumulated depreciation		-2,197	-100%	2,197
Short- term business loans	48,048	42,848	824%	5,200
Total Adjustments to Net Income	-129,640	-133,538	-3426%	3,898
Total Operating Activities	471,810	460,702	4147%	11,108
Investing Activities				
Buildings	-6,846	13,776	67%	-20,622
Furniture & fixtures		7,753	100%	-7,753
Land	-11,148	-11,148		
Long- term office equipment	-15,677	4,871	24%	-20,548
Patents, copyrights, & franchises	-1,423	-1,122	-373%	-301
Tools, machinery, and equipment	-7,345	-7,345		
Vehicles	-12,047	-6,234	-107%	-5,813
Total Investing Activities	-54,486	551	1%	-55,037
Financing Activities				
Long- term business loans	4,755	-2,021	-30%	6,776
Mortgages		6,398	100%	-6,398
Opening balance equity	92,182	79,352	618%	12,830
Total Financing Activities	96,937	83,729	634%	13,208
Net Cash Increase For Period	514,261	544,982	1774%	-30,721

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