

**Z-TECH, INC. DBA Z-COIL FOOTWEAR****Profit & Loss**

July 2016 through June 2017

	<u>Jul '16 - Jun 17</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
40010 · Sales - Online	1,371,922.08
40015 · Sales - 4th Street	159,106.71
40005 · Sales - Distributor	544,179.66
40040 · Sales - Amazon	381,279.23
40045 · Sales - Amazon Canada	632.33
42005 · Returns - Distributor	-19,393.81
42010 · Returns - Online	-234,914.88
42015 · Returns - 4th Street	-14,573.57
42040 · Returns - Amazon	-109,442.90
Discount Income	0.00
41111 · Sales - Footwear	0.00
41201 · Wholesale Discounts	0.00
<b>Total Income</b>	<u>2,078,794.85</u>
<b>Cost of Goods Sold</b>	
51101 · Purchases	643,246.77
52101 · Inventory Adjustments	8,383.07
52103 · Scrapped Inventory	5,052.33
52412 · Currency Fluctuations	-15,475.46
71101 · Shipping Supplies - Corrugate	10,397.24
71199 · Shipping Supplies - Other	23,646.36
<b>Total COGS</b>	<u>675,250.31</u>
<b>Gross Profit</b>	1,403,544.54
<b>Expense</b>	
81100 · Payroll and Employee Costs	
81101 · Exempt Wages	218,661.07
81105 · Nonexempt Wages	192,839.01
81106 · OT Wages	4,219.85
81110 · Bonus	6,088.33
81115 · Vacation Pay	16,457.13
81120 · Sick Pay	7,150.94
81130 · Holiday Pay	10,144.33
81201 · Employer Payroll Taxes - FICA	34,601.26
81205 · Employer Payroll Taxes - FUTA	481.54
81210 · Employer Payroll Taxes - SUTA	15,241.70
81215 · Employer Payroll Taxes - W/C	110.40
81311 · Employee Ins- Health	25,832.27
81318 · Retirement Plan Expense	11,571.25
81333 · Employee Benefits	1,386.25
<b>Total 81100 · Payroll and Employee Costs</b>	<u>544,785.33</u>
81500 · Recruiting and Training	
81530 · Drug Testing	30.50
81601 · Employee Training	479.00
<b>Total 81500 · Recruiting and Training</b>	<u>509.50</u>
82110 · Facilities Costs	
82111 · Rent	102,000.00
82121 · Utilities - Heating and Electri	13,525.00
82125 · Utilities - Water and Sewer	3,199.27
82130 · Utilities - Trash Removal	1,277.08
82135 · Utilities - Internet	3,289.34
82171 · Janitorial Services	1,245.00
82175 · Security Monitoring	377.76
82185 · Extermination Fees	813.67
83299 · Repairs and Maintenance	11,086.01
82301 · Equipment Rental	1,287.72
82510 · Conference Call Service	11.38
<b>Total 82110 · Facilities Costs</b>	<u>138,112.23</u>

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Accrual Basis

# Z-TECH, INC. DBA Z-COIL FOOTWEAR

## Profit & Loss

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	<u>Jul '16 - Jun 17</u>
<b>82400 · IT Costs</b>	
82405 · Network Support	804.84
82431 · Software	11,783.97
82435 · Hardware	176.20
82438 · Email Costs	522.14
82445 · Technology Outsourcing	3,392.97
82450 · Printers	853.97
82623 · Website	9,518.15
82400 · IT Costs - Other	14.50
<b>Total 82400 · IT Costs</b>	<u>27,066.74</u>
<b>82610 · Advertising</b>	
82632 · Amazon Advertising	12,578.09
71402 · Coupon Code Commission Exp	5,961.37
82501 · Telephone	10,003.47
82505 · Telephone - Cell	6,978.02
82622 · Online Advertising	8,007.18
82624 · Marketing Consultant	89,933.77
82626 · Promotional Items	848.88
82627 · Google Advertising	30,503.05
82629 · Facebook Advertising	94,699.85
82630 · Microsoft/Bing Advertising	13,383.02
82610 · Advertising - Other	7,299.23
<b>Total 82610 · Advertising</b>	<u>280,195.93</u>
<b>82910 · Travel, Meals and Entertainment</b>	
82905 · Automobile Expense	1,731.43
82911 · Lodging	262.41
82915 · Travel	2,497.27
82981 · Meals & Entertainment	7,401.35
83215 · Repairs and Maint - Vehicles	37.44
<b>Total 82910 · Travel, Meals and Entertainment</b>	<u>11,929.90</u>
<b>83170 · Postage and Freight</b>	
83161 · Postage	580.36
83171 · Freight Out	140,884.33
83175 · Freight Out Reimbursement	-37,695.10
83170 · Postage and Freight - Other	31.26
<b>Total 83170 · Postage and Freight</b>	<u>103,800.85</u>
<b>83000 · Office and Supplies</b>	
83111 · Supplies - Office	2,779.81
83139 · Supplies	6,745.66
83159 · Printing	6,498.22
83181 · Dues and Subscriptions	854.31
83190 · Books, Magazines and Videos	181.62
<b>Total 83000 · Office and Supplies</b>	<u>17,059.62</u>
<b>83300 · Professional Services</b>	
81701 · Contract Labor	736.51
83301 · Audit, Accounting and Tax	3,546.68
83305 · Legal	5,036.57
<b>Total 83300 · Professional Services</b>	<u>9,319.76</u>
<b>83400 · Charges and Fees</b>	
71216 · Merchant Fees - Pay Pal	5,260.52
71210 · Merchant Fees - VISA/MC	36,888.77
71201 · Merchant Fees - AMEX	2,005.70
71202 · Merchant Fees - Split It	1,684.09
82621 · Merchant Fees-Amazon	4,201.31
83500 · Sell by Amazon Fees	58,571.33
83499 · Other Service Charges	1,355.93
83410 · Bank Charges	1,165.01
83401 · Payroll Processing Fees	1,443.91
<b>Total 83400 · Charges and Fees</b>	<u>112,576.57</u>

**Z-TECH, INC. DBA Z-COIL FOOTWEAR**  
**Profit & Loss**  
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	Jul '16 - Jun 17
<b>83700 · Investor Relations</b>	
83715 · Annual Meeting	3,508.54
<b>Total 83700 · Investor Relations</b>	3,508.54
<b>83800 · Insurance</b>	
83801 · Liability Insurance	17,253.92
83810 · Workers Comp Insurance	5,438.38
<b>Total 83800 · Insurance</b>	22,692.30
<b>84300 · Contributions</b>	
84302 · Contributions-Inventory	162.00
84301 · Contributions - Cash	300.00
<b>Total 84300 · Contributions</b>	462.00
<b>84400 · Depreciation and Amortization</b>	
84415 · Deprec Exp- Machinery & Equip	840.12
84420 · Deprec Exp- Office Equipment	869.19
84425 · Deprec Exp- Molds	1,145.30
84430 · Deprec Exp - Computer Hardware	2,689.05
84435 · Deprec Exp - Computer Software	550.00
84445 · Deprec Exp- Leasehold Improve	1,573.65
84481 · Amortization - Patents	30,086.30
84485 · Amortization - Trademarks	4,213.27
84499 · Amortization - Other Intangible	298.93
<b>Total 84400 · Depreciation and Amortization</b>	42,265.81
<b>84500 · Taxes</b>	
84501 · Property Tax	8,646.56
84955 · Permits and Fees	195.48
91105 · State Income Tax	50.00
<b>Total 84500 · Taxes</b>	8,892.04
<b>84999 · Miscellaneous Other Expense</b>	
72101 · Overage/Shortage in Cash	-1.68
83901 · Bad Debt Expense	2,205.24
84101 · Research and Develop - Footwear	170.15
84199 · Research and Develop- Other	745.68
84951 · Interest Expense	8,384.21
84994 · Discount Taken	0.00
<b>Total 84999 · Miscellaneous Other Expense</b>	11,503.60
<b>Total Expense</b>	1,334,680.72
<b>Net Ordinary Income</b>	68,863.82
<b>Other Income/Expense</b>	
<b>Other Income</b>	
84945 · Drop Ship Fee	37.50
84949 · Miscellaneous Other Income	1,734.95
84911 · Finance Charge Income	177.12
84920 · Stock Certificate Reprint Fee	350.00
<b>Total Other Income</b>	2,299.57
<b>Net Other Income</b>	2,299.57
<b>Net Income</b>	71,163.39