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Accrual Basis

Engineering/Architecture Firm Profit & Loss by Job January through December 2011

	Koll Center, Middlefield (Bowden Boutiques)	Main Street, Middlefield (Bowden Boutiques)	Total Bowden Boutiques	Northgate Shopping Center, ... (Freeman Development Com...)
Ordinary Income/Expense				
Income				
Engineering Revenue	10,500.00	48,620.00	59,120.00	27,820.00
Markup Income	0.00	62.35	62.35	55.50
Reimbursed Exp. (Income)	0.00	623.50	623.50	555.00
Total Income	10,500.00	49,305.85	59,805.85	28,430.50
Cost of Goods Sold				
Direct Labor				
Wages - Draftsperson/Engineer	3,636.36	5,712.52	9,348.88	4,242.43
Total Direct Labor	3,636.36	5,712.52	9,348.88	4,242.43
Project Outside Consultants	3,200.00	6,580.00	9,780.00	1,610.00
Reimburseable Project Costs	921.40	623.50	1,544.90	573.00
Total COGS	7,757.76	12,916.02	20,673.78	6,425.43
Gross Profit	2,742.24	36,389.83	39,132.07	22,005.07
Expense				
Wages - Non Project Related				
Payroll Tax Expenses	256.21	517.62	773.83	298.88
Wages- Non-billable				
Wages-Office & Staff Meetings	0.00	0.00	0.00	0.00
Total Wages- Non-billable	0.00	0.00	0.00	0.00
Total Wages - Non Project Related	256.21	517.62	773.83	298.88
Total Expense	256.21	517.62	773.83	298.88
Net Ordinary Income	2,486.03	35,872.21	38,358.24	21,706.19
Net Income	2,486.03	35,872.21	38,358.24	21,706.19

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Accrual Basis

**Engineering/Architecture Firm
Profit & Loss by Job
January through December 2011**

	Total Freeman Development ...	Law Office, Middlefield (Hamby, Shane)	Total Hamby, Shane	National Burger, Bayshore (National Burger)
Ordinary Income/Expense				
Income				
Engineering Revenue	27,820.00	30,860.00	30,860.00	10,000.00
Markup Income	55.50	21.10	21.10	0.00
Reimbursed Exp. (Income)	555.00	211.00	211.00	0.00
Total Income	28,430.50	31,092.10	31,092.10	10,000.00
Cost of Goods Sold				
Direct Labor				
Wages - Draftsperson/Engineer	4,242.43	1,826.40	1,826.40	5,596.59
Total Direct Labor	4,242.43	1,826.40	1,826.40	5,596.59
Project Outside Consultants	1,610.00	4,950.00	4,950.00	4,500.00
Reimbursable Project Costs	573.00	298.00	298.00	278.28
Total COGS	6,425.43	7,074.40	7,074.40	10,374.87
Gross Profit	22,005.07	24,017.70	24,017.70	-374.87
Expense				
Wages - Non Project Related				
Payroll Tax Expenses	298.88	143.20	143.20	394.24
Wages- Non-billable				
Wages-Office & Staff Meetings	0.00	0.00	0.00	0.00
Total Wages- Non-billable	0.00	0.00	0.00	0.00
Total Wages - Non Project Related	298.88	143.20	143.20	394.24
Total Expense	298.88	143.20	143.20	394.24
Net Ordinary Income	21,706.19	23,874.50	23,874.50	-769.11
Net Income	21,706.19	23,874.50	23,874.50	-769.11

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Accrual Basis

Engineering/Architecture Firm Profit & Loss by Job January through December 2011

	National Burger, Middlefield (National Burger)	Total National Burger	Bakery, Middlefield (Peacock Enterprises)	Bakery, Middlefield Center (Peacock Enterprises)
Ordinary Income/Expense				
Income				
Engineering Revenue	47,735.00	57,735.00	17,560.00	53,305.00
Markup Income	68.70	68.70	15.70	55.00
Reimbursed Exp. (Income)	687.00	687.00	157.00	550.00
Total Income	48,490.70	58,490.70	17,732.70	53,910.00
Cost of Goods Sold				
Direct Labor				
Wages - Draftsperson/Engineer	4,445.05	10,041.64	0.00	11,055.33
Total Direct Labor	4,445.05	10,041.64	0.00	11,055.33
Project Outside Consultants	5,500.00	10,000.00	2,400.00	7,750.00
Reimburseable Project Costs	687.00	965.28	157.00	535.00
Total COGS	10,632.05	21,006.92	2,557.00	19,340.33
Gross Profit	37,858.65	37,483.78	15,175.70	34,569.67
Expense				
Wages - Non Project Related				
Payroll Tax Expenses	313.20	707.44	0.00	948.61
Wages- Non-billable				
Wages-Office & Staff Meetings	0.00	0.00	0.00	0.00
Total Wages- Non-billable	0.00	0.00	0.00	0.00
Total Wages - Non Project Related	313.20	707.44	0.00	948.61
Total Expense	313.20	707.44	0.00	948.61
Net Ordinary Income	37,545.45	36,776.34	15,175.70	33,621.06
Net Income	37,545.45	36,776.34	15,175.70	33,621.06

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Accrual Basis

**Engineering/Architecture Firm
Profit & Loss by Job
January through December 2011**

	Donut Hut, Hill Mountain (Peacock Enterprises)	Total Peacock Enterprises	Middlefield Tire Shop (Weeks, Matt)	Total Weeks, Matt
Ordinary Income/Expense				
Income				
Engineering Revenue	23,090.00	93,955.00	24,810.00	24,810.00
Markup Income	39.50	110.20	43.10	43.10
Reimbursed Exp. (Income)	395.00	1,102.00	431.00	431.00
Total Income	<u>23,524.50</u>	<u>95,167.20</u>	<u>25,284.10</u>	<u>25,284.10</u>
Cost of Goods Sold				
Direct Labor				
Wages - Draftsperson/Engineer	2,852.28	13,907.61	5,268.00	5,268.00
Total Direct Labor	<u>2,852.28</u>	<u>13,907.61</u>	<u>5,268.00</u>	<u>5,268.00</u>
Project Outside Consultants	2,000.00	12,150.00	3,300.00	3,300.00
Reimburseable Project Costs	419.84	1,111.84	431.00	431.00
Total COGS	<u>5,272.12</u>	<u>27,169.45</u>	<u>8,999.00</u>	<u>8,999.00</u>
Gross Profit	18,252.38	67,997.75	16,285.10	16,285.10
Expense				
Wages - Non Project Related				
Payroll Tax Expenses	200.96	1,149.57	371.13	371.13
Wages- Non-billable				
Wages-Office & Staff Meetings	0.00	0.00	0.00	0.00
Total Wages- Non-billable	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Wages - Non Project Related	<u>200.96</u>	<u>1,149.57</u>	<u>371.13</u>	<u>371.13</u>
Total Expense	<u>200.96</u>	<u>1,149.57</u>	<u>371.13</u>	<u>371.13</u>
Net Ordinary Income	<u>18,051.42</u>	<u>66,848.18</u>	<u>15,913.97</u>	<u>15,913.97</u>
Net Income	<u><u>18,051.42</u></u>	<u><u>66,848.18</u></u>	<u><u>15,913.97</u></u>	<u><u>15,913.97</u></u>

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Engineering/Architecture Firm
Profit & Loss by Job
 January through December 2011

	80 Central Avenue, Middlefield (Yoga Central)	Total Yoga Central	Main Street Plaza, Middlefield (Tingey Yogurts)	Total Tingey Yogurts
Ordinary Income/Expense				
Income				
Engineering Revenue	22,315.00	22,315.00	23,685.00	23,685.00
Markup Income	59.20	59.20	19.40	19.40
Reimbursed Exp. (Income)	592.00	592.00	194.00	194.00
Total Income	<u>22,966.20</u>	<u>22,966.20</u>	<u>23,898.40</u>	<u>23,898.40</u>
Cost of Goods Sold				
Direct Labor				
Wages - Draftsperson/Engineer	1,893.95	1,893.95	1,990.55	1,990.55
Total Direct Labor	<u>1,893.95</u>	<u>1,893.95</u>	<u>1,990.55</u>	<u>1,990.55</u>
Project Outside Consultants	4,600.00	4,600.00	3,580.00	3,580.00
Reimburseable Project Costs	635.20	635.20	194.00	194.00
Total COGS	<u>7,129.15</u>	<u>7,129.15</u>	<u>5,764.55</u>	<u>5,764.55</u>
Gross Profit	15,837.05	15,837.05	18,133.85	18,133.85
Expense				
Wages - Non Project Related				
Payroll Tax Expenses	133.45	133.45	140.17	140.17
Wages- Non-billable				
Wages-Office & Staff Meetings	0.00	0.00	0.00	0.00
Total Wages- Non-billable	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Wages - Non Project Related	<u>133.45</u>	<u>133.45</u>	<u>140.17</u>	<u>140.17</u>
Total Expense	<u>133.45</u>	<u>133.45</u>	<u>140.17</u>	<u>140.17</u>
Net Ordinary Income	<u>15,703.60</u>	<u>15,703.60</u>	<u>17,993.68</u>	<u>17,993.68</u>
Net Income	<u><u>15,703.60</u></u>	<u><u>15,703.60</u></u>	<u><u>17,993.68</u></u>	<u><u>17,993.68</u></u>

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Accrual Basis

Engineering/Architecture Firm
Profit & Loss by Job
 January through December 2011

	Company Meetings (Internal)	Total Internal	TOTAL
Ordinary Income/Expense			
Income			
Engineering Revenue	0.00	0.00	340,300.00
Markup Income	0.00	0.00	439.55
Reimbursed Exp. (Income)	0.00	0.00	4,395.50
Total Income	<u>0.00</u>	<u>0.00</u>	<u>345,135.05</u>
Cost of Goods Sold			
Direct Labor			
Wages - Draftsperson/Engineer	0.00	0.00	48,519.46
Total Direct Labor	<u>0.00</u>	<u>0.00</u>	<u>48,519.46</u>
Project Outside Consultants	0.00	0.00	49,970.00
Reimburseable Project Costs	0.00	0.00	5,753.22
Total COGS	<u>0.00</u>	<u>0.00</u>	<u>104,242.68</u>
Gross Profit	<u>0.00</u>	<u>0.00</u>	<u>240,892.37</u>
Expense			
Wages - Non Project Related			
Payroll Tax Expenses	425.54	425.54	4,143.21
Wages- Non-billable			
Wages-Office & Staff Meetings	5,571.45	5,571.45	5,571.45
Total Wages- Non-billable	<u>5,571.45</u>	<u>5,571.45</u>	<u>5,571.45</u>
Total Wages - Non Project Related	<u>5,996.99</u>	<u>5,996.99</u>	<u>9,714.66</u>
Total Expense	<u>5,996.99</u>	<u>5,996.99</u>	<u>9,714.66</u>
Net Ordinary Income	<u>-5,996.99</u>	<u>-5,996.99</u>	<u>231,177.71</u>
Net Income	<u>-5,996.99</u>	<u>-5,996.99</u>	<u>231,177.71</u>