

SMP Tile Company
Comparative Income Statement - Summary
For The Period Ending April 30, 2022

	Current Period	%	Current QTD	%	YTD	%	YTD Prior Year	%
Income								
Sales-Tile	2,022,346.18	94.9%	7,587,656.54	94.2%	10,136,974.96	95.4%	10,049,480.94	96.2%
Sales-Pavers	29,160.00	1.4%	146,608.00	1.8%	122,172.00	1.2%	52,044.00	0.5%
Sales-Parts & Fittings	106,548.30	5.0%	352,638.86	4.4%	446,798.90	4.2%	439,436.90	4.2%
Sales-Intercompany	-	0.0%	36,000.00	0.4%	36,300.00	0.3%	55,120.00	0.5%
Sales-Other	-	0.0%	583.28	0.0%	13,129.86	0.1%	6,829.44	0.1%
Sales - Packaging	600.00	0.0%	1,800.00	0.0%	9,120.00	0.1%	-	0.0%
Customer Discounts	(12,866.44)	-0.6%	(48,581.02)	-0.6%	(66,246.48)	-0.6%	(60,904.30)	-0.6%
Referrral Fee Income	-	0.0%	5,075.66	0.1%	3,480.86	0.0%	-	0.0%
Returns And Allowances	(14,229.22)	-0.7%	(26,545.86)	-0.3%	(80,266.04)	-0.8%	(95,274.82)	-0.9%
Total Income	2,131,558.82	100.0%	8,055,235.46	100.0%	10,621,464.06	100.0%	10,446,732.16	100.0%
Cost of Sales								
Purchases-Tile	981,141.56	46.0%	3,707,306.46	46.0%	4,920,768.30	46.3%	5,220,044.12	50.0%
Purchases-Pavers	14,580.00	0.7%	68,913.50	0.9%	61,974.00	0.6%	21,635.04	0.2%
Purchases-Parts & Fittings	74,366.04	3.5%	228,662.28	2.8%	287,784.84	2.7%	285,444.66	2.7%
Purchases-Intercompany	-	0.0%	25,680.00	0.3%	26,108.00	0.2%	34,240.00	0.3%
Purchases-Packaging	-	0.0%	884.00	0.0%	7,925.34	0.1%	-	0.0%
Purchase Discounts	(921.94)	0.0%	(2,007.80)	0.0%	(1,880.08)	0.0%	(2,240.50)	0.0%
Duties	38,961.84	1.8%	214,874.72	2.7%	274,342.96	2.6%	317,741.88	3.0%
Shipping & Delivery - Net	36,267.58	1.7%	81,408.86	1.0%	109,391.82	1.0%	82,354.24	0.8%
Repairs And Maintenance-Ops	10,167.14	0.5%	32,119.64	0.4%	37,350.76	0.4%	27,474.48	0.3%
Shipping & Packing Supplies	1,600.00	0.1%	36,786.22	0.5%	31,135.68	0.3%	26,289.68	0.3%
Temp Staff-Ops	-	0.0%	-	0.0%	1,876.48	0.0%	-	0.0%
Misc Warehouse Expenses	167.36	0.0%	518.84	0.0%	2,774.10	0.0%	1,580.26	0.0%
Total Cost of Sales	1,156,329.58	54.2%	4,395,146.72	54.6%	5,759,552.20	54.2%	6,014,563.86	57.6%
Gross Profit	975,229.24	45.8%	3,660,088.74	45.4%	4,861,911.86	45.8%	4,432,168.30	42.4%
Selling Expenses								
Advertising	11,740.00	0.6%	34,399.90	0.4%	36,064.66	0.3%	64,043.56	0.6%
Brochures & Printing	78,336.40	3.7%	93,543.82	1.2%	95,147.76	0.9%	86,087.80	0.8%
Samples	30,183.58	1.4%	147,381.32	1.8%	45,082.46	0.4%	124,492.84	1.2%

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Trade Shows	75,924.66	3.6%	184,890.88	2.3%	182,131.54	1.7%	90,777.50	0.9%
Website & Publicity	7,912.54	0.4%	17,882.54	0.2%	12,217.94	0.1%	33,352.88	0.3%
Total Selling Expenses	204,097.18	9.6%	478,098.46	5.9%	370,644.36	3.5%	398,754.58	3.8%
Operating Expenses								
Auto Expense	-	0.0%	3,089.74	0.0%	1,039.66	0.0%	3,444.40	0.0%
Bad Debt Expense	-	0.0%	-	0.0%	(365.20)	0.0%	(2,167.28)	0.0%
Bank Charges/CC Fees	13,261.64	0.6%	47,028.56	0.6%	55,053.16	0.5%	68,055.70	0.7%
Commissions	69,788.36	3.3%	259,229.22	3.2%	321,903.92	3.0%	316,434.62	3.0%
Computer Maintenance	21,755.46	1.0%	52,573.36	0.7%	83,227.82	0.8%	78,111.08	0.7%
Contributions	-	0.0%	-	0.0%	1,000.00	0.0%	1,000.00	0.0%
Depreciation	18,992.78	0.9%	56,864.76	0.7%	76,650.14	0.7%	74,333.12	0.7%
Dues And Subscriptions	650.00	0.0%	17,339.40	0.2%	3,380.00	0.0%	5,023.96	0.0%
Equipment Rental	17.66	0.0%	644.06	0.0%	644.06	0.0%	(287.56)	0.0%
Insurance	8,352.28	0.4%	25,334.34	0.3%	35,409.12	0.3%	30,368.88	0.3%
Meals And Entertainment	4,538.44	0.2%	12,813.68	0.2%	21,504.52	0.2%	17,266.32	0.2%
Miscellaneous Expenses	348.78	0.0%	3,758.78	0.0%	14,157.54	0.1%	2,234.86	0.0%
Office Expenses	3,658.98	0.2%	12,126.52	0.2%	14,613.44	0.1%	17,666.92	0.2%
Outside Service	5,520.00	0.3%	47,293.44	0.6%	37,013.08	0.3%	41,698.00	0.4%
Parking	492.42	0.0%	1,284.42	0.0%	3,833.20	0.0%	2,044.52	0.0%
Penalties	343.48	0.0%	343.48	0.0%	343.48	0.0%	3,540.18	0.0%
Postage	2,054.50	0.1%	2,085.60	0.0%	2,173.56	0.0%	4,105.34	0.0%
Professional Fees	13,334.00	0.6%	22,112.16	0.3%	67,745.42	0.6%	119,465.72	1.1%
Promotion	-	0.0%	396.00	0.0%	97.66	0.0%	2,179.86	0.0%
Rent	57,430.00	2.7%	173,164.70	2.1%	229,720.00	2.2%	266,579.84	2.6%
Repairs And Maintenance	3,541.28	0.2%	10,666.04	0.1%	13,974.42	0.1%	15,388.14	0.1%
Research & Development	29,166.00	1.4%	85,101.08	1.1%	93,144.84	0.9%	134,559.52	1.3%
Salaries & Wages	394,388.62	18.5%	1,201,868.60	14.9%	1,670,474.72	15.7%	1,503,082.30	14.4%
Salaries & Wages-Bonus	75,545.80	3.5%	158,722.08	2.0%	235,383.74	2.2%	187,480.93	1.8%
401K Employer Contributions	14,170.08	0.7%	41,564.70	0.5%	74,263.12	0.7%	82,905.30	0.8%
Payroll Taxes	-	0.0%	-	0.0%	-	0.0%	238,116.57	2.3%
Security Service	166.00	0.0%	1,700.72	0.0%	2,054.44	0.0%	2,255.44	0.0%
Taxes And Licenses	3,170.34	0.1%	7,296.18	0.1%	8,000.66	0.1%	7,429.68	0.1%

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Telephone	6,658.90	0.3%	25,949.52	0.3%	22,843.88	0.2%	25,531.34	0.2%
Travel	53,287.68	2.5%	105,603.56	1.3%	158,514.82	1.5%	116,842.40	1.1%
Utilities	3,809.14	0.2%	12,638.72	0.2%	14,859.26	0.1%	16,140.30	0.2%
Total Operating Expenses	804,442.62	37.7%	2,388,593.42	29.7%	3,262,658.48	30.7%	3,380,830.40	32.4%
Total Expenses	1,008,539.80	47.3%	2,866,691.88	35.6%	3,633,302.84	34.2%	3,779,584.98	36.2%
Total Operating Income	(33,310.56)	-1.6%	793,396.86	9.8%	1,228,609.02	11.6%	652,583.32	6.2%
Other Income and Expense								
Interest Income	-	0.0%	-	0.0%	159.40	0.0%	-	0.0%
Total Other Income and Expense	-	0.0%	-	0.0%	159.40	0.0%	-	0.0%
Net Income before Taxes	(33,310.56)	-1.6%	793,396.86	9.8%	1,228,768.42	11.6%	652,583.32	6.2%
Income Tax								
Federal Income Tax	(441,512.00)	-20.7%	228,266.00	2.8%	-	0.0%	-	0.0%
State Income Tax	(110,478.00)	-5.2%	73,510.00	0.9%	1,474.00	0.0%	-	0.0%
Total Income Tax	(551,990.00)	-25.9%	301,776.00	3.7%	1,474.00	0.0%	-	0.0%
Net Income	518,679.44	24.3%	491,620.86	6.1%	1,227,294.42	11.6%	652,583.32	6.2%