

Landmark Management Solutions
Balance Sheet
December 31, 2022

8/31/2023

ACCOUNT	BALANCE
ASSETS	
Current Assets	
Cash and Cash Equivalents	\$8,174
Accounts Receivable - Net	1,474,652
Prepaid Insurance	3,764
Prepaid Expenses and Other Current Assets	16,807
Total Current Assets	1,503,396
Property and Equipment - Net	171,763
Deposits and Other - Long Term	467,000
TOTAL ASSETS	\$2,142,159
LIABILITIES & MEMBERS EQUITY	
Current Liabilities	
Accounts Payable	\$283,427
Accrued Accounts Payable	25,790
Accrued Salaries and Benefits	156,596
Accrued Audit	48,140
Other Accrued Expenses	87,526
Current Maturities of ROU Lease Liability	68,846
Total Current Liabilities	670,324
ROU Lease Liability - Net of Current Portion	100,737
Due To Affiliates	386,514
Other Long Term Liabilities	268,155
TOTAL LIABILITIES	1,425,730
Members (Deficit) Equity	
Members (Deficit) Equity	716,430
TOTAL LIABILITIES & EQUITY	\$2,142,159

Landmark Management Solutions
Monthly Detailed P&L
For the Twelve Months Ending December 31, 2022

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CURRENT MONTH					YEAR-TO-DATE						
ACTUAL AMOUNT	ACTUAL PPD	BUDGET AMOUNT	BUDGET PPD	BUDGET VARIANCE		ACTUAL AMOUNT	ACTUAL PPD	BUDGET AMOUNT	BUDGET PPD	BUDGET VARIANCE	PRIOR YTD
326,624				326,624	REVENUE - MGMT FEE RELATED	2,863,457				2,863,457	2,671,045
89,051				89,051	REVENUE - MGMT FEE NON-RELATED	783,436				783,436	776,685
0				0	REVENUE - ADMINISTRATOR NON-RELATED	0				0	148,136
(20,000)				(20,000)	REVENUE - ALLOCATION	(240,000)				(240,000)	(240,000)
				0	REVENUE - MISCELLANEOUS					0	11,100
395,675		0		395,675	TOTAL REVENUE	3,406,893		0		3,406,893	3,366,965
33,616				(33,616)	SALARY - OFFICER	402,002				(402,002)	403,348
17,345				(17,345)	SALARY - CHIEF FINANCE OFFICER	221,719				(221,719)	178,687
48,608				(48,608)	SALARY - DIRECTOR	660,426				(660,426)	551,443
40,583				(40,583)	SALARY - MANAGER	384,599				(384,599)	303,569
0				0	SALARY - CONSULTANT	0				0	140
0				0	SALARY - ADMINISTRATOR	0				0	292,880
12,249				(12,249)	SALARY - STAFF ACCOUNTANT	120,928				(120,928)	130,541
5,103				(5,103)	SALARY - IT STAFF	55,348				(55,348)	53,887
1,584				(1,584)	SALARY - ADMINISTRATIVE ASSIST	18,720				(18,720)	12,240
159,088		0		(159,088)	TOTAL SALARIES	1,863,741		0		(1,863,741)	1,926,734
9,511				(9,511)	PAYROLL TAX - FICA	121,626				(121,626)	123,602
418				(418)	PAYROLL TAX - FUI	1,111				(1,111)	322
2,028				(2,028)	PAYROLL TAX - SUI	5,753				(5,753)	9,554
11,957		0		(11,957)	TOTAL PAYROLL TAXES	128,490		0		(128,490)	133,479
13,163				(13,163)	EARNED TIME EXPENSE	109,492				(109,492)	97,843
1,003				(1,003)	401K	11,216				(11,216)	16,408
482				(482)	WORKERS COMP. INS.	5,867				(5,867)	5,491
10,000				(10,000)	HEALTH INSURANCE	91,199				(91,199)	100,117
486				(486)	DENTAL INSURANCE	5,279				(5,279)	4,573
0				0	AUTO INSURANCE	613				(613)	(333)
287				(287)	LIFE INSURANCE	2,762				(2,762)	3,271
627				(627)	DISABILITY INSURANCE	4,655				(4,655)	6,919
26,048		0		(26,048)	TOTAL EMPLOYEE BENEFITS	231,082		0		(231,082)	234,287
102				(102)	CORI REQUESTS	231				(231)	204
2,400				(2,400)	EMPLOYEE BENEFITS	53,511				(53,511)	42,392
				0	HEALTH INSURANCE ADMINISTRATION	852				(852)	1,437
				0	UNEMPLOYMENT COST ADMIN FEES					0	760
17,350				(17,350)	EMPLOYEE FUNCTIONS	17,350				(17,350)	24,125
				0	RECRUITMENT/PLACEMENT FEES					0	15,000
19,852		0		(19,852)	TOTAL EMPLOYER BURDEN	71,944		0		(71,944)	83,919
19,880				(19,880)	CONSULTANT SERVICES	243,126				(243,126)	228,064
400				(400)	PURCHASED SERVICES	5,153				(5,153)	7,322
11,046				(11,046)	DATA PROCESSING SERVICES	132,718				(132,718)	93,938
3,000				(3,000)	ACCOUNTING SERVICES	36,000				(36,000)	(3,975)
1,462				(1,462)	LEGAL SERVICES	11,140				(11,140)	903
0				0	SERVICE/MAINTENANCE CONTRACTS	2,214				(2,214)	5,235
35,787		0		(35,787)	TOTAL SERVICES	430,350		0		(430,350)	331,486

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4,273				(4,273)	MEALS AND ENTERTAINMENT	33,928				(33,928)	23,223
5,869				(5,869)	MILEAGE/AUTO EXPENSE	78,490				(78,490)	51,525
1,450				(1,450)	HOTEL AND LODGING EXPENSE	11,260				(11,260)	10,191
2,550				(2,550)	SEMINARS/CONFERENCES	6,768				(6,768)	4,135
453				(453)	TRAVEL EXPENSES	3,173				(3,173)	6,163
14,594		0		(14,594)	TRAVEL RELATED COSTS	133,619		0		(133,619)	95,237
7,755				(7,755)	SUPPLIES	34,263				(34,263)	31,123
361				(361)	COMPUTER SUPPLIES	2,552				(2,552)	2,030
128				(128)	ADVERTISING - HELP WANTED	1,817				(1,817)	7,446
8,234				(8,234)	BANK CHARGES	95,927				(95,927)	127,856
0				0	DONATIONS	8,760				(8,760)	6,000
323				(323)	DUES & SUBSCRIPTIONS	6,017				(6,017)	9,686
(1,414)				1,414	EQUIPMENT RENTAL	2,991				(2,991)	3,970
307				(307)	FINES AND PENALTIES	1,168				(1,168)	
0				0	FLOWERS & FUNCTIONS	299				(299)	753
51,293				(51,293)	LEASE-OPERATING	51,293				(51,293)	
0				0	LICENSE AND DUES	1,824				(1,824)	3,400
0				0	MARKETING & PROMOTIONS	0				0	1,038
482				(482)	POSTAGE	6,138				(6,138)	5,390
6,313				(6,313)	RECORDS STORAGE	17,386				(17,386)	25,284
8,426				(8,426)	TELEPHONE	42,622				(42,622)	36,745
2,644				(2,644)	CELL PHONES AND PAGERS	31,368				(31,368)	36,498
1,349				(1,349)	INSURANCE - LIABILITY	15,498				(15,498)	15,029
254				(254)	INSURANCE - OTHER	3,127				(3,127)	3,114
86,456		0		(86,456)	TOTAL G&A	323,047		0		(323,047)	315,364
(46,750)				46,750	RENT - FACILITY	0				0	51,000
				0	PERSONAL PROPERTY - TAXES	273				(273)	360
0				0	STATE EXCISE TAX	3,446				(3,446)	1,515
				0	INTEREST EXPENSE - NOTES PAYABLE					0	987
709				(709)	CAPITAL LEASE -OTHER	9,957				(9,957)	9,188
				0	DEPREC. EQUIPMENT	60				(60)	156
(1,081)				1,081	DEPREC EQUIP UNDER CAP LEASE	26,904				(26,904)	28,983
204				(204)	DEPREC. COMPUTER HARDWARE	2,264				(2,264)	2,342
				0	DEPREC. SOFTWARE	111				(111)	1,041
				0	UNREALIZED (GAIN)/LOSS	(1,088)				1,088	
(46,919)		0		46,919	TOTAL NON CONTROLLABLE	41,927		0		(41,927)	95,571
				0	(GAIN)/LOSS DEBT SETTLEMENT					0	(277,500)
0		0		0	TOTAL EXTRAORDINARY	0		0		0	(277,500)
306,864		0		(306,864)	TOTAL EXPENSES	3,224,200		0		(3,224,200)	2,938,576
88,811		0		88,811	TOTAL NET PROFIT/(LOSS)	182,693		0		182,693	428,389

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<u>ACTUAL</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>BUDGET</u>	<u>BUDGET</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>BUDGET</u>	<u>BUDGET</u>	<u>BUDGET</u>	<u>PRIOR</u>
<u>AMOUNT</u>	<u>PPD</u>	<u>AMOUNT</u>	<u>PPD</u>	<u>VARIANCE</u>	<u>AMOUNT</u>	<u>PPD</u>	<u>AMOUNT</u>	<u>PPD</u>	<u>VARIANCE</u>	<u>YTD</u>