

Law Firm
Profit & Loss YTD Comparison
 January 1 through December 15, 2011

	Jan - Mar 11	Apr - Jun 11	Jul - Sep 11	Oct 1 - Dec 15, 11	TOTAL
Ordinary Income/Expense					
Income					
Legal Fee Income	84,165.00	55,905.00	114,340.00	72,593.75	327,003.75
Settlement Income	0.00	15,000.00	0.00	0.00	15,000.00
Markup on Reimbursable Expenses	76.10	98.70	177.25	133.20	485.25
Reimbursed Exp. (Income)	761.00	987.00	1,772.50	1,552.00	5,072.50
Total Income	85,002.10	71,990.70	116,289.75	74,278.95	347,561.50
Cost of Goods Sold					
Billable Time/Wages					
Wages- Associates (Billable)	11,341.96	12,268.95	13,501.90	9,200.77	46,313.58
Total Billable Time/Wages	11,341.96	12,268.95	13,501.90	9,200.77	46,313.58
Outside Consultants (Billable)	13,000.00	13,000.00	12,170.00	7,800.00	45,970.00
Settlements Out to Clients	0.00	6,970.00	0.00	0.00	6,970.00
Reimbursable Expenses	796.00	2,139.12	1,786.10	777.00	5,498.22
Total COGS	25,137.96	34,378.07	27,458.00	17,777.77	104,751.80
Gross Profit	59,864.14	37,612.63	88,831.75	56,501.18	242,809.70
Expense					
Advertising Expense	500.00	500.00	500.00	500.00	2,000.00
Business License & Fees	710.23	0.00	0.00	0.00	710.23
Car/Truck Expense					
Company Car	1,689.00	1,689.00	1,689.00	1,689.00	6,756.00
Gas & Oil	202.79	170.43	262.93	271.49	907.64
Repairs & Maintenance	0.00	980.23	0.00	720.00	1,700.23
Mileage	139.20	57.12	0.00	0.00	196.32
Registration & License	0.00	546.00	0.00	0.00	546.00
Insurance-Auto	360.00	360.00	360.00	240.00	1,320.00
Total Car/Truck Expense	2,390.99	3,802.78	2,311.93	2,920.49	11,426.19
Conferences and Seminars	1,000.00	350.00	3,350.00	0.00	4,700.00
Contributions	0.00	0.00	0.00	2,500.00	2,500.00
Depreciation Expense	153.84	230.76	230.76	153.84	769.20
Dues and Subscriptions	850.00	0.00	2,550.00	0.00	3,400.00
Insurance					
Owner's Health Insurance	1,068.00	1,068.00	1,068.00	712.00	3,916.00
Professional Liability Insuranc	1,250.00	1,875.00	1,875.00	1,250.00	6,250.00
General Liability Insurance	690.00	690.00	690.00	690.00	2,760.00
Worker's Compensation	695.52	695.52	695.52	695.52	2,782.08
Total Insurance	3,703.52	4,328.52	4,328.52	3,347.52	15,708.08
Maintenance/Janitorial	600.00	757.00	727.50	557.45	2,641.95
Marketing Expense	0.00	0.00	4,500.00	0.00	4,500.00
Meals, Local	353.25	231.88	226.93	286.20	1,098.26
Office Equipment	525.00	425.00	75.00	50.00	1,075.00
Postage and Delivery	519.00	538.00	584.00	509.00	2,150.00
Professional Fees					
Legal Fees	400.00	0.00	200.00	0.00	600.00
Accounting Fees	0.00	1,809.00	255.00	255.00	2,319.00
Payroll Service Fees	394.68	394.08	370.24	247.16	1,406.16
Total Professional Fees	794.68	2,203.08	825.24	502.16	4,325.16
Promotional Expense	355.00	0.00	0.00	0.00	355.00
Rent	1,167.50	1,751.25	1,751.25	1,751.25	6,421.25
Repairs					
Computer Repairs	0.00	0.00	390.00	0.00	390.00
Total Repairs	0.00	0.00	390.00	0.00	390.00
Supplies	1,652.58	1,198.39	1,181.55	854.59	4,887.11
Telephone	784.65	1,031.77	1,005.05	652.39	3,473.86
Travel	55.23	2,831.00	266.00	300.00	3,452.23
Wages - Unbillable					
Wages-Office Staff	1,800.00	1,440.00	1,296.00	2,040.00	6,576.00
Wages-Unbillable	1,158.04	1,594.69	1,498.10	1,026.50	5,277.33
Wages-Office & Staff Meetings	0.00	0.00	0.00	833.33	833.33
Payroll Tax Expenses	1,356.44	1,275.91	1,254.00	2,071.16	5,957.51
Employee Benefits	563.49	563.49	563.49	375.66	2,066.13
Employee Bonus	0.00	0.00	0.00	0.00	0.00
Sick/Holiday & Vacation Pay	0.00	1,136.36	0.00	3,939.40	5,075.76
Total Wages - Unbillable	4,877.97	6,010.45	4,611.59	10,286.05	25,786.06
Utilities	103.16	69.29	88.48	175.58	436.51
Total Expense	21,096.60	26,259.17	29,503.80	25,346.52	102,206.09
Net Ordinary Income	38,767.54	11,353.46	59,327.95	31,154.66	140,603.61
Other Income/Expense					
Other Expense					
Interest Expense	442.76	655.95	671.70	404.79	2,175.20
Total Other Expense	442.76	655.95	671.70	404.79	2,175.20
Total Other Expense	442.76	655.95	671.70	404.79	2,175.20
Net Other Income	-442.76	-655.95	-671.70	-404.79	-2,175.20
Net Income	38,324.78	10,697.51	58,656.25	30,749.87	138,428.41