

December 31, 2017

Sample Gas / Convenience Store
123 Sample Street
Pittsburgh, PA 15222

Comparative Balance Sheet

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh PA 15222

December 31, 2017
Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	December 31, 2017	December 31, 2016	Change
Assets			
Current Assets			
Cash on Hand	\$ 700	\$ 700	\$ 0
Checking	80,393	55,875	24,518
Credit Cards	40,598	38,825	1,773
Accounts Receivable	632	1,697	(1,065)
ATM Funding	800	800	0
Store Inventory	67,538	58,944	8,594
Fuel Inventory	21,047	34,246	(13,199)
Total Current Assets	211,708	191,087	20,621
Fixed Assets			
Equipment & Vehicles	4,161	4,161	0
Accum. Depreciation	(4,161)	(4,161)	0
Total Fixed Assets	0	0	0
Other Assets			
Intercompany Transfers		(1,248)	1,248
Total Other Assets	0	(1,248)	1,248
Total Assets	\$ 211,708	\$ 189,839	\$ 21,869
Liabilities			
Current Liabilities			
Sales Tax	\$ 4,132	\$ 4,309	\$(177)
Payroll Tax	3,620	7,860	(4,241)
Simple IRA Payable		14,017	(14,017)
A/P - Vendors	66,755	64,897	1,858
Accrued Wages	3,754	2,736	1,019
Due Shareholder	5,752	927	4,825
Total Current Liabilities	84,013	94,746	(10,733)
Long Term Liabilities			
Note Payable		11,126	(11,126)
Total Long Term Liabilities	0	11,126	(11,126)
Total Liabilities	84,013	105,873	(21,860)
Capital			
Retained Earnings CY	70,031	67,823	2,208
Retained Earnings Pr Yrs.	83,966	16,143	67,823
Shareholder Distributions	(26,302)	0	(26,302)
Total Capital	127,695	83,966	43,729
Total Liabilities And Capital	\$ 211,708	\$ 189,839	\$ 21,869

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Operations Analysis

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

For The Month Ended December 31, 2017

Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	December 2017				12 Month Year to Date		
	Sales	Cost	GP \$	GP %	Sales	GP \$	GP %
Fuel							
Combined Fuel	169,074	163,252	5,822	3.4	1,901,062	165,137	8.7
Total Fuel	<u>169,074</u>	<u>163,252</u>	<u>5,822</u>	<u>3.4</u>	<u>1,901,062</u>	<u>165,137</u>	<u>8.7</u>
Cigarettes							
Cigarettes	42,570	38,382	4,189	9.8	532,173	37,256	7.0
Total Cigarettes	<u>42,570</u>	<u>38,382</u>	<u>4,189</u>	<u>9.8</u>	<u>532,173</u>	<u>37,256</u>	<u>7.0</u>
Store							
Tobacco	6,445	4,269	2,176	33.8	67,969	17,763	26.1
Groceries	3,697	1,922	1,775	48.0	41,509	26,368	63.5
Snacks	5,593	3,803	1,790	32.0	69,431	31,345	45.1
Candy	2,615	2,099	516	19.7	33,291	13,739	41.3
Beverages	12,089	7,495	4,594	38.0	166,593	60,844	36.5
Dispensed Drinks	1,784	1,693	92	5.1	19,987	7,170	35.9
Dairy	2,528	1,448	1,080	42.7	31,245	21,635	69.2
Fast Food	1,469	935	534	36.4	20,608	6,121	29.7
Total Store	<u>36,220</u>	<u>23,663</u>	<u>12,557</u>	<u>34.7</u>	<u>450,633</u>	<u>184,985</u>	<u>41.1</u>
Other Income							
Vendor Commission	3,063	0	3,063	100.0	34,081	34,081	100.0
ATM Commissions	1,350	0	1,350	100.0	12,517	12,517	100.0
Lottery Commissions	2,992	0	2,992	100.0	14,005	14,005	100.0
Total Other Income	<u>7,405</u>	<u>0</u>	<u>7,405</u>	<u>100.0</u>	<u>60,604</u>	<u>60,604</u>	<u>100.0</u>
Other Income							
Misc Income	8,905	0	8,905	100.0	9,310	9,310	100.0
Total Other Income	<u>8,905</u>	<u>0</u>	<u>8,905</u>	<u>100.0</u>	<u>9,310</u>	<u>69,914</u>	<u>750.9</u>
Total Related	95,100	62,044	33,056	34.8	1,052,720	292,155	27.8
Total	<u>264,174</u>	<u>225,296</u>	<u>38,878</u>	<u>14.7</u>	<u>2,953,781</u>	<u>457,292</u>	<u>15.5</u>

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Operations Analysis

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

For The Month Ended December 31, 2017

Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

Item	December 2017			12 Month Year to Date				
	\$ Amount	%	%GP	\$ Amount	%	%GP		
Expense								
Advertising	0	0.0	0.0	100	0.0	0.0		
Bank Service Chg.	0	0.0	0.0	140	0.0	0.0		
Business Insurance	977	0.4	2.5	15,679	0.5	3.4		
Cash Over/Short	2,240	0.8	5.8	(40)	0.0	0.0		
Coupons	0	0.0	0.0	300	0.0	0.1		
Credit Card Fees	3,938	1.5	10.1	45,298	1.5	9.9		
Discounts/Refunds	4,046	1.5	10.4	4,046	0.1	0.9		
Employee Benefits	0	0.0	0.0	30	0.0	0.0		
Environ. Services	0	0.0	0.0	133	0.0	0.0		
Equipment Rent	191	0.1	0.5	2,464	0.1	0.5		
Fuel Surcharge	0	0.0	0.0	112	0.0	0.0		
Interest Expense	0	0.0	0.0	337	0.0	0.1		
Inventory Service	0	0.0	0.0	750	0.0	0.2		
Laundry/Uniform	133	0.1	0.3	817	0.0	0.2		
Legal/Prof Fees	445	0.2	1.1	6,481	0.2	1.4		
Maintenance & Rep	286	0.1	0.7	5,460	0.2	1.2		
Miscellaneous Exp	150	0.1	0.4	943	0.0	0.2		
Payroll Services	166	0.1	0.4	1,826	0.1	0.4		
Payroll Taxes	1,319	0.5	3.4	12,845	0.4	2.8		
Real Estate Taxes	1,990	0.8	5.1	23,886	0.8	5.2		
Reimbursed Expenses	4,825	1.8	12.4	5,290	0.2	1.2		
Rent	5,365	2.0	13.8	64,380	2.2	14.1		
Security Expense	75	0.0	0.2	300	0.0	0.1		
Software User Fees	161	0.1	0.4	2,194	0.1	0.5		
Spoilage	109	0.0	0.3	2,047	0.1	0.4		
Supplies	598	0.2	1.5	7,365	0.2	1.6		
Taxes/Licenses	432	0.2	1.1	835	0.0	0.2		
Theft	0	0.0	0.0	379	0.0	0.1		
Utilities	2,249	0.9	5.8	24,111	0.8	5.3		
Wages - General	10,033	3.8	25.8	97,571	3.3	21.3		
Wages - Officer	6,353	2.4	16.3	61,182	2.1	13.4		
Total Expense	<u>46,080</u>	<u>17.4</u>	<u>118.5</u>	<u>387,261</u>	<u>13.1</u>	<u>84.7</u>		
Net Income	<u>(7,203)</u>	<u>(2.73)</u>	<u>(18.5)</u>	<u>70,031</u>	<u>2.37</u>	<u>15.3</u>		
Fuel Averages								
	Units Sold	Sale \$	Cost \$	CPU	Units Sold	Sale \$	Cost \$	CPU
Gasoline	60,192	\$2.81	2.71	9.7	696,427	\$2.73	2.49	23.7

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Comparative Income Statement Cur Yr. Vs Prev Yr.

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

For The Months Ended December 31, 2017

Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	December 2017				12 Months YTD 2017			December 2016		12 Months YTD 2016	
	Sales	Cost	GP \$	GP %	Sales	GP \$	GP %	Sales	GP \$	Sales	GP \$
Fuel											
Combined Fuel	169,074	163,252	5,822	3.4	1,901,062	165,137	8.7	154,573	11,612	1,786,821	148,613
Total Fuel	<u>169,074</u>	<u>163,252</u>	<u>5,822</u>	<u>3.4</u>	<u>1,901,062</u>	<u>165,137</u>	<u>8.7</u>	<u>154,573</u>	<u>11,612</u>	<u>1,786,821</u>	<u>148,613</u>
Cigarettes											
Cigarettes	42,570	38,382	4,189	9.8	532,173	37,256	7.0	42,496	4,849	511,848	38,553
Total Cigarettes	<u>42,570</u>	<u>38,382</u>	<u>4,189</u>	<u>9.8</u>	<u>532,173</u>	<u>37,256</u>	<u>7.0</u>	<u>42,496</u>	<u>4,849</u>	<u>511,848</u>	<u>38,553</u>
Store											
Tobacco	6,445	4,269	2,176	33.8	67,969	17,763	26.1	5,151	555	59,259	14,017
Groceries	3,697	1,922	1,775	48.0	41,509	26,368	63.5	4,126	1,140	49,889	18,396
Snacks	5,593	3,803	1,790	32.0	69,431	31,345	45.1	4,718	1,841	67,003	27,570
Candy	2,615	2,099	516	19.7	33,291	13,739	41.3	2,460	1,009	33,133	13,731
Beverages	12,089	7,495	4,594	38.0	166,593	60,844	36.5	11,503	4,323	165,918	69,919
Dispensed Drinks	1,784	1,693	92	5.1	19,987	7,170	35.9	1,776	650	21,555	9,987
Dairy	2,528	1,448	1,080	42.7	31,245	21,635	69.2	2,410	(122)	32,993	10,928
Fast Food	1,469	935	534	36.4	20,608	6,121	29.7	2,049	35	25,346	6,602
Total Store	<u>36,220</u>	<u>23,663</u>	<u>12,557</u>	<u>34.7</u>	<u>450,633</u>	<u>184,985</u>	<u>41.1</u>	<u>34,192</u>	<u>9,429</u>	<u>455,095</u>	<u>171,148</u>
Other Income											
Vendor Commission	3,063	0	3,063	100.0	34,081	34,081	100.0	2,426	2,426	34,649	34,649
ATM Commissions	1,350	0	1,350	100.0	12,517	12,517	100.0	2,026	2,026	12,038	12,038
Lottery Commissions	2,992	0	2,992	100.0	14,005	14,005	100.0	952	952	13,338	13,338
Total Other Income	<u>7,405</u>	<u>0</u>	<u>7,405</u>	<u>100.0</u>	<u>60,604</u>	<u>60,604</u>	<u>100.0</u>	<u>5,403</u>	<u>5,403</u>	<u>60,026</u>	<u>60,026</u>
Other Income											
Misc Income	8,905	0	8,905	100.0	9,310	9,310	100.0	0	0	481	481
Total Other Income	<u>8,905</u>	<u>0</u>	<u>8,905</u>	<u>100.0</u>	<u>9,310</u>	<u>69,914</u>	<u>750.9</u>	<u>0</u>	<u>0</u>	<u>481</u>	<u>60,507</u>
Total Related	<u>95,100</u>	<u>62,044</u>	<u>33,056</u>	<u>34.8</u>	<u>1,052,720</u>	<u>292,155</u>	<u>27.8</u>	<u>82,091</u>	<u>19,681</u>	<u>1,027,450</u>	<u>270,209</u>
Total	<u>264,174</u>	<u>225,296</u>	<u>38,878</u>	<u>14.7</u>	<u>2,953,781</u>	<u>457,292</u>	<u>15.5</u>	<u>236,665</u>	<u>31,293</u>	<u>2,814,271</u>	<u>418,822</u>

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Comparative Income Statement Cur Yr. Vs Prev Yr.

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

For The Months Ended December 31, 2017
Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	December 2017			12 Months YTD 2017			December 2016			12 Months YTD 2016		
	Amount	%SIs	%GP	Amount	%SIs	%GP	Amount	%SIs	%GP	Amount	%SIs	%GP
Expense												
Advertising	0	0.0	0.0	100	0.0	0.0	0	0.0	0.0	229	0.0	0.1
Bank Service Chg.	0	0.0	0.0	140	0.0	0.0	0	0.0	0.0	0	0.0	0.0
Business Insurance	977	0.4	2.5	15,679	0.5	3.4	0	0.0	0.0	10,841	0.4	2.6
Cash Over/Short	2,240	0.8	5.8	(40)	0.0	0.0	34	0.0	0.1	508	0.0	0.1
Coupons	0	0.0	0.0	300	0.0	0.1	0	0.0	0.0	0	0.0	0.0
Credit Card Fees	3,938	1.5	10.1	45,298	1.5	9.9	3,172	1.3	10.1	44,375	1.6	10.6
Discounts/Refunds	4,046	1.5	10.4	4,046	0.1	0.9	0	0.0	0.0	29	0.0	0.0
Employee Benefits	0	0.0	0.0	30	0.0	0.0	1,517	0.6	4.8	1,552	0.1	0.4
Environ. Services	0	0.0	0.0	133	0.0	0.0	0	0.0	0.0	115	0.0	0.0
Equipment Rent	191	0.1	0.5	2,464	0.1	0.5	400	0.2	1.3	734	0.0	0.2
Fuel Surcharge	0	0.0	0.0	112	0.0	0.0	20	0.0	0.1	205	0.0	0.0
Interest Expense	0	0.0	0.0	337	0.0	0.1	61	0.0	0.2	1,044	0.0	0.2
Inventory Service	0	0.0	0.0	750	0.0	0.2	150	0.1	0.5	1,800	0.1	0.4
Laundry/Uniform	133	0.1	0.3	817	0.0	0.2	73	0.0	0.2	1,320	0.0	0.3
Legal/Prof Fees	445	0.2	1.1	6,481	0.2	1.4	445	0.2	1.4	6,349	0.2	1.5
Maintenance & Rep	286	0.1	0.7	5,460	0.2	1.2	3,025	1.3	9.7	8,740	0.3	2.1
Meals/Entertainmt	0	0.0	0.0	0	0.0	0.0	0	0.0	0.0	31	0.0	0.0
Miscellaneous Exp	150	0.1	0.4	943	0.0	0.2	0	0.0	0.0	0	0.0	0.0
Payroll Services	166	0.1	0.4	1,826	0.1	0.4	166	0.1	0.5	1,992	0.1	0.5
Payroll Taxes	1,319	0.5	3.4	12,845	0.4	2.8	2,661	1.1	8.5	12,888	0.5	3.1
Real Estate Taxes	1,990	0.8	5.1	23,886	0.8	5.2	1,990	0.8	6.4	21,335	0.8	5.1
Reimbursed Expenses	4,825	1.8	12.4	5,290	0.2	1.2	0	0.0	0.0	3,255	0.1	0.8
Rent	5,365	2.0	13.8	64,380	2.2	14.1	5,365	2.3	17.1	64,380	2.3	15.4
Security Expense	75	0.0	0.2	300	0.0	0.1	0	0.0	0.0	294	0.0	0.1
Software User Fees	161	0.1	0.4	2,194	0.1	0.5	161	0.1	0.5	1,926	0.1	0.5
Spoilage	109	0.0	0.3	2,047	0.1	0.4	151	0.1	0.5	1,106	0.0	0.3
Supplies	598	0.2	1.5	7,365	0.2	1.6	746	0.3	2.4	8,338	0.3	2.0
Taxes/Licenses	432	0.2	1.1	835	0.0	0.2	10	0.0	0.0	235	0.0	0.1
Theft	0	0.0	0.0	379	0.0	0.1	0	0.0	0.0	10	0.0	0.0
Utilities	2,249	0.9	5.8	24,111	0.8	5.3	836	0.4	2.7	22,391	0.8	5.3
Wages - General	10,033	3.8	25.8	97,571	3.3	21.3	12,852	5.4	41.1	84,404	3.0	20.2
Wages - Officer	6,353	2.4	16.3	61,182	2.1	13.4	19,223	8.1	61.4	50,575	1.8	12.1
Total Expense	46,080	17.4	118.5	387,261	13.1	84.7	53,058	22.4	169.6	350,999	12.5	83.8
Net Income	(7,203)	(2.7)	(18.5)	70,031	2.4	15.3	(21,765)	(9.2)	(69.6)	67,823	2.4	16.2
Fuel Averages	Units Sold	Sale \$	Cost \$ CPU	Units Sold	Sale \$	GPU	Units Sold	Sale \$ CPU	Units Sold	Sale \$ CPU		
Combined Fuel	60,192	2.81	\$2.71 9.7	696,427	\$2.73	23.7	62,640	\$2.47 18.5	756,201	\$2.36 19.7		

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Sales & Expense Comparisons (Cur Yr. vs Prev. Yr.)

Sample Gas / Convenience Store

For The Twelve Months Ended December 31, 2017

J.E. Robinson Company

123 Sample Street
Pittsburgh, PA 15222

Period 12

4222 Old William Penn Hwy.
Murrysville, PA 15668

	1 Month Ended		Change		12 Months Ended		Change	
	12/31/2017	12/31/2016	Dollars	Pct	12/31/2017	12/31/2016	Dollars	Pct
Income								
Fuel								
Combined Fuel	169,074	154,573	14,500	9.4	1,901,062	1,786,821	114,241	6.4
Total Fuel	169,074	154,573	14,500	9.4	1,901,062	1,786,821	114,241	6.4
Total Income	169,074	154,573	14,500	9.4	1,901,062	1,786,821	114,241	6.4
Income								
Cigarettes								
Cigarettes	42,570	42,496	75	0.2	532,173	511,848	20,325	4.0
Total Cigarettes	42,570	42,496	75	0.2	532,173	511,848	20,325	4.0
Total Income	42,570	42,496	75	0.2	532,173	511,848	20,325	4.0
Income								
Store								
Tobacco	6,445	5,151	1,294	25.1	67,969	59,259	8,710	14.7
Groceries	3,697	4,126	(429)	(10.4)	41,509	49,889	(8,379)	(16.8)
Snacks	5,593	4,718	875	18.6	69,431	67,003	2,428	3.6
Candy	2,615	2,460	154	6.3	33,291	33,133	158	0.5
Beverages	12,089	11,503	587	5.1	166,593	165,918	675	0.4
Dispensed Drinks	1,784	1,776	9	0.5	19,987	21,555	(1,568)	(7.3)
Dairy	2,528	2,410	118	4.9	31,245	32,993	(1,748)	(5.3)
Fast Food	1,469	2,049	(581)	(28.3)	20,608	25,346	(4,737)	(18.7)
Total Store	36,220	34,192	2,028	5.9	450,633	455,095	(4,462)	(1.0)
Total Income	36,220	34,192	2,028	5.9	450,633	455,095	(4,462)	(1.0)
Income								
Other Income								
Vendor Commission	3,063	2,426	637	26.3	34,081	34,649	(568)	(1.6)
ATM Commissions	1,350	2,026	(676)	(33.4)	12,517	12,038	479	4.0
Lottery Commissions	2,992	952	2,040	214.4	14,005	13,338	667	5.0
Total Other Income	7,405	5,403	2,001	37.0	60,604	60,026	578	1.0
Total Income	7,405	5,403	2,001	37.0	60,604	60,026	578	1.0
Income								
Other Income								
Misc Income	8,905	0	8,905	0.0	9,310	481	8,829	1,834.2
Total Other Income	8,905	0	8,905	0.0	9,310	481	8,829	1,834.2
Total Income	8,905	0	8,905	0.0	9,310	481	8,829	1,834.2
Total Cost	(163,252)	(142,962)	(20,290)	(14.2)	(1,735,925)	(1,638,207)	(97,718)	(6.0)

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Sales & Expense Comparisons (Cur Yr. vs Prev. Yr.)

Sample Gas / Convenience Store

For The Twelve Months Ended December 31, 2017

J.E. Robinson Company

123 Sample Street
Pittsburgh, PA 15222

Period 12

4222 Old William Penn Hwy.
Murrysville, PA 15668

	1 Month Ended		Change		12 Months Ended		Change	
	12/31/2017	12/31/2016	Dollars	Pct	12/31/2017	12/31/2016	Dollars	Pct
Total Cost	(38,382)	(37,647)	(734)	(2.0)	(494,917)	(473,295)	(21,622)	(4.6)
Total Cost	(23,663)	(24,763)	1,100	4.4	(265,648)	(283,947)	18,299	6.4
Gross Profit	38,878	31,293	7,585	24.2	457,292	418,822	38,470	9.2
Expense								
Advertising	0	0	0	0.0	100	229	(129)	(56.3)
Bank Service Chg.	0	0	0	0.0	140	0	140	0.0
Business Insurance	977	0	977	0.0	15,679	10,841	4,838	44.6
Cash Over/Short	2,240	34	2,206	6,470.8	(40)	508	(548)	(107.9)
Coupons	0	0	0	0.0	300	0	300	0.0
Credit Card Fees	3,938	3,172	767	24.2	45,298	44,375	923	2.1
Discounts/Refunds	4,046	0	4,046	0.0	4,046	29	4,018	4,047.6
Employee Benefits	0	1,517	(1,517)	(100.0)	30	1,552	(1,522)	(98.1)
Environ. Services	0	0	0	0.0	133	115	18	15.6
Equipment Rent	191	400	(209)	(52.3)	2,464	734	1,731	235.9
Fuel Surcharge	0	20	(20)	(100.0)	112	205	(93)	(45.5)
Interest Expense	0	61	(61)	(100.0)	337	1,044	(707)	(67.7)
Inventory Service	0	150	(150)	(100.0)	750	1,800	(1,050)	(58.3)
Laundry/Uniform	133	73	60	82.4	817	1,320	(503)	(38.1)
Legal/Prof Fees	445	445	0	0.0	6,481	6,349	132	2.1
Maintenance & Rep	286	3,025	(2,739)	(90.6)	5,460	8,740	(3,280)	(37.5)
Meals/Entertainmt	0	0	0	0.0	0	31	(31)	(100.0)
Miscellaneous Exp	150	0	150	0.0	943	0	943	0.0
Payroll Services	166	166	0	0.0	1,826	1,992	(166)	(8.3)
Payroll Taxes	1,319	2,661	(1,342)	(50.4)	12,845	12,888	(43)	(0.3)
Real Estate Taxes	1,990	1,990	0	0.0	23,886	21,335	2,551	12.0
Reimbursed Expenses	4,825	0	4,825	0.0	5,290	3,255	2,035	62.5
Rent	5,365	5,365	0	0.0	64,380	64,380	0	0.0
Security Expense	75	0	75	0.0	300	294	6	2.0
Software User Fees	161	161	0	0.0	2,194	1,926	268	13.9
Spoilage	109	151	(42)	(27.5)	2,047	1,106	941	85.1
Supplies	598	746	(148)	(19.8)	7,365	8,338	(973)	(11.7)
Taxes/Licenses	432	10	422	4,218.6	835	235	600	255.5
Theft	0	0	0	0.0	379	10	369	3,521.0
Utilities	2,249	836	1,412	168.9	24,111	22,391	1,720	7.7
Wages - General	10,033	12,852	(2,819)	(21.9)	97,571	84,404	13,167	15.6
Wages - Officer	6,353	19,223	(12,870)	(66.9)	61,182	50,575	10,607	21.0
Total Expense	46,080	53,058	(6,978)	(13.2)	387,261	350,999	36,262	10.3
Operating Income	(7,203)	(21,765)	14,562	(66.9)	70,031	67,823	2,208	3.3
Net Income	(7,203)	(21,765)	14,562	(66.9)	70,031	67,823	2,208	3.3

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Comparative Balance Sheet (Prior Month)

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh PA 15222

December 31, 2017
Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	December 31, 2017	November 30, 2017	Change
Assets			
Current Assets			
Cash on Hand	\$ 700	\$ 700	\$ 0
Checking	80,393	37,971	42,423
Credit Cards	40,598	38,575	2,024
Accounts Receivable	632	4,333	(3,701)
ATM Funding	800	800	0
Store Inventory	67,538	69,737	(2,199)
Prepaid Payments		(8,711)	8,711
Fuel Inventory	21,047	28,888	(7,841)
Total Current Assets	211,708	172,292	39,416
Fixed Assets			
Equipment & Vehicles	4,161	4,161	0
Accum. Depreciation	(4,161)	(4,161)	0
Total Fixed Assets	0	0	0
Other Assets			
Total Other Assets	0	0	0
Total Assets	\$ 211,708	\$ 172,292	\$ 39,416
Liabilities			
Current Liabilities			
Sales Tax	\$ 4,132	\$ 4,037	\$ 95
Payroll Tax	3,620	5,107	(1,487)
A/P - Vendors	66,755	27,323	39,432
Accrued Wages	3,754	0	3,754
Due Shareholder	5,752	927	4,825
Total Current Liabilities	84,013	37,395	46,619
Total Liabilities	84,013	37,395	46,619
Capital			
Retained Earnings CY	70,031	77,233	(7,203)
Retained Earnings Pr Yrs.	83,966	83,966	0
Shareholder Distributions	(26,302)	(26,302)	0
Total Capital	127,695	134,898	(7,203)
Total Liabilities And Capital	\$ 211,708	\$ 172,292	\$ 39,416

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Fuel Profit

Sample Gas / Convenience Store
123 Sample Street
Pittsburgh, PA 15222

For The Month Ended December 31, 2017
Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	December 2017			12 Month Year to Date		
	Units	\$ Amount	Per Unit Average	Units	\$ Amount	Per Unit Average
Combined Fuel						
Midgrade S/S						
Premium S/S						
Sales	6,183.0	19,287.08	3.120	73,152.0	222,459.24	3.041
Units Gone/Cost	6,356.0	18,903.59		73,345.0	211,894.95	
Over/(Short)	<u>(173.4)</u>			<u>(193.3)</u>		
Units Gone / Gross Profit / CPU	6,356.0	\$383.00	6.0	73,345.0	\$10,564.29	14.4
Regular S/S						
Sales	54,010.0	149,786.57	2.773	623,275.0	1,678,602.54	2.693
Units Gone/Cost	56,183.0	144,348.08		628,435.0	1,524,030.05	
Over/(Short)	<u>(2,173.2)</u>			<u>(5,159.6)</u>		
Units Gone / Gross Profit / CPU	56,183.0	\$5,438.00	9.7	628,435.0	\$154,572.49	24.6
Total						
Sales	60,192.4	169,073.65	2.703	696,427.1	1,901,061.78	2.709
Units Gone / Cost	62,539.0	163,251.67		701,780.0	1,735,925.00	
Over/(Short)	<u>(2,346.6)</u>			<u>(5,352.9)</u>		
Units Gone / Gross Profit / CPU	62,539.0	\$5,821.98	9.3	701,780.0	\$165,136.78	23.5

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Graph - Expense Comparison

For The Month Ended December 31, 2017

Period 12

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

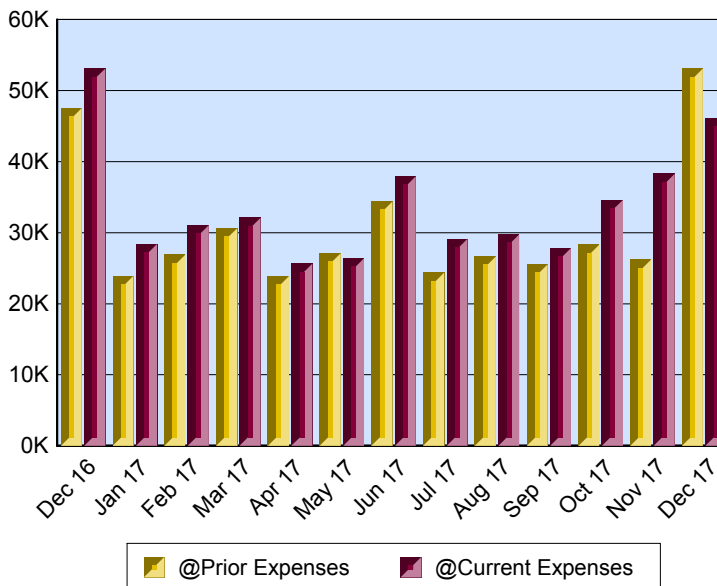
J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

Year to Year Expense Comparison

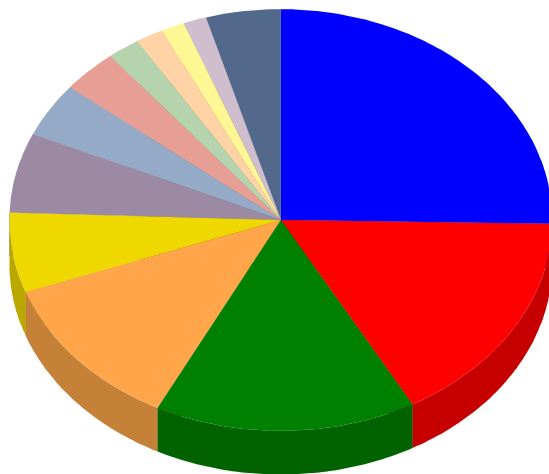
Expenses Comparison

	Prior Year	Current Year
Dec. 15 / 17		
Jan. 16 / 17	23,931.82	28,425.71
Feb. 16 / 17	26,889.33	31,071.07
Mar. 16 / 17	30,596.43	32,102.10
Apr. 16 / 17	23,897.57	25,643.77
May. 16 / 17	27,131.24	26,382.62
Jun. 16 / 17	34,385.06	37,937.10
Jul. 16 / 17	24,367.05	29,146.33
Aug. 16 / 17	26,677.55	29,751.15
Sep. 16 / 17	25,527.67	27,842.86
Oct. 16 / 17	28,317.87	34,600.61
Nov. 16 / 17	26,219.55	38,277.24
Dec. 16 / 17	53,057.94	46,080.39
Total	350,999.08	387,260.95
Variance		36,261.87



Top Twelve Expenses Year To Date

As a % of Total



Wages - General	97,571	25.2%
Rent	64,380	16.6%
Wages - Officer	61,182	15.8%
Credit Card Fees	45,298	11.7%
Utilities	24,111	6.2%
Real Estate Taxes	23,886	6.2%
Business Insurance	15,679	4.0%
Payroll Taxes	12,845	3.3%
Supplies	7,365	1.9%
Legal & Professional	6,481	1.7%
Maint. & Repair	5,460	1.4%
Reimbursed Expenses	5,290	1.4%
Others	17,713	4.6%
Total:	387,261	100.0%

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Graph - Operations Performance

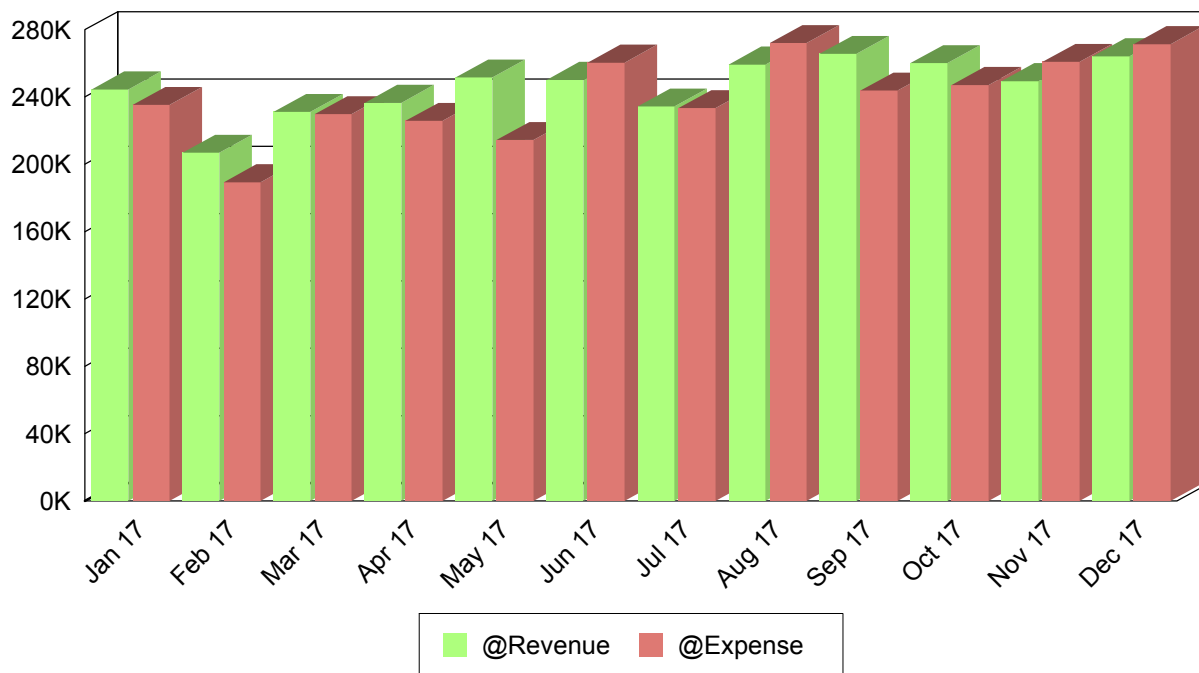
Sample Gas / Convenience Store
 123 Sample Street
 Pittsburgh, PA 15222

For The Month Ended December 31, 2017
 Period 12

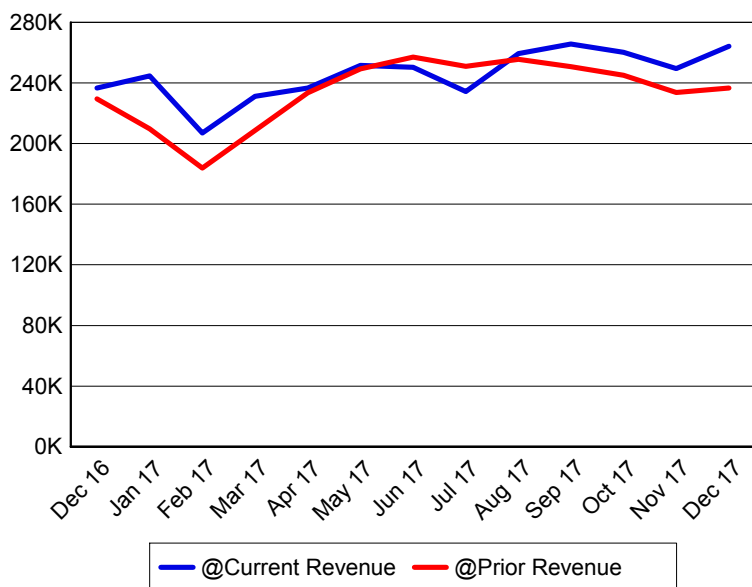
J.E. Robinson Company

4222 Old William Penn Hwy.
 Murrysville, PA 15668

One Year Revenue And Expense Comparison

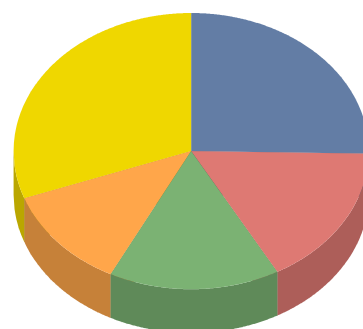


Two Year Revenue Comparison



Top Four Expenses Year To Date

As a % of Total



Wages - General	25.2%
Rent	16.6%
Wages - Officer	15.8%
Credit Card Fees	11.7%
Others	30.7%
Total:	100.0%

Statement of Cash Flows

Sample Gas / Convenience Store
123 Sample Street
Pittsburgh, PA 15222

As of December 31, 2017
Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	Current Month	12 Months Year To Date
Cash flow from operating activities		
	\$ (7,202.62)	\$ 70,030.79
Adjustments to reconcile to net cash		
Decrease in accounts receivable	3,700.99	\$ 1,064.86
Decrease in inventory	10,039.83	\$ 4,604.94
Increase in other assets	(8,710.61)	(\$ 1,248.00)
Decrease in taxes payable	(1,392.54)	(\$ 18,434.92)
Increase in accounts payable	48,011.16	\$ 7,701.80
Net cash provided by operating activities	\$ 44,446.21	\$ 63,719.47
Cash flows from investing activities		
Net cash provided by investing activities	0.00	0.00
Cash flows from financing activities		
Increase / Decrease in notes payable	0.00	(11,126.49)
Increase / Decrease in other changes to capital	0.00	(26,302.00)
Net cash provided by / used in financing activities	0.00	(37,428.49)
Net Increase in cash and cash equivalents	\$ 44,446.21	\$ 26,290.98
Cash and cash equivalents at beginning	77,245.13	95,400.36
Cash and cash equivalents at end	\$ 121,691.34	\$ 121,691.34

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Income Statement Annual

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

For The Twelve Months Ended December 31, 2017

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

Jan-17 Feb-17 Mar-17 Apr-17 May-17 Jun-17 Jul-17 Aug-17 Sep-17 Oct-17 Nov-17 Dec-17 Average

Income

Fuel

Combined Fuel

	161,150	131,960	147,309	150,505	159,485	159,447	144,989	165,990	173,885	169,907	167,361	169,074	158,422
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------

Total Fuel

	161,150	131,960	147,309	150,505	159,485	159,447	144,989	165,990	173,885	169,907	167,361	169,074	158,422
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------

Total Income

	161,150	131,960	147,309	150,505	159,485	159,447	144,989	165,990	173,885	169,907	167,361	169,074	158,422
--	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------	---------

Income

Cigarettes

Cigarettes

	42,944	38,633	43,388	43,701	46,594	45,068	43,998	46,795	47,372	48,040	43,071	42,570	44,348
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Total Cigarettes

	42,944	38,633	43,388	43,701	46,594	45,068	43,998	46,795	47,372	48,040	43,071	42,570	44,348
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Total Income

	42,944	38,633	43,388	43,701	46,594	45,068	43,998	46,795	47,372	48,040	43,071	42,570	44,348
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Income

Store

Tobacco

	5,189	5,015	5,400	5,224	5,856	5,723	5,725	6,022	5,832	6,042	5,496	6,445	5,664
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Groceries

	4,180	2,783	2,976	3,415	3,538	3,560	3,806	3,722	3,659	3,268	2,907	3,697	3,459
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Snacks

	5,044	4,951	5,926	6,166	6,789	6,414	5,963	6,247	5,747	5,519	5,073	5,593	5,786
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Candy

	2,722	2,690	2,897	2,789	2,750	2,809	2,755	2,964	2,896	2,769	2,634	2,615	2,774
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Beverages

	11,842	11,408	12,611	14,223	15,656	16,289	15,599	16,021	14,525	13,742	12,587	12,089	13,883
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Dispensed Drinks

	1,745	1,401	1,629	1,590	1,805	1,643	1,607	1,730	1,639	1,807	1,608	1,784	1,666
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Dairy

	2,622	2,182	2,509	2,616	2,755	2,689	2,694	2,807	2,745	2,718	2,381	2,528	2,604
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Fast Food

	1,905	1,815	1,915	1,501	1,993	1,953	1,681	1,788	1,744	1,511	1,335	1,469	1,717
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Total Store

	35,250	32,245	35,862	37,524	41,141	41,080	39,830	41,300	38,786	37,375	34,020	36,220	37,553
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Total Income

	35,250	32,245	35,862	37,524	41,141	41,080	39,830	41,300	38,786	37,375	34,020	36,220	37,553
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Income

Other Income

Vendor Commission

	2,966	2,846	1,874	2,892	3,381	2,558	3,165	2,728	3,303	2,648	2,657	3,063	2,840
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

ATM Commissions

	982	0	1,756	976	0	1,038	1,325	1,450	1,255	1,150	1,235	1,350	1,043
--	-----	---	-------	-----	---	-------	-------	-------	-------	-------	-------	-------	-------

Lottery Commissions

	1,217	900	962	935	1,000	1,000	1,000	1,000	1,000	1,000	1,000	2,992	1,167
--	-------	-----	-----	-----	-------	-------	-------	-------	-------	-------	-------	-------	-------

Total Other Income

	5,165	3,746	4,592	4,803	4,381	4,596	5,490	5,178	5,558	4,798	4,892	7,405	5,050
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Total Income

	5,165	3,746	4,592	4,803	4,381	4,596	5,490	5,178	5,558	4,798	4,892	7,405	5,050
--	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

Income

Other Income

Misc Income

	0	349	0	0	0	0	0	0	0	0	56	8,905	776
--	---	-----	---	---	---	---	---	---	---	---	----	-------	-----

Total Other Income

	0	349	0	0	0	0	0	0	0	0	56	8,905	776
--	---	-----	---	---	---	---	---	---	---	---	----	-------	-----

Total Income

	0	349	0	0	0	0	0	0	0	0	56	8,905	776
--	---	-----	---	---	---	---	---	---	---	---	----	-------	-----

Total Cost

	(145,105)	(118,160)	(130,675)	(138,998)	(123,776)	(148,907)	(144,493)	(169,624)	(153,098)	(145,557)	(154,280)	(163,252)	(144,660)
--	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------

Total Cost

	(41,059)	(21,080)	(48,448)	(37,270)	(41,096)	(46,976)	(37,611)	(51,817)	(42,004)	(45,211)	(43,965)	(38,382)	(41,243)
--	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------

Total Cost

	(20,677)	(19,069)	(18,518)	(23,894)	(23,177)	(26,610)	(22,157)	(20,848)	(20,884)	(21,760)	(24,390)	(23,663)	(22,137)
--	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------	----------

Gross Profit

	37,667	48,623	33,508	36,372	63,553	27,698	30,046	16,974	49,615	47,594	26,763	38,878	38,108
--	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------

Expense

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Income Statement Annual

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

For The Twelve Months Ended December 31, 2017

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Average
Advertising	0	0	100	0	0	0	0	0	0	0	0	0	8
Bank Service Chg.	0	0	0	0	0	0	0	70	0	0	70	0	12
Business Insurance	2,242	1,622	2,402	0	364	2,402	0	0	0	3,808	1,861	977	1,307
Cash Over/Short	14	351	65	26	201	(248)	1,236	(354)	293	(4,004)	141	2,240	(3)
Coupons	0	0	0	0	0	0	0	0	150	150	0	0	25
Credit Card Fees	3,944	3,495	3,428	3,438	3,644	3,956	3,958	3,768	3,395	4,810	3,525	3,938	3,775
Discounts/Refunds	0	0	0	0	0	0	0	0	0	0	0	4,046	337
Employee Benefits	0	0	0	0	0	30	0	0	0	0	0	0	3
Environ. Services	0	0	0	0	0	0	0	0	0	0	133	0	11
Equipment Rent	267	200	67	267	284	191	167	158	91	424	158	191	205
Fuel Surcharge	17	18	18	18	18	23	0	0	0	0	0	0	9
Interest Expense	56	51	46	41	36	31	26	21	15	10	5	0	28
Inventory Service	150	150	0	300	0	0	150	0	0	0	0	0	63
Laundry/Uniform	73	36	79	79	39	39	39	39	84	132	44	133	68
Legal/Prof Fees	445	445	445	445	975	1,056	445	445	445	445	445	445	540
Maintenance & Rep	583	1,600	907	0	0	795	79	87	26	1,097	0	286	455
Miscellaneous Exp	0	106	0	0	0	0	13	14	150	351	159	150	79
Payroll Services	166	166	166	166	0	166	166	166	166	166	166	166	152
Payroll Taxes	803	1,111	1,064	992	930	1,458	864	861	946	1,031	1,467	1,319	1,070
Real Estate Taxes	1,990	1,990	1,990	1,990	1,990	1,990	1,990	1,990	1,990	1,990	1,990	1,990	1,990
Reimbursed Expenses	0	0	465	0	0	0	0	0	0	0	0	4,825	441
Rent	5,365	5,365	5,365	5,365	5,365	5,365	5,365	5,365	5,365	5,365	5,365	5,365	5,365
Security Expense	0	0	75	0	0	75	0	0	75	0	0	75	25
Software User Fees	161	161	161	161	428	161	161	161	161	161	161	161	183
Spoilage	924	293	162	0	33	79	170	56	83	50	87	109	171
Supplies	677	746	615	471	613	520	518	762	521	438	885	598	614
Taxes/Licenses	200	0	0	0	62	0	0	0	0	142	0	432	70
Theft	0	379	0	0	0	0	0	0	0	0	0	0	32
Utilities	1,967	1,751	3,782	1,309	869	3,288	478	2,756	88	3,526	2,050	2,249	2,009
Wages - General	4,863	6,823	6,490	6,364	6,319	10,962	7,785	7,724	8,332	9,145	12,731	10,033	8,131
Wages - Officer	3,520	4,212	4,212	4,212	4,212	5,597	5,537	5,662	5,467	5,362	6,834	6,353	5,099
Total Expense	28,426	31,071	32,102	25,644	26,383	37,937	29,146	29,751	27,843	34,601	38,277	46,080	32,272
Net Income	9,242	17,552	1,406	10,728	37,171	(10,239)	900	(12,777)	21,773	12,993	(11,514)	(7,203)	5,836
Combined fuel units	60,025	50,289	56,861	55,452	57,982	59,852	55,934	63,404	59,015	59,629	57,792	60,192	58,036
Avg. sale price	2.68	2.62	2.59	2.71	2.75	2.66	2.59	2.62	2.95	2.85	2.90	2.81	
Avg cost	2.42	2.35	2.30	2.51	2.13	2.49	2.58	2.68	2.59	2.44	2.67	2.71	
Cents per unit	26.7	27.4	29.3	20.8	61.6	17.6	0.9	(5.7)	35.2	40.8	22.6	9.7	

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Comparative Statement of Income

Sample Gas / Convenience Store

 123 Sample Street
 Pittsburgh, PA 15222

12 Months Year to Date

Period 12

J.E. Robinson Company

 4222 Old William Penn Hwy.
 Murrysville, PA 15668

	\$ Amount					% Sales				
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Income										
Fuel										
Regular S/S	2,075,840	2,272,848	1,640,524	1,579,614	1,678,603	67.5	65.5	57.8	56.1	56.8
Premium S/S	210,425	244,570	217,301	207,206	222,459	6.8	7.0	7.7	7.4	7.5
Total Fuel	<u>2,286,266</u>	<u>2,517,418</u>	<u>1,857,825</u>	<u>1,786,821</u>	<u>1,901,062</u>	<u>74.3</u>	<u>72.5</u>	<u>65.4</u>	<u>63.5</u>	<u>64.4</u>
Total Income	<u>2,286,266</u>	<u>2,517,418</u>	<u>1,857,825</u>	<u>1,786,821</u>	<u>1,901,062</u>	<u>74.3</u>	<u>72.5</u>	<u>65.4</u>	<u>63.5</u>	<u>64.4</u>
Income										
Cigarettes										
Cigarettes	401,232	467,386	475,557	511,848	532,173	13.0	13.5	16.7	18.2	18.0
Total Cigarettes	<u>401,232</u>	<u>467,386</u>	<u>475,557</u>	<u>511,848</u>	<u>532,173</u>	<u>13.0</u>	<u>13.5</u>	<u>16.7</u>	<u>18.2</u>	<u>18.0</u>
Total Income	<u>401,232</u>	<u>467,386</u>	<u>475,557</u>	<u>511,848</u>	<u>532,173</u>	<u>13.0</u>	<u>13.5</u>	<u>16.7</u>	<u>18.2</u>	<u>18.0</u>
Income										
Store										
Tobacco	46,144	55,633	55,547	59,259	67,969	1.5	1.6	2.0	2.1	2.3
Grocery Category	42,776	48,154	49,930	49,889	41,509	1.4	1.4	1.8	1.8	1.4
Snacks	50,175	62,866	64,131	67,003	69,431	1.6	1.8	2.3	2.4	2.4
Candy	27,273	32,095	32,773	33,133	33,291	0.9	0.9	1.2	1.2	1.1
Beverages	136,360	156,172	163,843	165,918	166,593	4.4	4.5	5.8	5.9	5.6
Dispensed Drinks	17,831	20,665	22,656	21,555	19,987	0.6	0.6	0.8	0.8	0.7
Dairy	18,615	31,936	33,715	32,993	31,245	0.6	0.9	1.2	1.2	1.1
Fast Food	7,387	18,656	23,313	25,346	20,608	0.2	0.5	0.8	0.9	0.7
Total Store	<u>346,561</u>	<u>426,176</u>	<u>445,907</u>	<u>455,095</u>	<u>450,633</u>	<u>11.3</u>	<u>12.3</u>	<u>15.7</u>	<u>16.2</u>	<u>15.3</u>
Total Income	<u>346,561</u>	<u>426,176</u>	<u>445,907</u>	<u>455,095</u>	<u>450,633</u>	<u>11.3</u>	<u>12.3</u>	<u>15.7</u>	<u>16.2</u>	<u>15.3</u>
Income										
Other Income										
Vendor Commissions	13,359	31,586	33,537	34,649	34,081	0.4	0.9	1.2	1.2	1.2
ATM Commissions	12,480	12,574	12,018	12,038	12,517	0.4	0.4	0.4	0.4	0.4
Miscellaneous Income	1,013	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Lottery Commissions	14,737	14,893	14,509	13,338	14,005	0.5	0.4	0.5	0.5	0.5
Total Other Income	<u>41,589</u>	<u>59,053</u>	<u>60,064</u>	<u>60,026</u>	<u>60,604</u>	<u>1.4</u>	<u>1.7</u>	<u>2.1</u>	<u>2.1</u>	<u>2.1</u>
Total Income	<u>41,589</u>	<u>59,053</u>	<u>60,064</u>	<u>60,026</u>	<u>60,604</u>	<u>1.4</u>	<u>1.7</u>	<u>2.1</u>	<u>2.1</u>	<u>2.1</u>
Income										
Other Income										
Misc Income	50	1,075	0	481	9,310	0.0	0.0	0.0	0.0	0.3
Total Other Income	<u>50</u>	<u>1,075</u>	<u>0</u>	<u>481</u>	<u>9,310</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.3</u>
Total Income	<u>50</u>	<u>1,075</u>	<u>0</u>	<u>481</u>	<u>9,310</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	<u>0.3</u>
Total Cost	(2,154,440)	(2,313,664)	(1,703,591)	1,638,207	(1,735,925)	(70.0)	(66.7)	(60.0)	(58.2)	(58.8)
Total Cost	(358,955)	(442,856)	(438,474)	473,295	(494,917)	(11.7)	(12.8)	(15.4)	(16.8)	(16.8)

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.

Comparative Statement of Income

Sample Gas / Convenience Store

123 Sample Street
Pittsburgh, PA 15222

12 Months Year to Date

Period 12

J.E. Robinson Company

4222 Old William Penn Hwy.
Murrysville, PA 15668

	\$ Amount					% Sales				
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
Total Cost	(212,707)	(261,668)	(274,591)	283,947	(265,648)	(6.9)	(7.5)	(9.7)	(10.1)	(9.0)
Gross Profit	349,595	452,919	422,698	418,822	457,292	11.4	13.0	14.9	14.9	15.5
Expense										
Advertising & Promo.	135	59	445	229	100	0.0	0.0	0.0	0.0	0.0
Amortization Expense	0	3,092	0	0	0	0.0	0.1	0.0	0.0	0.0
Bank Service Charges	2	178	9	0	140	0.0	0.0	0.0	0.0	0.0
Business Insurance	12,032	10,036	16,536	10,841	15,679	0.4	0.3	0.6	0.4	0.5
Cash Over/Short	575	1,181	933	449	712	0.0	0.0	0.0	0.0	0.0
Charitable Donations	0	100	0	0	0	0.0	0.0	0.0	0.0	0.0
Computer Software User Fee	0	321	1,926	1,926	2,194	0.0	0.0	0.1	0.1	0.1
Coupons	4	0	12	0	300	0.0	0.0	0.0	0.0	0.0
Credit Card Fees	41,338	46,183	43,304	44,375	45,298	1.3	1.3	1.5	1.6	1.5
Depreciation Expense	1,069	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Discounts & Refunds	816	35	0	29	4,046	0.0	0.0	0.0	0.0	0.1
Dues/Subscription	275	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Employee Education	50	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Employee Meals	0	0	0	34	30	0.0	0.0	0.0	0.0	0.0
Employee Pension	0	0	1,496	1,517	0	0.0	0.0	0.1	0.1	0.0
Environmental Services	2,039	209	102	115	133	0.1	0.0	0.0	0.0	0.0
Equipment Rent	0	0	0	734	2,464	0.0	0.0	0.0	0.0	0.1
Fuel Surcharge	246	298	220	205	112	0.0	0.0	0.0	0.0	0.0
Interest Expense	2,927	2,337	1,709	1,044	337	0.1	0.1	0.1	0.0	0.0
Inventory Service	1,650	1,800	1,800	1,800	750	0.1	0.1	0.1	0.1	0.0
Laundry & Uniforms	1,479	1,128	1,263	1,320	817	0.0	0.0	0.0	0.0	0.0
Legal & Professional	5,177	5,662	6,558	6,349	6,481	0.2	0.2	0.2	0.2	0.2
License & Taxes	685	1,648	903	235	835	0.0	0.0	0.0	0.0	0.0
Loyalty Fees	683	417	0	0	0	0.0	0.0	0.0	0.0	0.0
Maint. & Repair	12,410	6,180	6,101	8,740	5,460	0.4	0.2	0.2	0.3	0.2
Meals/Entertainmt	0	0	29	31	0	0.0	0.0	0.0	0.0	0.0
Miscellaneous Exp.	54	160	21	0	943	0.0	0.0	0.0	0.0	0.0
Payroll Services	1,864	1,839	1,926	1,992	1,826	0.1	0.1	0.1	0.1	0.1
Payroll Taxes	10,402	10,596	11,674	12,888	12,845	0.3	0.3	0.4	0.5	0.4
Real Estate Taxes	23,876	19,439	20,485	21,335	23,886	0.8	0.6	0.7	0.8	0.8
Reimbursed Expenses	5,156	0	5,573	3,255	5,290	0.2	0.0	0.2	0.1	0.2
Rent	59,015	64,542	64,380	64,380	64,380	1.9	1.9	2.3	2.3	2.2
Security Expense	820	1,134	288	294	300	0.0	0.0	0.0	0.0	0.0
Small Equipment/Tools	432	0	0	0	0	0.0	0.0	0.0	0.0	0.0
Spoilage	1,341	979	1,015	1,106	2,047	0.0	0.0	0.0	0.0	0.1
Supplies	6,935	8,763	8,706	8,338	7,365	0.2	0.3	0.3	0.3	0.2
Theft	0	0	0	10	379	0.0	0.0	0.0	0.0	0.0
Utilities	19,073	24,724	24,608	22,391	24,111	0.6	0.7	0.9	0.8	0.8
Vehicle Expense	8	5,156	0	0	0	0.0	0.1	0.0	0.0	0.0
Vehicle Maint.	0	156	0	0	0	0.0	0.0	0.0	0.0	0.0
Wages - General	69,930	62,501	76,414	84,404	97,571	2.3	1.8	2.7	3.0	3.3
Wages - Officer	36,000	37,780	50,518	50,575	61,182	1.2	1.1	1.8	1.8	2.1
Total Expense	320,618	318,545	349,138	350,999	387,261	10.4	9.2	12.3	12.5	13.1
Net Income	28,977	134,374	73,560	67,823	70,031	0.9	3.9	2.6	2.4	2.4

These financial statements have not been subjected to an audit or review or compilation engagement, and no assurance is provided on them.