

9555 W Sam Houston Pkwy S, STE 155
Houston, TX 77099
info@mytelkacpa.com
(845) 598-3605



SAMUEL MYTELKA, CPA

FULL SERVICE CPA FIRM

Presented to
DSP BUSINESS OWNERS

TABLE OF CONTENTS

WHAT WE DO

Page 3 - Services Offered

MEET OUR TEAM

Page 4 - About Us

BENEFITS FROM A TAX PERSPECTIVE

Page 5 - Benefits from a Tax Perspective

SAMPLE FINANCIAL REPORT

Page 6 - Sample of Management Financial Report

PRICING PLANS

Page 15 - Monthly Recurring Plans

www.mytelkacpa.com



PASSION EXPERIENCE DILIGENCE



WHAT WE DO

We specialize in bookkeeping services as well as tax preparation and planning for industries such as; Amazon DSP, Real Estate Investment Groups, Oil & Gas, Law Firms, eCommerce, Retail, Information Technology, and Healthcare. Our qualified accounting professionals are highly trained and we are always up to date with the latest tax and accounting law. Our services are customizable to each client's unique needs.

WHY WE ARE DIFFERENT

The firm was started from the desire to change the way traditional accountants interact with their clients. Historically businesses tended to have in house bookkeepers/accountants and therefore the role of an external CPA was generally looked at as only necessary for compliance. Therefore, most CPA firms prepared taxes, conducted audits and provided advisory services only when clients needed an outside eye. Nowadays business owners tend to outsource as much accounting work as possible. Therefore, even if they may not realize they need it, they will require advisory services. This can take many different forms such as; regular reports and financials so that they understand how their business is doing, calculating if their marketing is working properly, or assistance with deciding which software would work best for their organization. We also understand that no one likes a surprise bill, which is why we try whenever possible to deliver a quote upfront for all the work that we do and communicate clearly our commitment to our clients. This includes the timeliness, quality of our work in line with what is expected and usefulness of reporting and advice that we provide to our clients. With how businesses has changed over the last two years due to the pandemic, we have implemented a system to provide our clients the option of working with us remotely. Whether you in a different state or overseas, we provide the same level of service online as we would face to face, while using the most secure method in transmitting personal and private information. We look forward to talking to each and every one of our clients!

EXPERT TEAM

Our expert team strives for one primary goal and that is minimizing your taxes, while helping you grow your business. We take pride in providing customized services, interacting closely with our clients, taking over the daily burden of accounting matters so our clients can focus business growth.

Once our services commence, our team works diligently to ensure that our clients are comfortable and provide unlimited assistance. A Manager will be assigned to your account. The team assigned rarely changes and we look forward to getting to know all our clients.



SAM MYTELKA, CPA

MANAGING PARTNER

Sam specializes in providing a clear picture for his clients, tax planning as well as strategic business solutions for a wide variety of businesses and industries. Sam is a licensed Certified Public Accountant by the State of Texas. Sam enjoys working with complex clients such as Amazon DSP and Real Estate clients.



JORGE RODRIGUEZ, CPA

TAX MANAGER

Jorge holds both a BBA In Accounting from the University of Puerto Rico and a Juris Doctor from Puerto Rico School of Law. He is a licensed Certified Public Accountant in the State of Texas. Jorge specializes in tax research, which has helped many of our clients save money and reduce taxes.



ANNE YARBROUGH

ACCOUNTING MANAGER

Anne holds a BBA In Accounting from the University of Houston. She has 19+ years experience in various accounting environments, which has given her extensive knowledge in business development and management. Anne enjoys helping clients get organized while relieving some of their daily burdens so their businesses can grow.

Benefits from a Tax Perspective

MAXIMIZE YOUR SAVINGS

Our goal is to maximize your tax savings. We want to provide you with our technical expertise and strategies that optimally benefits your organization's health by providing an understanding of how your business is running, delivering expert advice on tax matters, improving cash flow as well as making making more sound business decisions. With our help, your company save up to 60% in taxes.



Our Monthly Accounting Plans

	Without CPA	With CPA	With our CFO Elite Plan
Type of Business	LLC- Schedule C	S-Corp	S-Corp
2022 Tax Rate	24%	24%	12%
Net Business Income	300,000.00	240,000.00	240,000.00
S-Corp Owners Salary	0.00	60,000.00	60,000.00
2022 Standard Deduction	25,900.00	25,900.00	25,900.00
Qualified Business Income Ded.	60,000.00	12,000.00	12,000.00
Tax Strategies We Implement			
Home Depreciation	0.00	1,000.00	1,000.00
Accountable Plan	0.00	10,000.00	10,000.00
Depreciation Plan	0.00	0.00	100,000.00
Augusta Plan	0.00	0.00	25,000.00
Total Other Deductions	0.00	11,000.00	83,200.00
Taxable Income	201,239.28	196,510.00	61,510.00
Total Self Employment Taxes	25,721.45	9,180.00	9,180.00
Total Income Tax	35,968.43	34,833.40	6,970.20
Total Taxes Paid	\$61,689.88	\$44,013.40	\$16,150.20
Total Tax Savings	\$0.00	\$17,676.48	\$45,539.68
Percentage Tax Savings	0.00%	28.65%	73.82%

**These numbers are representative of results for a business with the numbers shown above for married filing jointly, with current tax rates and regulations*



MONTHLY RECURRING PLANS

Month to Month Agreement: No Contract

*All plans are re-evaluated every quarter of the calendar year

PREMIUM

4 Bank Accounts
4 Credit Cards
4 Loans
Cash Basis or Accrual
0-1000 transactions/mo

- Includes subscription to our preferred accounting software - Quickbooks
- Fully customizable chart of accounts, including multiple Amazon Income categories
- Bank & credit card reconciliation
- Loan reconciliation
- Bills & expense management
- Bill payment - A/P reconciliation
- Aged accounts receivables & payables reporting
- Reconciliation of ADP, Gusto or Paycom payroll & benefit
- Depreciation of fixed assets
- Journal entries
- Manual reports
- Monthly sales tax filings
- 1099 Preparation
- 1 Business Tax Return
- 1 Personal Tax Return
- Access to Client Project Management Platform for all reports, messages, files & uploads
- Quarterly CPA Expert Review
- Unlimited Expert Manager Support

CFO ELITE

9+ Mixed Bank & Credit Card Accounts
5+ Loans
Cash Basis or Accrual
1,000+ Transactions/mo

- Includes PREMIUM PLAN
- CFO Services - Strategic 30 minute calls to discuss; tax strategy, tax planning, and financial analysis of strengths / weaknesses while proposing corrective actions
- KPI's & Custom Reporting
- 3rd Party payment processing platform reconciliation
- Invoicing with A/R reconciliation
- Vendor deposits, prepaid expenses asset management
- Employee loans, advances, & expense reimbursement reconciliation
- Accrual & adjusting journals
- Recurring journal Entries
- Revenue recognition
- Multi-state Monthly Sales Tax Filings
- 1099 Preparation

VARIABLE ONE TIME FEES

Cleanup

- Record-keeping cleanup for prior month(s)/year(s)

Data Migration

- Setup & migration of data

Tax Returns

- Amended Tax Returns
- Prior Year Tax Returns

9555 W Sam Houston Pkwy S, STE 155
Houston, TX 77099
info@mytelkacpa.com
(845) 598-3605



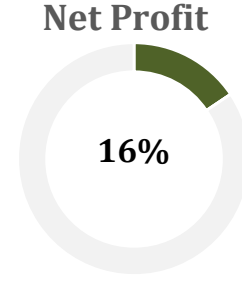
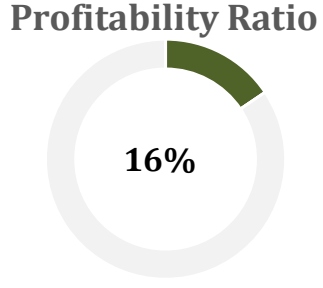
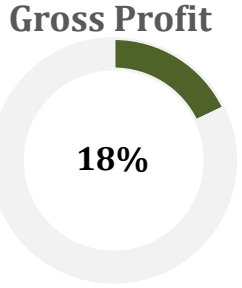
SAMUEL MYTELKA, CPA

FULL SERVICE CPA FIRM

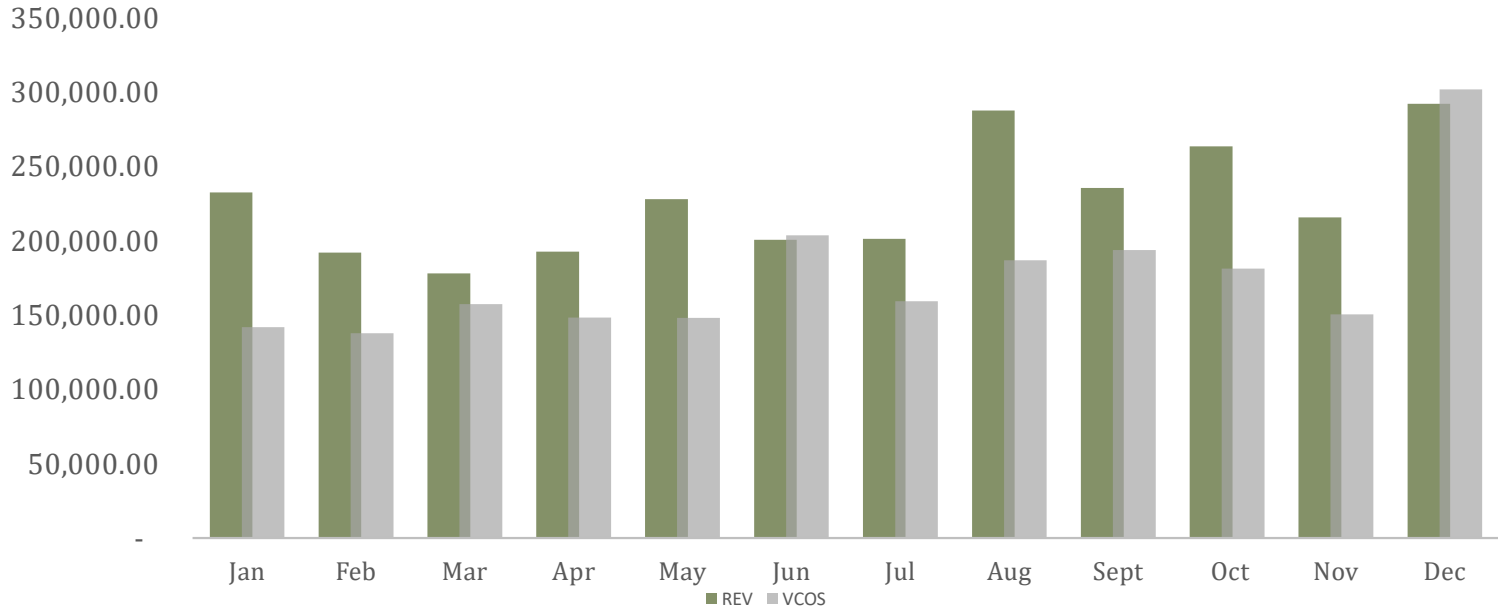
MANAGEMENT FINANCIAL REPORT

January - December 2022

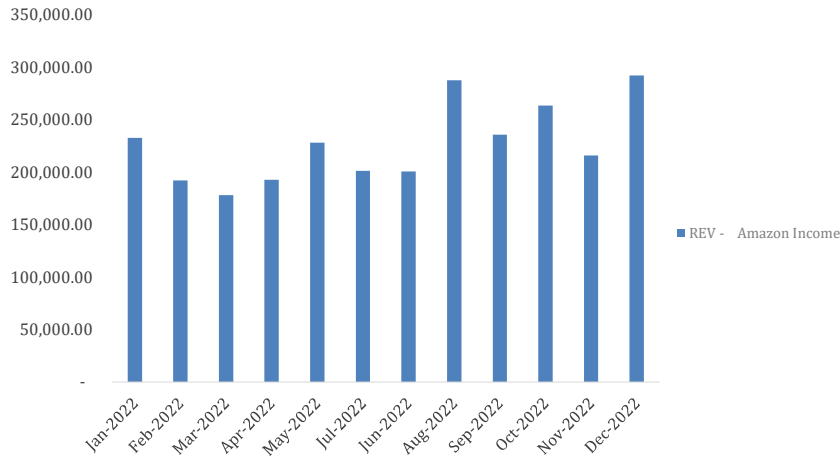
Presented to
Amazon DSP



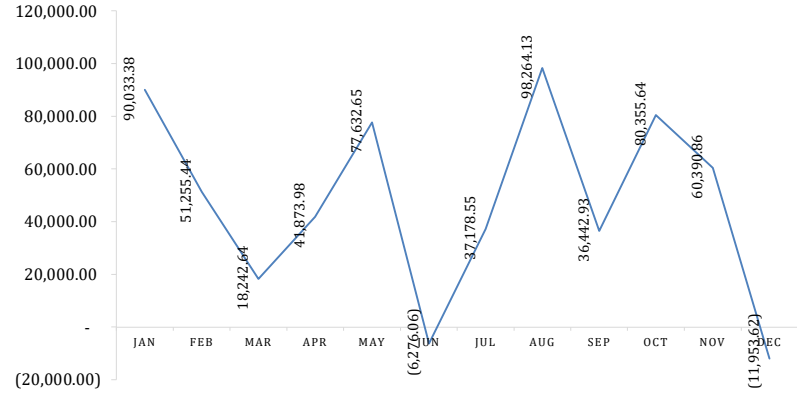
Revenue & COGS Month to Month - YTD



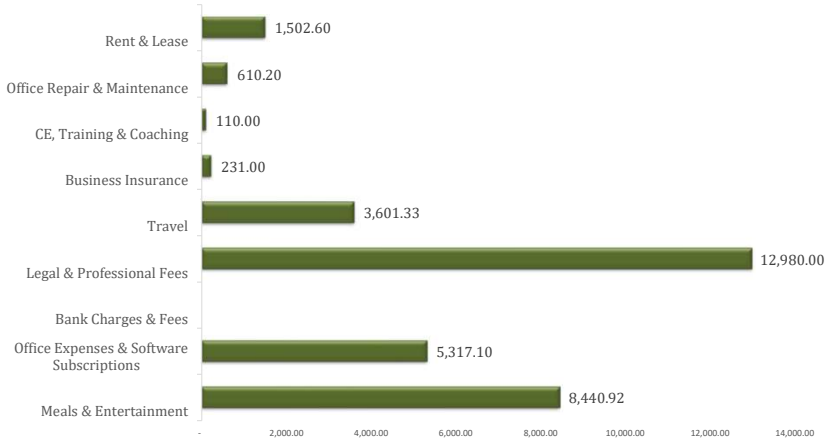
REVENUE Month to Month - YTD



NET INCOME MONTH TO MONTH - YTD

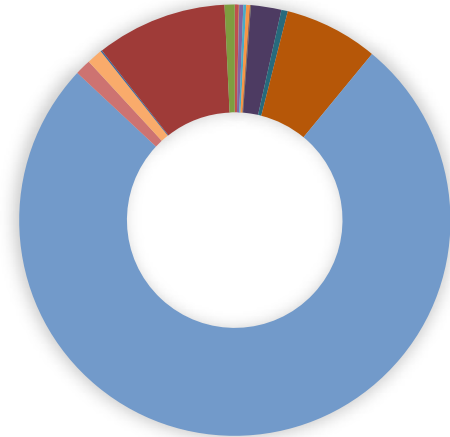


EXPENSE BY CATEGORY



COGS BY CATEGORY

- Cost of Goods Sold
- Contractors
- Business Fees, Licenses & Registrations
- Communication & Tracking
- HR Onboarding
- Job Supplies
- Payroll Expenses
- Employee Health Insurance
- Employee Incentives
- Group Term Life Insurance
- Payroll Processing Fees
- Payroll Taxes
- Wages & Salary
- Workers' Compensation Insurance
- Uniforms
- Vehicle Expenses
- Cargo Vehicle Rental



Key Performance Indicators (KPI)	RESULT	TARGET			TREND	IMPORTANCE
PROFITABILITY	Sep-22				vs TARGET	
Total Revenue	235,663	5,000	✓	↑	4613%	Critical
Gross Profit Margin	17.86%	35.0%	✗	↓	-17.14%	Medium
Profitability Ratio	15.6%	15.0%	✓	↑	0.6%	Critical
Net Profit	15.6%	7.0%	✓	↑	8.6%	Medium
ACTIVITY						
Activity Ratio	6.65 times	2.0 times	✓	↑	4.65 times	Medium
EFFICIENCY						
Return on Equity	-	15.0%	-		-	Critical
Return on Capital Employed	103.71%	12.5%	✓	↑	91.21%	Critical
ASSET USAGE						
Asset Turnover	6.64 times	5.0 times	✓	↑	1.64 times	Medium
Working Capital Absorption*	0.0%	25.0%	✓	↓	-25.0%	Low
LIQUIDITY						
Current Ratio	53.47:1	2.0:1	✓	↑	51.47:1	Medium
Quick Ratio	52.94:1	1.0:1	✓	↑	51.94:1	Medium
CASH FLOW						
Cash on Hand	\$406,716	\$10,000	✓	↑	\$396,716	Medium
Net Variable Cashflow	17.86%	0.0%	✓	↑	17.86%	Medium
GROWTH						
Revenue Growth	-18.09%	0.41%	✗	↓	-18.5%	Critical
Gross Profit Growth	-58.46%	0.17%	✗	↓	-58.63%	Medium
EBIT Growth	-62.78%	0.17%	✗	↓	-62.95%	High

Profit & Loss	Sep-22	Oct-22	Nov-22	Dec-22	YTD	QTQ
Income						
Amazon Income	\$ 235,662.74	\$ 263,477.06	\$ 215,870.57	\$ 292,166.39	\$ 2,720,696.66	14%
Total Income	\$ 235,662.74	\$ 263,477.06	\$ 215,870.57	\$ 292,166.39	\$ 2,720,696.66	14%
Cost of Goods Sold						
Business Fees, Licenses & Registrations	\$ 397.56				\$ 411.35	
Communication & Tracking					\$ 6,061.50	
Contractors			\$ 852.92	\$ 110.00	\$ 6,029.20	
HR Onboarding		\$ 878.52	\$ 755.92		\$ 4,167.83	
Job Supplies	\$ 3,241.44	\$ 99.70	\$ 958.67		\$ 5,740.98	
Payroll Expenses						
Employee Health Insurance		\$ 440.00			\$ 822.72	
Employee Incentives		\$ 115.82		\$ 292.58	\$ 630.16	
Insurance	\$ 324.85	\$ 11,935.95	\$ 6,746.73	\$ 7,095.30	\$ 44,885.94	-1089%
Payroll Processing Fees	\$ 1,330.97	\$ 807.24	\$ 714.16	\$ 765.02	\$ 9,391.22	23%
Payroll Taxes	\$ 12,167.53	\$ 11,085.51	\$ 10,489.69	\$ 19,659.33	\$ 138,740.46	9%
Wages & Salary	\$ 130,647.23	\$ 122,956.81	\$ 119,380.02	\$ 221,830.11	\$ 1,499,031.07	0%
Workers' Compensation Insurance	\$ 3,140.50				\$ 23,371.70	16%
Total Payroll Expenses	\$ 147,611.08	\$ 147,341.33	\$ 137,330.60	\$ 249,642.34	\$ 1,716,873.27	-2%
Uniforms						
Vehicle Expenses						
Cargo Vehicle Rental	\$ 23,965.83	\$ 8,035.13	\$ 7,450.42	\$ 7,258.59	\$ 138,061.80	64%
EZ Tags & Tolls	\$ 924.00	\$ 2,530.00	\$ 2,728.00	\$ 2,844.40	\$ 23,153.03	-233%
Fuel & Lubricants	\$ 333.20	\$ 118.14	\$ 120.43	\$ 142.49	\$ 2,223.16	26%
Vehicle Insurance	\$ 15,936.18	\$ 19,289.29		\$ 41,967.40	\$ 193,235.77	16%
Vehicle Repairs & Maintenance	\$ 1,478.08	\$ 3,025.00	\$ 330.00		\$ 15,212.77	
Total Vehicle Expenses	\$ 42,637.30	\$ 32,997.56	\$ 10,628.85	\$ 52,212.89	\$ 371,886.53	38%
Total Cost of Goods Sold	\$ 193,887.38	\$ 181,317.10	\$ 150,526.96	\$ 301,965.22	\$ 2,114,462.99	7%
Gross Profit	\$ 41,775.36	\$ 82,159.96	\$ 65,343.61	\$ (9,798.83)	\$ 606,233.67	35%
Expenses						
Bank Charges & Fees						
Business Insurance		\$ 231.00			\$ 231.00	
Training & Coaching				\$ 110.00	\$ 110.00	
Legal & Professional Fees	\$ 1,540.00	\$ 880.00	\$ 880.00	\$ 880.00	\$ 12,980.00	23%
Meals & Entertainment	\$ 1,453.39	\$ 407.97	\$ 1,434.21	\$ 396.09	\$ 8,440.92	72%
Office Expenses & Software Subscriptions	\$ 396.59	\$ 285.35	\$ 836.03	\$ 768.70	\$ 5,317.10	6%
Office Repair & Maintenance			\$ 299.90		\$ 610.20	
Rent & Lease			\$ 1,502.60		\$ 1,502.60	
Travel	\$ 1,942.45				\$ 3,601.33	
Total Expenses	\$ 5,332.43	\$ 1,804.32	\$ 4,952.75	\$ 2,154.79	\$ 32,793.16	53%
Net Operating Income	\$ 36,442.93	\$ 80,355.64	\$ 60,390.86	\$ (11,953.62)	\$ 573,440.52	34%
Net Income	\$ 36,442.93	\$ 80,355.64	\$ 60,390.86	\$ (11,953.62)	\$ 573,440.52	34%

Balance Sheet

Oct-22

Nov-22

Dec-22

QTR

ASSETS

Current Assets

Bank Accounts

Checking	\$	457,885.88	\$	409,589.24	\$	390,159.51	32%
Savings	\$	90.00	\$	90.00	\$	90.00	

Total Bank Accounts	\$	457,975.88	\$	409,679.24	\$	390,249.51	32%
----------------------------	-----------	-------------------	-----------	-------------------	-----------	-------------------	------------

Other Current Assets

Prepaid Insurance	\$	3,747.79	\$	3,747.79	\$	3,747.79	
-------------------	----	----------	----	----------	----	----------	--

Total Other Current Assets	\$	3,747.79	\$	3,747.79	\$	3,747.79	
-----------------------------------	-----------	-----------------	-----------	-----------------	-----------	-----------------	--

Total Current Assets	\$	461,723.67	\$	413,427.03	\$	393,997.30	33%
-----------------------------	-----------	-------------------	-----------	-------------------	-----------	-------------------	------------

Fixed Assets

Ford Truck			\$	45,000.00	\$	45,000.00	
------------	--	--	----	-----------	----	-----------	--

Mustang			\$	43,354.03	\$	43,354.03	
---------	--	--	----	-----------	----	-----------	--

Equipment for Vehicles	\$	11,370.36	\$	21,969.82	\$	32,148.01	
------------------------	----	-----------	----	-----------	----	-----------	--

Long-term office equipment							
----------------------------	--	--	--	--	--	--	--

Phones	\$	4,000.34	\$	4,000.34	\$	4,000.34	
--------	----	----------	----	----------	----	----------	--

Total Long-term office equipment	\$	4,000.34	\$	4,000.34	\$	4,000.34	
---	-----------	-----------------	-----------	-----------------	-----------	-----------------	--

Total Fixed Assets	\$	15,370.70	\$	114,324.18	\$	124,502.37	45%
---------------------------	-----------	------------------	-----------	-------------------	-----------	-------------------	------------

TOTAL ASSETS	\$	477,094.37	\$	527,751.22	\$	518,499.68	33%
---------------------	-----------	-------------------	-----------	-------------------	-----------	-------------------	------------

LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Credit Cards

Credit Card 1	\$	749.75	\$	192.38	\$	536.68	93%
---------------	----	--------	----	--------	----	--------	-----

Credit Card 2

Total Credit Cards	\$	749.75	\$	192.38	\$	536.68	93%
---------------------------	-----------	---------------	-----------	---------------	-----------	---------------	------------

Other Current Liabilities

Loan Payable

Child Support Payable

Employee Insurance payable			\$	1,803.53	\$	2,918.35	
----------------------------	--	--	----	----------	----	----------	--

Payroll Clearing	\$	589.46	\$	589.46			
------------------	----	--------	----	--------	--	--	--

Payroll Tax Payable

Total Other Current Liabilities	\$	589.46	\$	2,392.98	\$	2,918.35	-67%
--	-----------	---------------	-----------	-----------------	-----------	-----------------	-------------

Total Current Liabilities	\$	1,339.21	\$	2,585.36	\$	3,455.03	81%
----------------------------------	-----------	-----------------	-----------	-----------------	-----------	-----------------	------------

Total Liabilities	\$	1,339.21	\$	2,585.36	\$	3,455.03	81%
--------------------------	-----------	-----------------	-----------	-----------------	-----------	-----------------	------------

Equity

Owner's Draw	\$	(72,308.65)	\$	(72,308.65)	\$	(72,649.62)	11%
--------------	----	-------------	----	-------------	----	-------------	-----

Owner's Investment	\$	29,398.64	\$	29,398.64	\$	29,398.64	1%
--------------------	----	-----------	----	-----------	----	-----------	----

Retained Earnings	\$	89,117.02	\$	89,117.02	\$	89,117.02	
-------------------	----	-----------	----	-----------	----	-----------	--

Net Income	\$	429,548.14	\$	478,958.84	\$	469,178.60	39%
------------	----	------------	----	------------	----	------------	-----

Total Equity	\$	475,755.16	\$	525,165.86	\$	515,044.65	32%
---------------------	-----------	-------------------	-----------	-------------------	-----------	-------------------	------------

TOTAL LIABILITIES AND EQUITY	\$	477,094.37	\$	527,751.22	\$	518,499.68	33%
-------------------------------------	-----------	-------------------	-----------	-------------------	-----------	-------------------	------------

Cash Flow

OPERATING CASH FLOW	\$	32,278.49
FREE CASH FLOW	\$	25,050.34
NET CASH FLOW	\$	71,257.36

	Sep-22	
Revenue	\$	235,663
Cost of Sales	\$	(193,563)
Expenses	\$	(5,332)
Other Income	\$	-
Cash Tax Paid	\$	-
Change in Accounts Payable	\$	-
Change in Other Current Liabilities	\$	589
Change in Accounts Receivable	\$	-
Change in Inventory	\$	-
Change in Work in Progress	\$	-
Change in Other Current Assets	\$	(5,079)
Operating Cash Flow		\$32,278
Change in Fixed Assets (ex. Depn and Amort)	\$	(7,228)
Change in Investment or Other Non-Current Assets	\$	-
Free Cash Flow		\$25,050
Net Interest (after tax)	\$	-
Change in Other Non-Current Liabilities	\$	-
Change in unbalanced balance sheet	\$	36,768
Dividends	\$	-
Change in Retained Earnings and Other Equity	\$	9,439
Adjustments	\$	-
Net Cash Flow		\$71,257