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Coastal Builders Inc.

Monthly Financial Package

October 2026

Issued November 18, 2026

CONFIDENTIAL

Prepared for the client and the advisors the client authorizes

Sample client. Every name and figure is hypothetical.

Prepared by Baratelli CPA & Accounting, PLLC in Baratelli Bankable

Prepared from your books for management's use. No assurance is provided.

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Coastal Builders Inc.

Contents

Section	Page
Start here	
Highlights	3
What changed this month	4
The owner's paycheck	5
What's ahead, and what we need from you	6
Cash forecast: the next 13 weeks	7
The next two weeks, day by day	8
Business statements	
Income statement	9
Balance sheet	10
Statement of cash flows	11
Supporting schedules	
Accounts receivable and payable aging	12
Key ratios	13
Income statement by month	14
Statement of changes in owner's equity	15
Revenue by customer and spending by vendor	16
Revenue quality: who pays you	17
Cash, reconciliations and loans	18
Jobs: work in progress	19

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

Coastal Builders Inc.

Highlights

October 2026, with comparisons to last year

Revenue this month **$781,301** 56.0% vs. Oct last year	Gross margin **18.3%** 12.2% a year ago	Net income this month **$82,200** 10.5% of revenue	Cash at month-end **$1,300,375** ($66,829) change in the month
Revenue, year to date **$7,013,367** 56.7% vs. last year	Net income, year to date **$297,930** ($22,304) last year	Accounts receivable **$624,960** about 25 days of sales	Working capital **$2,048,148** 4.78 current ratio
EBITDA, this month **$90,631** YTD $384,600 · last year $70,665	Operating cash flow, this month **($57,829)** YTD ($107,701) · last year ($204,970)	Capital spending, this month **$0** YTD $0	Free cash flow, this month **($57,829)** YTD ($107,701) · last year ($204,970)

Next payroll

$13,885 on November 30, 2026

Paid twice a month; last payroll $14,528 on 10/28/2026.

Cash at month-end covers 93.7 payrolls.

Comfortable, with collections coming in on schedule.

Collections

$658,350 collected on account

Against $624,960 billed in Oct

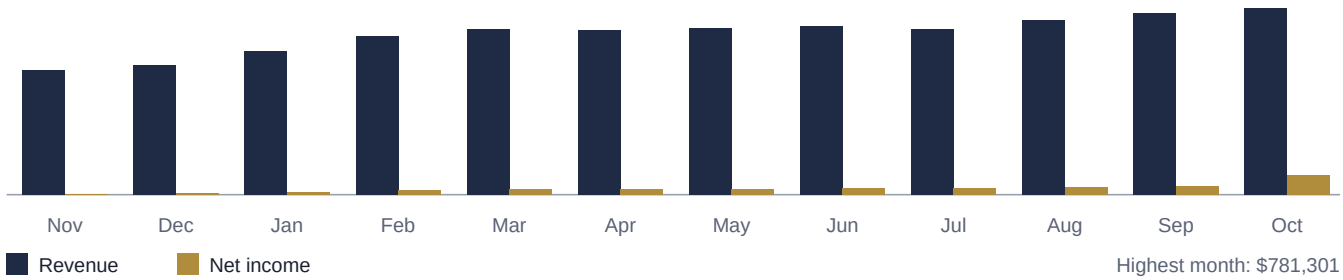
Nothing past due. Every customer is paying on time.

Income tax building up on your profit: set aside $74,482

See the owner's paycheck page

25% of $297,930 profit so far this year · on pace for $89,379 for the year · next estimate about $89,400 due 01/15/2027

Revenue and net income, last twelve months



Highest month: $781,301

From your accountant

Your books for the month are closed and reconciled. Questions? Reply to this email or call us.

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

Coastal Builders Inc.

What changed this month

October 2026 compared with September 2026

THE HEADLINES

Revenue	$781,301, up $20,256 (3%) from September.
Net income	$82,200, up $47,838 (139%) from September.
Spending	$699,101, down $27,582 (4%) from September.
Cash	$1,300,375 at month-end, down $66,829 (5%) since September's month-end.
Customers owe you	$624,960, down $33,390 (5%) since September.

Each figure is calculated from the books for the two months shown. Lines shown moved by at least $250 and 10%.
Prepared from your records; not audited or reviewed, and no assurance is provided.

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

Coastal Builders Inc.

The owner's paycheck

What you took, what the business earned for you, and what cash is available to take next

You took this month	The business earned for you	Cash available to take next month
$0	**$90,631**	**$88,500**
Year to date $60,000	Year to date $384,600	after the tax set-aside and a cushion

INCOME TAX BUILDING UP ON YOUR PROFIT

Set aside $74,482

25% of $297,930 profit so far this year

On pace for the year
$89,379 of tax
Next estimate: about $89,400 due 01/15/2027

What you took

	Oct	Year to date
Owner draws	$0	$60,000
Total you took	**$0**	**$60,000**

What the business earned for you

	Oct	Year to date
Net income	$82,200	$297,930
Add back your pay, perks and personal items	$0	$0
Adjust for interest, taxes, depreciation, amortization	$8,431	$86,670
Your true earnings from the business	**$90,631**	**$384,600**

So far this year you have taken $60,000 of the $384,600 the business earned for you (16%). This is the figure a buyer or a lender starts from (seller's discretionary earnings).

How much cash is available to take

After every payroll, bill, loan payment, rent payment and estimated tax payment in the next 13 weeks, cash is lowest at $758,108 in the week of November 18, 2026. Keeping a cushion of $669,377 (about one month of costs), cash supports taking up to $88,500 without running short. This is a cash test, not a measure of earnings, so we plan distributions together with the tax set-aside below. Take it after the next payroll clears.

Taxes to set aside

The profit flows to your personal return, so the tax is yours to pay, even on profit left in the business. On $297,930 of profit so far this year, about $74,482 (25%) is owed. At this pace the full year comes to about $357,516 of profit and $89,379 of tax. Paying the estimates on time avoids an underpayment penalty and a large bill in April. Keep the set-aside in a separate savings account. Tax on your salary is already withheld through payroll.

Estimates for planning. Call us before a large distribution; S corporation owners also need a reasonable salary through payroll.

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

Coastal Builders Inc.

What's ahead, and what we need from you

As of November 18, 2026

Coming up in the next 30 days

Date	What
11/19/2026	Bill due to First Coast Electric, $99,003.00
11/19/2026	Bill due to Gulf Coast Building Products, $45,001.00
11/19/2026	Bill due to Coastal Equipment Rental, $9,000.00
11/19/2026	Bill due to First Coast Electric, $70,741.00
11/19/2026	Bill due to Gulf Coast Building Products, $32,155.00
11/19/2026	Bill due to Coastal Equipment Rental, $6,431.00
11/19/2026	Bill due to First Coast Electric, $73,552.00
11/19/2026	Bill due to Gulf Coast Building Products, $33,433.00
11/19/2026	Bill due to Coastal Equipment Rental, $6,687.00
11/19/2026	Bill due to Atlantic Concrete & Site, $107,583.00
11/19/2026	Bill due to Gulf Coast Building Products, $48,901.00
11/19/2026	Bill due to Coastal Equipment Rental, $9,780.00
02/01/2027	2026 Forms 1099, 15 W-9s missing

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Coastal Builders Inc.

Cash forecast: the next 13 weeks

From November 18, 2026, built from what's in the books: invoices and bills by due date, payroll, loan schedules, rent, leases and recurring items

Starts from cash at November 18, 2026, $1,300,375, the same as at October 31, 2026.

	Week 1 11/18	Week 2 11/25	Week 3 12/02	Week 4 12/09	Week 5 12/16	Week 6 12/23	Week 7 12/30	Week 8 01/06	Week 9 01/13	Week 10 01/20	Week 11 01/27	Week 12 02/03	Week 13 02/10
Cash at the start of the week	**1,300,375**	**758,108**	**1,362,682**	**1,362,682**	**1,327,880**	**1,327,880**	**1,327,880**	**1,307,495**	**1,307,495**	**1,183,292**	**1,183,292**	**1,162,907**	**1,162,907**
Coming in													
Collections from customers	-	624,960	-	-	-	-	-	-	-	-	-	-	-
Going out													
Payroll, payroll taxes and benefits (required)	-	(13,885)	-	(13,885)	-	-	(13,885)	-	(13,885)	-	(13,885)	-	(13,885)
Rent (required)	-	(6,500)	-	-	-	-	(6,500)	-	-	-	(6,500)	-	-
Estimated income tax (required)	-	-	-	-	-	-	-	-	(89,400)	-	-	-	-
Utilities, insurance and other costs	-	-	-	(20,917)	-	-	-	-	(20,917)	-	-	-	(20,917)
Bills to pay	(542,267)	-	-	-	-	-	-	-	-	-	-	-	-
Net change before borrowing	**(542,267)**	**604,574**	**0**	**(34,802)**	**0**	**0**	**(20,385)**	**0**	**(124,202)**	**0**	**(20,385)**	**0**	**(34,802)**
Cash at the end of the week	**758,108**	**1,362,682**	**1,362,682**	**1,327,880**	**1,327,880**	**1,327,880**	**1,307,495**	**1,307,495**	**1,183,292**	**1,183,292**	**1,162,907**	**1,162,907**	**1,128,105**

Lowest point: $758,108 in the week of November 18, 2026.

No minimum cash is set yet. We'll set one with you: usually one payroll plus a cushion for slow weeks.

Due in the next two weeks

11/19	Bill JB-4-202610-0 First Coast Electric	99,003	**11/19**	Bill JB-6-202610-1 Gulf Coast Building Produc...	33,433
11/19	Bill JB-4-202610-1 Gulf Coast Building Produc...	45,001	**11/19**	Bill JB-6-202610-2 Coastal Equipment Rental	6,687
11/19	Bill JB-4-202610-2 Coastal Equipment Rental	9,000	**11/19**	Bill JB-7-202610-0 Atlantic Concrete & Site	107,583
11/19	Bill JB-5-202610-0 First Coast Electric	70,741	**11/19**	Bill JB-7-202610-1 Gulf Coast Building Produc...	48,901
11/19	Bill JB-5-202610-1 Gulf Coast Building Produc...	32,155	**11/19**	Bill JB-7-202610-2 Coastal Equipment Rental	9,780
11/19	Bill JB-5-202610-2 Coastal Equipment Rental	6,431	**11/30**	Payroll (twice a month, about $13,885)	13,885 required
11/19	Bill JB-6-202610-0 First Coast Electric	73,552	**12/01**	Rent (3-month average)	6,500 required

A forecast, not a guarantee: collections assume customers pay by their due dates, and expected cash sales are the average of the last 13 weeks. Required payments are payroll, loan payments, rent, leases and estimated income tax; expected operating costs are the 3-month average of costs not otherwise scheduled (payroll, inventory bought on account and depreciation are left out).

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

Coastal Builders Inc.

The next two weeks, day by day

Each invoice to collect and each payment due, November 18, 2026 to December 1, 2026

Starts from cash at November 18, 2026, $1,300,375, the same as at October 31, 2026.

	Wed 11/18	Thu 11/19	Fri 11/20	Sat 11/21	Sun 11/22	Mon 11/23	Tue 11/24	Wed 11/25	Thu 11/26	Fri 11/27	Sat 11/28	Sun 11/29	Mon 11/30	Tue 12/01
Cash at the start of the day	**1,300,375**	**1,300,375**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**1,369,182**
Collect from customers														
City of Harbor Point · 1050													143,730	
St. Johns County School District · 1060													146,340	
Riverside Community Credit Union · 1066													137,430	
Mill Creek Logistics · 1069													197,460	
Payroll (required)														
Payroll (twice a month, about $13,885)													(13,885)	
Rent and leases (required)														
Rent (3-month average)														(6,500)
Pay vendors														
First Coast Electric · JB-4-202610-0		(99,003)												
Gulf Coast Building Products · JB-4-202610-1		(45,001)												
Coastal Equipment Rental · JB-4-202610-2		(9,000)												
First Coast Electric · JB-5-202610-0		(70,741)												
Gulf Coast Building Products · JB-5-202610-1		(32,155)												
Coastal Equipment Rental · JB-5-202610-2		(6,431)												
First Coast Electric · JB-6-202610-0		(73,552)												
Gulf Coast Building Products · JB-6-202610-1		(33,433)												
Coastal Equipment Rental · JB-6-202610-2		(6,687)												
Atlantic Concrete & Site · JB-7-202610-0		(107,583)												
Gulf Coast Building Products · JB-7-202610-1		(48,901)												
Coastal Equipment Rental · JB-7-202610-2		(9,780)												
Net change before borrowing	**0**	**(542,267)**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**0**	**611,074**	**(6,500)**
Cash at the end of the day	**1,300,375**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**758,108**	**1,369,182**	**1,362,682**

Lowest point in the two weeks: $758,108 on November 19, 2026. Late invoices are shown on today; call those customers first.

Invoices are expected on their due dates and bills paid on theirs; invoices more than 90 days late are left out. Cash sales are the 13-week average for that day of the week. Required: payroll, loans, rent, leases, estimated tax.

Coastal Builders Inc.

Income statement

For October 2026 and the year to date

	Oct 2026	Oct 2025	YTD 2026	YTD 2025
Revenue				
Contract revenue	781,301.07	500,838.71	7,013,367.57	4,475,289.12
Total revenue	**781,301.07**	**500,838.71**	**7,013,367.57**	**4,475,289.12**
Cost of revenue				
Job materials	159,490.00	109,907.00	1,525,661.00	973,335.00
Subcontractors	350,879.00	241,796.00	3,356,457.00	2,141,337.00
Direct job labor	95,695.00	65,945.00	915,402.00	584,004.00
Equipment rental	31,898.00	21,981.00	305,135.00	194,669.00
Gross profit	**143,339.07**	**61,209.71**	**910,712.57**	**581,944.12**
as a share of revenue	18.3%	12.2%	13.0%	13.0%
Operating expenses				
Insurance	6,800.00	6,800.00	68,000.00	68,000.00
Bonding	4,410.00	4,200.00	44,100.00	42,000.00
Professional fees	1,500.00	1,500.00	15,000.00	15,000.00
Rent	6,500.00	6,500.00	65,000.00	65,000.00
Vehicle expense	2,436.00	2,225.00	23,863.00	23,958.00
Fuel	1,934.00	1,734.00	18,869.00	18,961.00
Wages	25,200.00	24,000.00	252,000.00	240,000.00
Payroll taxes	1,928.00	1,836.00	19,280.00	18,360.00
Depreciation	6,500.00	6,500.00	65,000.00	65,000.00
Telephone and internet	600.00	600.00	6,000.00	6,000.00
Software and subscriptions	1,400.00	1,400.00	14,000.00	14,000.00
Total operating expenses	**59,208.00**	**57,295.00**	**591,112.00**	**576,279.00**
Operating income	**84,131.07**	**3,914.71**	**319,600.57**	**5,665.12**
Other income (expense)				
Interest expense	(1,931.00)	(2,561.00)	(21,670.00)	(27,970.00)
Net income	**82,200.07**	**1,353.71**	**297,930.57**	**(22,304.88)**
as a share of revenue	10.5%	0.3%	4.2%	-0.5%

No assurance is provided on these financial statements. Prepared for management's use.

Coastal Builders Inc.

Balance sheet

At October 31, 2026, with last month-end and last year-end

	Oct 2026	Last month	Last year-end
Assets			
Operating checking	1,300,375.00	1,367,204.00	1,558,076.00
Accounts receivable	624,960.00	658,350.00	638,940.00
Retainage receivable	665,080.00	595,640.00	271,560.00
Costs in excess of billings	0.00	67,895.07	0.00
Total current assets	**2,590,415.00**	**2,689,089.07**	**2,468,576.00**
Construction equipment	1,150,000.00	1,150,000.00	1,150,000.00
Vehicles and trucks	420,000.00	420,000.00	420,000.00
Accumulated depreciation	(753,000.00)	(746,500.00)	(688,000.00)
Property and equipment, net	**817,000.00**	**823,500.00**	**882,000.00**
Total assets	**3,407,415.00**	**3,512,589.07**	**3,350,576.00**
Liabilities			
Accounts payable	542,267.00	565,845.00	405,191.00
Billings in excess of costs	0.00	154,796.14	228,167.57
Total current liabilities	**542,267.00**	**720,641.14**	**633,358.57**
Notes payable	322,000.00	331,000.00	412,000.00
Total long-term liabilities	**322,000.00**	**331,000.00**	**412,000.00**
Total liabilities	**864,267.00**	**1,051,641.14**	**1,045,358.57**
Equity			
Owner's equity	2,440,000.00	2,440,000.00	2,440,000.00
Owner draws	(180,000.00)	(180,000.00)	(120,000.00)
Retained earnings	283,148.00	200,947.93	(14,782.57)
Total equity	**2,543,148.00**	**2,460,947.93**	**2,305,217.43**
Total liabilities and equity	**3,407,415.00**	**3,512,589.07**	**3,350,576.00**

No assurance is provided on these financial statements. Prepared for management's use.

Coastal Builders Inc.

Statement of cash flows

For October 2026 and the year to date: where the cash came from and where it went

	Oct 2026	YTD 2026
Cash flows from operating activities		
Net income	82,200.07	297,930.57
Depreciation and amortization	6,500.00	65,000.00
Change in accounts receivable	33,390.00	13,980.00
Change in retainage receivable	(69,440.00)	(393,520.00)
Change in costs in excess of billings	67,895.07	0.00
Change in accounts payable	(23,578.00)	137,076.00
Change in billings in excess of costs	(154,796.14)	(228,167.57)
Net cash from operating activities	**(57,829.00)**	**(107,701.00)**
Cash flows from investing activities		
None	0.00	0.00
Net cash from investing activities	**0.00**	**0.00**
Cash flows from financing activities		
Repayment of debt	(9,000.00)	(90,000.00)
Owner distributions and draws	0.00	(60,000.00)
Net cash from financing activities	**(9,000.00)**	**(150,000.00)**
Net change in cash	**(66,829.00)**	**(257,701.00)**
Cash, beginning of period	1,367,204.00	1,558,076.00
Cash, end of period	**1,300,375.00**	**1,300,375.00**
Supplemental cash flow information		
Interest paid	1,931.00	21,670.00

No assurance is provided on these financial statements. Prepared for management's use.

SUPPORTING SCHEDULE

Coastal Builders Inc.

Accounts receivable and payable aging

Open balances at October 31, 2026, by days past due

Accounts receivable

	Current	1-30	31-60	61-90	Over 90	Total
Mill Creek Logistics	197,460.00					**197,460.00**
St. Johns County School District	146,340.00					**146,340.00**
City of Harbor Point	143,730.00					**143,730.00**
Riverside Community Credit Union	137,430.00					**137,430.00**
Total	**624,960.00**	**0.00**	**0.00**	**0.00**	**0.00**	**624,960.00**

Nothing is more than 60 days past due.

Accounts payable

	Current	1-30	31-60	61-90	Over 90	Total
First Coast Electric	243,296.00					**243,296.00**
Gulf Coast Building Products	159,490.00					**159,490.00**
Atlantic Concrete & Site	107,583.00					**107,583.00**
Coastal Equipment Rental	31,898.00					**31,898.00**
Total	**542,267.00**	**0.00**	**0.00**	**0.00**	**0.00**	**542,267.00**

Nothing is more than 60 days past due.

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

SUPPORTING SCHEDULE

Coastal Builders Inc.

Key ratios

October 2026, the year to date and last year; each with a plain verdict

	This month	Year to date	Last year	Verdict	What it tells you
Profitability					
Gross margin	**18.3%**	**13.0%**	13.0%	**Okay**	What's left of each sales dollar after the direct cost of the work or goods.
Operating margin	**10.8%**	**4.6%**	0.1%	**Okay**	Profit from operations before interest, other items and taxes.
Net margin	**10.5%**	**4.2%**	-0.5%	**Okay**	Net income as a share of revenue.
Liquidity: this month-end, and last year-end					
Current ratio	**4.78**		3.90	**Good**	Current assets for each dollar due within a year.
Quick ratio	**4.78**		3.90	**Good**	The same test without inventory: what could pay the bills in a hurry.
Working capital	**$2,048,148**		$1,835,217	**Good**	Current assets less current liabilities: the cushion that runs the business day to day.
Months of cash	**1.9 months**			**Okay**	How many months of this year's average spending the cash on hand would cover.
Efficiency					
Days to collect	**25 days**			**Good**	Average days customers take to pay: receivables over the last three months' daily sales.
Days to pay	**25 days**			**Good**	Average days the business takes to pay its bills.
Leverage: this month-end, and last year-end					
Debt to equity	**0.34**		0.45	**Good**	Total liabilities for each dollar of equity; lenders look for this to stay steady or fall.
Loans and notes outstanding	**$322,000**				Every loan, note and line of credit at month-end, current and long-term.

Ratios are figured from the statements in this package. Balance sheet ratios are at month-end.

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

SUPPORTING SCHEDULE

Coastal Builders Inc.

Income statement by month

The last twelve months, November 2025 to October 2026, in whole dollars

	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	12 months
Revenue													
Contract revenue	520,375	541,767	602,402	662,671	691,786	689,738	698,646	703,179	693,301	729,295	761,044	781,301	8,075,510
Total revenue	**520,375**	**541,767**	**602,402**	**662,671**	**691,786**	**689,738**	**698,646**	**703,179**	**693,301**	**729,295**	**761,044**	**781,301**	**8,075,510**
Cost of revenue													
Job materials	114,329	119,174	132,539	145,712	152,070	151,609	153,302	153,885	151,395	159,234	166,425	159,490	1,759,164
Subcontractors	251,525	262,182	291,586	320,568	334,553	333,540	337,264	338,549	333,069	350,315	366,134	350,879	3,870,164
Direct job labor	68,598	71,505	79,524	87,428	91,242	90,966	91,982	92,332	90,837	95,541	99,855	95,695	1,055,505
Equipment rental	22,866	23,835	26,508	29,143	30,415	30,322	30,661	30,777	30,279	31,846	33,286	31,898	351,836
Gross profit	**63,057**	**65,071**	**72,245**	**79,820**	**83,506**	**83,301**	**85,437**	**87,636**	**87,721**	**92,359**	**95,344**	**143,339**	**1,038,841**
Operating expenses													
Insurance	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	6,800	81,600
Bonding	4,200	4,200	4,410	4,410	4,410	4,410	4,410	4,410	4,410	4,410	4,410	4,410	52,500
Professional fees	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Rent	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	78,000
Vehicle expense	2,399	2,591	2,241	2,413	2,395	2,500	2,349	2,248	2,635	2,317	2,329	2,436	28,853
Fuel	1,899	2,082	1,749	1,912	1,895	1,995	1,851	1,756	2,123	1,821	1,833	1,934	22,850
Wages	24,000	24,000	25,200	25,200	25,200	25,200	25,200	25,200	25,200	25,200	25,200	25,200	300,000
Payroll taxes	1,836	1,836	1,928	1,928	1,928	1,928	1,928	1,928	1,928	1,928	1,928	1,928	22,952
Depreciation	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	6,500	78,000
Telephone and internet	600	600	600	600	600	600	600	600	600	600	600	600	7,200
Software and subscriptions	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	16,800
Total operating expenses	**57,634**	**58,009**	**58,828**	**59,163**	**59,128**	**59,333**	**59,038**	**58,842**	**59,596**	**58,976**	**59,000**	**59,208**	**706,755**
Operating income	**5,423**	**7,062**	**13,417**	**20,657**	**24,378**	**23,968**	**26,399**	**28,794**	**28,125**	**33,383**	**36,344**	**84,131**	**332,086**
Other income (expense)													
Interest expense	(2,508)	(2,456)	(2,403)	(2,351)	(2,298)	(2,246)	(2,193)	(2,141)	(2,088)	(2,036)	(1,983)	(1,931)	(26,634)
Net income	**2,915**	**4,606**	**11,014**	**18,306**	**22,080**	**21,722**	**24,206**	**26,653**	**26,037**	**31,347**	**34,361**	**82,200**	**305,452**

No assurance is provided on these financial statements. Prepared for management's use.

SUPPORTING SCHEDULE

Coastal Builders Inc.

Statement of changes in owner's equity

For the year to date ended October 31, 2026

	Owner's equity	Owner draws	Retained earnings	Total
Balance, December 31, 2025	**2,440,000.00**	**(120,000.00)**	**(14,782.57)**	**2,305,217.43**
Net income, year to date	0.00	0.00	297,930.57	297,930.57
Distributions and draws	0.00	(60,000.00)	0.00	(60,000.00)
Balance, October 31, 2026	**2,440,000.00**	**(180,000.00)**	**283,148.00**	**2,543,148.00**

No assurance is provided on these financial statements. Prepared for management's use.

SUPPORTING SCHEDULE

Coastal Builders Inc.

Revenue by customer and spending by vendor

The largest, October 2026 and the year to date

Revenue by customer

	Oct	Year to date	Share of year
City of Harbor Point	159,700.00	3,203,400.00	45.7%
St. Johns County School District	162,600.00	1,372,200.00	19.6%
Bayview Health Partners		949,000.00	13.5%
Riverside Community Credit Union	152,700.00	840,700.00	12.0%
Mill Creek Logistics	219,400.00	419,900.00	6.0%
Receipts not tied to a named payer	86,901.07	228,167.57	3.3%
Total	**781,301.07**	**7,013,367.57**	

The three largest customers are 78.8% of revenue this year, a concentration lenders and buyers will ask about.

Spending by vendor

	Oct	Year to date	Share of year
Gulf Coast Building Products	159,490.00	1,525,661.00	22.7%
Payroll (Paychex)	122,823.00	1,186,682.00	17.7%
First Coast Electric	243,296.00	1,186,199.00	17.7%
Atlantic Concrete & Site	107,583.00	1,128,268.00	16.8%
Duval Mechanical		1,041,990.00	15.5%
Coastal Equipment Rental	31,898.00	305,135.00	4.5%
Coastal Mutual Insurance	6,800.00	68,000.00	1.0%
Southside Office Park	6,500.00	65,000.00	1.0%
Payroll, journal entries and other	6,500.00	65,000.00	1.0%
Atlantic Surety Agency	4,410.00	44,100.00	0.7%
All other vendors (6)	9,801.00	99,402.00	1.5%
Total	**699,101.00**	**6,715,437.00**	

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

SUPPORTING SCHEDULE

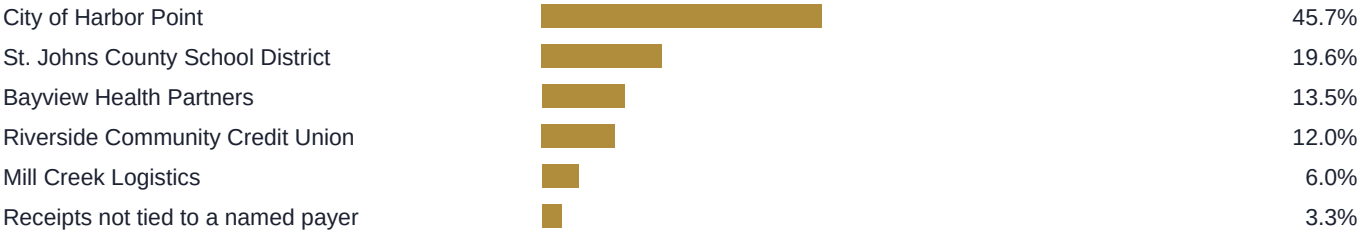
Coastal Builders Inc.

Revenue quality: who pays you

The year to date through October 31, 2026

Largest payer	Three largest payers	Paying customers this year
45.7%	**78.8%**	**6**
City of Harbor Point	share of revenue this year	names on the revenue ledger

Share of revenue, year to date



City of Harbor Point is 45.7% of this year's revenue. That is a meaningful share, and a lender will ask what stands behind it. The books show who paid and how much. The terms below come from the client's contracts; anything still open we complete together before this package goes to a lender.

To complete with the client

No assurance is provided on these financial statements. Prepared for management's use.

SUPPORTING SCHEDULE

Coastal Builders Inc.

Cash, reconciliations and loans

At October 31, 2026

Bank and credit card accounts

Account	Type	Balance	Reconciled through
Operating checking	Bank	1,300,375.00	Not yet reconciled
Savings	Bank	0.00	Not yet reconciled
Business credit card	Credit card	0.00	Not yet reconciled

0 of 3 accounts are reconciled to the bank's statement through October 31, 2026.

Loans, notes and lines of credit

Account	Balance
Notes payable	322,000.00
Total	**322,000.00**

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.

SUPPORTING SCHEDULE

Coastal Builders Inc.

Jobs: work in progress

Open jobs at October 31, 2026, percentage of completion (cost to cost)

Backlog, contract not yet earned	Billings in excess of costs	Costs in excess of billings	Retainage receivable
$2,432,437	**$107,994**	**$54,757**	**$665,080**

Open jobs

Job	Contract	Est. cost	Margin	Cost to date	Done	Earned	Billed	Over	Under
Harbor Point Fire Station	4,100,000	3,650,000	11.0%	3,493,167	96%	3,923,831	4,018,000	94,169	
St. Johns County School Gym	1,650,000	1,420,000	13.9%	1,228,040	86%	1,426,948	1,372,200		54,748
Riverside Credit Union Branch	980,000	835,000	14.8%	704,531	84%	826,875	840,700	13,825	
Mill Creek Warehouse	2,300,000	2,050,000	10.9%	374,267	18%	419,909	419,900		9
Total open jobs	**9,030,000**	**7,955,000**	**11.9%**	**5,800,005**	**73%**	**6,597,563**	**6,650,800**	**107,994**	**54,757**

Earned is the contract times the share of estimated cost incurred. Overbillings ($107,994) are a liability and underbillings ($54,757) an asset; the balance sheet carries $0 and $0: post the WIP adjustment so the two agree. Retainage receivable is $665,080.

Profit fade

Harbor Point Fire Station: estimated profit $450,000, down $90,000 from $540,000 at the start (margin 13.2% to 11.0%).

Completed in 2026

Job	Contract	Final cost	Gross profit	Margin
Bayview Medical Office	2,850,000	2,480,009	369,991	13.0%

For the surety and the bank

The bonding company reads this schedule with the year-end statements: open jobs, completed contracts, backlog and the over- and underbillings. It looks first at fade and at underbillings, the two places a contractor's profit can be overstated. The estimated cost on every open job is updated at each month-end close, so the schedule is current when the surety asks for it.

Prepared from the books for management's use, accrual basis; substantially all disclosures are omitted. No assurance is provided.