

Profit & Loss Prev Year Comparison

January through March 2020

	<u>Jan - Mar 20</u>	<u>Jan - Mar 19</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Birthdays	82.00	1,444.00	(1,362.00)	(94.32%)
Gratitude	2,299.24	2,437.29	(138.05)	(5.66%)
Group 7th Tradition	13,248.13	15,756.69	(2,508.56)	(15.92%)
Inventory Sales	20,709.57	23,877.56	(3,167.99)	(13.27%)
Meeting Room Contribution	495.00	30.00	465.00	1,550.0%
Newsletter Subscription		20.00	(20.00)	(100.0%)
Total Income	<u>36,833.94</u>	<u>43,565.54</u>	<u>(6,731.60)</u>	<u>(15.45%)</u>
Cost of Goods Sold				
Cost of Goods Sold	8,640.11	16,928.80	(8,288.69)	(48.96%)
Cost Of Goods Sold - Inventory	7,016.38		7,016.38	100.0%
Total COGS	<u>15,656.49</u>	<u>16,928.80</u>	<u>(1,272.31)</u>	<u>(7.52%)</u>
Gross Profit	21,177.45	26,636.74	(5,459.29)	(20.5%)
Expense				
Computer	105.40	245.88	(140.48)	(57.13%)
Copier	781.51	695.61	85.90	12.35%
Credit Card Processing Fees	288.46	298.49	(10.03)	(3.36%)
Insurance	590.20	512.60	77.60	15.14%
Maintenance and Repairs	79.95	39.95	40.00	100.13%
Office Supplies and Expense	485.31	651.89	(166.58)	(25.55%)
Payroll Expense				
Health Insurance	1,875.69	1,692.45	183.24	10.83%
Salaries Expense	16,772.73	16,072.40	700.33	4.36%
Salaries Tax Expense	1,834.25	1,778.98	55.27	3.11%
Total Payroll Expense	<u>20,482.67</u>	<u>19,543.83</u>	<u>938.84</u>	<u>4.8%</u>
Postage	110.69	89.64	21.05	23.48%
Rent & Triple Net	4,548.00	4,170.00	378.00	9.07%
Room Rent-Intergroup		105.00	(105.00)	(100.0%)
Seminars	20.00		20.00	100.0%
Telephone	965.13	1,117.68	(152.55)	(13.65%)
Travel Expense-Auto	120.70	124.33	(3.63)	(2.92%)
Utilities	236.36	273.23	(36.87)	(13.49%)
Total Expense	<u>28,814.38</u>	<u>27,868.13</u>	<u>946.25</u>	<u>3.4%</u>
Net Ordinary Income	(7,636.93)	(1,231.39)	(6,405.54)	(520.19%)