

# Profit & Loss Prev Year Comparison

July through September 2020

	<u>Jul - Sep 20</u>	<u>Jul - Sep 19</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Birthdays	53.00	468.00	(415.00)	(88.68%)
Gratitude		17.27	(17.27)	(100.0%)
Group 7th Tradition	28,080.48	18,620.92	9,459.56	50.8%
Inventory Sales	8,368.06	25,890.10	(17,522.04)	(67.68%)
Miscellaneous Contributions		2,050.00	(2,050.00)	(100.0%)
Total Income	<u>36,501.54</u>	<u>47,046.29</u>	<u>(10,544.75)</u>	<u>(22.41%)</u>
Cost of Goods Sold				
Cost of Goods Sold	<u>6,331.22</u>	<u>18,649.13</u>	<u>(12,317.91)</u>	<u>(66.05%)</u>
Total COGS	<u>6,331.22</u>	<u>18,649.13</u>	<u>(12,317.91)</u>	<u>(66.05%)</u>
Gross Profit	<u>30,170.32</u>	<u>28,397.16</u>	<u>1,773.16</u>	<u>6.24%</u>
Expense				
Computer	356.75	194.94	161.81	83.01%
Copier	727.68	710.73	16.95	2.39%
Credit Card Processing Fees	186.58	293.44	(106.86)	(36.42%)
Maintenance and Repairs		22.43	(22.43)	(100.0%)
Office Supplies and Expense	195.63	735.70	(540.07)	(73.41%)
Payroll Expense				
Health Insurance	1,875.69	1,692.45	183.24	10.83%
Salaries Expense	15,024.49	15,588.51	(564.02)	(3.62%)
Salaries Tax Expense	<u>1,149.37</u>	<u>1,274.60</u>	<u>(125.23)</u>	<u>(9.83%)</u>
Total Payroll Expense	<u>18,049.55</u>	<u>18,555.56</u>	<u>(506.01)</u>	<u>(2.73%)</u>
Postage	48.85	56.79	(7.94)	(13.98%)
Rent & Triple Net	4,296.00	4,170.00	126.00	3.02%
Room Rent-Intergroup		105.00	(105.00)	(100.0%)
Seminars	30.79	30.00	0.79	2.63%
Telephone	851.54	1,134.95	(283.41)	(24.97%)
Travel		662.64	(662.64)	(100.0%)
Travel Expense-Auto	70.73	145.44	(74.71)	(51.37%)
Utilities	257.94	320.78	(62.84)	(19.59%)
WCI (State Fund)	<u>423.50</u>	<u>500.00</u>	<u>(76.50)</u>	<u>(15.3%)</u>
Total Expense	<u>25,495.54</u>	<u>27,638.40</u>	<u>(2,142.86)</u>	<u>(7.75%)</u>
Net Ordinary Income	<u>4,674.78</u>	<u>758.76</u>	<u>3,916.02</u>	<u>516.11%</u>