

Profit & Loss Prev Year Comparison

January through December 2020

	<u>Jan - Dec 20</u>	<u>Jan - Dec 19</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Birthdays	461.00	2,497.00	(2,036.00)	(81.54%)
Gratitude	14,164.73	19,535.07	(5,370.34)	(27.49%)
Group 7th Tradition	85,382.31	65,860.60	19,521.71	29.64%
Inventory Sales	41,614.58	95,131.78	(53,517.20)	(56.26%)
Meeting Room Contribution	1,215.00	1,090.00	125.00	11.47%
Miscellaneous Contributions		3,340.10	(3,340.10)	(100.0%)
Newsletter Subscription		40.00	(40.00)	(100.0%)
Total Income	<u>142,837.62</u>	<u>187,494.55</u>	<u>(44,656.93)</u>	<u>(23.82%)</u>
Cost of Goods Sold				
Cost of Goods Sold	<u>31,486.21</u>	<u>67,780.15</u>	<u>(36,293.94)</u>	<u>(53.55%)</u>
Total COGS	<u>31,486.21</u>	<u>67,780.15</u>	<u>(36,293.94)</u>	<u>(53.55%)</u>
Gross Profit	111,351.41	119,714.40	(8,362.99)	(6.99%)
Expense				
Computer	462.15	549.07	(86.92)	(15.83%)
Copier	3,027.68	2,856.27	171.41	6.0%
Credit Card Processing Fees	725.12	1,207.44	(482.32)	(39.95%)
Government Filing Fees	50.00	50.00		
Insurance	1,577.90	1,387.40	190.50	13.73%
Legal and Professional Fees	95.94		95.94	100.0%
Maintenance and Repairs	79.95	292.88	(212.93)	(72.7%)
Office Supplies and Expense	1,007.47	2,514.51	(1,507.04)	(59.93%)
Payroll Expense				
Health Insurance	7,502.76	6,769.80	732.96	10.83%
Payroll Processing Fees	500.00	899.96	(399.96)	(44.44%)
Salaries Expense	62,016.20	62,752.93	(736.73)	(1.17%)
Salaries Tax Expense	<u>5,306.94</u>	<u>5,590.49</u>	<u>(283.55)</u>	<u>(5.07%)</u>
Total Payroll Expense	75,325.90	76,013.18	(687.28)	(0.9%)
Postage	252.49	357.91	(105.42)	(29.45%)
Rent & Triple Net	18,293.08	17,852.08	441.00	2.47%
Room Rent-Intergroup	90.00	420.00	(330.00)	(78.57%)
Seminars	50.79	50.00	0.79	1.58%
Telephone	3,679.32	4,488.93	(809.61)	(18.04%)
Travel		662.64	(662.64)	(100.0%)
Travel Expense-Auto	292.67	503.29	(210.62)	(41.85%)
Utilities	864.84	1,039.53	(174.69)	(16.81%)
WCI (State Fund)	<u>514.06</u>	<u>500.00</u>	<u>14.06</u>	<u>2.81%</u>
Total Expense	<u>106,389.36</u>	<u>110,745.13</u>	<u>(4,355.77)</u>	<u>(3.93%)</u>
Net Ordinary Income	4,962.05	8,969.27	(4,007.22)	(44.68%)