

Profit & Loss Prev Year Comparison

January 2021

	<u>Jan 21</u>	<u>Jan 20</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Birthdays		22.00	(22.00)	(100.0%)
Gratitude	908.00	2,059.40	(1,151.40)	(55.91%)
Group 7th Tradition	10,049.39	5,693.20	4,356.19	76.52%
Inventory Sales	1,730.95	9,158.55	(7,427.60)	(81.1%)
Meeting Room Contribution		495.00	(495.00)	(100.0%)
Total Income	12,688.34	17,428.15	(4,739.81)	(27.2%)
Cost of Goods Sold				
Cost of Goods Sold	238.42	6,906.72	(6,668.30)	(96.55%)
Cost Of Goods Sold - Inventory	848.09		848.09	100.0%
Total COGS	<u>1,086.51</u>	<u>6,906.72</u>	<u>(5,820.21)</u>	<u>(84.27%)</u>
Gross Profit	11,601.83	10,521.43	1,080.40	10.27%
Expense				
Computer		75.41	(75.41)	(100.0%)
Copier	236.24	307.69	(71.45)	(23.22%)
Credit Card Processing Fees	55.01	122.20	(67.19)	(54.98%)
Insurance	405.65	590.20	(184.55)	(31.27%)
Office Supplies and Expense	99.45	198.43	(98.98)	(49.88%)
Payroll Expense				
Health Insurance	656.90	625.23	31.67	5.07%
Salaries Expense	5,778.65	5,956.35	(177.70)	(2.98%)
Salaries Tax Expense	835.02	860.68	(25.66)	(2.98%)
Total Payroll Expense	7,270.57	7,442.26	(171.69)	(2.31%)
Postage	47.41	34.76	12.65	36.39%
Rent & Triple Net	1,432.00	1,390.00	42.00	3.02%
Seminars		20.00	(20.00)	(100.0%)
Telephone	285.27	341.64	(56.37)	(16.5%)
Travel Expense-Auto	80.35	25.00	55.35	221.4%
Utilities	54.04	81.26	(27.22)	(33.5%)
Total Expense	<u>9,965.99</u>	<u>10,628.85</u>	<u>(662.86)</u>	<u>(6.24%)</u>
Net Ordinary Income	<u>1,635.84</u>	<u>(107.42)</u>	<u>1,743.26</u>	<u>1,622.85%</u>
Net Income	<u><u>1,635.84</u></u>	<u><u>(107.42)</u></u>	<u><u>1,743.26</u></u>	<u><u>1,622.85%</u></u>