

Profit & Loss

February 2021

	<u>Feb 21</u>	<u>Jan 21</u>	<u>\$ Change</u>
Ordinary Income/Expense			
Income			
4010 · Shopify Revenue			
4011 · Textbook Revenue	15,134.50	16,424.00	-1,289.50
4012 · Workbook Revenue	12,132.00	13,000.00	-868.00
4013 · Tri-Fold Revenue	751.35	691.85	59.50
4014 · Audio Royalty Revenue	198.00	357.00	-159.00
4015 · Medallions & Chip Revenue	530.00	723.00	-193.00
4018 · Shipping And Handling	7,862.22	7,430.72	431.50
4019 · Complimentary Copy	136.78	452.95	-316.17
4025 · Intergroup Discount	-885.15	-759.90	-125.25
4028 · Sales Discounts	-319.96	-739.95	419.99
4029 · Returns and Allowances	-219.98	-66.00	-153.98
Total 4010 · Shopify Revenue	<u>35,319.76</u>	<u>37,513.67</u>	<u>-2,193.91</u>
4030 · Amazon Revenue			
4031 · Textbook Revenue	31,703.00	35,522.41	-3,819.41
4032 · Workbook Revenue	23,058.18	28,866.80	-5,808.62
4034 · E-Book Royalty Revenue	0.00	2,464.12	-2,464.12
4036 · Shipping Revenue	1,745.18	2,127.13	-381.95
4037 · Gift Wrap Revenue	19.96	29.94	-9.98
4038 · Discounts	-792.65	-889.31	96.66
4039 · Returns and Allowances	0.00	-56.36	56.36
Total 4030 · Amazon Revenue	<u>55,733.67</u>	<u>68,064.73</u>	<u>-12,331.06</u>
4050 · Barnes & Noble Revenue			
4056 · E-Book Royalty Revenue	136.29	84.37	51.92
Total 4050 · Barnes & Noble Revenue	<u>136.29</u>	<u>84.37</u>	<u>51.92</u>
4060 · Audible Revenue			
4064 · Audio Royalty Revenue	0.00	2,030.58	-2,030.58
Total 4060 · Audible Revenue	<u>0.00</u>	<u>2,030.58</u>	<u>-2,030.58</u>
4070 · Royalty Contract Revenue			
4071 · Textbook Printing Revenue	4,759.89	0.00	4,759.89
Total 4070 · Royalty Contract Revenue	<u>4,759.89</u>	<u>0.00</u>	<u>4,759.89</u>
4080 · 7th Traditions Contributions	21,387.90	28,579.12	-7,191.22
4150 · European Sales	70.00	14.00	56.00
4200 · Other Revenue			
4201 · Bank Interest	6.41	94.67	-88.26
Total 4200 · Other Revenue	<u>6.41</u>	<u>94.67</u>	<u>-88.26</u>
Total Income	<u>117,413.92</u>	<u>136,381.14</u>	<u>-18,967.22</u>
Cost of Goods Sold			
5000 · Shopify-Cost of Goods Sold			
5010 · Shopify COGS			
5011 · Textbooks	4,254.06	4,894.36	-640.30
5012 · Workbooks	2,877.90	3,160.97	-283.07
5013 · Tri-Folds	267.22	241.40	25.82
5015 · Medallions/Chips	182.09	280.99	-98.90
Total 5010 · Shopify COGS	<u>7,581.27</u>	<u>8,577.72</u>	<u>-996.45</u>
5020 · Shopify-Fulfillment Costs			
5022 · Freight Out (order Fulfillment)	6,006.68	6,547.53	-540.85
5024 · Fulfillment, BANG	0.00	125.00	-125.00
5026 · Bang Storage	365.30	0.00	365.30
Total 5020 · Shopify-Fulfillment Costs	<u>6,371.98</u>	<u>6,672.53</u>	<u>-300.55</u>
5030 · Direct Labor			

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5031 · Direct Salary & Wages	10,836.73	9,922.92	913.81
5032 · Workers Compensation	302.88	251.26	51.62
5035 · Employer Taxes-Direct Labor	966.32	1,571.02	-604.70
5030 · Direct Labor - Other	319.20	0.00	319.20
Total 5030 · Direct Labor	12,425.13	11,745.20	679.93
Total 5000 · Shopify-Cost of Goods Sold	26,378.38	26,995.45	-617.07
5050 · Amazon COGS			
5051 · Textbooks	6,499.27	7,610.15	-1,110.88
5052 · Workbooks	3,021.89	3,804.99	-783.10
5053 · Fulfillment, Amazon UK	3,551.48	3,436.80	114.68
5054 · Fulfillment, Amazon US	28,402.35	32,417.71	-4,015.36
5058 · Freight-Out(Order Fulfillment)	55.00	55.00	0.00
Total 5050 · Amazon COGS	41,529.99	47,324.65	-5,794.66
5560 · European Sales-COGS	26.05	10.42	15.63
Total COGS	67,934.42	74,330.52	-6,396.10
Gross Profit	49,479.50	62,050.62	-12,571.12
Expense			
6010 · Payroll Expense			
6011 · Exempt Salary & Wages	10,168.08	9,369.23	798.85
6012 · Non-Exempt Salary & Wages	4,692.00	3,890.54	801.46
6013 · Workers' Compensation	369.77	419.13	-49.36
6016 · Payroll Service Fees	389.83	496.15	-106.32
Total 6010 · Payroll Expense	15,619.68	14,175.05	1,444.63
6030 · Payroll Taxes			
6031 · Non-Exempt Employer Taxes	401.04	456.39	-55.35
6032 · Exempt Employer Taxes	685.67	1,122.77	-437.10
Total 6030 · Payroll Taxes	1,086.71	1,579.16	-492.45
6054 · Contractors	2,813.00	3,799.72	-986.72
6057 · Events			
6058 · Event Meals	154.13	248.21	-94.08
Total 6057 · Events	154.13	248.21	-94.08
6070 · Program Initiatives			
6071 · Materials	4.83	12.06	-7.23
Total 6070 · Program Initiatives	4.83	12.06	-7.23
6080 · Professional Fees			
6081 · Accounting Expense	5,090.00	4,590.00	500.00
6083 · HR Consulting	524.06	524.06	0.00
Total 6080 · Professional Fees	5,614.06	5,114.06	500.00
6090 · Technology IT Support			
6092 · Software Support Expense	530.00	1,289.86	-759.86
6093 · Storage & Anti-virus Protection	112.00	112.00	0.00
6094 · Sales Support	115.99	115.99	0.00
6095 · Accounting IT	1,438.39	1,438.39	0.00
Total 6090 · Technology IT Support	2,196.38	2,956.24	-759.86
6110 · Insurance Expense			
6111 · Board Insurance (EO) Expense	122.17	122.17	0.00
6112 · Business & Property Liability	130.08	130.08	0.00
Total 6110 · Insurance Expense	252.25	252.25	0.00
6120 · Rent Expense	3,949.43	3,949.43	0.00
6130 · Utilities Expense			
6131 · Electric Expense	189.88	189.32	0.56
6132 · Telephone Expense	349.51	349.77	-0.26

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Total 6130 · Utilities Expense	<u>539.39</u>	<u>539.09</u>	<u>0.30</u>
6140 · Office Expense			
6146 · Supplies	<u>16.68</u>	<u>0.00</u>	<u>16.68</u>
Total 6140 · Office Expense	<u>16.68</u>	<u>0.00</u>	<u>16.68</u>
6150 · Dues and Subscriptions	101.68	103.93	-2.25
6180 · Warehouse Supplies	1,685.75	1,259.26	426.49
6190 · Tax Expense	-18.40	20.28	-38.68
6200 · Bank & Merchant Fees			
6205 · Shopify Fees	1,006.45	1,163.99	-157.54
6207 · PayPal Fee	852.54	1,133.91	-281.37
6208 · Credit Card Fees (Finance charg	-6.47	19.64	-26.11
6209 · Foreign Exchange (Gain)Loss	-1,055.75	1,648.97	-2,704.72
6200 · Bank & Merchant Fees - Other	<u>15.00</u>	<u>15.00</u>	<u>0.00</u>
Total 6200 · Bank & Merchant Fees	<u>811.77</u>	<u>3,981.51</u>	<u>-3,169.74</u>
6210 · Depreciation & Amortization			
6211 · Depreciation Expense	550.00	550.00	0.00
6212 · Amortization Expense	<u>932.00</u>	<u>932.00</u>	<u>0.00</u>
Total 6210 · Depreciation & Amortization	<u>1,482.00</u>	<u>1,482.00</u>	<u>0.00</u>
9999 · Suspense			
9991 · Inventory Adjustments	<u>1,996.08</u>	<u>625.03</u>	<u>1,371.05</u>
Total 9999 · Suspense	<u>1,996.08</u>	<u>625.03</u>	<u>1,371.05</u>
Total Expense	<u>38,305.42</u>	<u>40,097.28</u>	<u>-1,791.86</u>
Net Ordinary Income	<u>11,174.08</u>	<u>21,953.34</u>	<u>-10,779.26</u>
Net Income	<u><u>11,174.08</u></u>	<u><u>21,953.34</u></u>	<u><u>-10,779.26</u></u>