|  | Jan - Dec 19 |
| :---: | :---: |
| Ordinary Income/Expense Income |  |
|  |  |
| Account Interest | 1.34 |
| Donations |  |
| Sustainers Payments | 19,277.36 |
| We Back Books! | 100.00 |
| Donations - Other | 1,531.51 |
| Total Donations | 20,908.87 |
| Fees | 1,083.82 |
| Rental | 6,770.00 |
| Sales |  |
| Beverages | 8,258.05 |
| Books | 245,711.18 |
| Foods | 4,064.73 |
| Merchandise | 43,911.44 |
| Sales - Other | -3,204.38 |
| Total Sales | 298,741.02 |
| Sales Discounts | -636.27 |
| Total Income | 326,868.78 |
| Cost of Goods Sold |  |
| Beverages | 6,201.70 |
| Books | 128,287.62 |
| Food | 2,505.08 |
| Inventory Shrinkage | 4,284.96 |
| Merchandise | 21,364.60 |
| Merchant Account Fees | 4,575.47 |
| Packaging | 682.15 |
| Purchase Discounts | -245.73 |
| Total COGS | 167,655.85 |
| Gross Profit | 159,212.93 |
| Expense |  |
| Advertising and Promotion |  |
| Charitable Contributions | 812.56 |
| Advertising and Promotion - Other | 1,559.36 |
| Total Advertising and Promotion | 2,371.92 |
| Amortization Expense | 216.35 |
| Bank Service Charges | 60.00 |
| Business Licenses and Permits | 227.00 |
| Cash Over and Short | 0.00 |
| Computer and Software | 759.41 |
| Depreciation Expense | 803.63 |
| Dues and Subscriptions | 1,144.33 |
| Insurance Expense |  |
| General Liability Insurance | 852.25 |
| Worker's Compensation | 401.75 |
| Insurance Expense - Other | 6.97 |
| Total Insurance Expense | 1,260.97 |
| Interest Expense | 1,614.97 |
| Janitorial Expense | 1,229.30 |
| Meals and Entertainment | 120.32 |
| Miscellaneous Expense | 76.24 |
| N/D Penalties | 183.27 |
| Office Supplies | 399.06 |


|  | Jan - Dec 19 |
| :---: | :---: |
| Payroll Expenses |  |
| Payroll Taxes | 6,078.14 |
| Salaries | 18,645.91 |
| Shareholder Compensation | 50,514.64 |
| Wages | 0.00 |
| Payroll Expenses - Other | 620.38 |
| Total Payroll Expenses | 75,859.07 |
| Postage and Delivery |  |
| Freight Packaging | 47.79 |
| Freight Out | 1,017.97 |
| Postage | 741.60 |
| Total Postage and Delivery | 1,807.36 |
| Printing and Reproduction | 648.42 |
| Professional Fees |  |
| Accounting Fees | 692.50 |
| Education Fees | 892.42 |
| Total Professional Fees | 1,584.92 |
| Reconciliation Discrepancies | 0.00 |
| Rent Expense |  |
| 610 Haywood Rd | 41,640.89 |
| Booth Fees | 1,750.49 |
| Total Rent Expense | 43,391.38 |
| Repairs and Maintenance | 1,539.87 |
| Small Tools and Equipment | 3,159.25 |
| Taxes |  |
| Property Tax | 100.66 |
| Taxes - Other | 94.45 |
| Total Taxes | 195.11 |
| Travel Expense | 193.08 |
| Utilities |  |
| Electricity | 2,049.64 |
| Gas | 500.00 |
| Telephone Expense | 1,451.56 |
| Waste Removal | 512.32 |
| Total Utilities | 4,513.52 |
| Total Expense | 143,358.75 |
| Net Ordinary Income | 15,854.18 |
| Other Income/Expense Other Income |  |
| Other Income | 175.00 |
| Total Other Income | 175.00 |
| Net Other Income | 175.00 |
| Net Income | 16,029.18 |

