

**EAST TENNESSEE INTERGROUP
Profit & Loss**

July 1, 2020 through February 11, 2021

	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Jan 21	Feb 1 - 11, 21	TOTAL
Ordinary Income/Expense									
Income									
Contributions									
Group - Contributions	4,115.29	1,230.08	3,189.00	2,323.90	1,074.00	2,975.93	3,612.58	1,092.89	19,613.67
Individual- Contributions	2,129.10	375.22	461.49	178.47	66.92	691.69	184.67	71.92	4,159.48
Total Contributions	6,244.39	1,605.30	3,650.49	2,502.37	1,140.92	3,667.62	3,797.25	1,164.81	23,773.15
Other Types of Income									
Interest on Savings	0.09	0.09	0.09	0.10	0.11	0.11	0.11	0.00	0.70
Total Other Types of Income	0.09	0.09	0.09	0.10	0.11	0.11	0.11	0.00	0.70
Sales									
Gift Cards	0.00	0.00	0.00	0.00	0.00	60.00	-10.00	0.00	50.00
Sales Variance	0.00	0.00	0.00	0.00	0.00	313.27	1.36	0.00	314.63
Newsletter Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.98	10.98
Sales - Other	2,118.58	1,672.33	3,419.14	3,405.88	2,369.17	2,734.12	1,852.60	955.50	18,527.32
Total Sales	2,118.58	1,672.33	3,419.14	3,405.88	2,369.17	3,107.39	1,843.96	966.48	18,902.93
Total Income	8,363.06	3,277.72	7,069.72	5,908.35	3,510.20	6,775.12	5,641.32	2,131.29	42,676.78
Cost of Goods Sold									
Cost of Goods Sold	1,737.91	1,078.44	2,619.12	2,501.94	1,808.36	2,175.58	1,273.71	717.96	13,913.02
Total COGS	1,737.91	1,078.44	2,619.12	2,501.94	1,808.36	2,175.58	1,273.71	717.96	13,913.02
Gross Profit	6,625.15	2,199.28	4,450.60	3,406.41	1,701.84	4,599.54	4,367.61	1,413.33	28,763.76
Expense									
Merchant Fees									
PayPal Fees	3.09	2.98	0.00	0.00	0.00	0.66	0.00	1.75	8.48
Square Fees	48.94	49.72	77.06	65.31	74.31	100.73	41.39	25.53	482.99
Total Merchant Fees	52.03	52.70	77.06	65.31	74.31	101.39	41.39	27.28	491.47
Taxes									
Business & Property Taxes	0.00	152.00	0.00	12.48	0.00	0.00	0.00	0.00	164.48
Total Taxes	0.00	152.00	0.00	12.48	0.00	0.00	0.00	0.00	164.48
Liability Insurance	0.00	0.00	113.98	0.00	0.00	113.97	0.00	0.00	227.95
Training and Seminars									
ICOAA	0.00	0.00	245.63	0.00	0.00	0.00	0.00	0.00	245.63
Total Training and Seminars	0.00	0.00	245.63	0.00	0.00	0.00	0.00	0.00	245.63
Miscellaneous Expenses									
Business Expenses	0.00	0.00	0.00	0.00	0.00	370.00	26.94	0.00	396.94
Total Miscellaneous Expenses	0.00	0.00	0.00	0.00	0.00	370.00	26.94	0.00	396.94
Facilities									
Website	0.00	0.00	0.00	0.00	0.00	203.88	0.00	0.00	203.88
Facilities and Equipment	0.00	0.00	0.00	0.00	33.99	100.00	0.00	0.00	133.99
Rent	775.00	775.00	775.00	775.00	775.00	775.00	0.00	775.00	5,425.00
Telephone	158.62	159.45	316.15	37.77	159.49	225.40	159.96	0.00	1,216.84
Computer and software	0.00	26.09	0.00	68.11	0.00	0.00	0.00	0.00	94.20
Total Facilities	933.62	960.54	1,091.15	880.88	968.48	1,304.28	159.96	775.00	7,073.91

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	Jul 20	Aug 20	Sep 20	Oct 20	Nov 20	Dec 20	Jan 21	Feb 1 - 11, 21	TOTAL
Operations									
Business Registration Fees	40.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.92
Dues & Subscriptions	67.73	67.73	117.70	212.37	51.35	51.35	51.35	0.00	619.58
Postage & Delivery	4.50	0.00	40.00	197.06	2.00	112.80	0.00	10.01	366.37
Printing and Copying	126.49	0.00	153.83	0.00	0.00	250.47	0.00	0.00	530.79
Supplies	189.99	16.98	141.30	243.40	0.00	177.23	148.70	36.57	954.17
Total Operations	429.63	84.71	452.83	652.83	53.35	591.85	200.05	46.58	2,511.83
Contract Services									
Accounting Fees	0.00	0.00	0.00	256.25	0.00	0.00	0.00	0.00	256.25
Total Contract Services	0.00	0.00	0.00	256.25	0.00	0.00	0.00	0.00	256.25
Payroll Expenses	681.00	1,382.67	1,449.70	1,006.04	1,565.10	1,160.03	1,393.20	763.63	9,401.37
Total Expense	2,096.28	2,632.62	3,430.35	2,873.79	2,661.24	3,641.52	1,821.54	1,612.49	20,769.83
Net Ordinary Income	4,528.87	-433.34	1,020.25	532.62	-959.40	958.02	2,546.07	-199.16	7,993.93
Net Income	<u>4,528.87</u>	<u>-433.34</u>	<u>1,020.25</u>	<u>532.62</u>	<u>-959.40</u>	<u>958.02</u>	<u>2,546.07</u>	<u>-199.16</u>	<u>7,993.93</u>