

**EAST TENNESSEE INTERGROUP**  
**Profit & Loss**  
July 1 through November 1, 2021

	<u>Jul 21</u>	<u>Aug 21</u>	<u>Sep 21</u>	<u>Oct 21</u>	<u>Nov 1, 21</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
<b>Contributions</b>						
<b>Group - Contributions</b>	2,097.66	7,152.67	2,445.46	1,997.66	0.00	13,693.45
<b>Individual- Contributions</b>	5.74	220.00	50.00	95.00	0.00	370.74
<b>Total Contributions</b>	2,103.40	7,372.67	2,495.46	2,092.66	0.00	14,064.19
<b>Other Types of Income</b>						
<b>Interest on Savings</b>	0.14	0.15	0.15	0.00	0.00	0.44
<b>Total Other Types of Income</b>	0.14	0.15	0.15	0.00	0.00	0.44
<b>Sales</b>						
<b>Consignment sales</b>	-19.00	20.00	200.00	-115.00	0.00	86.00
<b>Gift Cards</b>	0.00	750.00	-295.25	0.00	0.00	454.75
<b>Sales Variance</b>	0.00	598.63	0.00	245.21	0.00	843.84
<b>Newsletter Subscriptions</b>	10.98	0.00	0.00	0.00	0.00	10.98
<b>Sales - Other</b>	3,542.41	2,681.27	4,519.04	1,599.67	0.00	12,342.39
<b>Total Sales</b>	3,534.39	4,049.90	4,423.79	1,729.88	0.00	13,737.96
<b>Total Income</b>	5,637.93	11,422.72	6,919.40	3,822.54	0.00	27,802.59
<b>Cost of Goods Sold</b>						
<b>Cost of Goods Sold</b>	2,664.50	2,024.07	3,609.90	1,302.15	0.00	9,600.62
<b>Total COGS</b>	2,664.50	2,024.07	3,609.90	1,302.15	0.00	9,600.62
<b>Gross Profit</b>	2,973.43	9,398.65	3,309.50	2,520.39	0.00	18,201.97
<b>Expense</b>						
<b>Merchant Fees</b>						
<b>PayPal Fees</b>	1.03	1.07	0.00	0.00	0.00	2.10
<b>Square Fees</b>	120.48	70.76	91.06	47.68	0.00	329.98
<b>Total Merchant Fees</b>	121.51	71.83	91.06	47.68	0.00	332.08
<b>Taxes</b>						
<b>Business &amp; Property Taxes</b>	0.00	104.94	0.00	7.39	0.00	112.33
<b>Total Taxes</b>	0.00	104.94	0.00	7.39	0.00	112.33
<b>Liabilty Insurance</b>	0.00	0.00	131.40	0.00	0.00	131.40

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<b>Training and Seminars</b>						
<b>ICOAA</b>	0.00	0.00	75.00	0.00	0.00	75.00
<b>Total Training and Seminars</b>	0.00	0.00	75.00	0.00	0.00	75.00
<b>Miscellaneous Expenses</b>						
<b>Bank Fees</b>	-10.00	0.00	0.00	0.00	0.00	-10.00
<b>Total Miscellaneous Expenses</b>	-10.00	0.00	0.00	0.00	0.00	-10.00
<b>Facilities</b>						
<b>Facilities and Equipment</b>	335.80	0.00	0.00	0.00	0.00	335.80
<b>Rent</b>	775.00	775.00	0.00	775.00	0.00	2,325.00
<b>Telephone</b>	125.85	159.60	159.60	0.00	0.00	445.05
<b>Computer and software</b>	2,707.80	0.00	0.00	225.00	0.00	2,932.80
<b>Total Facilities</b>	3,944.45	934.60	159.60	1,000.00	0.00	6,038.65
<b>Operations</b>						
<b>Dues &amp; Subscriptions</b>	161.23	95.69	106.35	0.00	0.00	363.27
<b>Postage &amp; Delivery</b>	-49.15	100.00	8.86	0.00	0.00	59.71
<b>Printing and Copying</b>	250.47	704.39	0.00	33.98	0.00	988.84
<b>Supplies</b>	21.28	15.44	26.59	0.00	0.00	63.31
<b>Total Operations</b>	383.83	915.52	141.80	33.98	0.00	1,475.13
<b>Contract Services</b>						
<b>Accounting Fees</b>	0.00	262.50	0.00	0.00	0.00	262.50
<b>Total Contract Services</b>	0.00	262.50	0.00	0.00	0.00	262.50
<b>Payroll Expenses</b>	1,002.65	2,156.83	868.57	833.59	0.00	4,861.64
<b>Total Expense</b>	5,442.44	4,446.22	1,467.43	1,922.64	0.00	13,278.73
<b>Net Ordinary Income</b>	-2,469.01	4,952.43	1,842.07	597.75	0.00	4,923.24
<b>Net Income</b>	<u>-2,469.01</u>	<u>4,952.43</u>	<u>1,842.07</u>	<u>597.75</u>	<u>0.00</u>	<u>4,923.24</u>