

# Eliot's Adult Nut Butters

## PROFIT AND LOSS

January - December 2017

	TOTAL
Income	
Discounts Given	-11,942.23
Sales of Product Income	4,238.10
Sales Revenue	247,438.07
Square Income	13,171.00
<b>Total Income</b>	<b>\$252,904.94</b>
Cost of Goods Sold	
Cost of Goods Sold	
COGS - Postage/Mailing	16,503.49
Third Party Delivery	531.88
<b>Total COGS - Postage/Mailing</b>	<b>17,035.37</b>
COGS - Shipping Supplies	4,869.19
Merchant Service Fees	923.43
PayPal Fees	272.62
Square Fees	565.35
<b>Total Merchant Service Fees</b>	<b>1,761.40</b>
<b>Total Cost of Goods Sold</b>	<b>23,665.96</b>
Purchases	
COGS - Food Purchases	92,256.41
COGS - Packaging Costs	33,918.54
COGS - Vendor Discounts	-207.09
<b>Total Purchases</b>	<b>125,967.86</b>
<b>Total Cost of Goods Sold</b>	<b>\$149,633.82</b>
<b>GROSS PROFIT</b>	<b>\$103,271.12</b>
Expenses	
Advertising/Promotion	25.00
Advertising & Marketing	5,804.81
Promotional Supplies	764.36
Social Media Storage	42.36
Trade Shows & Sales Events	
Supplies for Events	803.19
Trade Show	11,661.94
<b>Total Trade Shows &amp; Sales Events</b>	<b>12,465.13</b>
<b>Total Advertising/Promotion</b>	<b>19,101.66</b>
Amazon charges	
Co op Deductions	1,871.85
Damage Allownace	178.26
Dunnage not compliant	25.00
Fulifllment/Distributor Shipping Cost	1,091.54
Late PO acknowledgement	1.46
Misc Charge	102.83
On-Time Non-Compliance	39.14

	TOTAL
Overweight Carton	100.00
Shortage Claim	-636.39
<b>Total Amazon charges</b>	<b>2,773.69</b>
Automobile Expenses	0.00
Mileage reimbursement	3,701.13
<b>Total Automobile Expenses</b>	<b>3,701.13</b>
Bank Charges Exp	460.58
Credit Card Late Fee	2,849.24
<b>Total Bank Charges Exp</b>	<b>3,309.82</b>
Charitable Contributions	60.00
Deprec and Amort Expense	279.00
Dues & Subscriptions	465.00
Insurance Expense	3,888.90
Legal & Professional Fees Exp	
Attorney/Law Fee	1,838.14
Bookkeeping & Accountancy Fee	3,875.66
Consultancy	224.19
Fundbox Fees	1,725.05
Payroll Fees Exp	888.00
<b>Total Legal &amp; Professional Fees Exp</b>	<b>8,551.04</b>
Meals and Entertainment	2,023.21
Meeting Meal	90.19
Travel Meals	1,592.60
<b>Total Meals and Entertainment</b>	<b>3,706.00</b>
Office Expenses	131.49
Computer Expense	1,900.14
Office Supplies	1,168.94
Software/Web	2,631.82
<b>Total Office Expenses</b>	<b>5,832.39</b>
Payroll Expenses	
Gross Wages Exp	58,539.55
Payroll Taxes Exp	5,929.87
<b>Total Payroll Expenses</b>	<b>64,469.42</b>
Rent or Lease Exp	15,516.00
Repair & Maintenance	121.61
Research & Product Development	296.83
Taxes and Licenses	
Licenses/Tax Exp	650.57
Registration	894.76
<b>Total Licenses/Tax Exp</b>	<b>1,545.33</b>
<b>Total Taxes and Licenses</b>	<b>1,545.33</b>
Travelling	13.95
Accommodation	814.09
Parking Expense	405.53
Travel Expense	9,434.34
<b>Total Travelling</b>	<b>10,667.91</b>
Uncategorized Expense	66.48
<b>Total Expenses</b>	<b>\$144,352.21</b>

	TOTAL
NET OPERATING INCOME	<b>\$ -41,081.09</b>
Other Income	
Interest Earned	17.02
<b>Total Other Income</b>	<b>\$17.02</b>
Other Expenses	
Interest Expense	7,337.74
Finance Charges	1,827.22
<b>Total Interest Expense</b>	<b>9,164.96</b>
Miscellaneous	69.90
<b>Total Other Expenses</b>	<b>\$9,234.86</b>
NET OTHER INCOME	<b>\$ -9,217.84</b>
NET INCOME	<b>\$ -50,298.93</b>