

GREATER SEATTLE A.I.S.

STATEMENT OF ACTIVITY COMPARISON

November 2018

| | TOTAL | | |
|---------------------------------|-------------------|-------------------|-----------------------|
| | NOV 2018 | NOV 2017 (PY) | JAN - NOV, 2018 (YTD) |
| Revenue | | | |
| Bits Subscriptions | | 8.00 | -18.67 |
| CanAppeal Donations | 301.17 | | 1,009.43 |
| Donations | 1,570.09 | 4,450.62 | 18,047.69 |
| Donations from Spare Change | | 185.43 | 328.21 |
| Events | | | |
| Fall Auction Income | | 782.69 | |
| Spring Auction Income | | | 3,612.00 |
| Total Events | | 782.69 | 3,612.00 |
| Literature Sales | 1,756.77 | 2,650.63 | 33,197.91 |
| QuickBooks Payments Sales | | | 26.04 |
| Services | 12.90 | | 38.55 |
| Shipping Income | 102.00 | | 1,409.00 |
| Total Revenue | \$3,742.93 | \$8,077.37 | \$57,650.16 |
| Cost of Goods Sold | | | |
| Inventory Shrinkage | | | 54.00 |
| Literature Cost of Goods Sold | 1,373.62 | 2,532.47 | 27,401.66 |
| Literature Discounts | -382.62 | -826.88 | -5,409.69 |
| Literature Shipping & Handling | 186.62 | 139.78 | 2,279.67 |
| Total Cost of Goods Sold | \$1,177.62 | \$1,845.37 | \$24,325.64 |
| GROSS PROFIT | \$2,565.31 | \$6,232.00 | \$33,324.52 |
| Expenditures | | | |
| Bank Fees | | | 1.60 |
| Copier Lease | 165.15 | 165.15 | 5,663.09 |
| Credit Card Processing | | 74.42 | |
| Damaged/Outdated Inventory | | | -18.57 |
| Event Expense | | | 188.54 |
| Other Events Expense | | | 125.23 |
| Spring Auction Expense | | | 608.99 |
| Total Event Expense | | | 922.76 |
| Insurance | 41.66 | | 430.68 |
| Internet Expense | | 32.85 | 65.70 |
| Licenses | 55.00 | | 65.00 |
| Literature Adjustments | | | |
| Office Equipment | 20.00 | 198.32 | 1,194.92 |
| Office Move | | | 771.36 |
| Office Supplies | 22.22 | 81.42 | 533.13 |
| Parking/Bus | 38.50 | 91.00 | 816.40 |
| Payroll | | 2,820.51 | 3,011.96 |
| Payroll Expenses | 10.00 | | 10.00 |
| Taxes | | | 630.49 |
| Wages | | | 7,710.75 |

| | TOTAL | | |
|---------------------------------|-------------------|-------------------|-----------------------|
| | NOV 2018 | NOV 2017 (PY) | JAN - NOV, 2018 (YTD) |
| Total Payroll Expenses | 10.00 | | 8,351.24 |
| Payroll Taxes | | 226.90 | 245.04 |
| Postage | | | |
| BITS Postage | | 61.69 | 327.98 |
| General Postage | | | 136.82 |
| Shipping Postage | 87.33 | 51.87 | 1,358.03 |
| Total Postage | 87.33 | 113.56 | 1,822.83 |
| Professional Fees | | | |
| Accounting | | | 243.00 |
| Total Professional Fees | | | 243.00 |
| Property Tax on leased equip | | | 39.10 |
| Public Outreach | 10.13 | | 64.66 |
| QuickBooks Payments Fees | 72.30 | | 986.52 |
| Rent | 625.00 | 75.15 | 7,579.23 |
| Maintenance - common area | | 905.80 | 263.32 |
| Total Rent | 625.00 | 980.95 | 7,842.55 |
| Subsidized Busing | | 84.00 | 42.00 |
| Technology | 55.04 | | 849.88 |
| Telephone | 197.86 | 160.70 | 1,779.06 |
| Website | | | 335.28 |
| Total Expenditures | \$1,400.19 | \$5,029.78 | \$36,059.19 |
| NET OPERATING REVENUE | \$1,165.12 | \$1,202.22 | \$ -2,734.67 |
| Other Revenue | | | |
| Interest Income | 0.08 | 0.09 | 5.41 |
| Total Other Revenue | \$0.08 | \$0.09 | \$5.41 |
| Other Expenditures | | | |
| Reconciliation Discrepancies-1 | | | 2.11 |
| Total Other Expenditures | \$0.00 | \$0.00 | \$2.11 |
| NET OTHER REVENUE | \$0.08 | \$0.09 | \$3.30 |
| NET REVENUE | \$1,165.20 | \$1,202.31 | \$ -2,731.37 |