

The Healthy School Food Collaborative

Profit and Loss

January - December 2021

	TOTAL
Income	
Billable Expense Income	5,385.45
Markup	60,073.00
Sales of Product Income	261,880.61
Services	927,641.22
Write Offs	-5,275.73
Total Income	\$1,249,704.55
Cost of Goods Sold	
Cost of Goods Sold	268,266.39
Total Cost of Goods Sold	\$268,266.39
GROSS PROFIT	\$981,438.16
Expenses	
Advertising & Marketing	60,402.78
Auto Expenses	13,740.95
Auto Insurance	2,518.22
Bank Charges	1,205.39
Conference Exhibitor Fees	6,149.00
Dues & Subscriptions	8,845.08
Insurance	3,664.90
Flood Insurance	2,100.00
Insurance - Liability	5,559.48
Insurance - Life & Disability	26,194.16
Insurance - Workman's Comp	1,272.24
Shareholder Health	8,340.24
Total Insurance	47,131.02
Interest Expense	5,792.10
Legal & Professional Fees	
Accounting	9,122.68
Consulting	5,606.00
Contract Labor	2,771.54
IT Services	30,032.40
Legal & Professional Fees	135.45
Total Legal & Professional Fees	47,668.07
Meals and Entertainment	4,252.09
Office Expenses	13,755.20
Other General and Admin Expenses	1,984.97
Parking & Tolls	9,268.56
Payroll Expenses	
Employee Benefits	3,600.00
Employee Health Insurance	6,300.75
Employee Salaries & Wages	179,950.25

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Officer Salaries	150,000.00
Payroll Processing Fees	1,884.00
Payroll Taxes	26,985.70
Total Payroll Expenses	368,720.70
Postage & Delivery	2,659.48
QuickBooks Payments Fees	609.28
Rent or Lease	8,918.10
Shipping and delivery expense	1,204.19
Software & Apps	9,686.84
Stationery & Printing	2,246.04
Supplies	1,474.53
Taxes & Licenses	10,340.52
Telephone & Internet	6,986.74
Travel	53,064.77
Travel Meals	2,127.40
Utilities	384.08
Total Expenses	\$691,136.10
NET OPERATING INCOME	\$290,302.06
Other Expenses	
Depreciation	19,061.43
Total Other Expenses	\$19,061.43
NET OTHER INCOME	\$ -19,061.43
NET INCOME	\$271,240.63