

# Fospe, Inc

## PROFIT AND LOSS

July 2018 - June 2019

	TOTAL			
	JUL 2018 - JUN 2019	JUL 2017 - JUN 2018 (PY)	CHANGE	% CHANGE
<b>Income</b>				
Billable Expense Income	1,298.91		1,298.91	
<b>Program Income</b>				
Amazon Smiles	20.60		20.60	
Enrichment	410,961.58	376,250.22	34,711.36	9.23 %
Field Trips	1,571.64	858.00	713.64	83.17 %
Garden Initiatives	1,200.00		1,200.00	
Graduation	2,752.00	5,331.85	-2,579.85	-48.39 %
SPE Monitor		393.90	-393.90	-100.00 %
Square 1 Art	2,632.13	1,510.04	1,122.09	74.31 %
Teacher Wallet Income	8,528.88		8,528.88	
Yearbook	5,126.78	13,003.86	-7,877.08	-60.57 %
Yearbook Ads	1,108.68	0.00	1,108.68	
<b>Total Yearbook</b>	<b>6,235.46</b>	<b>13,003.86</b>	<b>-6,768.40</b>	<b>-52.05 %</b>
<b>Total Program Income</b>	<b>433,902.29</b>	<b>397,347.87</b>	<b>36,554.42</b>	<b>9.20 %</b>
<b>Special Events Income</b>				
Special Events Income	66.70		66.70	
Give Miami day	9,719.25	13,003.02	-3,283.77	-25.25 %
Previous Give Miami Day	45,000.00		45,000.00	
Program Donation	511.28	2,000.00	-1,488.72	-74.44 %
Spring Event	150.00	18,565.09	-18,415.09	-99.19 %
Talent Show	2,884.81		2,884.81	
Theater Show Income	2,812.11		2,812.11	
<b>Total Special Events Income</b>	<b>61,144.15</b>	<b>33,568.11</b>	<b>27,576.04</b>	<b>82.15 %</b>
Uncategorized Income	3,177.70		3,177.70	
<b>Total Income</b>	<b>\$499,523.05</b>	<b>\$430,915.98</b>	<b>\$68,607.07</b>	<b>15.92 %</b>
<b>GROSS PROFIT</b>	<b>\$499,523.05</b>	<b>\$430,915.98</b>	<b>\$68,607.07</b>	<b>15.92 %</b>
<b>Expenses</b>				
Bank Card Fees	1,204.05		1,204.05	
<b>Operations</b>				
Accountant Fees	1,400.00	2,325.00	-925.00	-39.78 %
Admin Staff	34,122.70	19,317.40	14,805.30	76.64 %
Bank Service Fees	626.00	1,191.51	-565.51	-47.46 %
Business Registration Fees	200.00	61.25	138.75	226.53 %
Equipment	753.18		753.18	
Insurance	970.00	700.00	270.00	38.57 %
Mailing	22.23	6.70	15.53	231.79 %
Marketing & Advertising	2,711.41	2,588.13	123.28	4.76 %
Merchant Service Fees	9,793.41	2,868.03	6,925.38	241.47 %
Payroll Expenses	6,899.25	794.00	6,105.25	768.92 %
Rental Expenses		900.00	-900.00	-100.00 %
Software and Systems	6,051.83	4,618.86	1,432.97	31.02 %

	TOTAL			
	JUL 2018 - JUN 2019	JUL 2017 - JUN 2018 (PY)	CHANGE	% CHANGE
Supplies	1,348.79	429.00	919.79	214.40 %
<b>Total Operations</b>	<b>64,898.80</b>	<b>35,799.88</b>	<b>29,098.92</b>	<b>81.28 %</b>
Program Expenses				
Enrichment Program Expenses	480.00		480.00	
Competition Fees	80.00		80.00	
Enrichment Instructors	315,065.72	250,263.82	64,801.90	25.89 %
Enrichment Materials	2,137.80	914.52	1,223.28	133.76 %
<b>Total Enrichment Program Expenses</b>	<b>317,763.52</b>	<b>251,178.34</b>	<b>66,585.18</b>	<b>26.51 %</b>
Field Trip Expenses	2,783.50		2,783.50	
Graduation Expenses	840.20	6,837.72	-5,997.52	-87.71 %
Square of Art Expenses	133.41	564.00	-430.59	-76.35 %
Students & Staff Recognition	2,611.94		2,611.94	
Teacher Wallet Expenses	18,969.89		18,969.89	
Yearbook Expenses	6,940.48	8,525.00	-1,584.52	-18.59 %
<b>Total Program Expenses</b>	<b>350,042.94</b>	<b>267,105.06</b>	<b>82,937.88</b>	<b>31.05 %</b>
SPE Sponsorship Expenses				
Donated Equipment	11,422.59	700.00	10,722.59	1,531.80 %
Donated Facilities	750.00	6,840.55	-6,090.55	-89.04 %
Donated Landscape	3,626.00		3,626.00	
Donated Materials	1,118.48	42.75	1,075.73	2,516.33 %
SPE Interventionists	20,703.50	15,450.00	5,253.50	34.00 %
SPE Janitor	90.00	1,740.00	-1,650.00	-94.83 %
SPE Paraprofessionals	51,101.50	58,844.22	-7,742.72	-13.16 %
<b>Total SPE Sponsorship Expenses</b>	<b>88,812.07</b>	<b>83,617.52</b>	<b>5,194.55</b>	<b>6.21 %</b>
Special Event Expenses	333.21		333.21	
Catering	4,356.84	9,195.03	-4,838.19	-52.62 %
EOY Event Expenses	51.94	5,790.10	-5,738.16	-99.10 %
Fall Show Expenses	1,560.76	938.40	622.36	66.32 %
GMD Expenses	5,151.81	2,500.00	2,651.81	106.07 %
Spring Show Expenses	4,582.40	1,300.50	3,281.90	252.36 %
Talent Show	820.63		820.63	
Theater Show Expenses	7,872.45		7,872.45	
<b>Total Special Event Expenses</b>	<b>24,730.04</b>	<b>19,724.03</b>	<b>5,006.01</b>	<b>25.38 %</b>
<b>Total Expenses</b>	<b>\$529,687.90</b>	<b>\$406,246.49</b>	<b>\$123,441.41</b>	<b>30.39 %</b>
NET OPERATING INCOME	<b>\$ -30,164.85</b>	<b>\$24,669.49</b>	<b>\$ -54,834.34</b>	<b>-222.28 %</b>
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