

Cambridge Food Co-Op
Profit & Loss
January through December 2016

| | Jan - Dec 16 | Jan - Dec 15 | \$ Change | % Change |
|--|--------------|--------------|-----------|-----------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Sales | | | | |
| Gross Sales | 628,184.56 | 622,340.55 | 5,844.01 | 0.9% |
| Total Sales | 628,184.56 | 622,340.55 | 5,844.01 | 0.9% |
| Total Income | 628,184.56 | 622,340.55 | 5,844.01 | 0.9% |
| Cost of Goods Sold | | | | |
| Cost of Goods Sold | | | | |
| Supplies | | | | |
| Bulk | | | | |
| Containers | 2,930.78 | 2,919.93 | 10.85 | 0.4% |
| Total Bulk | 2,930.78 | 2,919.93 | 10.85 | 0.4% |
| Total Supplies | 2,930.78 | 2,919.93 | 10.85 | 0.4% |
| Goods Purchased (Inventory) | | | | |
| Freight | 2,097.86 | 2,263.47 | -165.61 | -7.3% |
| Goods Purchased | | | | |
| Spoilage | | | | |
| Returns | 2.53 | 20.17 | -17.64 | -87.5% |
| Damaged | 189.28 | 67.51 | 121.77 | 180.4% |
| Health & Beauty | 868.67 | 182.92 | 685.75 | 374.9% |
| Grocery | 4,772.83 | 2,029.33 | 2,743.50 | 135.2% |
| Produce | 3,917.01 | 1,366.84 | 2,550.17 | 186.6% |
| Cheese | 993.76 | 458.31 | 535.45 | 116.8% |
| Dairy | 2,279.18 | 895.00 | 1,384.18 | 154.7% |
| Bread | 1,375.47 | 657.55 | 717.92 | 109.2% |
| Spoilage - Other | 0.00 | 7,452.74 | -7,452.74 | -100.0% |
| Total Spoilage | 14,398.73 | 13,130.37 | 1,268.36 | 9.7% |
| Goods Purchased - Other | 418,101.97 | 416,440.58 | 1,661.39 | 0.4% |
| Total Goods Purchased | 432,500.70 | 429,570.95 | 2,929.75 | 0.7% |
| Coffee Station | 1,779.83 | 1,698.02 | 81.81 | 4.8% |
| Total Goods Purchased (Inventory) | 436,378.39 | 433,532.44 | 2,845.95 | 0.7% |
| Food Purchases | 0.00 | 0.00 | 0.00 | 0.0% |
| Inventory Difference | 12,109.84 | 362.68 | 11,747.16 | 3,239.0% |
| Total Cost of Goods Sold | 451,419.01 | 436,815.05 | 14,603.96 | 3.3% |
| Total COGS | 451,419.01 | 436,815.05 | 14,603.96 | 3.3% |
| Gross Profit | 176,765.55 | 185,525.50 | -8,759.95 | -4.7% |
| Expense | | | | |
| Retail Operating Expense | | | | |
| Personnel | | | | |
| Working Member Discounts | 29,745.85 | 34,557.23 | -4,811.38 | -13.9% |
| Training & Education | | | | |
| Meals | 107.16 | 0.00 | 107.16 | 100.0% |
| Training & Education - Other | 399.70 | 0.00 | 399.70 | 100.0% |
| Total Training & Education | 506.86 | 0.00 | 506.86 | 100.0% |
| Insurance (Personnel) | | | | |
| Workmans Comp | 2,809.00 | 1,917.00 | 892.00 | 46.5% |
| Disability | 415.04 | 512.45 | -97.41 | -19.0% |
| Total Insurance (Personnel) | 3,224.04 | 2,429.45 | 794.59 | 32.7% |
| Wages, Gross | 85,594.40 | 77,914.01 | 7,680.39 | 9.9% |
| Employee Discounts | 8,359.23 | 6,753.28 | 1,605.95 | 23.8% |
| Payroll Taxes | 7,556.97 | 7,592.00 | -35.03 | -0.5% |
| Total Personnel | 134,987.35 | 129,245.97 | 5,741.38 | 4.4% |
| Bank Charges | | | | |
| Banking Supplies | 235.05 | 0.00 | 235.05 | 100.0% |
| Service Charges / Late Fees | 218.36 | 549.93 | -331.57 | -60.3% |
| Bank Fees | 35.00 | 5.00 | 30.00 | 600.0% |
| Bank Charges - Other | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Bank Charges | 488.41 | 554.93 | -66.52 | -12.0% |
| Credit Card Fees | 8,596.95 | 8,629.86 | -32.91 | -0.4% |
| Equipment Rental / Lease | 1,518.00 | 1,916.68 | -398.68 | -20.8% |
| Janitorial Services & Supplies | 152.70 | 203.65 | -50.95 | -25.0% |
| Over / Shorts | -40.29 | -3.50 | -36.79 | -1,051.1% |
| Returned Checks Expense | 0.00 | 25.00 | -25.00 | -100.0% |
| Store Supplies | 3,846.36 | 3,742.16 | 104.20 | 2.8% |
| Telephone & Internet | | | | |
| Internet | 499.76 | 600.00 | -100.24 | -16.7% |
| Telephone | 1,040.79 | 908.26 | 132.53 | 14.6% |
| Total Telephone & Internet | 1,540.55 | 1,508.26 | 32.29 | 2.1% |
| Trash | 749.00 | 584.50 | 164.50 | 28.1% |
| Total Retail Operating Expense | 151,839.03 | 146,407.51 | 5,431.52 | 3.7% |
| Retail Occupancy Expense | | | | |
| License & Fees | 0.00 | 400.00 | -400.00 | -100.0% |
| Occupancy Transfer (% of Cost) | 16,129.57 | 0.00 | 16,129.57 | 100.0% |
| Repairs & Maintenance Expense | | | | |
| Equipment | 52.25 | 2,293.76 | -2,241.51 | -97.7% |
| Other Costs | 33.00 | 0.00 | 33.00 | 100.0% |
| Supplies | 274.64 | 158.76 | 115.88 | 73.0% |
| Total Repairs & Maintenance Expense | 359.89 | 2,452.52 | -2,092.63 | -85.3% |
| Utilities | | | | |
| Water | 469.26 | 516.74 | -47.48 | -9.2% |
| Electric | 8,523.94 | 8,904.21 | -380.27 | -4.3% |
| Total Utilities | 8,993.20 | 9,420.95 | -427.75 | -4.5% |
| Total Retail Occupancy Expense | 25,482.66 | 12,273.47 | 13,209.19 | 107.6% |
| Retail Administration Expense | | | | |
| Contributions & Donations | 242.48 | 352.45 | -109.97 | -31.2% |

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January through December 2016

| | Jan - Dec 16 | Jan - Dec 15 | \$ Change | % Change |
|--|-------------------|-------------------|-------------------|----------------|
| Accounting | | | | |
| Bookkeeper | 5,962.90 | 7,948.04 | -1,985.14 | -25.0% |
| Total Accounting | 5,962.90 | 7,948.04 | -1,985.14 | -25.0% |
| Dues & Subscriptions | 144.92 | 65.00 | 79.92 | 123.0% |
| Marketing | | | | |
| Other Discounts-Support & Sr. | 4,844.46 | 0.00 | 4,844.46 | 100.0% |
| Advertising | 4,468.02 | 3,749.26 | 718.76 | 19.2% |
| Community Outreach | 0.00 | -62.57 | 62.57 | 100.0% |
| Samples | 341.87 | 328.58 | 13.29 | 4.0% |
| Total Marketing | 9,654.35 | 4,015.27 | 5,639.08 | 140.4% |
| Misc. Administrative Expense | 30.00 | 0.00 | 30.00 | 100.0% |
| Office Supplies | 924.46 | 2,130.25 | -1,205.79 | -56.6% |
| Payroll Service | 1,350.74 | 1,529.32 | -178.58 | -11.7% |
| Postage | 427.00 | 500.39 | -73.39 | -14.7% |
| Total Retail Administration Expense | 18,736.85 | 16,540.72 | 2,196.13 | 13.3% |
| Business Expense | | | | |
| Credit Card Fees | 0.00 | 0.00 | 0.00 | 0.0% |
| Total Business Expense | 0.00 | 0.00 | 0.00 | 0.0% |
| Capital District Comm. Loan Int | 0.00 | 0.75 | -0.75 | -100.0% |
| Total Expense | 196,058.54 | 175,222.45 | 20,836.09 | 11.9% |
| Net Ordinary Income | -19,292.99 | 10,303.05 | -29,596.04 | -287.3% |
| Other Income/Expense | | | | |
| Other Income | | | | |
| General Other Income | | | | |
| Other General Income | 12.28 | 154.23 | -141.95 | -92.0% |
| Special Events | 1,561.19 | 10,521.26 | -8,960.07 | -85.2% |
| Membership Dues | 6,209.00 | 5,760.00 | 449.00 | 7.8% |
| Member Donations | 480.00 | 2,690.00 | -2,210.00 | -82.2% |
| Total General Other Income | 8,262.47 | 19,125.49 | -10,863.02 | -56.8% |
| Retail | | | | |
| Misc. Income | | | | |
| Sales Tax Adj. / Vendor Credit | 269.58 | 145.38 | 124.20 | 85.4% |
| Misc. Income - Other | 0.00 | 30.60 | -30.60 | -100.0% |
| Total Misc. Income | 269.58 | 175.98 | 93.60 | 53.2% |
| Interest & Dividend | 1,095.47 | 805.60 | 289.87 | 36.0% |
| Total Retail | 1,365.05 | 981.58 | 383.47 | 39.1% |
| Building Income | | | | |
| Interest Income | 9.32 | 7.96 | 1.36 | 17.1% |
| Rental Income | | | | |
| Occupancy Transfer (Retail %) | 16,129.57 | 0.00 | 16,129.57 | 100.0% |
| Tenants (upstairs) | 10,754.19 | 4,640.00 | 6,114.19 | 131.8% |
| Total Rental Income | 26,883.76 | 4,640.00 | 22,243.76 | 479.4% |
| Building Income - Other | 2.43 | 0.00 | 2.43 | 100.0% |
| Total Building Income | 26,895.51 | 4,647.96 | 22,247.55 | 478.7% |
| Total Other Income | 36,523.03 | 24,755.03 | 11,768.00 | 47.5% |
| Other Expense | | | | |
| General Other Expense | | | | |
| Board | | | | |
| Other | 0.00 | 60.00 | -60.00 | -100.0% |
| Insurance (Professional) | 1,041.24 | 260.25 | 780.99 | 300.1% |
| Total Board | 1,041.24 | 320.25 | 720.99 | 225.1% |
| Accountant | 1,450.00 | 1,600.00 | -150.00 | -9.4% |
| Special Events | 0.00 | 1,432.24 | -1,432.24 | -100.0% |
| Consultants | 0.00 | 1,997.15 | -1,997.15 | -100.0% |
| Taxes (Income) | | | | |
| State | | | | |
| NY Corporation Tax | 55.25 | 38.56 | 16.69 | 43.3% |
| Total State | 55.25 | 38.56 | 16.69 | 43.3% |
| Federal | 679.00 | -944.93 | 1,623.93 | 171.9% |
| Total Taxes (Income) | 734.25 | -906.37 | 1,640.62 | 181.0% |
| Total General Other Expense | 3,225.49 | 4,443.27 | -1,217.78 | -27.4% |
| Building Expense | | | | |
| Misc. Building Expense | 0.00 | 50.00 | -50.00 | -100.0% |
| Insurance (Building) | | | | |
| Workers Compensation Ins. | 220.00 | 180.00 | 40.00 | 22.2% |
| Insurance (Building) - Other | 3,766.47 | 5,050.61 | -1,284.14 | -25.4% |
| Total Insurance (Building) | 3,986.47 | 5,230.61 | -1,244.14 | -23.8% |
| Janitorial | 16.09 | 14.15 | 1.94 | 13.7% |
| Bank Charges | | | | |
| Service Charge / Late Fees | 0.00 | 44.55 | -44.55 | -100.0% |
| Bank Charges - Other | 0.00 | 12.50 | -12.50 | -100.0% |
| Total Bank Charges | 0.00 | 57.05 | -57.05 | -100.0% |
| Landscaping & Plowing | 296.74 | 1,503.33 | -1,206.59 | -80.3% |
| Professional Fees | 0.00 | 620.00 | -620.00 | -100.0% |
| Depreciation Expense | 3,564.00 | 3,799.00 | -235.00 | -6.2% |
| Repairs & Maintenance | 362.18 | 1,838.93 | -1,476.75 | -80.3% |
| Taxes, Property | | | | |
| Village | 1,038.78 | 586.88 | 451.90 | 77.0% |
| Town & County | 1,064.01 | 1,050.00 | 14.01 | 1.3% |
| School | 2,179.30 | 1,539.21 | 640.09 | 41.6% |
| Total Taxes, Property | 4,282.09 | 3,176.09 | 1,106.00 | 34.8% |
| Utilities | | | | |
| Oil (Entire Building) | 1,142.40 | 1,757.57 | -615.17 | -35.0% |
| Electric (second floor) | 809.69 | 411.21 | 398.48 | 96.9% |
| Total Utilities | 1,952.09 | 2,168.78 | -216.69 | -10.0% |

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Accrual Basis

Cambridge Food Co-Op
Profit & Loss
January through December 2016

| | <u>Jan - Dec 16</u> | <u>Jan - Dec 15</u> | <u>\$ Change</u> | <u>% Change</u> |
|---------------------------------|-------------------------|------------------------|--------------------------|-----------------------|
| Interest | | | | |
| Mortgage Int. (Wright / Warren) | 1,030.08 | 1,833.02 | -802.94 | -43.8% |
| Mortgage Int. (CLF 2040) | 5,200.75 | 4,355.85 | 844.90 | 19.4% |
| Interest - Other | 420.00 | 434.65 | -14.65 | -3.4% |
| Total Interest | <u>6,650.83</u> | <u>6,623.52</u> | <u>27.31</u> | <u>0.4%</u> |
| Total Building Expense | <u>21,110.49</u> | <u>25,081.46</u> | <u>-3,970.97</u> | <u>-15.8%</u> |
| Total Other Expense | <u>24,335.98</u> | <u>29,524.73</u> | <u>-5,188.75</u> | <u>-17.6%</u> |
| Net Other Income | <u>12,187.05</u> | <u>-4,769.70</u> | <u>16,956.75</u> | <u>355.5%</u> |
| Net Income | <u>-7,105.94</u> | <u>5,533.35</u> | <u>-12,639.29</u> | <u>-228.4%</u> |