

	Jan - Dec 15	Jan - Dec 16	Jan -Dec 17
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Ordinary Income/Expense

	Jan - Dec 15	Jan - Dec 16	Jan -Dec 17
Income			
4000 · Contributions	754.27	1,800.00	1,037.40
4100 · Membership Dues	63,184.09	70,447.58	56,318.91
4200 · Grant Revenue	37,000.00	9,000.00	14,850.00
4300 · Royalty Income	31,786.79	20,228.67	26,677.59
4400 · Product Revenue	282,713.74	274,696.37	271,196.51
4500 · Service Revenue - Maple Public.	4,088.00	7,424.00	10,273.84
4510 · Service Revenue - Events/Wkshop	13,841.01	159,670.67	24,227.94
4520 · Service Revenue - Other	9,624.00	1,076.75	3,310.00
4800 · Interest/Dividends	238.66	156.81	56.39
4900 · Other Income	0.00	7,676.78	5,298.97
Total Income	443,230.56	552,177.63	413,247.55
Cost of Goods Sold			
5400 · COGS - Inventory Items	84,446.72	100,845.85	77,628.40
5500 · COGS - Printing & Distribution	0.00	23,962.43	14,124.03
5999 · Change in Inventory	43,844.00	0.00	
Total COGS	128,290.72	124,808.28	91,752.43
Gross Profit	314,939.84	427,369.35	321,495.12
Expense			
6000 · Wages	71,740.06	74,294.60	94,379.68
6100 · Payroll Taxes	8,631.64	8,301.32	0.00
6200 · Insurance/Benefits	0.00	0.00	9,103.29
6300 · Advertising	17,874.52	25,561.95	19,025.25
6400 · Bank Charges	2,891.00	3,950.71	2,817.39
6450 · Dues and Subscriptions	5,046.00	12,518.58	11,498.27
6460 · Education/Training	1,598.52	480.22	1,605.60
6500 · Insurance - General Liability	2,198.00	1,146.00	1,472.00
6502 · Insurance - Workers Comp.	1,876.00	633.00	0.00
6503 · Insurance - Other	0.00	685.00	359.00
6600 · Licenses and Fees	27,579.14	26,101.07	29,213.64
6650 · Meals/Entertainment	11,490.78	148,605.14	11,848.45
6675 · Miscellaneous	9,352.45	5,392.68	2,036.61
6680 · Office Expense	7,748.58	2,593.51	1,107.00
6700 · Operating Supplies	24,139.63	14,509.48	7,863.73
6710 · Postage	3,782.23	7,860.78	2,885.71
6750 · Printing and Publications	10,247.25	17,141.61	6,920.60
6770 · Contractor	45,946.28	46,280.79	29,579.25
6775 · Professional Fees - Accounting	4,489.34	6,347.17	5,911.64
6778 · Professional Fees - Info. Tech.	3,174.11	12,869.60	14,516.05
6779 · Professional Fees - Other	30,903.02	2,801.39	7,876.25
7000 · Repairs and Maintenance	3,010.31	1,088.97	300.00
7050 · Rent	574.30	1,729.69	5,979.19
7100 · Shipping	1,757.19	5,457.99	6,784.13

	7500 · Utilities	0.00	607.72	320.43
	7800 · Telephone	2,619.43	1,553.83	1,516.60
	7900 · Travel	24,166.19	21,124.76	24,081.15
	8500 · Internet	649.89	1,437.68	1,511.64
	8700 · Vehicle Expense	5,489.52	594.81	2,161.80
	9700 · Depreciation	2,614.83	0.00	0.00
	9750 · Contributions/Grants	1,556.26	7,144.78	16,935.00
	9800 · Interest Expense	23.80	33.98	0.00
	Total Expense	333,170.27	458,848.81	319,609.35
Net Ordinary Income		-18,230.43	-31,479.46	1,885.77
		-18,230.43	-31,479.46	1,885.77