

Arterra Event Gallery

PROFIT AND LOSS

January 2017 - July 2020

	JAN - DEC 2017	JAN - DEC 2018	JAN - DEC 2019	JAN - JUL, 2020	TOTAL
Income					
Bartender Fee				2,800.00	\$2,800.00
Beverage - Alcohol				23,819.76	\$23,819.76
Beverage - Non-Alcohol				470.00	\$470.00
Curbside Meals				10,050.77	\$10,050.77
Decor Items				974.37	\$974.37
Discounts given	-83,849.33	-23,670.99			\$ -107,520.32
DJ				850.00	\$850.00
Event Income					\$0.00
Business	37,036.73	32,202.12	28,476.29		\$97,715.14
Business-Social	42,900.91	3,503.86	15,511.97		\$61,916.74
Education	72,997.57	80,064.18	46,926.48		\$199,988.23
Fundraiser	1,500.00	3,750.00	10,350.17		\$15,600.17
Government	700.00		1,400.00		\$2,100.00
In-House	22,314.42	4,590.12			\$26,904.54
Non-Profit	49,612.59	38,301.08	21,141.96		\$109,055.63
Social	68,134.41	69,315.85	83,380.40		\$220,830.66
Social Organization	41,991.79	32,312.67	15,214.89		\$89,519.35
SRC Income	58,085.50	147,238.85			\$205,324.35
Wedding Related	4,392.00		300.00		\$4,692.00
Weddings	211,828.46	214,259.47	171,547.20		\$597,635.13
Total Event Income	611,494.38	625,538.20	394,249.36		\$1,631,281.94
Food				36,588.11	\$36,588.11
Function Director				925.00	\$925.00
Room Rental				29,242.80	\$29,242.80
Service Charge	63,197.97	63,345.84	56,375.68	13,194.38	\$196,113.87
Total Income	\$590,843.02	\$665,213.05	\$450,625.04	\$118,915.19	\$1,825,596.30
Cost of Goods Sold					
Contract Labor - Events					\$0.00
Culinary	8,262.80	47,533.72	21,430.44	28,257.58	\$105,484.54
DJ Services	6,500.00	6,599.00	1,950.00	650.00	\$15,699.00
General Labor	2,202.90	750.00	1,250.00		\$4,202.90
Service Staff	60,960.92	74,656.66	74,628.62	12,095.63	\$222,341.83
Total Contract Labor - Events	77,926.62	129,539.38	99,259.06	41,003.21	\$347,728.27
Events operation expense					\$0.00
Beverage for Event	26,036.77	31,714.39	27,892.19	7,894.34	\$93,537.69
Decor for Event	2,356.76	1,988.98	1,298.06	830.89	\$6,474.69
Food for Event	61,671.92	117,213.63	59,181.66	14,943.57	\$253,010.78
Linens	12,426.20	15,702.17	16,833.48	3,817.07	\$48,778.92
Rental Items for Events	1,022.22	1,190.93	464.48		\$2,677.63
Supplies for Events	2,877.36	1,063.12	490.34		\$4,430.82
Total Events operation expense	106,391.23	168,873.22	106,160.21	27,485.87	\$408,910.53

	JAN - DEC 2017	JAN - DEC 2018	JAN - DEC 2019	JAN - JUL, 2020	TOTAL
SRC Supplies	8,317.97	4,184.30			\$12,502.27
Total Cost of Goods Sold	\$192,635.82	\$302,596.90	\$205,419.27	\$68,489.08	\$769,141.07
GROSS PROFIT	\$398,207.20	\$362,616.15	\$245,205.77	\$50,426.11	\$1,056,455.23
Expenses					
Amortization Expense			1,273.00		\$1,273.00
Auto	12.85			4.36	\$17.21
Compensation					\$0.00
Benefits					\$0.00
Group health insurance		1,510.96	179.13	2,464.16	\$4,154.25
Total Benefits		1,510.96	179.13	2,464.16	\$4,154.25
Commissions				1,807.51	\$1,807.51
Payroll				620.00	\$620.00
Commissions W-2	35,953.52	17,484.86			\$53,438.38
Payroll Expenses	148,806.34	124,467.69	108,576.98	60,084.16	\$441,935.17
Payroll Taxes	21,925.23	25,501.76	17,319.34	10,460.86	\$75,207.19
Total Payroll Expenses	170,731.57	149,969.45	125,896.32	70,545.02	\$517,142.36
Workers Comp Ins	4,645.70	6,009.80	3,622.00	630.79	\$14,908.29
Total Payroll	211,330.79	173,464.11	129,518.32	71,795.81	\$586,109.03
Salary & Wages					\$0.00
Salary & Wages	0.00	304.64			\$304.64
Total Salary & Wages	0.00	304.64			\$304.64
Total Compensation	211,330.79	175,279.71	129,697.45	76,067.48	\$592,375.43
Compensation Payroll-SRC Expense	2,774.40	17,182.40			\$19,956.80
Depreciation Expense			36,644.00		\$36,644.00
Financial Administration					\$0.00
Accounting	6,275.00	7,750.00	7,650.00	4,375.00	\$26,050.00
Acquisition Finance Fees	4,289.28	4,289.28	3,543.81	1,072.32	\$13,194.69
Bank Charges	166.85	161.67	915.56	988.60	\$2,232.68
Credit Card Merchant		40.00			\$40.00
Interest Expense	44,581.24	43,717.79	44,134.07	18,755.14	\$151,188.24
Property Taxes	19,627.03	22,268.90	22,698.19	11,309.01	\$75,903.13
QuickBooks Payments Fees	12,151.88	8,968.52	10,505.81	3,628.70	\$35,254.91
Taxes & Licenses					\$0.00
Licenses	1,785.00	275.00	1,780.00	250.00	\$4,090.00
Taxes Paid (Liquor)		2,303.25			\$2,303.25
Taxes Paid (Sales)		955.78			\$955.78
Total Taxes & Licenses	1,785.00	3,534.03	1,780.00	250.00	\$7,349.03
Total Financial Administration	88,876.28	90,730.19	91,227.44	40,378.77	\$311,212.68
Marketing					\$0.00
Advertising - Online	10,491.60	4,215.36	5,231.39	3,063.92	\$23,002.27
Advertising - Print	1,103.13	1,625.00	4,889.50		\$7,617.63
Brochures/Flyers			403.62		\$403.62
Digital Media	200.00	250.00	2,270.00		\$2,720.00
Events		55.12	621.63	145.95	\$822.70
Gifts			41.40		\$41.40
Meals and Entertainment	673.69	904.23	1,379.41	136.71	\$3,094.04
Other Marketing			91.59	795.00	\$886.59

	JAN - DEC 2017	JAN - DEC 2018	JAN - DEC 2019	JAN - JUL, 2020	TOTAL
Promotional Meals		31.95	853.10		\$885.05
Total Marketing	12,468.42	7,081.66	15,781.64	4,141.58	\$39,473.30
Operations/Administration					\$0.00
Dues & Subscriptions	344.00	529.84	939.89	478.00	\$2,291.73
Insurance					\$0.00
Insurance - Health Insurance	14,161.28	0.00			\$14,161.28
Insurance - Liability	10,526.25	7,002.00	8,173.00	-657.00	\$25,044.25
Life Insurance	1,068.49	2,308.20	1,811.20	501.20	\$5,689.09
Total Insurance	25,756.02	9,310.20	9,984.20	-155.80	\$44,894.62
Rent or Lease	6,027.75	7,004.93			\$13,032.68
Repair & Maintenance					\$0.00
Appliance and other maintenance	5,027.37	1,231.42	4,850.21	821.93	\$11,930.93
Lawn & Outdoor Maintenance	5,191.34	3,618.88	9,967.98	7,021.36	\$25,799.56
Repair & Maintenance - Building	5,854.62	7,492.74	13,605.73	16,305.11	\$43,258.20
Total Repair & Maintenance	16,073.33	12,343.04	28,423.92	24,148.40	\$80,988.69
Shipping and delivery expense	297.91	9.63			\$307.54
Supplies					\$0.00
Beverage- General Supply	8,058.43	6,290.70	1,606.36	1,257.33	\$17,212.82
Catering Supplies - bowls, platters, chafers	1,555.57	87.32	181.40		\$1,824.29
Cleaning Supplies	2,633.26	2,575.13	3,138.72	758.49	\$9,105.60
Decor and Display Supplies	752.47	1,833.64	1,944.71	920.12	\$5,450.94
Food - General Supply	15,181.08	4,154.18	81.80		\$19,417.06
Kitchen Supplies	2,328.15	3,748.42	1,592.51	687.72	\$8,356.80
Office, Stationary & Print Supplies	469.78	2,023.65	1,170.12	367.92	\$4,031.47
Serviceware		383.78	197.09		\$580.87
Technology Supplies	223.85	459.06	1,668.98	781.45	\$3,133.34
Total Supplies	31,202.59	21,555.88	11,581.69	4,773.03	\$69,113.19
Technology and Software					\$0.00
Software	2,685.17	3,961.94	1,178.05	2,963.71	\$10,788.87
Technology Consulting	402.40	1,670.36	112.36	211.73	\$2,396.85
Total Technology and Software	3,087.57	5,632.30	1,290.41	3,175.44	\$13,185.72
Utilities		177.00			\$177.00
Electricity	8,952.03	9,605.86	8,535.50	3,668.62	\$30,762.01
Internet - Phone	3,521.22	1,959.05	1,021.71	564.45	\$7,066.43
Natural Gas	3,044.26	4,319.96	4,105.39	2,045.11	\$13,514.72
TV - Cable		282.10	1,223.75	643.23	\$2,149.08
Water	4,286.92	7,303.71	6,469.83	2,178.44	\$20,238.90
Total Utilities	19,804.43	23,647.68	21,356.18	9,099.85	\$73,908.14
Total Operations/Administration	102,593.60	80,033.50	73,576.29	41,518.92	\$297,722.31
Payroll Expenses	6,165.01				\$6,165.01
Travel					\$0.00
Travel General exp.		267.62	197.73	94.19	\$559.54
Travel Meals		280.60	69.23		\$349.83
Total Travel		548.22	266.96	94.19	\$909.37
Uncategorized Expense	0.00				\$0.00
Total Expenses	\$424,221.35	\$370,855.68	\$348,466.78	\$162,205.30	\$1,305,749.11
NET OPERATING INCOME	\$ -26,014.15	\$ -8,239.53	\$ -103,261.01	\$ -111,779.19	\$ -249,293.88

	JAN - DEC 2017	JAN - DEC 2018	JAN - DEC 2019	JAN - JUL, 2020	TOTAL
Other Income					
Donation Income - SRC	350.00				\$350.00
Interest Earned			12.60	4.21	\$16.81
Other Miscellaneous Income				5,000.00	\$5,000.00
Total Other Income	\$350.00	\$0.00	\$12.60	\$5,004.21	\$5,366.81
Other Expenses					
Amortization	752.00	752.00			\$1,504.00
Depreciation	66,814.00	33,196.00			\$100,010.00
Total Other Expenses	\$67,566.00	\$33,948.00	\$0.00	\$0.00	\$101,514.00
NET OTHER INCOME	\$ -67,216.00	\$ -33,948.00	\$12.60	\$5,004.21	\$ -96,147.19
NET INCOME	\$ -93,230.15	\$ -42,187.53	\$ -103,248.41	\$ -106,774.98	\$ -345,441.07