

Natures Pillows, Inc. (D.B.A. NPI)

Profit & Loss by Class

January 2019

12:28 PM

01/14/19

Actual Data

| | BW (Natures Pillow) | Cloud Pillow (Natures Pillow) | Handi Pillow (Natures Pillow) | Non-JV (Natures Pillow) | Natures Pillows - Other (Natures Pillow) | Total Natures Pillow | BuAction (Pymount) | CC (Pymount) | FB (Pymount) | FU (Pymount) | IC (Pymount) | IC (Pymount) | IC (Pymount) | NP (Pymount) | Net (Pymount) | NV (Pymount) | PA (Pymount) | RS (Pymount) | SC (Pymount) | SM (Pymount) | Tag Away (Pymount) | Top Dog (Pymount) | UG (Pymount) | Pymount - Other (Pymount) | Total Pymount | Uncollected | TOTAL | | |
|--------------------------------|------------------------|----------------------------------|----------------------------------|----------------------------|---|----------------------|-----------------------|------------------|-----------------|-----------------|------------------|------------------|-----------------|-----------------|------------------|------------------|-------------------|-----------------|------------------|-----------------|-----------------------|----------------------|-------------------|------------------------------|-------------------|-------------|-------------------|-----------|-----------|
| Ordinary Income/Expense | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4000 Sales | 13,288.47 | 71,013.00 | 0.00 | 0.00 | 0.00 | 84,453.46 | 48.91 | 13,159.00 | 4,428.40 | 0.00 | 76,865.54 | 51,291.79 | 6,466.40 | 0.00 | 0.00 | 47,855.40 | 116,880.00 | 0.00 | 16,523.40 | 348.38 | 56,428.00 | 0.00 | 152,233.38 | 0.00 | 546,833.27 | 0.00 | 631,202.32 | | |
| 4020 Chargeback | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | |
| 4025 Price Protection | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -32,564.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -32,564.00 | 0.00 | |
| 4050 Customer Reimbursement | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -693.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -29.87 | 0.00 | 0.00 | 0.00 | 0.00 | -693.79 | 0.00 | -693.79 | |
| 4100 Receipts Income | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,824.27 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,824.27 | 0.00 | 2,824.27 | |
| 5200 Advertising Discounts | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -242.55 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -496.35 | 0.00 | -1,137.60 | 0.00 | -1,137.60 |
| Total Income | 13,288.47 | 71,013.00 | 0.00 | 0.00 | 0.00 | 84,453.46 | 48.91 | 13,159.00 | 4,428.40 | 0.00 | 76,865.54 | 51,291.79 | 6,466.40 | 0.00 | 0.00 | 47,855.40 | 116,880.00 | 0.00 | 16,523.40 | 348.38 | 56,428.00 | 0.00 | 152,233.38 | 0.00 | 546,833.27 | 0.00 | 631,202.32 | | |
| Cost of Goods Sold | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4010 Chargebacks/Returns | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | -20.42 | -159.31 | 0.00 | 0.00 | 0.00 | 499.38 | 1,554.94 | 0.00 | 0.00 | 0.00 | 500.21 | 0.00 | 2,802.41 | 0.00 | 4,445.40 | 0.00 | 4,445.40 | | |
| 5000 Cost of Goods Sold | 15,417.83 | 39,811.20 | 0.00 | 0.00 | 0.00 | 55,229.03 | 7.20 | 25,257.00 | 2,916.10 | 0.00 | 38,413.36 | 30,555.45 | 2,419.30 | 0.00 | 0.00 | 15,951.55 | 42,401.54 | 0.00 | 1,254.45 | 0.00 | 35,028.35 | 0.00 | 201,209.46 | 0.00 | 201,209.46 | 0.00 | 34,427.82 | | |
| 5100 Freight and Delivery | 40.55 | 22,836.10 | 0.00 | 0.00 | 0.00 | 22,876.65 | -13.85 | 0.00 | 48.54 | 0.00 | 1,655.00 | 0.00 | 0.00 | 0.00 | 0.00 | 163.35 | 0.00 | 0.00 | 0.00 | 0.00 | 22.18 | 0.00 | -108.88 | 0.00 | 21,467.01 | 0.00 | 21,467.01 | | |
| 5110 Handling | 775.00 | 1,692.30 | 100.00 | 0.00 | 0.00 | 2,567.30 | 0.00 | 0.00 | 262.50 | 0.00 | 900.00 | 225.00 | 375.00 | 0.00 | 0.00 | 525.00 | 392.50 | 0.00 | 0.00 | 0.00 | 137.50 | 0.00 | 275.00 | 0.00 | 6,775.00 | 0.00 | 3,727.50 | | |
| 5200 Receipts | 232.28 | 22,421.00 | 0.00 | 0.00 | 0.00 | 22,653.28 | -4.25 | 0.00 | 102.97 | 0.00 | 44,215.24 | 1,868.24 | 244.76 | 0.00 | -769.88 | 1,268.22 | 0.00 | 0.00 | 0.00 | 712.80 | 0.00 | 1,425.14 | 0.00 | 1,622.87 | 0.00 | 62,101.00 | 0.00 | 62,101.00 | |
| Total COGS | 16,165.66 | 64,360.50 | 100.00 | 0.00 | 0.00 | 79,785.35 | -19.25 | 25,257.00 | 3,191.25 | 0.00 | 44,215.24 | 32,547.24 | 3,195.75 | 0.00 | -769.88 | 38,526.35 | 42,919.00 | 0.00 | 1,254.45 | 0.00 | 34,757.55 | 0.00 | 202,771.56 | 0.00 | 202,771.56 | 0.00 | 381,752.00 | | |
| Gross Profit | 277.82 | 6,652.50 | -100.00 | 0.00 | 0.00 | 4,668.11 | 68.16 | 0.00 | 1,237.15 | 0.00 | 32,650.30 | 18,744.55 | 3,270.65 | 0.00 | 769.88 | 9,329.05 | 71,961.00 | 0.00 | 11,126.95 | 348.38 | 21,670.45 | 0.00 | 51,961.82 | 0.00 | 184,061.71 | 0.00 | 248,429.32 | | |
| Expenses | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6000 Management Fee | -1,037.54 | -2,707.28 | 1,681.35 | 0.00 | 0.00 | -2,123.47 | 0.00 | 0.00 | -264.70 | 2,084.25 | -773.85 | -4,876.55 | -1,242.05 | 0.00 | 0.00 | -3,180.76 | -3,356.38 | 0.00 | 483.10 | -116.62 | -2,244.16 | 0.00 | -4,912.32 | 0.00 | -22,751.25 | 0.00 | -24,874.72 | | |
| 6010 Office Equipment | 0.00 | 0.00 | 0.00 | 0.00 | 36.81 | 36.81 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,831.56 | 0.00 | 1,831.56 | | |
| 6020 Office Expenses | 0.00 | 0.00 | 0.00 | 0.00 | 17.00 | 17.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 1,541.17 | 0.00 | 1,541.17 | | |
| 6030 Personnel Expenses | 0.00 | 0.00 | 0.00 | 1,882.65 | 0.00 | 1,882.65 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 33,536.85 | 0.00 | 33,536.85 | | |
| 6040 Advertise | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 698.00 | 0.00 | 698.00 | | |
| 6011 Airway | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 | 0.00 | 500.00 | | |
| 6020 Base Service Charges | 0.00 | 0.00 | 0.00 | 82.19 | 0.00 | 82.19 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 89.36 | 0.00 | 89.36 | | |
| 6030 Dues and Subscriptions | 0.00 | 0.00 | 0.00 | 80.27 | 0.00 | 80.27 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,269.70 | 0.00 | 3,269.70 | | |
| 6051 Handling fee | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 87.50 | 0.00 | 87.50 | | |
| 6060 Office Supplies | 0.00 | 0.00 | 0.00 | 4.44 | 0.00 | 4.44 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 875.71 | 0.00 | 875.71 | | |
| 6070 Commissions | 1,361.63 | 105.19 | 1.22 | 0.00 | 0.00 | 1,467.04 | -1.14 | 0.00 | 174.44 | 12.15 | 16,181.47 | 1,338.65 | 1,713.42 | 0.00 | -119.98 | 4,417.69 | 6,813.72 | 17.34 | 446.35 | 0.96 | 4,358.00 | 0.00 | 5,800.00 | 0.00 | 41,150.20 | 0.00 | 44,958.36 | | |
| 6080 Freight and Delivery | 95.27 | 36.84 | 27.24 | 0.00 | 0.00 | 259.35 | 69.08 | 907.46 | 108.92 | 0.00 | 609.88 | 428.13 | 0.00 | 0.00 | 0.00 | 72.90 | 0.00 | 0.00 | 0.00 | 0.00 | 228.35 | 0.00 | 140.70 | 0.00 | 5,686.66 | 0.00 | 5,641.61 | | |
| 6070 Professional Fees | 0.00 | 0.00 | 0.00 | 791.59 | 0.00 | 791.59 | 0.00 | 0.00 | 0.00 | 0.00 | 11,791.85 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 228.89 | 0.00 | 137.50 | 0.00 | 5,810.70 | 0.00 | 18,030.33 | | | |
| 6040 Sample | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 38.85 | 0.00 | 38.85 | | |
| 6065 Travel & Ent | 0.00 | 0.00 | 0.00 | 12.44 | 0.00 | 12.44 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 6,461.01 | 0.00 | 6,461.01 | | |
| 6040 Utilities | 0.00 | 0.00 | 0.00 | 7.53 | 0.00 | 7.53 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 369.24 | 0.00 | 369.24 | | |
| 6020 Interest Expense | 0.00 | 0.00 | 0.00 | 76.40 | 0.00 | 76.40 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 76.40 | 0.00 | 76.40 | | |
| Total Expense | 215.66 | -2,972.25 | 1,702.97 | 2,238.34 | 0.00 | 1,865.56 | 71.51 | 1,471.95 | 120.56 | 2,982.40 | 26,822.74 | -2,171.02 | 1,588.50 | 0.00 | -119.98 | 1,268.93 | 3,913.73 | 17.34 | 446.35 | 0.96 | 2,167.00 | 0.00 | 2,401.00 | 0.00 | 116,568.56 | 0.00 | 118,226.16 | | |
| Net Ordinary Income | 262.16 | 6,652.50 | -100.00 | 0.00 | 0.00 | 2,802.55 | -2.69 | 0.00 | 1,116.59 | 0.00 | 6,027.56 | 16,565.53 | 5,091.65 | 0.00 | 889.86 | 8,060.12 | 71,943.66 | 0.00 | 10,876.60 | 347.42 | 19,503.45 | 0.00 | 49,760.82 | 0.00 | 167,500.15 | 0.00 | 229,777.31 | | |
| Other Income/Expense | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7000 Interest Income | 0.00 | 0.00 | 0.00 | 0.00 | 1,802.18 | 1,80 | | | | | | | | | | | | | | | | | | | | | | | |