

# EINSTEIN PHARMACY

## Profit and Loss

January 2018 - December 2019

	Jan - Dec 2018		Jan - Dec 2019	
	Current	% of Income	Current	% of Income
<b>Income</b>				
4110 Pharmacy Sales	6,423,122	97.78%	7,063,086	97.74%
4115 DIR and Other Fees	-73,422	-1.12%	-202,380	-2.80%
4140 OTC Sales	219,449	3.34%	221,793	3.07%
4170 A/R Adjustments		0.00%	143,991	1.99%
<b>Total Income</b>	<b>\$ 6,569,149</b>	<b>100.00%</b>	<b>\$ 7,226,490</b>	<b>100.00%</b>
<b>Cost of Goods Sold</b>				
5110 Pharmacy COGS	4,728,871	71.99%	5,398,799	74.71%
5120 Pharmacy Rebates	-669,583	-10.19%	-699,567	-9.68%
5150 OTC COGS	114,536	1.74%	155,255	2.15%
5170 Inventory Adjustment		0.00%	-132,976	-1.84%
<b>Total Cost of Goods Sold</b>	<b>\$ 4,173,824</b>	<b>63.54%</b>	<b>\$ 4,721,511</b>	<b>65.34%</b>
<b>Gross Profit</b>	<b>\$ 2,395,325</b>	<b>36.46%</b>	<b>\$ 2,504,979</b>	<b>34.66%</b>
<b>Expenses</b>				
6010 Advertising and Promotion	29,722	0.45%	20,218	0.28%
6020 Bank and Credit Card Fees	14,824	0.23%	19,600	0.27%
6030 Computer & Internet Expense	101,621	1.55%	48,454	0.67%
6040 Dues and Subscriptions	5,130	0.08%	7,314	0.10%
6050 Facilities	94,217	1.43%	88,365	1.22%
6055 Insurance	5,706	0.09%	2,707	0.04%
6060 Licenses and Permits	1,550	0.02%	1,661	0.02%
6065 Lease Expense	1,386	0.02%	1,333	0.02%
6070 Office and Pharmacy Expense	71,572	1.09%	58,106	0.80%
6090 Postage & Shipping	3,644	0.06%	2,015	0.03%
6100 Professional Fees	58,283	0.89%	113,554	1.57%
6110 Meals & Entertainment	4,807	0.07%	2,403	0.03%
6120 Travel	8,664	0.13%	8,278	0.11%
6130 Vehicle Expense	2,423	0.04%	2,667	0.04%
6500 Payroll Expense	1,093,474	16.65%	1,062,585	14.70%
6600 Contract Labor	835	0.01%	70	0.00%
Uncategorized Expense	333	0.01%		0.00%
<b>Total Expenses</b>	<b>\$ 1,498,191</b>	<b>22.81%</b>	<b>\$ 1,439,331</b>	<b>19.92%</b>
<b>Net Operating Income</b>	<b>\$ 897,133</b>	<b>13.66%</b>	<b>\$ 1,065,649</b>	<b>14.75%</b>
<b>Other Income</b>				
8050 Miscellaneous Non-Operating Income	454	0.01%	413	0.01%
<b>Total Other Income</b>	<b>\$ 454</b>	<b>0.01%</b>	<b>\$ 413</b>	<b>0.01%</b>
<b>Other Expenses</b>				
8010 Interest Expense	56,227	0.86%	70,523	0.98%
8015 Charitable Contributions	1,532	0.02%	7,160	0.10%
8020 Tax Expense	12,133	0.18%	19,809	0.27%
<b>Total Other Expenses</b>	<b>\$ 69,891</b>	<b>1.06%</b>	<b>\$ 97,492</b>	<b>1.35%</b>
<b>Net Other Income</b>	<b>-\$ 69,437</b>	<b>-1.06%</b>	<b>-\$ 97,079</b>	<b>-1.34%</b>
<b>Net Income</b>	<b>\$ 827,697</b>	<b>12.60%</b>	<b>\$ 968,570</b>	<b>13.40%</b>

**Key Results: NOM ↑ from 13.7% to 14.75% adding \$165.5K in annual profit despite a decrease in GP Margin**  
**Expenses ↓ significantly from 22.81% to 19.92% (better expense control)**  
**Revenue ↑ 10% (owner/staff have more time to focus on driving new revenue)**