

**Austin Recycled Reads - Book Store**  
**Financial Results of Operations**  
**Year-over-Year Comparison FY19 - FY16**

	<b>FY19 as of 7/31/19</b>	<b>FY18</b>	<b>FY17</b>	<b>FY16</b>
<b>Revenue:</b>				
Gross Sales	105,744.28	134,011.03	137,180.91	154,353.53
Total Revenue from Operations	<u>105,744.28</u>	<u>134,011.03</u>	<u>137,180.91</u>	<u>154,353.53</u>
<b>Expenses:</b>				
Cost of Goods Sold	-	-	-	-
Labor	135,725.80	282,654.04	255,798.21	290,891.92
Rent	146,440.83	156,338.48	152,862.42	143,503.43
Utilities	9,042.13	11,699.63	12,803.35	15,564.49
Advertising	1,136.48	1,786.72	5,836.77	4,810.25
Postage	125.10	275.13	478.62	283.38
Office Supplies	1,218.63	5,328.54	1,461.13	2,759.59
Small tools/minor equipment	5,351.72	-	-	-
Inventory Supplies	-	-	-	-
Fees	-	-	-	386.78
Mileage	-	-	-	140.23
Expense Refunds <sup>1</sup>	(10,396.06)	(10,847.68)	(59,234.00)	(60,819.40)
Total Expenses from Operations	<u>288,644.63</u>	<u>447,234.86</u>	<u>370,006.50</u>	<u>397,520.67</u>
Net	<u>(182,900.35)</u>	<u>(313,223.83)</u>	<u>(232,825.59)</u>	<u>(243,167.14)</u>

**Footnotes:**

<sup>1</sup>Expense Refunds: FY19, \$11,000 from Office of Sustainability for tool lending library.  
FY18, \$10,400 from Austin Resource Recovery (ARR) for program.  
FY17, \$59,234 from ARR for program.  
FY16, \$60,819 from ARR for program.