

# The Pillars Quarterly Director's Cut

## Q4 2018

Created 2019-01-22

### Purpose

The purpose of this brief report is to recap income and expenses for the current year and quarter, along with any expenses which exceeded their typical range, and thus should be isolated and investigated.

### Summaries

Category	Q4 2018	Q2Q	YOY
Expense	\$10,171,082	2.44%	-18.27%
Income	\$11,579,397	8.26%	-22.66%
Profit	\$1,408,315	83.60%	-44.30%

Category	Q4 2018	Q2Q	YOY	% Of Current Year And Quarter
Income	\$11,579,397	8.26%	-22.66%	
Cost Of Goods	\$4,586,190	4.30%	-17.41%	45.09%
Employees	\$1,894,799	17.54%	-18.01%	18.63%
Profit	\$1,408,315	83.60%	-44.30%	
Shipping	\$1,372,931	19.52%	10.02%	13.50%
Contractors	\$934,004	21.25%	19.48%	9.18%
Building Expense	\$751,374	6.62%	-27.44%	7.39%
Services And Finance	\$366,335	16.11%	42.39%	3.60%
Marketing And Biz Dev	\$265,200	78.24%	-35.13%	2.61%
Tax Payment	\$250	-99.97%	-99.97%	0.00%

## Categories In-Depth

To get a sense of whether some category's value is "normal", "low", or "high" for the given period, we can isolate each category and use historical data to construct a trendline and confidence interval, which we can then compare with the current value of that category.

When we do this, we produce the table below.

Category	Estimated Lower Bound	Estimated Upper Bound	Current Value	Comment On Interval
Income	\$10,116,810	\$14,611,868	\$11,579,397	within
Cost Of Goods	\$4,185,303	\$5,961,970	\$4,586,190	within
Employees	\$1,502,734	\$2,341,854	\$1,894,799	within
Profit	\$-1,142,482	\$2,833,571	\$1,408,315	within
Shipping	\$1,138,931	\$1,635,550	\$1,372,931	within
Contractors	\$742,707	\$965,360	\$934,004	within
Building Expense	\$572,432	\$1,036,637	\$751,374	within
Services And Finance	\$86,003	\$514,074	\$366,335	within
Marketing And Biz Dev	\$17,765	\$1,285,163	\$265,200	within
Tax Payment	\$-628,347	\$1,679,452	\$250	within