

# The Pillars Monthly Director's Cut Feb 2019

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## Purpose

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

## Summaries

Category	Feb 2019	M2M	YOY
Expense	\$2,909,417	32.8%	-17.6%
Income	\$3,333,669	-6.9%	-6.2%
Profit	\$424,252	-69.5%	1,992.0%

Category	Feb 2019	M2M	YOY	% Of Current Year And Month
Income	\$3,333,669	-6.9%	-6.2%	
Cost Of Goods	\$1,400,698	330.0%	-25.1%	48.1%
Employees	\$531,259	45.3%	-5.9%	18.3%
Profit	\$424,252	-69.5%	1,992.0%	
Shipping	\$398,735	-43.5%	-19.2%	13.7%
Building Expense	\$264,567	-6.5%	30.6%	9.1%
Contractors	\$225,245	-27.6%	-6.5%	7.7%
Services And Finance	\$81,513	-20.2%	-22.0%	2.8%
Marketing And Biz Dev	\$7,400	-92.4%	-87.2%	0.3%

## 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	\$3,477,842	\$4,793,650	\$3,333,669	less than
Cost Of Goods	\$1,304,821	\$1,970,600	\$1,400,698	within
Employees	\$512,547	\$780,106	\$531,259	within
Profit	\$-311,062	\$817,506	\$424,252	within
Shipping	\$379,434	\$533,076	\$398,735	within
Building Expense	\$260,240	\$441,246	\$264,567	within
Contractors	\$263,153	\$333,705	\$225,245	less than
Services And Finance	\$25,049	\$152,739	\$81,513	within
Marketing And Biz Dev	\$71,311	\$329,039	\$7,400	less than

End of report