

THE CANNABIS CORNER

MARCH 2018

DIRECTOR'S REPORT

Net Sales: \$87,515

YTD Sales: \$230,656

Taxes Paid: \$20,911

Net Operating Income: -\$3,921

Net Income: -\$10,810

Debt/Interest Paid: \$4,975

BUDGET HIGHLIGHTS

MARCH: SALES DOWN \$34,119 from LY, or 28% OUCH!
COMPETITION Sales = unknown
YTD DOWN \$67,383 or 23%

MARCH: OPERATING INCOME DOWN \$14,024 from LY
NET income DOWN \$16,321

MARCH: EXPENSES DOWN \$20,095 from LY

AGENDA ITEMS

Last Meeting Follow-up

- **MARKETING:** At the time of writing this Bonneville Events has a bank account, all business licenses, and has made its first successful sale.
- **LEASE:** Several options to discuss.
- **GRANT APPLICATION:** Waiting on some insight from Teunis.

NEW BUSINESS

- Annual Report - complete, will file with city WORKSHOP INVITE 5/15/18
- Payroll accounting - will discuss briefly at 4/25/18 Board meeting and more in depth at Q3 meeting
- Budget revisions - holding off until July but have reduced purchasing budgets in May/June by 40%
- Bonneville Events - need to add a business plan, personnel policy, and finance policy
- CC Business Plan - plan to revise in 2018, edit suggestions welcome

CLAIMS SUMMARY HIGHLIGHTS

NEW VENDORS: C & M Merchandising (paraphernalia)

SPENDING: Amazon (store supplies) **\$148.36**, Four and Twenty Blackbirds (catering for anniversary) **\$275.00**, Fresh Marketing and Events (2017 event consulting) **\$400.00**, GoDaddy (annual web hosting) **\$128.98**, GreenBits

(annual fee for inventory system) **\$4,157.22**, Mike Baker (fingerprint fees) **\$89.00**, North West Graphic Works (shirts) **\$965.40**, Pork Wind and Fire (anniversary BBQ) **\$350.00**, Print It (new Evergreen Club tear offs) **\$50.50**, USPS (stamps) **\$12.63**, Walmart (supplies) **\$43.11**, Wyers/Wyers (legal services) **\$1320.00**

ALL other spending is regular monthly, payroll, and product.

ROBYN'S NOTES

INDUSTRY/LCB NEWS

MEDICAL: We are down again...cannot issue cards.

GENERAL:

OREGON: n/a

OTHER:

STORE NEWS

STAFFING UPDATE: n/a

ADVERTISING:

GENERAL UPDATES:

EVENTS: