

To: jeffrey E.[jeevacation@gmail.com]
From: Richard Joslin
Sent: Tue 8/5/2014 3:21:49 AM
Subject: FW: 2013 sales analysis
SALES AND ORDERS ANALYSIS 2013.pdf

From: Richard Joslin
Sent: Monday, August 04, 2014 11:21 PM
To: Eileen Alexanderson; 'Keith Fox'; 'John Murphy'
Subject: 2013 sales analysis

Sales tax review FY 2013 – Quickbooks shows payments for NYS sales tax - larger share of sales are NYS sourced (34% taxable + exempt; 23.8% taxable) . LTD NYS sales tax remitted - \$134K

Order review – median sale/ order FY 2013 is \$525; 67.6% of the total number of sales generates 18.8% of revenue; 6% of number of high end sales generates 40.7% of total revenue

The Artspace sales detail shows \$59K of non-NY tax, including taxes to states and foreign countries – no proof of having been paid but appears to have been collected

I can send excel detail if desired – culled from “orders w/o names” file John circulated earlier

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