



Divisions (L4) - tes,OTH,OTH,OUT,BLD,BLD,OUT,BLD,OUT,SAL,Acc,OUT for Sep. 2016

	Current Month			Year to date					Full Year			
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Last Yr
<u>Income</u>												
Sales												
4-1100 BLDG- Building	107,696	10,000	97,696	591,186	60,000	531,186		591,186	591,529	120,000	471,529	
4-1200 Sales - Outdoor	81,039	11	81,028	484,065	66	483,999		484,065	486,532	132	486,400	
4-1400 Sales - Consulting	1,013		1,013	9,902		9,902		9,902	9,902		9,902	
4-1500 Sales - Contracting	28,933		28,933	101,018		101,018		101,018	101,018		101,018	
Total Sales	218,682	10,011	208,671	1,186,171	60,066	1,126,105		1,186,171	1,188,981	120,132	1,068,849	
4-2000 Returns and Allowances		-500	500		-3,000	3,000				-6,000	6,000	
4-5000 Freight Collected									26		26	
4-8000 Miscellaneous Income									381		381	
4-9000 Rebates OUTD2		-1,000	1,000		-6,000	6,000				-12,000	12,000	
Total Income	218,682	8,511	210,171	1,186,171	51,066	1,135,105		1,186,171	1,189,388	102,132	1,087,256	
<u>Cost Of Sales</u>												
Purchases												
5-1100 COS - Building	60,883	50	60,833	333,274	300	332,974		333,274	333,460	600	332,860	
5-1200 COS - Outdoor	47,880	600	47,280	284,493	3,600	280,893		284,493	285,705	7,200	278,505	
5-1300 COS - Other		700	-700		4,200	-4,200				8,400	-8,400	
5-1400 COS - Consulting		80	-80		480	-480				960	-960	
5-1500 COS - Contracting		900	-900		5,400	-5,400				10,800	-10,800	
Cost of Sales - Other												
5-1920 Inventory Adjustment				-101		-101		-101	-101		-101	
5-1930 Freight In	377		377	1,974		1,974		1,974	1,974		1,974	
Total Cost of Sales - Other	377		377	1,873		1,873		1,873	1,873		1,873	
Total Cost Of Sales	109,139	2,330	106,809	619,641	13,980	605,661		619,641	621,038	27,960	593,078	
Gross Profit	109,542	6,181	103,361	566,531	37,086	529,445		566,531	568,350	74,172	494,178	

	Current Month			Year to date					Full Year			
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Last Yr
<u>Expenses</u>												
Administrative Expenses												
6-1050 Accounting Fees		18	-18		93	-93				222	-222	
6-1100 Bank Charges	29		29	194		194		194	235		235	
6-1300 Insurance	325		325	1,950		1,950		1,950	1,950		1,950	
6-1500 Office Supplies	719		719	3,737		3,737		3,737	3,737		3,737	
6-1550 Postage	181		181	1,073		1,073		1,073	1,073		1,073	
Total Administrative Expenses	1,254	18	1,236	6,954	93	6,861		6,954	6,995	222	6,773	
Operating Expenses												
6-2100 Cleaning	870		870	5,220		5,220		5,220	5,220		5,220	
Total Operating Expenses	870		870	5,220		5,220		5,220	5,220		5,220	
Personnel Expenses												
6-3500 Staff Amenities	575		575	2,455		2,455		2,455	2,455		2,455	
6-3550 Staff Refreshments	138		138	708		708		708	708		708	
Total Personnel Expenses	713		713	3,163		3,163		3,163	3,163		3,163	
Sales & Marketing Expenses												
6-6170 Entertainment	98		98	293		293		293	293		293	
6-6300 Motor Vehicle Expenses	295		295	1,348		1,348		1,348	1,348		1,348	
6-6400 Printing	285		285	2,803		2,803		2,803	2,803		2,803	
6-6500 Promotions	1,050		1,050	6,325		6,325		6,325	6,325		6,325	
Total Personnel Expenses	1,728		1,728	10,769		10,769		10,769	10,769		10,769	
<u>Total Expenses</u>	4,565	18	4,547	26,106	93	26,013		26,106	26,147	222	25,925	
Operating Profit	104,978	6,163	98,815	540,425	36,993	503,432		540,425	542,203	73,950	468,253	

	Current Month			Year to date				Full Year				
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Last Yr
<u>Other Income</u>												
8-1112 ODBCx Insert				4,444		4,444		4,444	4,444		4,444	
<u>Total Other Income</u>				4,444		4,444		4,444	4,444		4,444	
Net Income\Loss	104,978	6,163	98,815	544,869	36,993	507,876		544,869	546,647	73,950	472,697	

Number of Rows: 28

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