Moscow Food Co-op
Profit & Loss Budget vs. Actual
July through September 2016

	Jul - Sep 16	Budget	$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
40000 · SALES				
40100 · DEPARTMENTAL SALES				
40110 · GROCERY	1,230,070.85	1,203,737.64	26,333.21	102.2%
40120 · DELI	772,421.95	754,500.00	17,921.95	102.4%
40140 · WELLNESS	416,296.11	408,858.00	7,438.11	101.8%
40160 · MEAT	218,939.07	217,924.00	1,015.07	100.5%
40170 · FRESH	220,412.83	223,826.00	-3,413.17	98.5%
Total 40100 · DEPARTMENTAL SALES	2,858,140.81	2,808,845.64	49,295.17	101.8%
40190 · CO-OP PROMOTIONAL SALES	130.00			
40200 · SALES DISCOUNTS				
40204 · COUPONS	8,150.30			
40205 · CO-OP ITEM DISCOUNTS	-3,277.48	-4,853.00	1,575.52	67.5%
Total 40200 · SALES DISCOUNTS	4,872.82	-4,853.00	9,725.82	-100.4%
40800 · A/R SALES ACCOUNT	0.00			
Total 40000 · SALES	2,863,143.63	2,803,992.64	59,150.99	102.1%
Total Income	2,863,143.63	2,803,992.64	59,150.99	102.1%
Cost of Goods Sold				
50000 · COST OF GOODS				
50100 · PURCHASES				
50110 · GROCERY	818,986.21	804,190.99	14,795.22	101.8%
50120 · DELI	328,940.40	276,075.00	52,865.40	119.1%
50140 · WELLNESS	232,505.39	236,940.00	-4,434.61	98.1%
50160 · MEAT	150,580.05	148,188.00	2,392.05	101.6%
50170 · FRESH	164,236.51	145,486.00	18,750.51	112.9%
Total 50100 · PURCHASES	1,695,248.56	1,610,879.99	84,368.57	105.2%
50200 · FREIGHT				
50210 · GROCERY	0.00	0.00	0.00	0.0%
50220 · DELI	523.00	330.00	193.00	158.5%
50240 · WELLNESS	15.00			
50260 · MEAT	4,103.95	2,963.00	1,140.95	138.5%
50270 · FRESH	302.62	300.00	2.62	100.9%
50280 · GENERAL	0.00	600.00	-600.00	0.0%
Total 50200 · FREIGHT	4,944.57	4,193.00	751.57	117.9%
50400 · PURCHASE DISCOUNTS & REBATES	-22,494.49	-11,255.00	-11,239.49	199.9%
50500 · HOLDING ACCOUNT	84.00			
50600 · INVENTORY ADJUSTMENT				
50610 · GROCERY	-3,532.82			
50620 · DELI	1,029.26			
50640 · WELLNESS	-5,944.74			
50660 · MEAT	-2,389.06			
50670 · FRESH	-375.86			
Total 50600 · INVENTORY ADJUSTMENT	-11,213.22			
Total 50000 · COST OF GOODS	1,666,569.42	1,603,817.99	62,751.43	103.9%
Total COGS	1,666,569.42	1,603,817.99	62,751.43	103.9%
Gross Profit	1,196,574.21	1,200,174.65	-3,600.44	99.7%
Expense				
60000 · PERSONNEL EXPENSES				
60100 · WAGES AND SALARIES				
60110 · GROCERY	53,565.07	56,575.67	-3,010.60	94.7%
60120 · DELI	226,151.57	247,879.00	-21,727.43	91.2%
60140 · WELLNESS	25,984.78	31,073.00	-5,088.22	83.6%
60160 · MEAT	30,215.11	30,292.00	-76.89	99.7%
60170 · FRESH	22,219.04	19,249.00	2,970.04	115.4%
60180 · ADMIN & OVERHEAD	118,329.23	148,464.00	-30,134.77	79.7%
60182 · FRONT END	63,659.91	73,465.00	-9,805.09	86.7%
60190 · PTO EXPENSE	37,151.39	39,218.21	-2,066.82	94.7%
60191 · HOLIDAY	13,715.09			
60192 · OVERTIME	5,382.66			
Total 60100 · WAGES AND SALARIES	596,373.85	646,215.88	-49,842.03	92.3%
60200 · PAYROLL TAXES	51,360.74	59,729.46	-8,368.72	86.0%
60400 · WORKERS COMPENSATION INSURANCE	11,042.00	11,890.00	-848.00	92.9%
60500 · EMPLOYER RETIREMT CONTRIBUTION	6,939.49	7,561.00	-621.51	91.8%
60501 · RETIREMENT ACCOUNT EXPENSES	1,470.00	1,800.00	-330.00	81.7%
60600 · MEDICAL INSURANCE EXPENSE	81,824.62	90,000.00	-8,175.38	90.9%
60800 · ACCRUED PTO EXPENSE	-16,034.03	1,500.00	-17,534.03	-1,068.9%
60900 · STAFF EXPENSES				
60905 · HIRING COSTS	19.95	60.00	-40.05	33.3%
60910 · STAFF DISCOUNTS	24,446.87	27,464.00	-3,017.13	89.0%
60920 · STAFF MTGS/TRNGS/EDUCATION	6,000.62	468.00	5,532.62	1,282.2%
60930 · STAFF RECOGNITION	3,625.82	570.00	3,055.82	636.1%
60940 · STAFF OTHER	2,056.55	1,500.00	556.55	137.1%
Total 60900 · STAFF EXPENSES	36,149.81	30,062.00	6,087.81	120.3%
Total 60000 · PERSONNEL EXPENSES	769,126.48	848,758.34	-79,631.86	90.6%
71000 · OCCUPANCY EXPENSES				
71012 · EQUIPMENT LEASE	0.00	0.00	0.00	0.0%
71013 · INSURANCE - BLDG	578.25	578.25	0.00	100.0%
71014 · JANITORIAL SERVICES	7,170.00	7,370.00	-200.00	97.3%
71018 · JANITORIAL SUPPLIES	8,544.82	11,550.00	-3,005.18	74.0%
71026 · PROPERTY TAXES	6,183.39	6,698.28	-514.89	92.3%
71030 · RENT	34,232.97	34,292.97	-60.00	99.8%
71034 · REPAIRS AND MAINTENANCE	7,453.02	10,800.00	-3,346.98	69.0%
71046 · UTILITIES				
710462 · CITY WATER SEWER REFUSE	5,738.79	5,567.76	171.03	103.1%
710464 · ELECTRIC AND GAS	16,618.33	18,894.50	-2,276.17	88.0%
710466 · CARDBOARD & OIL RECYCLING	38.45	-90.00	128.45	-42.7%
710468 · TELEPHONE	1,424.94	2,139.00	-714.06	66.6%
Total 71046 · UTILITIES	23,820.51	26,511.26	-2,690.75	89.9%
Total 71000 · OCCUPANCY EXPENSES	87,982.96	97,800.76	-9,817.80	90.0%
72000 · OPERATIONS EXPENSES				
72100 · ADMINISTRATIVE EXPENSES				
72101 · BAD DEBT EXPENSE	176.09	150.00	26.09	117.4%
72102 · BANK SERVICE CHARGES	1,191.34	1,650.00	-458.66	72.2%
72106 · CREDIT CARD SERVICE CHARGES	42,882.99	40,658.00	2,224.99	105.5%
72110 · FINANCE CHARGES/LATE FEES	0.00	0.00	0.00	0.0%
72114 · CASH & CREDIT CARDS OVER/SHORT	69.58	90.00	-20.42	77.3%
72116 · DEPRECIATION EXPENSE	39,600.00	30,000.00	9,600.00	132.0%
72118 · INSURANCE	4,295.82	4,254.00	41.82	101.0%
72120 · INTEREST EXPENSE	1,013.92	907.18	106.74	111.8%
72122 · MEMBER LOAN INTEREST EXPENSE	0.00	0.00	0.00	0.0%
72123 · PATRONAGE DIV PROCESSING COST	0.00	2,000.00	-2,000.00	0.0%
72124 · TRAVEL EXPENSE	4,680.58	480.00	4,200.58	975.1%
72126 · MEALS	727.04	300.00	427.04	242.3%
Total 72100 · ADMINISTRATIVE EXPENSES	94,637.36	80,489.18	14,148.18	117.6%
72200 · MARKETING & OUTREACH				
72208 · COMMUNITY SUPPORT	4,356.20	5,040.00	-683.80	86.4%
72212 · ADVERTISING & DIRECT MARKETING	4,300.73	6,616.00	-2,315.27	65.0%
72216 · PUBLICATIONS	3,753.00	4,000.00	-247.00	93.8%
72218 · OWNER ENGAGEMENT EXPENSE	3,501.45	1,327.50	2,173.95	263.8%
72220 · EDUCATION & OUTREACH	5,584.32	2,235.00	3,349.32	249.9%
72221 · PARTICIPATING OWNER EXPENSES	0.00	0.00	0.00	0.0%
72224 · PROMOTIONS	3,150.02	3,630.00	-479.98	86.8%
72225 · MISC MARKETING EXPENSE	0.00	0.00	0.00	0.0%
72226 · WEB MARKETING	305.01	516.00	-210.99	59.1%
72228 · IN-STORE MARKETING DISCOUNTS				

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7222801 · ACCESS DISCOUNTS	20,730.28	19,628.00	1,102.28	105.6%
7222804 · HOUSE COUPONS	62.62	300.00	-237.38	20.9%
72228 · IN-STORE MARKETING DISCOUNTS - Other	0.00	0.00	0.00	0.0%
Total 72228 · IN-STORE MARKETING DISCOUNTS	20,792.90	19,928.00	864.90	104.3%
72230 · PARTIC OWNER DISCOUNTS	11,937.17	14,580.00	-2,642.83	81.9%
72240 · OWNER DISCOUNTS	55,306.56	34,500.00	20,806.56	160.3%
72260 · MERCHANDISING	2,462.05	3,000.00	-537.95	82.1%
Total 72200 · MARKETING & OUTREACH	115,449.41	95,372.50	20,076.91	121.1%
72400 · STORE OPERATIONS				
72410 · DUES,FEES,SUBSCRIPTS&LICENSES	5,860.98	4,701.00	1,159.98	124.7%
72414 · EQUIPMENT RENTAL	0.00	100.00	-100.00	0.0%
72418 · IT EXPENSES	10,827.51	8,700.00	2,127.51	124.5%
72420 · MISCELLANEOUS EXPENSES	32.32	300.00	-267.68	10.8%
72422 · PROFESSIONAL SERVICES/EXPENSES	10,644.73	7,570.00	3,074.73	140.6%
72426 · SUPPLIES	27,780.91	31,425.00	-3,644.09	88.4%
72428 · OFFICE SUPPLIES AND POSTAGE	6,604.01	4,215.00	2,389.01	156.7%
72432 · SMALL TOOLS/EQUIP/FIXTURES	1,515.53	1,830.00	-314.47	82.8%
72438 · TAXES	841.84	1,725.00	-883.16	48.8%
Total 72400 · STORE OPERATIONS	64,107.83	60,566.00	3,541.83	105.8%
Total 72000 · OPERATIONS EXPENSES	274,194.60	236,427.68	37,766.92	116.0%
72600 · GOVERNANCE EXPENSES				
72601 · ANNUAL MEETING & REPORT	0.00	0.00	0.00	0.0%
72605 · CONSULTING	1,712.50	2,850.00	-1,137.50	60.1%
72606 · D & O INSURANCE	2,400.51	2,400.51	0.00	100.0%
72612 · E & O COMMITTEE	0.00	0.00	0.00	0.0%
72616 · ELECTIONS/VOTING	0.00	0.00	0.00	0.0%
72620 · GENERAL BOD EXPENSES	1,622.87	1,710.00	-87.13	94.9%
72626 · GM SEARCH & HIRE	0.00	0.00	0.00	0.0%
72630 · GREEN COMMERCE COMMITTEE	0.00	0.00	0.00	0.0%
72635 · RETREATS	0.00	0.00	0.00	0.0%
72640 · STRATEGIC PLANNING COMMITTEE	0.00	0.00	0.00	0.0%
72645 · SUSTAINABILITY COMMITTEE	0.00	0.00	0.00	0.0%
72685 · TRAININGS	0.00	0.00	0.00	0.0%
Total 72600 · GOVERNANCE EXPENSES	5,735.88	6,960.51	-1,224.63	82.4%
Total Expense	1,137,039.92	1,189,947.29	-52,907.37	95.6%
Net Ordinary Income	59,534.29	10,227.36	49,306.93	582.1%
Other Income/Expense				
Other Income				
80100 · OTHER INCOME				
80110 · PUBLICATIONS INCOME	1,300.00	2,600.00	-1,300.00	50.0%
80120 · INCOMING DONATIONS	2,818.78	3,000.00	-181.22	94.0%
80130 · BAD DEBT RECOVERY	0.00	0.00	0.00	0.0%
80140 · DIVIDEND INCOME				
801401 · QUALIFIED DIVIDEND	9,628.46	0.00	9,628.46	100.0%
801402 · NON-QUALIFIED DIVIDEND	579.10	0.00	579.10	100.0%
80140 · DIVIDEND INCOME - Other	0.00	0.00	0.00	0.0%
Total 80140 · DIVIDEND INCOME	10,207.56	0.00	10,207.56	100.0%
80141 · INTEREST INCOME	573.71	750.00	-176.29	76.5%
80150 · MISCELLANEOUS INCOME				
801501 · CLASSES	114.16	510.00	-395.84	22.4%
801502 · CONSULTING	0.00	0.00	0.00	0.0%
801503 · DEMO DOLLARS	0.00	0.00	0.00	0.0%
801504 · EVENTS	1,373.86	0.00	1,373.86	100.0%
801505 · VENDOR BOOTHS	5.00	105.00	-100.00	4.8%
801507 · REIMBURSEMTS/EXP REFUNDS/MISC	75.00	0.00	75.00	100.0%
Total 80150 · MISCELLANEOUS INCOME	1,568.02	615.00	953.02	255.0%
Total 80100 · OTHER INCOME	16,468.07	6,965.00	9,503.07	236.4%
Total Other Income	16,468.07	6,965.00	9,503.07	236.4%
Other Expense				
80500 · OTHER EXPENSES				
80510 · STATE INCOME TAX	0.00			
80520 · FEDERAL INCOME TAX	0.00			
80525 · NON-QUALIFIED DIVIDENDS RECBLE	579.10			
Total 80500 · OTHER EXPENSES	579.10			
Total Other Expense	579.10			
Net Other Income	15,888.97	6,965.00	8,923.97	228.1%
Net Income	**75,423.26**	**17,192.36**	**58,230.90**	**438.7%**