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

	Jan - Sep 16	Budget	$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
40000 · SALES				
40100 · DEPARTMENTAL SALES				
40110 · GROCERY	3,640,562.10	3,593,344.69	47,217.41	101.3%
40120 · DELI	2,316,255.07	2,229,246.00	87,009.07	103.9%
40140 · WELLNESS	1,239,497.20	1,215,237.00	24,260.20	102.0%
40160 · MEAT	637,989.05	617,609.00	20,380.05	103.3%
40170 · FRESH	753,465.41	778,574.00	-25,108.59	96.8%
Total 40100 · DEPARTMENTAL SALES	8,587,768.83	8,434,010.69	153,758.14	101.8%
40190 · CO-OP PROMOTIONAL SALES	600.00			
40200 · SALES DISCOUNTS				
40204 · COUPONS	9,136.58			
40205 · CO-OP ITEM DISCOUNTS	-10,186.67	-14,508.00	4,321.33	70.2%
Total 40200 · SALES DISCOUNTS	-1,050.09	-14,508.00	13,457.91	7.2%
40800 · A/R SALES ACCOUNT	0.00			
Total 40000 · SALES	8,587,318.74	8,419,502.69	167,816.05	102.0%
Total Income	8,587,318.74	8,419,502.69	167,816.05	102.0%
Cost of Goods Sold				
50000 · COST OF GOODS				
50100 · PURCHASES				
50110 · GROCERY	2,414,647.98	2,399,013.52	15,634.46	100.7%
50120 · DELI	1,003,952.15	814,404.00	189,548.15	123.3%
50140 · WELLNESS	685,861.53	702,453.00	-16,591.47	97.6%
50160 · MEAT	434,161.78	419,974.00	14,187.78	103.4%
50170 · FRESH	500,208.68	506,072.00	-5,863.32	98.8%
Total 50100 · PURCHASES	5,038,832.12	4,841,916.52	196,915.60	104.1%
50200 · FREIGHT				
50210 · GROCERY	50.00	0.00	50.00	100.0%
50220 · DELI	1,589.83	990.00	599.83	160.6%
50240 · WELLNESS	69.00			
50260 · MEAT	10,820.94	8,399.00	2,421.94	128.8%
50270 · FRESH	1,284.33	900.00	384.33	142.7%
50280 · GENERAL	0.00	1,800.00	-1,800.00	0.0%
Total 50200 · FREIGHT	13,814.10	12,089.00	1,725.10	114.3%
50400 · PURCHASE DISCOUNTS & REBATES	-72,417.18	-33,577.00	-38,840.18	215.7%
50500 · HOLDING ACCOUNT	0.00			
50600 · INVENTORY ADJUSTMENT				
50610 · GROCERY	-19,625.56			
50620 · DELI	-391.45			
50640 · WELLNESS	-5,341.83			
50660 · MEAT	-815.14			
50670 · FRESH	3,534.29			
Total 50600 · INVENTORY ADJUSTMENT	-22,639.69			
Total 50000 · COST OF GOODS	4,957,589.35	4,820,428.52	137,160.83	102.8%
Total COGS	4,957,589.35	4,820,428.52	137,160.83	102.8%
Gross Profit	3,629,729.39	3,599,074.17	30,655.22	100.9%
Expense				
60000 · PERSONNEL EXPENSES				
60100 · WAGES AND SALARIES				
60110 · GROCERY	168,723.94	168,887.21	-163.27	99.9%
60120 · DELI	690,832.00	732,427.00	-41,595.00	94.3%
60140 · WELLNESS	81,128.76	92,358.00	-11,229.24	87.8%
60160 · MEAT	90,046.11	85,848.00	4,198.11	104.9%
60170 · FRESH	73,878.41	66,957.00	6,921.41	110.3%
60180 · ADMIN & OVERHEAD	365,310.60	443,820.00	-78,509.40	82.3%
60182 · FRONT END	201,980.49	220,591.00	-18,610.51	91.6%
60190 · PTO EXPENSE	108,969.87	116,656.03	-7,686.16	93.4%
60191 · HOLIDAY	21,721.48			
60192 · OVERTIME	17,686.03			
Total 60100 · WAGES AND SALARIES	1,820,277.69	1,927,544.24	-107,266.55	94.4%
60200 · PAYROLL TAXES	160,159.87	178,159.85	-17,999.98	89.9%
60400 · WORKERS COMPENSATION INSURANCE	32,989.00	35,466.00	-2,477.00	93.0%
60500 · EMPLOYER RETIREMT CONTRIBUTION	20,869.68	22,552.00	-1,682.32	92.5%
60501 · RETIREMENT ACCOUNT EXPENSES	5,810.00	5,400.00	410.00	107.6%
60600 · MEDICAL INSURANCE EXPENSE	259,975.65	270,000.00	-10,024.35	96.3%
60800 · ACCRUED PTO EXPENSE	-3,827.50	4,500.00	-8,327.50	-85.1%
60900 · STAFF EXPENSES				
60905 · HIRING COSTS	156.80	180.00	-23.20	87.1%
60910 · STAFF DISCOUNTS	75,195.95	81,920.00	-6,724.05	91.8%
60920 · STAFF MTGS/TRNGS/EDUCATION	9,649.13	4,648.00	5,001.13	207.6%
60930 · STAFF RECOGNITION	7,767.94	1,710.00	6,057.94	454.3%
60940 · STAFF OTHER	5,454.21	4,500.00	954.21	121.2%
Total 60900 · STAFF EXPENSES	98,224.03	92,958.00	5,266.03	105.7%
Total 60000 · PERSONNEL EXPENSES	2,394,478.42	2,536,580.09	-142,101.67	94.4%
71000 · OCCUPANCY EXPENSES				
71012 · EQUIPMENT LEASE	1,144.22	1,144.22	0.00	100.0%
71013 · INSURANCE - BLDG	1,763.49	1,763.49	0.00	100.0%
71014 · JANITORIAL SERVICES	21,941.00	21,910.00	31.00	100.1%
71018 · JANITORIAL SUPPLIES	27,890.71	34,650.00	-6,759.29	80.5%
71026 · PROPERTY TAXES	18,539.18	19,568.94	-1,029.76	94.7%
71030 · RENT	103,097.44	102,961.94	135.50	100.1%
71034 · REPAIRS AND MAINTENANCE	37,380.95	32,400.00	4,980.95	115.4%
71046 · UTILITIES				
710462 · CITY WATER SEWER REFUSE	16,740.87	16,209.90	530.97	103.3%
710464 · ELECTRIC AND GAS	49,379.79	54,354.16	-4,974.37	90.8%
710466 · CARDBOARD & OIL RECYCLING	63.91	-270.00	333.91	-23.7%
710468 · TELEPHONE	4,592.56	6,005.00	-1,412.44	76.5%
Total 71046 · UTILITIES	70,777.13	76,299.06	-5,521.93	92.8%
Total 71000 · OCCUPANCY EXPENSES	282,534.12	290,697.65	-8,163.53	97.2%
72000 · OPERATIONS EXPENSES				
72100 · ADMINISTRATIVE EXPENSES				
72101 · BAD DEBT EXPENSE	203.12	450.00	-246.88	45.1%
72102 · BANK SERVICE CHARGES	3,389.43	4,950.00	-1,560.57	68.5%
72106 · CREDIT CARD SERVICE CHARGES	129,455.47	122,082.00	7,373.47	106.0%
72110 · FINANCE CHARGES/LATE FEES	0.00	0.00	0.00	0.0%
72114 · CASH & CREDIT CARDS OVER/SHORT	596.84	270.00	326.84	221.1%
72116 · DEPRECIATION EXPENSE	99,600.00	90,000.00	9,600.00	110.7%
72118 · INSURANCE	12,674.13	12,762.00	-87.87	99.3%
72120 · INTEREST EXPENSE	3,720.71	3,542.30	178.41	105.0%
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	13,597.52	5,830.00	7,767.52	233.2%
72126 · MEALS	1,539.61	1,250.00	289.61	123.2%
Total 72100 · ADMINISTRATIVE EXPENSES	264,776.83	243,136.30	21,640.53	108.9%
72200 · MARKETING & OUTREACH				
72208 · COMMUNITY SUPPORT	15,738.33	14,050.00	1,688.33	112.0%
72212 · ADVERTISING & DIRECT MARKETING	10,155.55	11,468.00	-1,312.45	88.6%
72216 · PUBLICATIONS	11,154.08	12,000.00	-845.92	93.0%
72218 · OWNER ENGAGEMENT EXPENSE	4,373.15	2,707.50	1,665.65	161.5%
72220 · EDUCATION & OUTREACH	6,691.68	6,705.00	-13.32	99.8%
72221 · PARTICIPATING OWNER EXPENSES	346.43	750.00	-403.57	46.2%
72224 · PROMOTIONS	10,205.25	11,000.00	-794.75	92.8%
72225 · MISC MARKETING EXPENSE	0.00	0.00	0.00	0.0%
72226 · WEB MARKETING	1,446.45	1,548.00	-101.55	93.4%
72228 · IN-STORE MARKETING DISCOUNTS				

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	Jan - Sep 16	Budget	$ Over Budget	% of Budget
7222801 · ACCESS DISCOUNTS	64,292.30	58,936.00	5,356.30	109.1%
7222804 · HOUSE COUPONS	302.03	900.00	-597.97	33.6%
72228 · IN-STORE MARKETING DISCOUNTS - Other	0.00	0.00	0.00	0.0%
Total 72228 · IN-STORE MARKETING DISCOUNTS	64,594.33	59,836.00	4,758.33	108.0%
72230 · PARTIC OWNER DISCOUNTS	38,078.33	43,781.00	-5,702.67	87.0%
72240 · OWNER DISCOUNTS	94,445.01	73,500.00	20,945.01	128.5%
72260 · MERCHANDISING	3,927.99	9,000.00	-5,072.01	43.6%
Total 72200 · MARKETING & OUTREACH	261,156.58	246,345.50	14,811.08	106.0%
72400 · STORE OPERATIONS				
72410 · DUES,FEES,SUBSCRIPTS&LICENSES	16,216.74	14,424.00	1,792.74	112.4%
72414 · EQUIPMENT RENTAL	0.00	100.00	-100.00	0.0%
72418 · IT EXPENSES	23,607.21	26,100.00	-2,492.79	90.4%
72420 · MISCELLANEOUS EXPENSES	105.17	900.00	-794.83	11.7%
72422 · PROFESSIONAL SERVICES/EXPENSES	23,847.16	36,000.00	-12,152.84	66.2%
72426 · SUPPLIES	91,160.40	93,101.00	-1,940.60	97.9%
72428 · OFFICE SUPPLIES AND POSTAGE	13,967.05	12,645.00	1,322.05	110.5%
72432 · SMALL TOOLS/EQUIP/FIXTURES	9,020.67	5,490.00	3,530.67	164.3%
72438 · TAXES	4,401.06	5,175.00	-773.94	85.0%
Total 72400 · STORE OPERATIONS	182,325.46	193,935.00	-11,609.54	94.0%
Total 72000 · OPERATIONS EXPENSES	708,258.87	683,416.80	24,842.07	103.6%
72600 · GOVERNANCE EXPENSES				
72601 · ANNUAL MEETING & REPORT	2,143.80	1,500.00	643.80	142.9%
72605 · CONSULTING	6,442.50	8,550.00	-2,107.50	75.4%
72606 · D & O INSURANCE	7,201.49	7,201.49	0.00	100.0%
72612 · E & O COMMITTEE	0.00	0.00	0.00	0.0%
72616 · ELECTIONS/VOTING	4,529.94	3,100.00	1,429.94	146.1%
72620 · GENERAL BOD EXPENSES	5,517.62	5,130.00	387.62	107.6%
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	2,614.68	2,350.00	264.68	111.3%
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	3,507.60	4,000.00	-492.40	87.7%
Total 72600 · GOVERNANCE EXPENSES	31,957.63	31,831.49	126.14	100.4%
Total Expense	3,417,229.04	3,542,526.03	-125,296.99	96.5%
Net Ordinary Income	212,500.35	56,548.14	155,952.21	375.8%
Other Income/Expense				
Other Income				
80100 · OTHER INCOME				
80110 · PUBLICATIONS INCOME	4,629.48	6,800.00	-2,170.52	68.1%
80120 · INCOMING DONATIONS	10,103.82	9,000.00	1,103.82	112.3%
80130 · BAD DEBT RECOVERY	23.52	0.00	23.52	100.0%
80140 · DIVIDEND INCOME				
801401 · QUALIFIED DIVIDEND	11,608.37	0.00	11,608.37	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	12,187.47	0.00	12,187.47	100.0%
80141 · INTEREST INCOME	1,729.23	2,250.00	-520.77	76.9%
80150 · MISCELLANEOUS INCOME				
801501 · CLASSES	283.54	1,490.00	-1,206.46	19.0%
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	64.00	315.00	-251.00	20.3%
801507 · REIMBURSEMTS/EXP REFUNDS/MISC	1,225.67	0.00	1,225.67	100.0%
Total 80150 · MISCELLANEOUS INCOME	2,947.07	1,805.00	1,142.07	163.3%
Total 80100 · OTHER INCOME	31,620.59	19,855.00	11,765.59	159.3%
Total Other Income	31,620.59	19,855.00	11,765.59	159.3%
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	31,041.49	19,855.00	11,186.49	156.3%
Net Income	**243,541.84**	**76,403.14**	**167,138.70**	**318.8%**