

BCR Software

Budget Variance Report
Period 0912 to 0912

| ===== THIS PERIOD (0912 to 0912) ===== | | | | ===== THIS YEAR ===== | | | | | |
|----------------------------------------|---------|-----------|-----|-----------------------|--------------------------------|-----------|-----------|-----------|-----|
| ACTUAL | BUDGET | REMAINING | % | ACCOUNT | DESCRIPTION | ACTUAL | BUDGET | REMAINING | % |
| 0 | 0 | 0 | 0 | 222000 | SALES TAX 5% VIRGINIA | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 313000 | RET EARN - INV DEFF | 0 | 0 | 0 | 0 |
| 229,067 | 487,165 | 258,098 | 47 | 404000 | SALES | 3,177,413 | 5,454,661 | 2,277,248 | 58 |
| 0 | 0 | 0 | 0 | 423000 | RETURNS & ALLOWANCES | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 425000 | SCRAPPED EQUIPMENT | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 427000 | INTEREST INCOME | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 429000 | MISC INCOME | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 430000 | COLLECTION OF BAD DEBTS | 0 | 0 | 0 | 0 |
| 396 | 0 | -396 | *** | 474000 | MISC SALES | 1,678 | 0 | -1,678 | *** |
| 229,463 | 487,165 | 257,702 | 47 | | Income | 3,179,091 | 5,454,661 | 2,275,570 | 58 |
| 104,544 | 240,247 | 135,703 | 44 | 507000 | COST OF GOODS SOLD | 1,402,618 | 2,728,006 | 1,325,388 | 51 |
| 0 | 0 | 0 | 0 | 508000 | | 0 | 0 | 0 | 0 |
| -132,427 | 30,204 | 162,631 | 438 | 510000 | COMMISSIONS | 71,179 | 338,188 | 267,009 | 21 |
| 0 | 0 | 0 | 0 | 511000 | | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 511000 | FUEL SURCHARGE | 0 | 0 | 0 | 0 |
| 1,105 | 0 | -1,105 | *** | 513000 | FRANCHISE TAX (PREPD STATE TAX | 1,105 | 0 | -1,105 | *** |
| 497 | 2,883 | 2,386 | 17 | 517000 | OUTBOUND FREIGHT | -12,064 | 32,738 | 44,802 | 37 |
| 7,248 | 3,123 | -4,125 | 232 | 518000 | INBOUND FREIGHT | 52,250 | 35,464 | -16,786 | 147 |
| 0 | 0 | 0 | 0 | 527000 | OFFICERS SALARIES | 0 | 0 | 0 | 0 |
| 177,220 | 0 | -177,220 | *** | 530000 | SALARIED | 474,122 | 0 | -474,122 | *** |
| 32,860 | 65,335 | 32,475 | 50 | 533000 | HOURLY | 441,801 | 761,587 | 319,786 | 58 |
| 60 | 0 | -60 | *** | 537000 | OVERTIME | 8,785 | 0 | -8,785 | *** |
| 0 | 0 | 0 | 0 | 538000 | | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 539000 | ADVANCES | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 540000 | | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 541000 | | 0 | 0 | 0 | 0 |
| 4,806 | 0 | -4,806 | *** | 543000 | OTHER BENEFITS | 48,235 | 0 | -48,235 | *** |
| 5,560 | 15,777 | 10,217 | 35 | 544000 | PAYROLL TAXES | 83,205 | 180,586 | 97,381 | 46 |
| 1,280 | 9,895 | 8,615 | 13 | 545000 | INSURANCE WITHHOLDING | 874 | 112,708 | 111,834 | 1 |
| 0 | 0 | 0 | 0 | 546000 | GARNISHMENT | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 547000 | FACILITIES & ADMINISTRATIVE | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 548000 | | 0 | 0 | 0 | 0 |
| 527 | 450 | -77 | 117 | 550000 | BANK CHARGES | 11,525 | 5,400 | -6,125 | 213 |
| 76 | 0 | -76 | *** | 553000 | RENTAL | 146 | 0 | -146 | *** |
| 329 | 1,003 | 674 | 33 | 557000 | EQUIPMENT LEASES | 3,996 | 12,036 | 8,040 | 33 |
| 2,416 | 2,470 | 54 | 98 | 560000 | TELEPHONE EXPENSE | 29,530 | 29,640 | 110 | 100 |
| 868 | 0 | -868 | *** | 563000 | OFFICE SUPPLIES | 9,035 | 0 | -9,035 | *** |
| 0 | 0 | 0 | 0 | 565000 | | 0 | 0 | 0 | 0 |
| 313 | 997 | 684 | 31 | 566000 | COMPUTER SUPPLIES - OFFICE | 3,584 | 11,964 | 8,380 | 30 |
| 582 | 833 | 251 | 70 | 567000 | POSTAGE EXPENSE | 5,080 | 9,996 | 4,916 | 51 |
| 0 | 0 | 0 | 0 | 568000 | MISC EXPENSE | 0 | 0 | 0 | 0 |
| 154 | 0 | -154 | *** | 569000 | 401K EXPENSE | 154 | 0 | -154 | *** |
| 15,311 | 6,279 | -9,032 | 244 | 570000 | DEPRECIATION | 38,536 | 75,348 | 36,812 | 51 |
| 0 | 0 | 0 | 0 | 573000 | | 0 | 0 | 0 | 0 |
| 595 | 0 | -595 | *** | 577000 | OUTSIDE SERVICES | 5,173 | 0 | -5,173 | *** |
| 25,000 | 245 | -24,755 | *** | 580000 | PROFESSIONAL & LEGAL FEES | 130,475 | 6,760 | -123,715 | *** |
| 0 | 125 | 125 | 0 | 582000 | | 0 | 1,500 | 1,500 | 0 |
| 0 | 0 | 0 | 0 | 583000 | CONSULTING FEES | 0 | 0 | 0 | 0 |
| 0 | 0 | 0 | 0 | 587000 | | 0 | 0 | 0 | 0 |
| 732 | 833 | 101 | 88 | 590000 | ADVERTISING | 15,664 | 9,996 | -5,668 | 157 |
| 0 | 367 | 367 | 0 | 593000 | PROMOTIONAL MATERIAL | 2,848 | 4,404 | 1,556 | 65 |
| 0 | 0 | 0 | 0 | 597000 | | 0 | 0 | 0 | 0 |
| 0 | 800 | 800 | 0 | 609000 | Software Maintenance | 0 | 9,600 | 9,600 | 0 |
| 594 | 100 | -494 | 594 | 610000 | COMPUTER MAINT & REPAIR | 8,587 | 1,200 | -7,387 | 716 |
| 562 | 1,150 | 588 | 49 | 611000 | AUTO EXPENSES | 10,038 | 13,800 | 3,762 | 73 |
| 732 | 1,450 | 718 | 50 | 613000 | MEALS & ENTERTAINMENT | 8,970 | 17,400 | 8,430 | 52 |
| 402 | 0 | -402 | *** | 614000 | COPIER EXPENSE | 1,010 | 0 | -1,010 | *** |
| 0 | 0 | 0 | 0 | 617000 | | 0 | 0 | 0 | 0 |
| 1,078 | 0 | -1,078 | *** | 622000 | INSURANCE OFFICERS | 11,437 | 0 | -11,437 | *** |
| 514 | 0 | -514 | *** | 622100 | OFFICIERS LIFE INSURANCE | 2,871 | 0 | -2,871 | *** |
| 1,749 | 0 | -1,749 | *** | 623000 | BAD DEBTS | 1,749 | 0 | -1,749 | *** |
| 4,068 | 3,350 | -718 | 121 | 627000 | INSURANCE | 28,136 | 40,200 | 12,064 | 70 |
| 669 | 2,700 | 2,031 | 25 | 633000 | TRAVEL | 24,432 | 32,400 | 7,968 | 75 |
| 2,675 | 2,667 | -8 | 100 | 637000 | UTILITIES | 36,009 | 32,004 | -4,005 | 113 |
| 15,176 | 0 | -15,176 | *** | 640000 | TAXES & LICENSE | 20,857 | 0 | -20,857 | *** |
| 13,141 | 2,700 | -10,441 | 487 | 641000 | FEDERAL INCOME TAX | 13,141 | 32,400 | 19,259 | 41 |
| 0 | 0 | 0 | 0 | 642000 | STATE INCOME TAX | 0 | 0 | 0 | 0 |
| 140 | 265 | 125 | 53 | 643000 | DUES & SUBSCRIPTIONS | 7,334 | 3,180 | -4,154 | 231 |
| 50 | 300 | 250 | 17 | 647000 | CONTRIBUTIONS | 2,017 | 3,600 | 1,583 | 56 |
| 2,904 | 4,000 | 1,096 | 73 | 650000 | INTEREST EXPENSE | 49,740 | 48,000 | -1,740 | 104 |
| 2,803 | 250 | -2,553 | *** | 653000 | REPAIRS | 24,715 | 3,000 | -21,715 | 824 |
| 7,868 | 0 | -7,868 | 368 | 657000 | SUPPLIES | 37,141 | 0 | -37,141 | *** |
| -100 | 835 | 935 | 12 | 660000 | EBAY / PAYPAL FEES | 0 | 10,020 | 10,020 | 0 |
| 304,681 | 401,633 | 96,952 | 76 | | Expenses | 3,116,040 | 4,603,125 | 1,487,085 | 68 |

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|----------------------------------------|--------|-----------|----|---------|--------------------------|--------|---------|-----------|---|
| ACTUAL | BUDGET | REMAINING | % | ACCOUNT | DESCRIPTION | ACTUAL | BUDGET | REMAINING | % |
| -75,218 | 85,532 | 160,750 | 88 | | Budgeted Net Income/Loss | 63,051 | 851,536 | 788,485 | 0 |