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

	Jan - Dec 16	Budget	$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
40000 · SALES				
40100 · DEPARTMENTAL SALES				
40110 · GROCERY	4,833,541.22	4,825,362.38	8,178.84	100.2%
40120 · DELI	3,068,026.95	2,998,929.00	69,097.95	102.3%
40140 · WELLNESS	1,657,063.04	1,672,682.00	-15,618.96	99.1%
40160 · MEAT	849,481.38	844,414.00	5,067.38	100.6%
40170 · FRESH	966,018.46	1,003,092.00	-37,073.54	96.3%
Total 40100 · DEPARTMENTAL SALES	11,374,131.05	11,344,479.38	29,651.67	100.3%
40190 · CO-OP PROMOTIONAL SALES	625.00			
40200 · SALES DISCOUNTS				
40204 · COUPONS	9,136.58			
40205 · CO-OP ITEM DISCOUNTS	-14,329.54	-19,706.00	5,376.46	72.7%
40200 · SALES DISCOUNTS - Other	0.00			
Total 40200 · SALES DISCOUNTS	-5,192.96	-19,706.00	14,513.04	26.4%
40800 · A/R SALES ACCOUNT	0.00			
Total 40000 · SALES	11,369,563.09	11,324,773.38	44,789.71	100.4%
Total Income	11,369,563.09	11,324,773.38	44,789.71	100.4%
Cost of Goods Sold				
50000 · COST OF GOODS				
50100 · PURCHASES				
50110 · GROCERY	3,178,401.92	3,222,132.63	-43,730.71	98.6%
50120 · DELI	1,324,807.48	1,095,867.00	228,940.48	120.9%
50140 · WELLNESS	899,524.62	968,134.00	-68,609.38	92.9%
50160 · MEAT	605,456.06	574,202.00	31,254.06	105.4%
50170 · FRESH	652,233.81	652,009.00	224.81	100.0%
Total 50100 · PURCHASES	6,660,423.89	6,512,344.63	148,079.26	102.3%
50200 · FREIGHT				
50210 · GROCERY	50.00	0.00	50.00	100.0%
50220 · DELI	1,977.69	1,320.00	657.69	149.8%
50240 · WELLNESS	78.00			
50260 · MEAT	14,744.91	11,483.00	3,261.91	128.4%
50270 · FRESH	1,417.27	1,200.00	217.27	118.1%
50280 · GENERAL	0.00	2,400.00	-2,400.00	0.0%
Total 50200 · FREIGHT	18,267.87	16,403.00	1,864.87	111.4%
50400 · PURCHASE DISCOUNTS & REBATES	-94,884.99	-45,209.00	-49,675.99	209.9%
50500 · HOLDING ACCOUNT	0.00			
50600 · INVENTORY ADJUSTMENT				
50610 · GROCERY	-6,366.01			
50620 · DELI	-1,921.68			
50640 · WELLNESS	6,696.77			
50660 · MEAT	-2,404.28			
50670 · FRESH	5,502.33			
Total 50600 · INVENTORY ADJUSTMENT	1,507.13			
Total 50000 · COST OF GOODS	6,585,313.90	6,483,538.63	101,775.27	101.6%
Total COGS	6,585,313.90	6,483,538.63	101,775.27	101.6%
Gross Profit	4,784,249.19	4,841,234.75	-56,985.56	98.8%
Expense				
60000 · PERSONNEL EXPENSES				
60100 · WAGES AND SALARIES				

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60110 · GROCERY	227,199.37	226,792.04	407.33	100.2%
60120 · DELI	918,119.69	985,310.00	-67,190.31	93.2%
60140 · WELLNESS	106,945.92	127,124.00	-20,178.08	84.1%
60160 · MEAT	118,169.71	117,374.00	795.71	100.7%
60170 · FRESH	97,950.63	86,266.00	11,684.63	113.5%
60180 · ADMIN & OVERHEAD	481,009.54	592,284.00	-111,274.46	81.2%
60182 · FRONT END	268,596.64	296,710.00	-28,113.36	90.5%
60190 · PTO EXPENSE	147,199.11	156,777.08	-9,577.97	93.9%
60191 · HOLIDAY	21,721.48			
60192 · OVERTIME	18,517.16			
60194 · BONUSES & PROFIT SHARING	4,500.00			
Total 60100 · WAGES AND SALARIES	2,409,929.25	2,588,637.12	-178,707.87	93.1%
60200 · PAYROLL TAXES	210,714.97	239,264.00	-28,549.03	88.1%
60400 · WORKERS COMPENSATION INSURANCE	42,501.00	47,630.00	-5,129.00	89.2%
60500 · EMPLOYER RETIREMT CONTRIBUTION	27,093.42	30,287.00	-3,193.58	89.5%
60501 · RETIREMENT ACCOUNT EXPENSES	7,227.50	7,200.00	27.50	100.4%
60600 · MEDICAL INSURANCE EXPENSE	351,784.58	360,000.00	-8,215.42	97.7%
60800 · ACCRUED PTO EXPENSE	5,096.07	6,000.00	-903.93	84.9%
60900 · STAFF EXPENSES				
60905 · HIRING COSTS	286.63	240.00	46.63	119.4%
60910 · STAFF DISCOUNTS	98,787.55	110,016.00	-11,228.45	89.8%
60920 · STAFF MTGS/TRNGS/EDUCATION	16,037.32	9,238.00	6,799.32	173.6%
60930 · STAFF RECOGNITION	11,821.27	2,280.00	9,541.27	518.5%
60940 · STAFF OTHER	6,663.67	6,000.00	663.67	111.1%
Total 60900 · STAFF EXPENSES	133,596.44	127,774.00	5,822.44	104.6%
Total 60000 · PERSONNEL EXPENSES	3,187,943.23	3,406,792.12	-218,848.89	93.6%
71000 · OCCUPANCY EXPENSES				
71012 · EQUIPMENT LEASE	1,144.22	1,144.22	0.00	100.0%
71013 · INSURANCE - BLDG	2,341.74	2,341.74	0.00	100.0%
71014 · JANITORIAL SERVICES	29,237.00	29,280.00	-43.00	99.9%
71018 · JANITORIAL SUPPLIES	36,618.06	46,200.00	-9,581.94	79.3%
71026 · PROPERTY TAXES	25,379.89	26,267.22	-887.33	96.6%
71030 · RENT	137,330.41	137,254.91	75.50	100.1%
71034 · REPAIRS AND MAINTENANCE	52,131.13	43,200.00	8,931.13	120.7%
71046 · UTILITIES				
710462 · CITY WATER SEWER REFUSE	22,500.31	21,939.57	560.74	102.6%
710464 · ELECTRIC AND GAS	65,375.68	71,229.51	-5,853.83	91.8%
710466 · CARDBOARD & OIL RECYCLING	-27.17	-360.00	332.83	7.5%
710468 · TELEPHONE	6,016.38	8,144.00	-2,127.62	73.9%
Total 71046 · UTILITIES	93,865.20	100,953.08	-7,087.88	93.0%
Total 71000 · OCCUPANCY EXPENSES	378,047.65	386,641.17	-8,593.52	97.8%
72000 · OPERATIONS EXPENSES				
72100 · ADMINISTRATIVE EXPENSES				
72101 · BAD DEBT EXPENSE	403.69	600.00	-196.31	67.3%
72102 · BANK SERVICE CHARGES	4,461.37	6,600.00	-2,138.63	67.6%
72106 · CREDIT CARD SERVICE CHARGES	174,521.83	164,208.00	10,313.83	106.3%
72110 · FINANCE CHARGES/LATE FEES	0.00	0.00	0.00	0.0%
72114 · CASH & CREDIT CARDS OVER/SHORT	724.03	360.00	364.03	201.1%
72116 · DEPRECIATION EXPENSE	124,200.00	120,000.00	4,200.00	103.5%
72118 · INSURANCE	16,984.25	17,016.00	-31.75	99.8%
72120 · INTEREST EXPENSE	4,456.91	4,171.76	285.15	106.8%
72122 · MEMBER LOAN INTEREST EXPENSE	0.00	0.00	0.00	0.0%
72123 · PATRONAGE DIV PROCESSING COST	1,018.02	2,000.00	-981.98	50.9%
72124 · TRAVEL EXPENSE	17,181.03	8,060.00	9,121.03	213.2%
72126 · MEALS	1,978.91	1,565.00	413.91	126.4%
Total 72100 · ADMINISTRATIVE EXPENSES	345,930.04	324,580.76	21,349.28	106.6%

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72200 · MARKETING & OUTREACH				
72208 · COMMUNITY SUPPORT	20,733.64	18,820.00	1,913.64	110.2%
72212 · ADVERTISING & DIRECT MARKETING	11,486.55	14,444.00	-2,957.45	79.5%
72216 · PUBLICATIONS	14,965.96	16,000.00	-1,034.04	93.5%
72218 · OWNER ENGAGEMENT EXPENSE	5,022.85	4,775.00	247.85	105.2%
72220 · EDUCATION & OUTREACH	6,320.05	8,940.00	-2,619.95	70.7%
72221 · PARTICIPATING OWNER EXPENSES	346.43	750.00	-403.57	46.2%
72224 · PROMOTIONS	12,825.36	14,630.00	-1,804.64	87.7%
72225 · MISC MARKETING EXPENSE	0.00	0.00	0.00	0.0%
72226 · WEB MARKETING	2,028.87	2,640.00	-611.13	76.9%
72228 · IN-STORE MARKETING DISCOUNTS				
7222801 · ACCESS DISCOUNTS	88,621.66	79,274.00	9,347.66	111.8%
7222804 · HOUSE COUPONS	1,157.03	1,200.00	-42.97	96.4%
72228 · IN-STORE MARKETING DISCOUNTS - ...	0.00	0.00	0.00	0.0%
Total 72228 · IN-STORE MARKETING DISCOUNTS	89,778.69	80,474.00	9,304.69	111.6%
72230 · PARTIC OWNER DISCOUNTS	52,306.12	58,889.00	-6,582.88	88.8%
72240 · OWNER DISCOUNTS	99,010.57	78,000.00	21,010.57	126.9%
72260 · MERCHANDISING	6,581.51	12,000.00	-5,418.49	54.8%
Total 72200 · MARKETING & OUTREACH	321,406.60	310,362.00	11,044.60	103.6%
72400 · STORE OPERATIONS				
72410 · DUES,FEES,SUBSCRIPTS&LICENSES	25,206.39	19,424.00	5,782.39	129.8%
72414 · EQUIPMENT RENTAL	0.00	100.00	-100.00	0.0%
72418 · IT EXPENSES	35,507.14	34,800.00	707.14	102.0%
72420 · MISCELLANEOUS EXPENSES	547.76	1,200.00	-652.24	45.6%
72422 · PROFESSIONAL SERVICES/EXPENSES	72,515.53	40,410.00	32,105.53	179.4%
72426 · SUPPLIES	119,226.92	125,054.00	-5,827.08	95.3%
72428 · OFFICE SUPPLIES AND POSTAGE	19,747.46	16,860.00	2,887.46	117.1%
72432 · SMALL TOOLS/EQUIP/FIXTURES	13,460.80	7,320.00	6,140.80	183.9%
72438 · TAXES	5,881.59	6,900.00	-1,018.41	85.2%
Total 72400 · STORE OPERATIONS	292,093.59	252,068.00	40,025.59	115.9%
Total 72000 · OPERATIONS EXPENSES	959,430.23	887,010.76	72,419.47	108.2%
72600 · GOVERNANCE EXPENSES				
72601 · ANNUAL MEETING & REPORT	2,143.80	1,500.00	643.80	142.9%
72605 · CONSULTING	8,155.00	11,400.00	-3,245.00	71.5%
72606 · D & O INSURANCE	9,602.00	9,602.00	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	6,670.76	6,840.00	-169.24	97.5%
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	5,988.20	2,600.00	3,388.20	230.3%
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	40,597.30	39,042.00	1,555.30	104.0%
Total Expense	4,566,018.41	4,719,486.05	-153,467.64	96.7%
Net Ordinary Income	218,230.78	121,748.70	96,482.08	179.2%
Other Income/Expense				
Other Income				
80100 · OTHER INCOME				
80110 · PUBLICATIONS INCOME	5,799.47	9,400.00	-3,600.53	61.7%
80120 · INCOMING DONATIONS	13,476.96	12,000.00	1,476.96	112.3%
80130 · BAD DEBT RECOVERY	180.18	0.00	180.18	100.0%
80140 · DIVIDEND INCOME				
801401 · QUALIFIED DIVIDEND	11,608.37	0.00	11,608.37	100.0%

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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	2,500.16	3,000.00	-499.84	83.3%
80150 · MISCELLANEOUS INCOME				
801501 · CLASSES	291.38	2,000.00	-1,708.62	14.6%
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	154.00	420.00	-266.00	36.7%
801507 · REIMBURSEMTS/EXP REFUNDS/MISC	2,650.67	0.00	2,650.67	100.0%
Total 80150 · MISCELLANEOUS INCOME	4,469.91	2,420.00	2,049.91	184.7%
80170 · UNREDEEMED PATRONAGE				
801705 · UNREDEEMED 20% PAYOUT - 2015	4,438.18			
801706 · UNREDEEMED 80% RETENTION - 2015	17,752.79			
Total 80170 · UNREDEEMED PATRONAGE	22,190.97			
Total 80100 · OTHER INCOME	60,805.12	26,820.00	33,985.12	226.7%
Total Other Income	60,805.12	26,820.00	33,985.12	226.7%
Other Expense				
80500 · OTHER EXPENSES				
80505 · PATRONAGE DIVIDENDS	6.10			
80510 · STATE INCOME TAX	0.00			
80520 · FEDERAL INCOME TAX	0.00			
80525 · NON-QUALIFIED DIVIDENDS RECBLE	579.10			
Total 80500 · OTHER EXPENSES	585.20			
Total Other Expense	585.20			
Net Other Income	60,219.92	26,820.00	33,399.92	224.5%
Net Income	**278,450.70**	**148,568.70**	**129,882.00**	**187.4%**