



**Profit & Loss Report (Detail) - From Apr 2016 to Sep 2016**

	Current Month			Year to date					Full Year			
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Last Yr
<b><u>Income</u></b>												
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	
4-1300 Sales - Other												
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	
<b>Total Sales</b>	<b>218,682</b>	<b>10,011</b>	<b>208,671</b>	<b>1,186,171</b>	<b>60,066</b>	<b>1,126,105</b>		<b>1,186,171</b>	<b>1,188,981</b>	<b>120,132</b>	<b>1,068,849</b>	
4-2000 Returns and Allowances		-500	500		-3,000	3,000				-6,000	6,000	
4-5000 Freight Collected									26		26	
4-6000 Late Fees Collected												
4-8000 Miscellaneous Income									381		381	
4-9000 Rebates OUTD2		-1,000	1,000		-6,000	6,000				-12,000	12,000	
<b>Total Income</b>	<b>218,682</b>	<b>8,511</b>	<b>210,171</b>	<b>1,186,171</b>	<b>51,066</b>	<b>1,135,105</b>		<b>1,186,171</b>	<b>1,189,388</b>	<b>102,132</b>	<b>1,087,256</b>	
<b><u>Cost Of Sales</u></b>												
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												
5-1910 Purchase Returns & Allo												
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	
<b>Total Cost of Sales - Other</b>	<b>377</b>		<b>377</b>	<b>1,873</b>		<b>1,873</b>		<b>1,873</b>	<b>1,873</b>		<b>1,873</b>	
Production COS												
5-2100 Direct Wages & Salaries												
5-2200 Freight Out												
<b>Total Production COS</b>												
5-3000 Discounts Given												
5-8000 Miscellaneous Costs												

	Current Month			Year to date					Full Year			
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Last Yr
<b><u>Total Cost Of Sales</u></b>	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
<b><u>Expenses</u></b>												
Administrative Expenses												
6-1050 Accounting Fees		18	-18		93	-93				222	-222	
6-1100 Bank Charges	29		29	194		194		194	235		235	
6-1150 Depreciation												
6-1200 Discounts Taken												
6-1300 Insurance	325		325	1,950		1,950		1,950	1,950		1,950	
6-1400 Late Fees												
6-1450 Legal Fees												
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	
6-1600 Subscriptions												
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	
6-2150 Equipment Lease	850		850	5,100		5,100		5,100	5,100		5,100	
6-2400 Rent	6,940		6,940	41,640		41,640		41,640	41,640		41,640	
6-2450 Repairs & Maintenance	428		428	2,323		2,323		2,323	2,323		2,323	
6-2500 Shrinkage/Spoilage/Offc												
6-2600 Store Supplies	182		182	1,092		1,092		1,092	1,092		1,092	
6-2700 Telephone	976		976	5,368		5,368		5,368	5,368		5,368	
6-2800 Utilities	1,245		1,245	7,399		7,399		7,399	7,399		7,399	
Total Operating Expenses	11,491		11,491	68,142		68,142		68,142	68,142		68,142	
Personnel Expenses												
6-3100 ACC Levies												
6-3200 Fringe Benefits Tax												
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	
6-3600 Superannuation												
6-3800 Wages & Salaries												
Total Personnel Expenses	713		713	3,163		3,163		3,163	3,163		3,163	
6-5100 Wages & Salaries												
6-5200 Employment Expenses												
Sales & Marketing Expenses												
6-6100 Advertising												
6-6150 Cooperative Advertising												
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	

	Current Month			Year to date					Full Year			
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Last Yr
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	
6-6600 Travel & Accommodation												
Total Personnel Expenses	1,728		1,728	10,769		10,769		10,769	10,769		10,769	
<b><u>Total Expenses</u></b>	<b>15,186</b>	<b>18</b>	<b>15,168</b>	<b>89,028</b>	<b>93</b>	<b>88,935</b>		<b>89,028</b>	<b>89,069</b>	<b>222</b>	<b>88,847</b>	
Operating Profit	94,357	6,163	88,194	477,503	36,993	440,510		477,503	479,281	73,950	405,331	

	Current Month			Year to date				Full Year				
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	Last Yr
<b><u>Other Income</u></b>												
8-1000 Interest Income												
8-1111 ODBC Updated 1												
8-1112 ODBCx Insert				4,444		4,444		4,444	4,444		4,444	
8-1114 ODBC Insert 4												
8-1115 ODBC Insert 5												
8-1511 ODBC Insert												
8-1711 ODBC Insert												
<b><u>Total Other Income</u></b>				<b>4,444</b>		<b>4,444</b>		<b>4,444</b>	<b>4,444</b>		<b>4,444</b>	
<b><u>Other Expenses</u></b>												
Depreciation Expense												
9-1100 Depn - Lease Improveme	1,200		1,200	2,434		2,434		2,434	2,434		2,434	
9-1200 Depn - Furniture & Fittin												
9-1300 Depn - Office Equipment												
9-1400 Depn - Production Equip												
9-1500 Depn - Vehicles												
<b>Total Depreciation Expense</b>	<b>1,200</b>		<b>1,200</b>	<b>2,434</b>		<b>2,434</b>		<b>2,434</b>	<b>2,434</b>		<b>2,434</b>	
9-2000 Interest Expense												
9-3000 Income Tax Expense												
<b><u>Total Other Expenses</u></b>	<b>1,200</b>		<b>1,200</b>	<b>2,434</b>		<b>2,434</b>		<b>2,434</b>	<b>2,434</b>		<b>2,434</b>	
<b>Net Income\Loss</b>	<b>93,157</b>	<b>6,163</b>	<b>86,994</b>	<b>479,513</b>	<b>36,993</b>	<b>442,520</b>		<b>479,513</b>	<b>481,291</b>	<b>73,950</b>	<b>407,341</b>	

Number of Rows: 69

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