



Divisions (L3) - OTH,OUT,BLD for Sep. 2016

		Current Month			Year to date					Full Year			
		Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	LastYear
4-1000 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	
4-1400	Sales - Consult	1,013		1,013	9,902		9,902		9,902	9,902		9,902	
4-1500	Sales - Contrac	28,933		28,933	101,018		101,018		101,018	101,018		101,018	
4-2000	Returns and Allowan		-500	500		-3,000	3,000				-6,000	6,000	
4-5000	Freight Collected									26		26	
4-8000	Miscellaneous Incom									381		381	
4-9000	Rebates OUTD2		-1,000	1,000		-6,000	6,000				-12,000	12,000	
Total Income		218,682	8,511	210,171	1,186,171	51,066	1,135,105	0	1,186,171	1,189,388	102,132	1,087,256	0
5-1000 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 - Consultin		80	-80		480	-480				960	-960	
5-1500	COS - Contracti		900	-900		5,400	-5,400				10,800	-10,800	
5-1900	Cost of Sales -	377		377	1,873		1,873		1,873	1,873		1,873	
Total Income		109,139	2,330	106,809	619,641	13,980	605,661	0	619,641	621,038	27,960	593,078	0

	Current Month			Year to date					Full Year			
	Actual	Budget	Variance	Actual	Budget	Variance	Last Yr	Variance	Actual	Budget	Variance	LastYear
Gross Margin	109,542	6,181	103,361	566,531	37,086	529,445	0	566,531	568,350	74,172	494,178	0
6-1000 Administrative Expense												
6-1050 Accounting Fees		18	-18		93	-93				222	-222	
6-1100 Bank Charges	29		29	194		194		194	235		235	
6-1300 Insurance	325		325	1,950		1,950		1,950	1,950		1,950	
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	
6-2100 Cleaning	870		870	5,220		5,220		5,220	5,220		5,220	
6-3500 Staff Amenities	575		575	2,455		2,455		2,455	2,455		2,455	
6-3550 Staff Refreshme	138		138	708		708		708	708		708	
Total Income	2,837	18	2,819	15,337	93	15,244	0	15,337	15,378	222	15,156	0
Gross Profit	106,706	6,163	100,543	551,194	36,993	514,201	0	551,194	552,972	73,950	479,022	0

Number of Rows: 22