

Oklahoma Food Cooperative
Income Statement Actual vs. Budget
 January through December 2010

| | <u>Jan-Dec 10</u> | <u>Budget 10</u> | <u>% of Budget</u> |
|---|-------------------|-------------------|--------------------|
| Ordinary Income/Expense | | | |
| Income | | | |
| 4000 - Coop Fees Producer | 83,999.28 | 82,000.00 | 102.44% |
| 4005 - Coop Fees Customer | 83,495.62 | 82,000.00 | 101.82% |
| 4010 - Home Delivery Income | 3,330.00 | 2,200.00 | 151.36% |
| 4020 - Sales Income | 936.45 | 13,000.00 | 7.20% |
| 4030 - Missing Item Penalty Income | 542.00 | 300.00 | 180.67% |
| 4050 - Interest Income | 34.06 | 100.00 | 34.06% |
| 4060 - Sales Tax Discount | 1,205.96 | 1,200.00 | 100.50% |
| 4075 - Membership Donation Income | 350.00 | - | 0.00% |
| 4080 - Capital Donation Income | 0.00 | - | 0.00% |
| Total Income | <u>173,893.37</u> | <u>180,800.00</u> | <u>96.18%</u> |
| Cost of Goods Sold | | | |
| 5000 - Products Sold | -841,388.63 | (820,000.00) | 102.61% |
| 5500 - Producers Payments | 838,466.44 | 820,000.00 | 102.25% |
| Total COGS | <u>-2,922.19</u> | <u>0.00</u> | <u>0.00%</u> |
| Gross Profit | 176,815.56 | 180,800.00 | 97.80% |
| Expense | | | |
| To Be Determined | 0.00 | - | 0.00% |
| 6000 - Delivery Day Expenses | | | |
| 6001 - Dry Ice and Ice Expense | 8,565.48 | 7,200.00 | 118.97% |
| 6003 - Supplies | 3,241.33 | 1,500.00 | 216.09% |
| 6004 - Storage Rental | - | - | 0.00% |
| 6005 - Equipment Rental | 3,220.15 | 1,750.00 | 184.01% |
| 6006 - Contract Labor | 0.00 | - | 0.00% |
| 6007 - Work Credits | 44,274.13 | 35,000.00 | 126.50% |
| 6008 - Labor Rental | 0.00 | - | 0.00% |
| 6009 - Volunteer Food Table D-Day | 1,012.62 | 1,800.00 | 56.26% |
| 6010 - Toner & Ink | 0.00 | 500.00 | 0.00% |
| 6011 - Depreciation - Trailers | 3,973.57 | 3,000.00 | 132.45% |
| 6069 - Tables | 0.00 | 400.00 | 0.00% |
| 6320 - Home Delivery Paid | 2,045.00 | 1,650.00 | 123.94% |
| 6325 - Items Damaged by Coop | 1,037.10 | 350.00 | 296.31% |
| 6330 - Items Lost by Coop | 3,259.80 | 2,700.00 | 120.73% |
| 6350 - Mileage Paid for Routes | 9,527.71 | 10,000.00 | 95.28% |
| 6000 - Delivery Day Expenses - Other | 0.00 | - | 0.00% |
| Total 6000 - Delivery Day Expenses | <u>80,156.89</u> | <u>65,850.00</u> | <u>121.73%</u> |

Oklahoma Food Cooperative
Income Statement Actual vs. Budget
 January through December 2010

| | <u>Jan-Dec 10</u> | <u>Budget 10</u> | <u>% of Budget</u> |
|---|-------------------|------------------|--------------------|
| 6012 · Equipment - Small | 304.13 | - | 0.00% |
| 6050 · Admin Expenses | | | |
| 6051 · Dues, Memberships, Subscriptions | 164.95 | 250.00 | 65.98% |
| 6052 · Bank Charges | 1,385.97 | 500.00 | 277.19% |
| 6053 · Outreach | 55.00 | 6,000.00 | 0.92% |
| 6054 · Research/Surveys | 0.00 | 100.00 | 0.00% |
| 6056 · Bad Debts | 3,649.49 | 1,000.00 | 364.95% |
| 6057 · Depreciation-Computers/Software | 1,179.82 | 1,100.00 | 107.26% |
| 6059 · Advertising and Promotion | 336.81 | 150.00 | 224.54% |
| 6065 · Insurance | 2,479.82 | 2,500.00 | 99.19% |
| 6072 · Accounting Fees | 9,956.81 | 10,000.00 | 99.57% |
| 6073 · Licenses and Permits | 20.00 | - | 0.00% |
| 6076 · Telephone | 741.15 | 720.00 | 102.94% |
| 6090 · Travel | 0.00 | 500.00 | 0.00% |
| 6360 · Paypal Fees Paid | 11,437.11 | 9,500.00 | 120.39% |
| 6361 · GM Miscellaneous Expense | 27.00 | - | 0.00% |
| Total 6050 · Admin Expenses | <u>31,433.93</u> | <u>32,320.00</u> | <u>97.26%</u> |
| 6060 · Equipment | | | |
| 6061 · Ice Chests and Tables | 2,621.25 | 2,000.00 | 131.06% |
| 6062 · Totes | 81.28 | 200.00 | 40.64% |
| 6063 · Equipment Repair | 524.76 | 1,000.00 | 52.48% |
| 6064 · Dollies | 0.00 | 100.00 | 0.00% |
| 6066 · Fans | 0.00 | - | 0.00% |
| 6060 · Equipment - Other | 95.49 | - | 0.00% |
| Total 6060 · Equipment | <u>3,322.78</u> | <u>3,300.00</u> | <u>100.69%</u> |
| 6075 · Postage | 569.46 | 1,700.00 | 33.50% |
| 6077 · Inspection Fees | 20.00 | - | 0.00% |
| 6080 · Debt Collection Expense | 0.00 | - | 0.00% |
| 6095 · Taxes - Business | 601.81 | 400.00 | 150.45% |
| 6100 · Admin Supplies | | | |
| 6110 · Stationery and Printing | 269.87 | 400.00 | 67.47% |
| 6115 · Office Supplies | 0.00 | - | 0.00% |
| Total 6100 · Admin Supplies | <u>269.87</u> | <u>400.00</u> | <u>67.47%</u> |
| 6200 · Website | | | |
| 6210 · Website Routine Admin | 143.44 | 300.00 | 47.81% |
| 6220 · Website Maintenance | 0.00 | - | 0.00% |
| 6240 · Internet Expense | 3,534.13 | 3,750.00 | 94.24% |
| 6250 · Depreciation-Software Developm | 5,367.82 | 8,000.00 | 67.10% |
| Total 6200 · Website | <u>9,045.39</u> | <u>12,050.00</u> | <u>75.07%</u> |

Oklahoma Food Cooperative
Income Statement Actual vs. Budget
 January through December 2010

| | <u>Jan-Dec 10</u> | <u>Budget 10</u> | <u>% of Budget</u> |
|--|-------------------|-------------------|--------------------|
| 6400 - Payroll Expense | | | |
| 6401 - General Manager | 19,638.35 | 22,000.00 | 89.27% |
| 6499 - Payroll Tax Expense | 1,763.98 | 1,700.00 | 103.76% |
| 6498 - Payroll Processing Fees | 844.30 | 800.00 | 105.54% |
| Total 6400 - Payroll Expense | <u>22,246.63</u> | <u>24,500.00</u> | <u>90.80%</u> |
| 6500 - Contract Worker Expenses | | | |
| 6501 - Contract Worker Warehouse | 1,239.25 | 1,250.00 | 99.14% |
| 6570 - Bookkeeping Contract Labor | 8,264.23 | 6,000.00 | 137.74% |
| 6575 - Logistics Manager | 0.00 | - | 0.00% |
| 6580 - General Manager | 1,287.00 | 1,300.00 | 99.00% |
| 6500 - Contract Worker Expenses-Other | 0.00 | - | 0.00% |
| Total 6500 - Contract Worker Expenses | <u>10,790.48</u> | <u>8,550.00</u> | <u>126.20%</u> |
| 6565 - Grant Administration Expense | 0.00 | 0.00 | 0.00% |
| 6600 - Low Income Membership Expense | 350.00 | - | 0.00% |
| 6700 - Education Expense | | | |
| 6701 - Workshop Expense | 0.00 | - | 0.00% |
| 6710 - Meeting Expense | 1,911.18 | 2,000.00 | 95.56% |
| 6700 - Education Expense - Other | 22.25 | 750.00 | 2.97% |
| Total 6700 - Education Expense | <u>1,933.43</u> | <u>2,750.00</u> | <u>70.31%</u> |
| 7500 - Cost of Products for Sales | | | |
| 7501 - Production Cost of Fundraiser | 266.10 | 5,000.00 | 5.32% |
| Total 7500 - Cost of Products for Sales | <u>266.10</u> | <u>5,000.00</u> | <u>5.32%</u> |
| 8000 - OP Center Expenses | | | |
| 8001 - OP Center Rent | 8,861.21 | 8,600.00 | 103.04% |
| 8002 - OP Center Maintenance | 1,221.65 | 1,000.00 | 122.17% |
| 8003 - OP Center Utilities | 1,632.61 | 2,000.00 | 81.63% |
| 8004 - OP Center Repairs | 830.72 | 600.00 | 138.45% |
| 8007 - OP Center Depreciation | 9,195.87 | 9,000.00 | 102.18% |
| 8008 - OP Center Alarm | 394.38 | - | 0.00% |
| 8000 - OP Center Other | 145.00 | 350.00 | 41.43% |
| Total 8000 - OP Center Expenses | <u>22,281.44</u> | <u>21,550.00</u> | <u>103.39%</u> |
| 9002 - ST Flow through | 0.00 | - | 0.00% |
| 9003 - CF Flow through | 0.00 | - | 0.00% |
| Total Expense | <u>183,592.34</u> | <u>178,370.00</u> | <u>102.93%</u> |
| Net Ordinary Income | -6,776.78 | 2,430.00 | -278.88% |

Oklahoma Food Cooperative
Income Statement Actual vs. Budget
 January through December 2010

| | <u>Jan-Dec 10</u> | <u>Budget 10</u> | <u>% of Budget</u> |
|--|-------------------------|----------------------------|-------------------------|
| Other Income/Expense | | | |
| Other Income | | | |
| 4090 · USDA Grant Income | 0.00 | 0.00 | 0.00% |
| 9600 · Gain/Loss on Fixed Asset Disposal | 0.00 | 0.00 | 0.00% |
| Other Income | <u>7,306.88</u> | <u>-</u> | <u>0.00%</u> |
| Total Other Income | <u>7,306.88</u> | <u>0.00</u> | <u>0.00%</u> |
| Other Expense | | | |
| 9500 · System Miscalculation Correction | -277.00 | 0.00 | 0.00% |
| 9900 · Income Tax Expense | 714.49 | 0.00 | 0.00% |
| Other Expenses | <u>0.00</u> | <u>-</u> | <u>0.00%</u> |
| Total Other Expense | <u>437.49</u> | <u>0.00</u> | <u>0.00%</u> |
| Net Other Income | <u>6,869.39</u> | <u>0.00</u> | <u>0.00%</u> |
| Net Income | <u><u>92.61</u></u> | <u><u>2,430.00</u></u> | <u><u>3.81%</u></u> |