

Oklahoma Food Cooperative
Income Statement Actual vs. Budget
January - September 2011

	<u>Jan-Sep 11</u>	<u>Budget 11</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
4000 · Coop Fees Producer	60,887.18	83,999.28	72.49%
4005 · Coop Fees Customer	60,126.16	83,495.62	72.01%
4010 · Home Delivery Income	2,402.00	3,300.00	72.79%
4020 · Sales Income	898.70	1,000.00	89.87%
4021 · Advertising Income	370.10	500.00	74.02%
4030 · Missing Item Penalty Income	497.00	600.00	82.83%
Voluntary Member Fee Income	0.00	0.00	NA
4050 · Interest Income	86.05	75.00	114.73%
4060 · Sales Tax Discount	485.80	800.00	60.73%
4075 · Membership Donation Income	100.00	350.00	28.57%
4080 · Capital Donation Income	0.00	1,500.00	0.00%
Total Income	<u>125,852.99</u>	<u>175,619.90</u>	<u>71.66%</u>
Cost of Goods Sold			
5000 · Products Sold	-604,793.37	-841,388.63	71.88%
5500 · Producers Payments	605,313.96	838,466.44	72.19%
Total COGS	<u>520.59</u>	<u>-2,922.19</u>	<u>-17.82%</u>
Gross Profit	125,332.40	178,542.09	70.20%
Expense			
6000 · Delivery Day Expenses			
6001 · Dry Ice and Ice Expense	8,939.30	12,100.00	73.88%
6003 · Supplies	1,031.25	1,000.00	103.13%
6004 · Storage Rental	-	-	NA
6005 · Equipment Rental	5,382.83	7,380.00	72.94%
6006 · Contract Labor	0.00	0.00	NA
6007 · Work Credits	33,520.52	45,862.14	73.09%
6009 · Volunteer Food Table D-Day	812.34	1,200.00	67.70%
6010 · Toner & Ink	732.74	750.00	97.70%
6011 · Depreciation - Trailers	2,980.17	4,000.00	74.50%
6061 · Ice Chests and Tables	743.80	1,000.00	74.38%
6062 · Totes	0.00	100.00	0.00%
6063 · Equipment Repair	0.00	600.00	0.00%
6064 · Dollies	0.00	100.00	0.00%
6066 · Fans	0.00	0.00	NA
6060 · Equipment - Other	23.83	100.00	23.83%
6069 · Tables	0.00	0.00	NA
6320 · Home Delivery Paid	1,875.00	2,550.00	73.53%
6325 · Items Damaged by Coop	280.15	500.00	56.03%
6330 · Items Lost by Coop	1,847.08	3,500.00	52.77%
6350 · Mileage Paid for Routes	7,923.25	11,000.00	72.03%
6000 · Delivery Day Expenses - Other	0.00	0.00	NA
Total 6000 · Delivery Day Expenses	<u>66,092.26</u>	<u>91,742.14</u>	<u>72.04%</u>
6050 · Admin Expenses			NA
6051 · Dues, Memberships, Subscriptions	26.00	166.00	15.66%
6052 · Bank Charges	1,170.83	1,500.00	78.06%
6053 · Outreach	235.00	425.00	55.29%
6054 · Research/Surveys	250.00	250.00	100.00%
6056 · Bad Debts	-1,766.89	4,000.00	-44.17%
6057 · Depreciation-Computers/Software	978.91	1,600.00	61.18%
6058 · Computer Maintenance/Repair	55.00	500.00	11.00%
6059 · Advertising and Promotion	177.50	340.00	52.21%
6065 · Insurance	3,043.73	4,000.00	76.09%
6072 · Accounting Fees	7,609.70	12,000.00	63.41%
6073 · Licenses and Permits	17.00	20.00	85.00%
6075 · Postage	375.06	750.00	50.01%
6076 · Telephone	558.43	750.00	74.46%
6090 · Travel	265.14	573.00	46.27%
6095 · Taxes - Business	296.48	600.00	49.41%
6110 · Stationery and Printing	229.49	275.00	83.45%
6115 · Office Supplies	1,150.00	2,000.00	57.50%
6360 · Paypal Fees Paid	8,815.87	14,000.00	62.97%
6361 · GM Miscellaneous Expense	2.17	0.00	NA
Total 6050 · Admin Expenses	<u>23,489.42</u>	<u>43,749.00</u>	<u>53.69%</u>

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6074 · Producer Inspections			
6077 · Inspection Fees	975.00	1,500.00	65.00%
6078 · Inspection Travel Expense	1,587.49	1,929.06	82.29%
Total 6074 · Producer Inspections	<u>2,562.49</u>	<u>3,429.06</u>	<u>74.73%</u>
6200 · Website			
6210 · Website Routine Admin	0.00	200.00	0.00%
6220 · Website Maintenance	400.00	600.00	66.67%
6240 · Internet Expense	1,907.80	4,000.00	47.70%
6250 · Depreciation-Software Developm	4,829.14	7,200.00	67.07%
Total 6200 · Website	<u>7,136.94</u>	<u>12,000.00</u>	<u>59.47%</u>
6400 · Payroll Expense			
6401 · General Manager	19,107.72	25,500.00	74.93%
6402 · Financial Manager	2,388.00	0.00	NA
6403 · Producer Care Manager	434.52	3,065.00	14.18%
6412 · Route Coordination Manager	422.88	3,059.00	13.82%
6410 · Front Desk Team Captain 1	0.00	1,208.00	0.00%
6413 · Customer Care Manager	40.00	0.00	NA
6499 · Payroll Tax Expense	2,657.00	7,596.20	34.98%
6498 · Payroll Processing Fees	1,228.52	2,494.40	49.25%
6400 · Payroll Expense - Other	1,893.00	0.00	NA
Total 6400 · Payroll Expense	<u>28,171.64</u>	<u>42,922.60</u>	<u>65.63%</u>
6500 · Contract Worker Expenses			
6501 · Contract Worker Warehouse	0.00	0.00	NA
6570 · Bookkeeping Contract Labor	13,885.50	23,760.00	58.44%
6500 · Contract Worker Expenses-Other	0.00	0.00	NA
Total 6500 · Contract Worker Expenses	<u>13,885.50</u>	<u>23,760.00</u>	<u>58.44%</u>
6600 · Low Income Membership Expense	100.00	350.00	28.57%
6700 · Education Expense			NA
6701 · Workshop Expense	0.00	100.00	0.00%
6710 · Meeting Expense	2,268.66	3,000.00	75.62%
6700 · Education Expense - Other	0.00	0.00	NA
Total 6700 · Education Expense	<u>2,268.66</u>	<u>3,100.00</u>	<u>73.18%</u>
7500 · Cost of Products for Sales			
7501 · Production Cost of Fundraiser	284.44	500.00	56.89%
Total 7500 · Cost of Products for Sales	<u>284.44</u>	<u>500.00</u>	<u>56.89%</u>
8000 · OP Center Expenses			
8001 · OP Center Rent	8,200.00	11,000.00	74.55%
8002 · OP Center Maintenance	735.78	1,250.00	58.86%
8003 · OP Center Utilities	1,442.90	1,750.00	82.45%
8004 · OP Center Repairs	141.62	2,500.00	5.66%
8007 · OP Center Depreciation	6,896.88	9,200.00	74.97%
8008 · OP Center Alarm	242.00	400.00	60.50%
8000 · OP Center Other	104.26	150.00	69.51%
Total 8000 · OP Center Expenses	<u>17,763.44</u>	<u>26,250.00</u>	<u>67.67%</u>
Total Expense	161,754.79	247,802.80	65.28%
Net Ordinary Income	-36,422.39	-69,260.71	52.59%
Other Income/Expense			
Other Income			
Other Income	36.79	0.00	NA
Total Other Income	<u>36.79</u>	<u>0.00</u>	<u>NA</u>
Other Expense			
9500 · System Miscalculation Correction	70.68	0.00	NA
9700 · Other Non-operating Expense	2,527.15	2,527.15	100.00%
9900 · Income Tax Expense	113.97	725.00	15.72%
Other Expenses	0.00	0.00	NA
Total Other Expense	<u>2,711.80</u>	<u>3,252.15</u>	<u>83.38%</u>
Net Other Income	-2,675.01	-3,252.15	82.25%
Net Income	<u><u>-39,097.40</u></u>	<u><u>-72,512.86</u></u>	<u><u>53.92%</u></u>