

Builders Supply
INCOME STATEMENT WITH BUDGET COMPARISON
FOR THE PERIOD FROM JAN 1, 2006 THROUGH JAN 31, 2006

Acct No	Description	*** CURRENT PERIOD ***				*** YEAR - TO - DATE ***			
		This Year	%	Budget	%	This Year	%	Budget	%
REVENUE									
401000	RETAIL SALES	271941.57	39.15	244362.90	29.76	271941.57	39.15	244362.90	29.76
402000	INC. FROM COMPLETED CONTRACTS	429473.62	61.84	583998.09	71.12	429473.62	61.84	583998.09	71.12
402200	UNCOLLECTABLE ACCOUNTS	.00	.00	.00	.00	.00	.00	.00	.00
403000	RETURNS & ALLOWANCES	.00	.00	.00	.00	.00	.00	.00	.00
404000	DISCOUNTS ALLOWED	6882.73-	.99-	7168.07-	.87-	6882.73-	.99-	7168.07-	.87-
405000	FREIGHT OUT	.00	.00	.00	.00	.00	.00	.00	.00
TOTAL REVENUE		694532.46	100.00	821192.92	100.00	694532.46	100.00	821192.92	100.00
COST OF GOODS SOLD									
501000	COST OF GOODS SOLD - RETAIL	135739.90	19.54	113520.78	13.82	135739.90	19.54	113520.78	13.82
502000	COST OF GOODS SOLD - CONTRACTS	232344.55	33.45	321663.17	39.17	232344.55	33.45	321663.17	39.17
503000	FREIGHT IN	25987.46	3.74	27985.78	3.41	25987.46	3.74	27985.78	3.41
504000	INVENTORY VARIANCE	.00	.00	.00	.00	.00	.00	.00	.00
TOTAL COST OF GOODS SOLD		394071.91	56.74	463169.73	56.40	394071.91	56.74	463169.73	56.40
GROSS PROFIT		300460.55	43.26	358023.19	43.60	300460.55	43.26	358023.19	43.60
EXPENSES									
SELLING EXPENSES									
510000	SALARIES EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
510001	SALARIES EXPENSE - MPLS	39605.06	5.70	43924.23	5.35	39605.06	5.70	43924.23	5.35
510002	SALARIES EXPENSE - DALL	5280.68	.76	5856.56	.71	5280.68	.76	5856.56	.71
510003	SALARIES EXPENSE - OAKL	7921.01	1.14	8784.85	1.07	7921.01	1.14	8784.85	1.07
511000	TRAVEL AND ENTERTAINMENT EXP	.00	.00	.00	.00	.00	.00	.00	.00
511001	TRAVEL AND ENTERTAINMENT-MPLS	169.59	.02	162.45	.02	169.59	.02	162.45	.02
511002	TRAVEL AND ENTERTAINMENT-DALL	22.61	.00	21.66	.00	22.61	.00	21.66	.00
511003	TRAVEL AND ENTERTAINMENT-OAKL	33.92	.00	32.49	.00	33.92	.00	32.49	.00
512000	AUTO EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
512001	AUTO EXPENSE - MPLS	1255.48	.18	1117.52	.14	1255.48	.18	1117.52	.14
512002	AUTO EXPENSE - DALL	167.40	.02	149.00	.02	167.40	.02	149.00	.02
512003	AUTO EXPENSE - OAKL	251.09	.04	223.51	.03	251.09	.04	223.51	.03
513000	ADVERTISING EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
513001	ADVERTISING EXPENSE - MPLS	1001.87	.14	740.02	.09	1001.87	.14	740.02	.09
513002	ADVERTISING EXPENSE - DALL	1001.87	.14	740.02	.09	1001.87	.14	740.02	.09
513003	ADVERTISING EXPENSE - OAKL	1001.86	.14	740.03	.09	1001.86	.14	740.03	.09
TOTAL SELLING EXPENSES		57712.44	8.31	62492.34	7.61	57712.44	8.31	62492.34	7.61
MANUFACTURING EXPENSES									

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520000	PAYROLL EXPENSE	96112.71	13.84	106594.37	12.98	96112.71	13.84	106594.37	12.98
521000	DEPRECIATION EXPENSE	18368.65	2.64	18524.95	2.26	18368.65	2.64	18524.95	2.26
522000	MAINTENANCE EXPENSE	1110.74	.16	1095.34	.13	1110.74	.16	1095.34	.13
523000	APPLIED OVERHEAD	4418.97	.64	5525.45	.67	4418.97	.64	5525.45	.67
TOTAL MANUFACTURING EXP.		120011.07	17.28	131740.11	16.04	120011.07	17.28	131740.11	16.04

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GENL & ADMIN EXPENSES									
530000	SALARIES EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
530001	SALARIES EXPENSE - MPLS	54021.98	7.78	59913.38	7.30	54021.98	7.78	59913.38	7.30
530002	SALARIES EXPENSE - DALL	7202.93	1.04	7988.45	.97	7202.93	1.04	7988.45	.97
530003	SALARIES EXPENSE - OAKL	10804.39	1.56	11982.68	1.46	10804.39	1.56	11982.68	1.46
531000	AMORTIZATION EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
531001	AMORTIZATION EXPENSE - MPLS	4.46	.00	4.46	.00	4.46	.00	4.46	.00
531002	AMORTIZATION EXPENSE - DALL	.56	.00	.56	.00	.56	.00	.56	.00
531003	AMORTIZATION EXPENSE - OAKL	.56	.00	.56	.00	.56	.00	.56	.00
532000	PROFESSIONAL SERVICES	.00	.00	.00	.00	.00	.00	.00	.00
532001	PROFESSIONAL SERVICES - MPLS	3939.25	.57	7473.49	.91	3939.25	.57	7473.49	.91
532002	PROFESSIONAL SERVICES - DALL	3939.26	.57	7473.48	.91	3939.26	.57	7473.48	.91
532003	PROFESSIONAL SERVICES - OAKL	3939.26	.57	7473.48	.91	3939.26	.57	7473.48	.91
533000	TELEPHONE EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
533001	TELEPHONE EXPENSE - MPLS	2623.78	.38	2318.57	.28	2623.78	.38	2318.57	.28
533002	TELEPHONE EXPENSE - DALL	874.60	.13	772.86	.09	874.60	.13	772.86	.09
533003	TELEPHONE EXPENSE - OAKL	874.60	.13	772.86	.09	874.60	.13	772.86	.09
534000	UTILITIES EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
534001	UTILITIES EXPENSE - MPLS	1470.99	.21	1174.70	.14	1470.99	.21	1174.70	.14
534002	UTILITIES EXPENSE - DALL	245.17	.04	195.78	.02	245.17	.04	195.78	.02
534003	UTILITIES EXPENSE - OAKL	735.49	.11	587.36	.07	735.49	.11	587.36	.07
535000	INSURANCE EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
535001	INSURANCE EXPENSE - MPLS	4124.25	.59	4124.25	.50	4124.25	.59	4124.25	.50
535002	INSURANCE EXPENSE - DALL	515.53	.07	515.53	.06	515.53	.07	515.53	.06
535003	INSURANCE EXPENSE - OAKL	515.53	.07	515.53	.06	515.53	.07	515.53	.06
TOTAL GENL & ADMIN EXPENSES		95832.59	13.80	113287.98	13.80	95832.59	13.80	113287.98	13.80
TOTAL EXPENSES		273556.10	39.39	307520.43	37.45	273556.10	39.39	307520.43	37.45
OTHER INCOME AND EXPENSES									
801000	OTHER INCOME	203.98	.03	505.54	.06	203.98	.03	505.54	.06
802000	FINANCE CHARGES ASSESSED	.00	.00	.00	.00	.00	.00	.00	.00
804000	DISCOUNTS TAKEN	.00	.00	.00	.00	.00	.00	.00	.00
805000	INTEREST EXPENSE	13883.23-	2.00-	13883.23-	1.69-	13883.23-	2.00-	13883.23-	1.69-
806000	OTHER EXPENSES	1301.43-	.19-	1402.43-	.17-	1301.43-	.19-	1402.43-	.17-
TOTAL OTHER INC. & EXP.		14980.68-	2.16-	14780.12-	1.80-	14980.68-	2.16-	14780.12-	1.80-
PROFIT BEFORE TAXES		11923.77	1.72	35722.64	4.35	11923.77	1.72	35722.64	4.35
851000	FEDERAL INCOME TAX EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00

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852000	STATE INCOME TAX EXPENSE	.00	.00	.00	.00	.00	.00	.00	.00
NET PROFIT		11923.77	1.72	35722.64	4.35	11923.77	1.72	35722.64	4.35

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