

STRATFOR
Budget vs. Actuals: 514 - IT
 January - September, 2011

	Sep 2011				YTD				Comments
	Actual	Budget	\$ Over Budget	% of Budget	Actual	Budget	\$ Over Budget	% of Budget	
Expenses									
60000 Sal/Ben									
60100 Labor	60,095.31	63,873.00	(3,777.69)	94.09%	478,211.09	553,524.00	(75,312.91)	86.39%	
60300 Bonus			-		5,000.00	-	5,000.00		
60400 Ins- Medical	4,782.85		4,782.85		36,567.96	-	36,567.96		
60500 Ins- Dental	628.90		628.90		4,507.32	-	4,507.32		
60600 Ins- Disability	267.34		267.34		2,300.16	-	2,300.16		
60700 Ins- Vision	120.16		120.16		917.84	-	917.84		
60800 Payroll Taxes	5,664.07		5,664.07		44,074.25	-	44,074.25		
60950 Salary and Benefits - Other	307.50		307.50		1,845.00	-	1,845.00		
62500 Consulting / Contract Labor			-		5,000.00	-	5,000.00		
Total 60000 Sal/Ben	71,866.13	63,873.00	7,993.13	112.51%	578,423.62	553,524.00	24,899.62	104.50%	Over budget due to severance pay to M. Mooney
61000 Recruiting									
61700 Recruiting - Fees		-	-		-	26,967.00	(26,967.00)	0.00%	
Total 61000 Recruiting	-	-	-		-	26,967.00	(26,967.00)	0.00%	
62000 C-Labor									
62700 Outside Services	4,801.20		4,801.20		6,826.20	-	6,826.20		
Total 62000 C-Labor	4,801.20	-	4,801.20		6,826.20	-	6,826.20		Terminal B, SecureNet, EUS Networks
63000 T&E									
63050 Airfare			-		1,570.20	-	1,570.20		
63090 Mileage			-		756.04	-	756.04		
63100 Transportation, Other			-		120.00	-	120.00		
63200 Lodging			-		2,087.85	-	2,087.85		
63300 Meals	186.94		186.94		1,031.85	-	1,031.85		
63990 Other Travel		100.00	(100.00)	0.00%	1,556.90	550.00	1,006.90	283.07%	
Total 63000 T&E	186.94	100.00	86.94	186.94%	7,122.84	550.00	6,572.84	1295.06%	YTD over budget for approved conferences for F. Ginac, T. Geerdes
64000 Facilities									
64500 Telephone	3,794.32	3,500.00	294.32	108.41%	30,536.10	31,500.00	(963.90)	96.94%	
64550 Cellular Phone	4,413.30	9,000.00	(4,586.70)	49.04%	52,282.98	81,000.00	(28,717.02)	64.55%	
64600 Network/ISP/Web/Other	4,974.08	8,000.00	(3,025.92)	62.18%	66,630.05	72,000.00	(5,369.95)	92.54%	
65500 Utilities			-		325.83	-	325.83		
65990 Facilities - Other			-		(5.35)	-	(5.35)		
Total 64000 Facilities	13,181.70	20,500.00	(7,318.30)	64.30%	149,769.61	184,500.00	(34,730.39)	81.18%	
66000 Equipment Expense									
66200 Equipment Rental / Lease	1,371.53	2,750.00	(1,378.47)	49.87%	15,892.83	24,750.00	(8,857.17)	64.21%	
66300 Software	4,614.08	3,250.00	1,364.08	141.97%	43,174.88	29,250.00	13,924.88	147.61%	
66400 Hardware	5,458.33	500.00	4,958.33	1091.67%	25,249.15	4,500.00	20,749.15	561.09%	

66500 Equipment Repair & Maintenance	-	-	-	-	-	-	-	-	
66800 Property Taxes	-	-	-	-	901.16	-	901.16	-	
66990 Other Equipment Expense	750.00	(750.00)	0.00%	-	6,750.00	(6,750.00)	0.00%	-	
Total 66000 Equipment Expense	11,443.94	7,250.00	4,193.94	157.85%	85,218.02	65,250.00	19,968.02	130.60%	Due to approved purchasing for company
67000 Marketing									
67500 Email Marketing	-	-	-	-	52,209.01	-	52,209.01	-	Transferred to Individual Sales
Total 67000 Marketing	-	-	-	-	52,209.01	-	52,209.01	-	
76000 Other Op Exp									
76300 Printing and Reproduction	-	-	-	-	107.42	-	107.42	-	
76900 Research Services	15.00	15.00	-	-	15.00	-	15.00	-	
76950 Membership Dues	-	-	-	-	10.00	-	10.00	-	
77200 Books & Subscriptions	25.00	(25.00)	0.00%	-	225.00	(225.00)	0.00%	-	
77500 Registration Fees	-	-	-	-	2,763.67	-	2,763.67	-	Conference fee
77990 Miscellaneous Expense	-	-	-	-	(2.14)	-	(2.14)	-	
Total 76000 Other Op Exp	15.00	25.00	(10.00)	60.00%	2,893.95	225.00	2,668.95	1286.20%	
Purchases	-	-	-	-	4,406.25	-	4,406.25	-	
Total Expenses	101,494.91	91,748.00	9,746.91	110.62%	886,869.50	831,016.00	55,853.50	106.72%	

STRATFOR
Profit & Loss Detail
September 2011

	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo/Description</u>	<u>Amount</u>
Expenses					
60000 Sal/Ben					
60100 Labor					
	09/15/2011	fj-09152011		Payroll entry for pay period of 9/15/2011	31,978.47
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	28,116.84
					<u>60,095.31</u>
Total for 60100 Labor					
60400 Ins- Medical					
	09/01/2011	Active - 08182011	Blue Cross Blue Shield		4,582.85
	09/01/2011	fj-HSA		8/31/11 HSA contribution	100.00
	09/16/2011	fj-HSA		9/15/11 HSA contribution	100.00
					<u>4,782.85</u>
Total for 60400 Ins- Medical					
60500 Ins- Dental					
	09/01/2011	9012011	Guardian	Dental Insurance	628.90
					<u>628.90</u>
Total for 60500 Ins- Dental					
60600 Ins- Disability					
	09/01/2011	9012011	Lincoln Financial Group	Life Insurance, AD&D, STD, LTD	267.34
					<u>267.34</u>
Total for 60600 Ins- Disability					
60700 Ins- Vision					
	09/01/2011	9012011	Guardian	Vision Insurance	120.16
					<u>120.16</u>
Total for 60700 Ins- Vision					
60800 Payroll Taxes					
	09/15/2011	fj-09152011		Payroll entry for pay period of 9/15/2011	2,926.72
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	2,737.35
					<u>5,664.07</u>
Total for 60800 Payroll Taxes					
60950 Salary and Benefits - Other					
	09/15/2011	fj-09152011		Payroll entry for pay period of 9/15/2011	162.50
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	145.00
					<u>307.50</u>
Total for 60950 Salary and Benefits - Other					
Total for 60000 Sal/Ben					
71,866.13					
62000 C-Labor					
62700 Outside Services					
	09/14/2011	76568	SecureNet, Inc	Repair of Door Alarm	305.82
	09/20/2011	6155	Terminal B	8.50 Hours	446.53
	09/22/2011	6167	Terminal B	System Engineer & Temp Colocation	2,814.50
	09/27/2011	76715	SecureNet, Inc	Repair of Door Alarm	634.35
	09/30/2011	rb-Ppd other		9/2011 EUS Networks, Maint/Support agreement	600.00
					<u>4,801.20</u>
Total for 62700 Outside Services					
Total for 62000 C-Labor					
4,801.20					
63000 T&E					
63300 Meals					
	09/30/2011	9292011	American Express Corp Card IT	IT Interview Lunch w/ M. Vance	78.75
	09/30/2011	9292011	American Express Corp Card IT	IT Lunch w/ M. Vance	108.19
					<u>186.94</u>
Total for 63300 Meals					
Total for 63000 T&E					
186.94					
64000 Facilities					
64500 Telephone					

	09/01/2011	4388967	TW Telecom	September Services	2,599.01
	09/01/2011	1442460	AEL Financial		592.66
	09/11/2011	1451158	AEL Financial		592.66
	09/30/2011	9292011	American Express Corp Card IT	D. Wright, Fax Line	<u>9.99</u>
Total for 64500 Telephone					3,794.32
64550 Cellular Phone					
	09/27/2011	9272011	AT&T Mobility - 859664001	8/17/11 - 9/16/11 - Bokhari, Kamran	493.54
	09/30/2011	rb-adj		September cell phone bill to be paid in October	<u>3,919.76</u>
Total for 64550 Cellular Phone					4,413.30
64600 Network/ISP/Web/Other					
	09/01/2011	1020894	Core NAP		<u>4,974.08</u>
Total for 64600 Network/ISP/Web/Other					4,974.08
Total for 64000 Facilities					13,181.70
66000 Equipment Expense					
66200 Equipment Rental / Lease					
	09/01/2011	11297475	Documation-rental	Account 025-0541533-000 September Charges	<u>1,371.53</u>
Total for 66200 Equipment Rental / Lease					1,371.53
66300 Software					
	09/30/2011	9292011	American Express Corp Card IT	Encrypted Storage for Houston Facilities	99.00
	09/30/2011	9292011	American Express Corp Card IT	LivePerson	200.00
	09/30/2011	9292011	American Express Corp Card IT	Seomoz	79.00
	09/30/2011	9292011	American Express Corp Card IT	LogMein	109.00
	09/30/2011	9292011	American Express Corp Card IT	Slice Host	250.00
	09/30/2011	rb-Ppd other		9/2011 VMware/Zimbra (Ppd Other)	383.39
	09/30/2011	rb-Ppd other		9/2011 Jive/Clearspace (Ppd Other)	388.46
	09/30/2011	9292011	American Express Corp Card IT	IT remote access software	69.00
	09/30/2011	9292011	American Express Corp Card IT	GoToMeeting	49.00
	09/30/2011	9292011	American Express Corp Card IT	and other projects	2,476.19
	09/30/2011	9292011	American Express Corp Card IT	Adobe Acrobat X Pro Software for R. Bassetti	486.04
	09/30/2011	9292011	American Express Corp Card IT	Amazon Payments	<u>25.00</u>
Total for 66300 Software					4,614.08
66400 Hardware					
	09/22/2011	AAA11880	EUS Networks	Desk Phones for Frank, George, Jenna, VTC	1,133.76
	09/28/2011	356981780	B & H Photo	Tripod,video cable, P2 card, iPad Teleprompter	826.05
	09/30/2011	9292011	American Express Corp Card IT	iPhone 4 for J. Blumenfeld	264.11
	09/30/2011	9292011	American Express Corp Card IT	4 Ink toners, 4 Routers	447.35
	09/30/2011	9292011	American Express Corp Card IT	Conference Rm	<u>1,133.76</u>
	09/30/2011	9292011	American Express Corp Card IT	Cables, Mouse, Misc IT Supplies	231.05
	09/30/2011	9292011	American Express Corp Card IT	Extra Memory for Old Macbooks	217.94
	09/30/2011	9292011	American Express Corp Card IT	5 Memory Upgrades for Old Macbooks	248.27
	09/30/2011	9292011	American Express Corp Card IT	5 Ethernet Cables for Macbook Air Users	174.28
	09/30/2011	9292011	American Express Corp Card IT	Cables, Cords, Accessories	283.23
	09/30/2011	9292011	American Express Corp Card IT	10 Memory upgrades for older macbooks	<u>498.53</u>
Total for 66400 Hardware					5,458.33
Total for 66000 Equipment Expense					11,443.94
76000 Other Op Exp					
76900 Research Services					
	09/30/2011	9292011	American Express Corp Card IT	Twitter Account	<u>15.00</u>
Total for 76900 Research Services					15.00
Total for 76000 Other Op Exp					15.00
Total for Expenses					101,494.91