

STRATFOR
Budget vs. Actuals: 534-Customer Service
 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	9,578.34	22,650.00	(13,071.66)	42.29%	84,358.67	198,825.00	(114,466.33)	42.43%	
60200 Commission	16,000.00		16,000.00		135,902.35	-	135,902.35		
60400 Ins- Medical	400.00		400.00		11,119.21	-	11,119.21		
60500 Ins- Dental	131.59		131.59		1,184.31	-	1,184.31		
60600 Ins- Disability	57.68		57.68		562.32	-	562.32		
60700 Ins- Vision	39.58		39.58		356.22	-	356.22		
60800 Payroll Taxes	2,392.19		2,392.19		20,604.34	-	20,604.34		
60950 Salary and Benefits - Other	35.00		35.00		210.00	-	210.00		
Total 60000 Sal/Ben	28,634.38	22,650.00	5,984.38	126.42%	254,297.42	198,825.00	55,472.42	127.90%	Over budget due to commissions
63000 T&E									
63300 Meals	38.25		38.25		188.25	-	188.25		
63990 Other Travel		50.00	(50.00)	0.00%	-	450.00	(450.00)	0.00%	
Total 63000 T&E	38.25	50.00	(11.75)	76.50%	188.25	450.00	(261.75)	41.83%	
64000 Facilities									
64200 Office Supplies			-		7.57	-	7.57		
64550 Cellular Phone			-		105.00	-	105.00		
Total 64000 Facilities	-	-	-		112.57	-	112.57		
Total Expenses	28,672.63	22,700.00	5,972.63	126.31%	254,598.24	199,275.00	55,323.24	127.76%	

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	4,789.17
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	4,789.17
Total for 60100 Labor					<u>9,578.34</u>
60200 Commission					
	09/30/2011	rb-accr comms		9/2011 Commissions, payable 10/2011 ESTIMATED	16,000.00
Total for 60200 Commission					<u>16,000.00</u>
60400 Ins- Medical					
	09/01/2011	fj-HSA		8/31/11 HSA contribution	200.00
	09/16/2011	fj-HSA		9/15/11 HSA contribution	200.00
Total for 60400 Ins- Medical					<u>400.00</u>
60500 Ins- Dental					
	09/01/2011	9012011	Guardian	Dental Insurance	131.59
Total for 60500 Ins- Dental					<u>131.59</u>
60600 Ins- Disability					
	09/01/2011	9012011	Lincoln Financial Group	Life Insurance, AD&D, STD, LTD	57.68
Total for 60600 Ins- Disability					<u>57.68</u>
60700 Ins- Vision					
	09/01/2011	9012011	Guardian	Vision Insurance	39.58
Total for 60700 Ins- Vision					<u>39.58</u>
60800 Payroll Taxes					
	09/15/2011	fj-09152011		Payroll entry for pay period of 9/15/2011	1,925.94
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	466.25
Total for 60800 Payroll Taxes					<u>2,392.19</u>
60950 Salary and Benefits - Other					
	09/15/2011	fj-09152011		Payroll entry for pay period of 9/15/2011	17.50
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	17.50
Total for 60950 Salary and Benefits - Other					<u>35.00</u>
Total for 60000 Sal/Ben					<u>28,634.38</u>
63000 T&E					
63300 Meals					
	09/27/2011	9272011	ee-Foshko, Solomon	Interview w/ Nick G.	38.25
Total for 63300 Meals					<u>38.25</u>
Total for 63000 T&E					<u>38.25</u>
Total for Expenses					<u>28,672.63</u>