

STRATFOR
Budget vs. Actuals: 841 - International
 January - September, 2011

	Sep 2011				Total				Comments
	Actual	Budget	\$ Over Budget	% of Budget	Actual	Budget	\$ Over Budget	% of Budget	
Income									
44001 Consulting Revenue									
44300 Intelligence & Analysis	45,833.33	45,834.00	(0.67)	100.00%	412,499.97	412,500.00	(0.03)	100.00%	NOV
Total 44001 Consulting Revenue	45,833.33	45,834.00	(0.67)	100.00%	412,499.97	412,500.00	(0.03)	100.00%	
Total Income	45,833.33	45,834.00	(0.67)	100.00%	412,499.97	412,500.00	(0.03)	100.00%	
Cost of Goods Sold									
50000 Cost of Sales									
52000 Intelligence Expense	5,542.67		5,542.67		111,429.20	-	111,429.20		Will move to 52050
52050 Intelligence/EB Travel		11,000.00	(11,000.00)	0.00%	6,987.70	99,000.00	(92,012.30)	7.06%	
52200 Consulting		8,333.00	(8,333.00)	0.00%	-	74,997.00	(74,997.00)	0.00%	
Total 50000 Cost of Sales	5,542.67	19,333.00	(13,790.33)	28.67%	118,416.90	173,997.00	(55,580.10)	68.06%	
Total Cost of Goods Sold	5,542.67	19,333.00	(13,790.33)	28.67%	118,416.90	173,997.00	(55,580.10)	68.06%	
Gross Profit	40,290.66	26,501.00	13,789.66	152.03%	294,083.07	238,503.00	55,580.07	123.30%	
Expenses									
60000 Sal/Ben									
60100 Labor		11,223.00	(11,223.00)	0.00%	2,614.00	100,593.00	(97,979.00)	2.60%	Will move budget to 52200
62500 Consulting / Contract Labor	4,333.33		4,333.33		8,037.32	-	8,037.32		Will move expenses to 52200
Total 60000 Sal/Ben	4,333.33	11,223.00	(6,889.67)	38.61%	10,651.32	100,593.00	(89,941.68)	10.59%	
63000 T&E									
63050 Airfare	599.00		599.00		655.49	-	655.49		
63070 Car Rental	103.06		103.06		811.85	-	811.85		
63200 Lodging	643.75		643.75		929.87	-	929.87		
63300 Meals	505.73		505.73		1,025.85	-	1,025.85		
63500 Business Meals			-		987.44	-	987.44		
63700 Entertainment			-		27.00	-	27.00		
63990 Other Travel			-		3,313.14	-	3,313.14		
Total 63000 T&E	1,851.54	-	1,851.54		7,750.64	-	7,750.64		Should have been coded to 52050
64000 Facilities									
64550 Cellular Phone	83.88		83.88		83.88	-	83.88		
64600 Network/ISP/Web/Other	71.75		71.75		71.75	-	71.75		
Total 64000 Facilities	155.63	-	155.63		155.63	-	155.63		Should have been coded to 52050
66000 Equipment Expense									
66400 Hardware			-		3,126.21	-	3,126.21		
Total 66000 Equipment Expense	-	-	-		3,126.21	-	3,126.21		Should have been coded to 52050
76000 Other Op Exp									
77200 Books & Subscriptions			-		178.90	-	178.90		Should have been coded to 52050
Total 76000 Other Op Exp	-	-	-		178.90	-	178.90		
Total Expenses	6,340.50	11,223.00	(4,882.50)	56.50%	21,862.70	100,593.00	(78,730.30)	21.73%	Well under budget
Net Operating Income	33,950.16	15,278.00	18,672.16	222.22%	272,220.37	137,910.00	134,310.37	197.39%	
Net Income	33,950.16	15,278.00	18,672.16	222.22%	272,220.37	137,910.00	134,310.37	197.39%	

STRATFOR
Profit & Loss Detail
September 2011

	<u>Date</u>	<u>Num</u>	<u>Name</u>	<u>Memo/Description</u>	<u>Amount</u>
Ordinary Income/Expense					
Income					
44001 Consulting Revenue					
44300 Intelligence & Analysis					
	09/13/2011	4866	National Oilwell Varco	September 2011 - Critical Intelligence Alerts, Critical Security Alerts, monthly Intelligence Summaries	45,833.33
Total for 44300 Intelligence & Analysis					<u>45,833.33</u>
Total for 44001 Consulting Revenue					<u>45,833.33</u>
Total for Income					45,833.33
Cost of Goods Sold					
50000 Cost of Sales					
52000 Intelligence Expense					
	09/01/2011	9012011	Simon Hunt Strategic Services		500.00
	09/15/2011	9152011	1int - Richmond, Jen	9/15/2011 Source Payment	500.00
	09/27/2011	9272011	ee-Friedman, Meredith	Visa Fees	262.00
	09/30/2011	9302011	1int - Richmond, Jen	9/30/2011 Source Payment	500.00
	09/30/2011	9302011	1int - Friedman, Meredith	Meredith Friedman for source payment passing through using Western Union	2,114.00
	09/30/2011	9302011	1int - Mehmet, Faruk Demir	9/30/2011 Contractor Pay	1,666.67
Total for 52000 Intelligence Expense					<u>5,542.67</u>
Total for 50000 Cost of Sales					<u>5,542.67</u>
Total for Cost of Goods Sold					<u>5,542.67</u>
Gross Profit					40,290.66
Expenses					
60000 Sal/Ben					
62500 Consulting / Contract Labor					
	09/30/2011	9302011	1con-Petkoff, Irene	Wire Per M. Friedman	500.00
	09/30/2011	9302011	1int - Colibasanu, Antonia	9/30/2011 Contractor Pay	3,833.33
Total for 62500 Consulting / Contract Labor					<u>4,333.33</u>
Total for 60000 Sal/Ben					4,333.33
63000 T&E					
63050 Airfare					
	09/27/2011	9272011	1int - Colibasanu, Antonia	Flight to Austin	599.00
Total for 63050 Airfare					<u>599.00</u>
63070 Car Rental					
	09/27/2011	9272011	1int - Colibasanu, Antonia	Taxis	103.06
Total for 63070 Car Rental					<u>103.06</u>
63200 Lodging					
	09/27/2011	9272011	1int - Colibasanu, Antonia	Bucharest	643.75
Total for 63200 Lodging					<u>643.75</u>

63300 Meals					
	09/27/2011	9272011	1int - Colibasanu, Antonia	Various Meals	105.73
	09/30/2011	9302011	1int - Colibasanu, Antonia	Travel Per Diem 9/27 - 10/27	<u>400.00</u>
Total for 63300 Meals					<u>505.73</u>
Total for 63000 T&E					<u>1,851.54</u>
64000 Facilities					
64550 Cellular Phone					
	09/27/2011	9272011	1int - Colibasanu, Antonia	Blackberry Service	<u>83.88</u>
Total for 64550 Cellular Phone					<u>83.88</u>
64600 Network/ISP/Web/Other					
	09/27/2011	9272011	1int - Colibasanu, Antonia	Internet Services	<u>71.75</u>
Total for 64600 Network/ISP/Web/Other					<u>71.75</u>
Total for 64000 Facilities					<u>155.63</u>
Total for Expenses					<u>6,340.50</u>
Net Income					<u>33,950.16</u>