

STRATFOR
DEPARTMENTAL SUMMARY
EXPENSE VARIANCE TO BUDGET
9/30/11

<u>Department</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Over (Under) Variance</u>	
Budget vs. Actuals: 511 - Finance/HR	102,902	40,250	62,652	\$25k RSA over budget, \$28k int on sub. Debt, \$23K deprec on addtl asset purchases
Budget vs. Actuals: 512 - Austin Facilities	429,141	433,476	(4,335)	
Budget vs. Actuals: 513 - DC Facilities	99,234	98,200	1,034	
Budget vs. Actuals: 514 - IT	834,661	831,016	3,645	includes manual reclass of \$52,209 actual from 514 to 533 for email marketing correction
Budget vs. Actuals: 531 - Executive	1,529,219	1,361,622	167,597	primarily related to travel expenses
Budget vs. Actuals: 533 - Individual Sales	244,681	267,770	(23,089)	includes manual reclass of \$52,209 actual from 514 to 533 for email marketing correction
Budget vs. Actuals: 534-Customer Service	254,598	199,275	55,323	related to commission allocations
Budget vs. Actuals: 535 - Institutional Sales	238,650	328,873	(90,223)	related to commission allocations
Budget vs. Actuals: 561 - Op Center	346,437	322,527	23,910	related to staffing allocations
Budget vs. Actuals: 562 - Strategic Intelligence	891,954	905,988	(14,034)	primarily related to travel
Budget vs. Actuals: 563 - ADP	67,365	36,837	30,528	related to ADP expansion
Budget vs. Actuals: 564 - Tactical Intelligence	724,818	702,458	22,360	related to staffing allocations
Budget vs. Actuals: 565 - Editors	500,941	521,882	(20,941)	related to staffing allocations
Budget vs. Actuals: 566 - Graphics	119,757	122,037	(2,280)	
Budget vs. Actuals: 567 - Multimedia	163,911	165,474	(1,563)	
Budget vs. Actuals: 568 - OSINT	369,603	492,793	(123,190)	related to staffing allocations
Budget vs. Actuals: 841 - International	118,417	173,997	(55,580)	related to cost of sales/intelligence expense
Budget vs. Actuals: 841 - International	21,863	100,593	(78,730)	related to staffing allocations
	7,058,149	7,105,068	(46,919)	

General Summary

(180,964) related to payroll
62,652 related to finance see above
(26,589) misc other
(55,580) related to cost of sales/intelligence expense
153,562 primarily related to travel
(46,919)