

STRATFOR
Budget vs. Actuals: 535 - Institutional Sales
 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	5,667.90	27,738.00	(22,070.10)	20.43%	71,823.63	323,248.00	(251,424.37)	22%	
60200 Commission	20,154.16		20,154.16		140,332.68	-	140,332.68		
60400 Ins- Medical	1,324.48		1,324.48		6,039.55	-	6,039.55		
60500 Ins- Dental	89.63		89.63		530.58	-	530.58		
60600 Ins- Disability	36.14		36.14		239.34	-	239.34		
60700 Ins- Vision	20.50		20.50		133.96	-	133.96		
60800 Payroll Taxes	1,061.84		1,061.84		16,451.33	-	16,451.33		
60950 Salary and Benefits - Other			-		52.50	-	52.50		
Total 60000 Sal/Ben	28,354.65	27,738.00	616.65	102.22%	235,603.57	323,248.00	(87,644.43)	73%	Compensation to D. Wright
63000 T&E									
63990 Other Travel		625.00	(625.00)	0.00%	-	4,750.00	(4,750.00)	0%	
Total 63000 T&E	-	625.00	(625.00)	0.00%	-	4,750.00	(4,750.00)	0%	
64000 Facilities									
64200 Office Supplies			-		96.75	-	96.75		
64550 Cellular Phone			-		105.00	-	105.00		
Total 64000 Facilities	-	-	-		201.75	-	201.75		
66000 Equipment Expense									
66300 Software	444.52		444.52		444.52	-	444.52		
Total 66000 Equipment Expense	444.52	-	444.52		444.52	-	444.52		
67000 Marketing									
67900 Lead Generation			-		2,400.00	-	2,400.00		
Total 67000 Marketing	-	-	-		2,400.00	-	2,400.00		
76000 Other Op Exp									
76300 Printing and Reproduction		-	-		-	700.00	(700.00)	0%	
77200 Books & Subscriptions		-	-		-	175.00	(175.00)	0%	
Total 76000 Other Op Exp	-	-	-		-	875.00	(875.00)	0%	
Total Expenses	28,799.17	28,363.00	436.17	101.54%	238,649.84	328,873.00	(90,223.16)	73%	

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					
Expenses					
60000 Sal/Ben					
60100 Labor					
	09/15/2011	fj-09152011		Payroll entry for pay period of 9/15/2011	2,833.95
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	2,833.95
Total for 60100 Labor					5,667.90
60200 Commission					
	09/30/2011	rb-ppd comm		9/2011 Ppd Comm	-38,944.39
	09/30/2011	rb-accr comms		9/2011 Commissions, payable 10/2011 ACTUAL	59,098.55
Total for 60200 Commission					20,154.16
60400 Ins- Medical					
	09/01/2011	Active - 08182011	Blue Cross Blue Shield		1,124.48
	09/01/2011	fj-HSA		8/31/11 HSA contribution	100.00
	09/16/2011	fj-HSA		9/15/11 HSA contribution	100.00
Total for 60400 Ins- Medical					1,324.48
60500 Ins- Dental					
	09/01/2011	9012011	Guardian	Dental Insurance	89.63
Total for 60500 Ins- Dental					89.63
60600 Ins- Disability					
	09/01/2011	9012011	Lincoln Financial Group	Life Insurance, AD&D, STD, LTD	36.14
Total for 60600 Ins- Disability					36.14
60700 Ins- Vision					
	09/01/2011	9012011	Guardian	Vision Insurance	20.50
Total for 60700 Ins- Vision					20.50
60800 Payroll Taxes					
	09/15/2011	fj-09152011		Payroll entry for pay period of 9/15/2011	785.94
	09/30/2011	fj-09302011		Payroll entry for pay period of 9/30/2011	275.90
Total for 60800 Payroll Taxes					1,061.84
Total for 60000 Sal/Ben					28,354.65
66000 Equipment Expense					
66300 Software					
	09/30/2011	rb-Ppd other		9/2011 Salescloud/Salesforce (Ppd Other)	444.52
Total for 66300 Software					444.52
Total for 66000 Equipment Expense					444.52
Total for Expenses					28,799.17