

Plainfield Coop

Profit & Loss Budget vs. Actual

2019 - JAN-MAY

	2019 - JAN-MAY		Budget - 2019		2018 - JAN-MAY		Var to Bud	Var to 18
Bakery Sales	28,067	6.0%	28,910	5.9%	26,687	5.6%	(843)	1,380
Beer & Wine Sales (6% tax)	45,721	9.8%	48,810	9.9%	47,413	9.9%	(3,090)	(1,692)
Body Care Sales (6% tax)	8,612	1.8%	9,663	2.0%	8,209	1.7%	(1,051)	403
Bulk Goods Sales	33,658	7.2%	34,236	6.9%	33,807	7.1%	(577)	(148)
Bulk Herbs Sales	8,818	1.9%	8,058	1.6%	8,270	1.7%	760	548
Cheese Sales	20,907	4.5%	23,984	4.9%	22,570	4.7%	(3,078)	(1,663)
Coffee (Sales)	14,734	3.1%	13,610	2.8%	12,575	2.6%	1,124	2,159
Deli Sales	29,674	6.3%	22,608	4.6%	9,504	2.0%	7,065	20,169
Frozen Sales	24,481	5.2%	25,034	5.1%	24,944	5.2%	(553)	(463)
Gifts Sales (6% tax)	5,225	1.1%	5,410	1.1%	4,844	1.0%	(185)	381
Grocery Sales	79,049	16.9%	86,903	17.6%	79,049	16.6%	(7,854)	(0)
Household Sales (6% tax)	13,359	2.9%	10,489	2.1%	9,165	1.9%	2,870	4,195
Meat/Fish Sales	44,298	9.5%	48,167	9.8%	45,710	9.6%	(3,869)	(1,412)
Other (Sales)	473	0.1%	690	0.1%	531	0.1%	(216)	(58)
Produce Sales	69,555	14.9%	73,167	14.8%	71,715	15.0%	(3,612)	(2,160)
Refrigerated Sales	29,892	6.4%	39,367	8.0%	56,885	11.9%	(9,475)	(26,993)
Supplements Sales	11,410	2.4%	14,536	2.9%	15,395	3.2%	(3,126)	(3,985)
<b>Total Sales</b>	<b>467,933</b>	<b>100.0%</b>	<b>493,642</b>	<b>100.0%</b>	<b>477,273</b>	<b>100.0%</b>	<b>(25,709)</b>	<b>(9,340)</b>
Bakery (COGS) Adjusted	25,112	89.5%	22,208	76.8%	22,464	84.2%	2,904	2,648
Beer & Wine (COGS) Adjusted	33,703	73.7%	36,421	74.6%	36,413	76.8%	(2,718)	(2,710)
Body Care (COGS) Adjusted	3,609	41.9%	5,384	55.7%	4,952	60.3%	(1,774)	(1,343)
Bulk (COGS) Adjusted	17,734	52.7%	20,035	58.5%	18,494	54.7%	(2,301)	(759)
Bulk Herb (COGS) Adjusted	4,590	52.1%	4,576	56.8%	4,648	56.2%	14	(57)
Cheese (COGS) Adjusted	14,157	67.7%	15,779	65.8%	14,717	65.2%	(1,622)	(560)
Coffee (COGS) Adjusted	11,053	75.0%	8,158	59.9%	8,170	65.0%	2,895	2,883
Dairy (COGS) Adjusted	19,070	64.3%	15,181	67.1%	7,128	75.0%	3,889	11,941
Frozen (COGS) Adjusted	14,352	58.6%	15,693	62.7%	15,765	63.2%	(1,341)	(1,413)
Gifts (COGS) Adjusted	2,044	39.1%	3,300	61.0%	3,224	66.5%	(1,256)	(1,179)
Groceries (COGS) Adjusted	48,808	61.7%	54,493	62.7%	46,594	58.9%	(5,686)	2,214
Household (COGS) Adjusted	7,319	54.8%	6,319	60.2%	6,323	69.0%	1,000	996
Meat/Fish (COGS) Adjusted	29,185	65.9%	32,754	68.0%	28,333	62.0%	(3,569)	852
Other (COGS) Adjusted	699	147.7%	138	20.0%	509	95.8%	561	190
Produce (COGS) Adjusted	44,058	63.3%	44,451	60.8%	48,145	67.1%	(393)	(4,087)
Refrigerated (COGS) Adjusted	25,448	85.1%	24,452	62.1%	39,229	69.0%	997	(13,781)
Supplements (COGS) Adjusted	3,949	34.6%	8,580	59.0%	9,250	60.1%	(4,631)	(5,301)
<b>Total Cost of Goods Sold-ADJUSTED</b>	<b>304,891</b>	<b>65.2%</b>	<b>317,921</b>	<b>64.4%</b>	<b>314,358</b>	<b>65.9%</b>	<b>13,030</b>	<b>9,467</b>
<b>Gross Profit</b>	<b>163,042</b>	<b>35%</b>	<b>175,721</b>	<b>35.6%</b>	<b>162,915</b>	<b>34.1%</b>	<b>(12,679)</b>	<b>127</b>
Advertising & Outreach	8		271		458		(263)	(450)
Charitable Contributions	10		94		-		(84)	10
Coupons	1,077		1,180		1,282		(103)	(204)
Delivery	60		88		482		(28)	(422)
Dues & Subscriptions	635		704		790		(69)	(155)
Equipment	884		929		262		(45)	622

Financial Management	6,046	7,820	7,021	(1,775)	(976)
Fuel Surcharge & Shipping	-	-	1,543	-	(1,543)
Insurance	5,422	5,605	5,578	(184)	(156)
Laundry Linen & Uniforms	1,285	1,042	2,012	244	(727)
Licenses & Permits	160	111	245	49	(85)
Loan Fee	-	3,400	-	(3,400)	-
Member Discounts	1,254	1,875	2,172	(621)	(918)
Postage & Delivery	412	650	953	(238)	(541)
Printing & Reproduction	280	313	533	(33)	(253)
Professional Fees	4,291	4,167	12,331	125	(8,040)
Property Tax	1,451	977	1,020	474	431
Repairs	1,245	1,298	433	(54)	812
Staff Development	60	83	-	(23)	60
Staff Discount	12,750	10,158	6,430	2,592	6,320
Store Supplies	3,385	4,208	5,694	(823)	(2,309)
Subcontractors	-	83	100	(83)	(100)
Travel Expenses	116	165	44	(49)	73
Utilities	11,623	10,384	9,525	1,238	2,097
Wages	108,425	122,917	100,784	(14,492)	7,641
Worker Discount	1,432	2,625	4,007	(1,194)	(2,575)
<b>Total Expense</b>	<b>162,310</b>	<b>181,147</b>	<b>163,698</b>	<b>(18,837)</b>	<b>(1,388)</b>
<b>Net Income</b>	<b>732</b>	<b>(5,426)</b>	<b>(783)</b>	<b>6,159</b>	<b>1,515</b>