

ALL COST CENTERS

AZTEC SHOPS, LTD
OPERATING BUDGET
06/08/08

REPORT: BGT3

	BUDGET FISCAL YEAR 09	% OF	PROJECTED ACTUAL	% OF	VARIANCE	PERCENT OF
TOTAL SALES	44,025,700	100.00	46,145,795	100.00	-2,120,095	-4.59
COST OF GOODS	23,343,935	53.02	24,756,602	53.65	-1,412,667	-5.71
GROSS MARGIN	20,681,765	46.98	21,389,193	46.35	-707,428	-3.31
OPERATING EXPENSES						
PAYROLL	11,526,922	26.18	12,003,942	26.01	-477,020	-3.97
BENEFITS	3,907,035	8.87	3,810,195	8.26	96,840	2.54
TEMPORARY LABOR	32,055	.07	30,532	.07	1,523	4.99
SUPPLIES	1,350,150	3.07	1,451,660	3.15	-101,510	-6.99
UNCLASSIFIED/BAD DEBT	15,330	.03	13,520	.03	1,810	13.39
SALES DISCOUNT	707,842	1.61	688,211	1.49	19,631	2.85
UTILITIES	1,019,764	2.32	915,955	1.98	103,809	11.33
BANK CHARGES	671,303	1.52	636,880	1.38	34,423	5.40
SERVICES PURCHASED	519,781	1.18	679,472	1.47	-159,691	-23.50
INSURANCE	272,318	.62	261,066	.57	11,252	4.31
INTEREST	1,352,602	3.07	1,417,277	3.07	-64,675	-4.56
DEPRECIATION	1,914,153	4.35	2,105,631	4.56	-191,478	-9.09
PROFESSIONAL SERVICES	1,335,759	3.03	1,253,075	2.72	82,684	6.60
TRAVEL	112,240	.25	152,631	.33	-40,391	-26.46
EQUIPMENT RENTAL	115,568	.26	128,076	.28	-12,508	-9.77
PAYROLL TAXES	1,135,513	2.58	1,202,072	2.60	-66,559	-5.54
TAX & LICENSES	37,027	.08	32,716	.07	4,311	13.18
MARKETING	257,044	.58	227,033	.49	30,011	13.22
REPAIR AND MAINTENANCE	626,861	1.42	648,361	1.41	-21,500	-3.32
PROPERTY RNTL & LICENSE FEE	1,615,479	3.67	1,625,499	3.52	-10,020	- .62
PUBLIC RELATIONS	122,290	.28	134,281	.29	-11,991	-8.93
CUSTOMER SERVICE RELATIONS	100,509	.23	99,283	.22	1,226	1.24
POSTAGE/FREIGHT	81,173	.18	79,563	.17	1,610	2.02
TELEPHONE	287,852	.65	307,444	.67	-19,592	-6.37
JANITORIAL	664,861	1.51	615,658	1.33	49,203	7.99
TOTAL OPERATING EXPENSES	29,781,431	67.65	30,520,033	66.14	-738,602	-2.42
CREDITS AND REVENUES	10,116,751	22.98	10,749,927	23.30	-633,176	-5.89
NET CONTRIBUTION	1,017,085	2.31	1,619,087	3.51	-602,002	-37.18