

AZTEC SHOPS, LTD  
 OPERATING BUDGET  
 07/11/09

	BUDGET FISCAL YEAR 10	% OF	PROJECTED ACTUAL	% OF	VARIANCE	PERCENT OF
TOTAL SALES	42,999,135	100.00	44,234,551	100.00	-1,235,416	-2.79
COST OF GOODS	23,015,004	53.52	23,708,756	53.60	-693,752	-2.93
GROSS MARGIN	19,984,131	46.48	20,525,795	46.40	-541,664	-2.64
OPERATING EXPENSES						
PAYROLL	11,314,458	26.31	11,764,011	26.59	-449,553	-3.82
BENEFITS	3,990,850	9.28	3,604,960	8.15	385,890	10.70
TEMPORARY LABOR	34,343	.08	33,703	.08	640	1.90
SUPPLIES	1,468,540	3.42	1,327,665	3.00	140,875	10.61
UNCLASSIFIED/BAD DEBT	15,760	.04	23,549	.05	-7,789	-33.08
SALES DISCOUNT	705,335	1.64	908,263	2.05	-202,928	-22.34
UTILITIES	1,002,206	2.33	921,714	2.08	80,492	8.73
BANK CHARGES	575,885	1.34	615,394	1.39	-39,509	-6.42
SERVICES PURCHASED	480,207	1.12	457,431	1.03	22,776	4.98
INSURANCE	299,533	.70	268,687	.61	30,846	11.48
INTEREST	1,353,897	3.15	1,390,006	3.14	-36,109	-2.60
DEPRECIATION	1,986,807	4.62	1,917,627	4.34	69,180	3.61
PROFESSIONAL SERVICES	1,245,112	2.90	1,247,035	2.82	-1,923	-.15
TRAVEL	91,151	.21	112,165	.25	-21,014	-18.73
EQUIPMENT RENTAL	115,811	.27	118,124	.27	-2,313	-1.96
PAYROLL TAXES	1,089,666	2.53	937,847	2.12	151,819	16.19
TAX & LICENSES	20,547	.05	34,616	.08	-14,069	-40.64
MARKETING	222,308	.52	206,057	.47	16,251	7.89
REPAIR AND MAINTENANCE	647,531	1.51	716,974	1.62	-69,443	-9.69
PROPERTY RNTL & LICENSE FEE	1,645,975	3.83	1,502,171	3.40	143,804	9.57
PUBLIC RELATIONS	114,900	.27	153,429	.35	-38,529	-25.11
CUSTOMER SERVICE RELATIONS	82,795	.19	101,108	.23	-18,313	-18.11
POSTAGE/FREIGHT	82,432	.19	87,685	.20	-5,253	-5.99
TELEPHONE	286,154	.67	308,831	.70	-22,677	-7.34
JANITORIAL	638,037	1.48	614,840	1.39	23,197	3.77
TOTAL OPERATING EXPENSES	29,510,240	68.63	29,373,893	66.40	136,347	.46
CREDITS AND REVENUES	9,419,048	21.91	9,757,487	22.06	-338,439	-3.47
NET CONTRIBUTION	-107,061	.25	909,390	2.06	-1,016,451	-111.77