

AZTEC SHOPS, LTD
 OPERATING BUDGET
 08/01/10

	BUDGET FISCAL YEAR 11	% OF	PROJECTED ACTUAL	% OF	VARIANCE	PERCENT OF
TOTAL SALES	34,868,505	100.00	38,984,457	100.00	-4,115,952	-10.56
COST OF GOODS	18,387,296	52.73	21,209,247	54.40	-2,821,951	-13.31
GROSS MARGIN	16,481,209	47.27	17,775,210	45.60	-1,294,001	-7.28
OPERATING EXPENSES						
PAYROLL	11,109,166	31.86	11,124,491	28.54	-15,325	-.14
BENEFITS	3,986,173	11.43	3,816,212	9.79	169,962	4.45
TEMPORARY LABOR	33,563	.10	39,494	.10	-5,931	-15.02
SUPPLIES	1,190,666	3.41	1,222,058	3.13	-31,392	-2.57
UNCLASSIFIED/BAD DEBT	26,339	.08	45,588	.12	-19,249	-42.22
SALES DISCOUNT	795,226	2.28	586,627	1.50	208,599	35.56
UTILITIES	1,168,483	3.35	971,449	2.49	197,034	20.28
BANK CHARGES	579,234	1.66	586,078	1.50	-6,844	-1.17
SERVICES PURCHASED	451,929	1.30	440,920	1.13	11,009	2.50
INSURANCE	389,380	1.12	346,203	.89	43,177	12.47
INTEREST	2,381,992	6.83	1,925,609	4.94	456,383	23.70
DEPRECIATION	2,501,545	7.17	2,323,558	5.96	177,987	7.66
PROFESSIONAL SERVICES	912,120	2.62	1,355,844	3.48	-443,724	-32.73
TRAVEL	92,350	.26	80,137	.21	12,213	15.24
EQUIPMENT RENTAL	124,243	.36	120,058	.31	4,185	3.49
PAYROLL TAXES	1,081,690	3.10	1,135,175	2.91	-53,485	-4.71
TAX & LICENSES	23,283	.07	25,696	.07	-2,413	-9.39
MARKETING	262,470	.75	202,296	.52	60,174	29.75
REPAIR AND MAINTENANCE	924,909	2.65	781,045	2.00	143,864	18.42
PROPERTY RNTL & LICENSE FEE	1,548,214	4.44	1,641,415	4.21	-93,201	-5.68
PUBLIC RELATIONS	127,510	.37	76,357	.20	51,153	66.99
CUSTOMER SERVICE RELATIONS	79,620	.23	70,623	.18	8,997	12.74
POSTAGE/FREIGHT	90,299	.26	96,155	.25	-5,856	-6.09
TELEPHONE	292,403	.84	303,904	.78	-11,501	-3.78
JANITORIAL	660,564	1.89	635,425	1.63	25,139	3.96
TOTAL OPERATING EXPENSES	30,833,371	88.43	29,952,416	76.83	880,955	2.94
CREDITS AND REVENUES	11,730,265	33.64	11,048,784	28.34	681,481	6.17
NET CONTRIBUTION	-2,621,897	7.52	-1,128,423	2.89	-1,493,475	132.35