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Accrual Basis

Washington Beer Commission
Profit & Loss Budget vs. Actual - Overall
January through December 2011

	Jan - Dec 11	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
Advertising Sales	600.00	2,500.00	-1,900.00	24.0%
Event Registration	35,790.00	35,000.00	790.00	102.3%
Event Sales	584,975.05	522,381.00	62,594.05	112.0%
Parking	14,222.25	9,000.00	5,222.25	158.0%
Program Income/Assessments	15,653.81	13,000.00	2,653.81	120.4%
Sponsors	21,150.00	20,000.00	1,150.00	105.8%
Total Income	672,391.11	601,881.00	70,510.11	111.7%
Cost of Goods Sold				
Beer	104,235.54	88,924.00	15,311.54	117.2%
Beverages Other	250.50	700.00	-449.50	35.8%
Cider	0.00	350.00	-350.00	0.0%
Food from Commission	99.98	1,100.00	-1,000.02	9.1%
Merchandise	26,659.66	11,250.00	15,409.66	237.0%
Wine	3,125.00			
Total COGS	134,370.68	102,324.00	32,046.68	131.3%
Gross Profit	538,020.43	499,557.00	38,463.43	107.7%
Expense				
Admin/Operations	14,121.14	15,350.53	-1,229.39	92.0%
Advertising	33,354.02	41,700.00	-8,345.98	80.0%
Bad Debt	2,654.96			
Banking and Interest Fees	3,764.68	2,925.00	839.68	128.7%
Business Expenses	1,882.00	350.00	1,532.00	537.7%
Contract Services	218,277.79	221,064.00	-2,786.21	98.7%
Entertainment/Music	7,800.00	14,500.00	-6,700.00	53.8%
Event Printing	12,508.31	9,396.81	3,111.50	133.1%
Facilities and Equipment	114,482.21	112,765.70	1,716.51	101.5%
Festivals Materials	29,265.00	26,475.00	2,790.00	110.5%
Marketing / Promotion	40,002.69	45,000.00	-4,997.31	88.9%
Other Types of Expenses	15,850.05	16,020.00	-169.95	98.9%
Taxes	5,997.18	5,987.14	10.04	100.2%
Travel and Meetings	2,052.91	200.00	1,852.91	1,026.5%
Web Site	48.68	3,300.00	-3,251.32	1.5%
Total Expense	502,061.62	515,034.18	-12,972.56	97.5%
Net Ordinary Income	35,958.81	-15,477.18	51,435.99	-232.3%
Other Income/Expense				
Other Income				
Earned Income	31.46			
Total Other Income	31.46			
Net Other Income	31.46	0.00	31.46	100.0%
Net Income	35,990.27	-15,477.18	51,467.45	-232.5%