

Builders Supply

G/L INCOME STATEMENT WITH BUDGET COMPARISON

FOR THE PERIOD FROM DEC 1, 1999 THROUGH DEC 31, 1999

Acnt#	Description	Current Period				Year - to - Date			
		This Year	%	Budget	%	This Year	%	Budget	%
REVENUE									
401000	RETAIL SALES	.00	.00	225651.18	27.83	2993508.70	31.20	3140745.79	29.84
402000	INC. FROM COMPLETED CONTRACTS	.00	.00	593308.06	73.18	6685125.38	69.67	7474941.28	71.02
404000	DISCOUNTS ALLOWED	.00	.00	8189.59-	1.01-	82800.85-	.86-	91232.84-	.87-
TOTAL REVENUE		.00	.00	810769.65	100.00	9595833.23	100.00	10524454.23	100.00
COST OF GOODS SOLD									
501000	COST OF GOODS SOLD - RETAIL	.00	.00	139714.46	17.23	1458635.57	15.20	1618607.80	15.38
502000	COST OF GOODS SOLD - CONTRACTS	.00	.00	299525.15	36.94	3536600.74	36.86	3978606.56	37.80
503000	FREIGHT IN	.00	.00	27948.50	3.45	314437.95	3.28	346205.97	3.29
TOTAL COST OF GOODS SOLD		.00	.00	467188.11	57.62	5309674.26	55.33	5943420.33	56.47
GROSS PROFIT		.00	.00	343581.54	42.38	4286158.97	44.67	4581033.90	43.53
EXPENSES									
SELLING EXPENSES									
510001	SALARIES EXPENSE - MPLS	.00	.00	44346.11	5.47	473735.12	4.94	517464.54	4.92
510002	SALARIES EXPENSE - DALL	.00	.00	5912.81	.73	63164.68	.66	68995.27	.66
510003	SALARIES EXPENSE - OAKL	.00	.00	8869.22	1.09	94747.03	.99	103492.91	.98
511001	TRAVEL AND ENTERTAINMENT-MPLS	.00	.00	176.36	.02	1955.60	.02	2144.29	.02
511002	TRAVEL AND ENTERTAINMENT-DALL	.00	.00	23.52	.00	260.75	.00	285.91	.00
511003	TRAVEL AND ENTERTAINMENT-OAKL	.00	.00	35.27	.00	391.11	.00	428.84	.00
512001	AUTO EXPENSE - MPLS	.00	.00	3125.99	.39	55345.92	.58	21732.65	.21
512002	AUTO EXPENSE - DALL	.00	.00	416.80	.05	36447.54	.38	2897.68	.03
512003	AUTO EXPENSE - OAKL	.00	.00	625.19	.08	50876.52	.53	4346.52	.04
513000	ADVERTISING EXPENSE	.00	.00	.00	.00	156789.43	1.63	.00	.00
513001	ADVERTISING EXPENSE - MPLS	.00	.00	715.22	.09	8681.10	.09	9609.21	.09
513002	ADVERTISING EXPENSE - DALL	.00	.00	715.22	.09	8681.10	.09	9609.21	.09
513003	ADVERTISING EXPENSE - OAKL	.00	.00	715.21	.09	8681.09	.09	9609.19	.09
TOTAL SELLING EXPENSES		.00	.00	65676.92	8.10	959756.99	10.00	750616.22	7.13
MANUFACTURING EXPENSES									
520000	PAYROLL EXPENSE	.00	.00	107618.16	13.27	1149650.14	11.98	1255771.74	11.93
521000	DEPRECIATION EXPENSE	.00	.00	20099.71	2.48	213811.71	2.23	233902.05	2.22
522000	MAINTENANCE EXPENSE	.00	.00	1173.32	.14	13006.91	.14	14228.77	.14
523000	APPLIED OVERHEAD	.00	.00	4947.96	.61	53481.96	.56	58361.10	.55
TOTAL MANUFACTURING EXP.		.00	.00	133839.15	16.51	1429950.72	14.90	1562263.66	14.84

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GENL & ADMIN EXPENSES									
530001	SALARIES EXPENSE - MPLS	.00	.00	60488.84	7.46	646182.68	6.73	705830.35	6.71
530002	SALARIES EXPENSE - DALL	.00	.00	8065.18	.99	86157.69	.90	94110.71	.89
530003	SALARIES EXPENSE - OAKL	.00	.00	12097.76	1.49	129236.51	1.35	141166.04	1.34
531001	AMORTIZATION EXPENSE - MPLS	4.46	.00	4.46	.00	53.52	.00	53.52	.00
531002	AMORTIZATION EXPENSE - DALL	.56	.00	.56	.00	6.72	.00	6.72	.00
531003	AMORTIZATION EXPENSE - OAKL	.56	.00	.56	.00	6.72	.00	6.72	.00
532001	PROFESSIONAL SERVICES - MPLS	.00	.00	6156.98	.76	77624.18	.81	89345.33	.85
532002	PROFESSIONAL SERVICES - DALL	.00	.00	6156.98	.76	77624.18	.81	89345.33	.85
532003	PROFESSIONAL SERVICES - OAKL	.00	.00	6156.98	.76	77624.18	.81	89345.33	.85
533001	TELEPHONE EXPENSE - MPLS	.00	.00	2860.14	.35	28883.89	.30	31452.99	.30
533002	TELEPHONE EXPENSE - DALL	.00	.00	953.38	.12	9627.97	.10	10484.34	.10
533003	TELEPHONE EXPENSE - OAKL	.00	.00	953.38	.12	9627.97	.10	10484.34	.10
534001	UTILITIES EXPENSE - MPLS	.00	.00	1391.33	.17	53843.04	.56	16242.36	.15
534002	UTILITIES EXPENSE - DALL	.00	.00	231.89	.03	24272.52	.25	2707.07	.03
534003	UTILITIES EXPENSE - OAKL	.00	.00	695.67	.09	34436.15	.36	8121.17	.08
535001	INSURANCE EXPENSE - MPLS	.00	.00	4124.25	.51	45366.75	.47	49491.00	.47
535002	INSURANCE EXPENSE - DALL	.00	.00	515.53	.06	19439.77	.20	6186.36	.06
535003	INSURANCE EXPENSE - OAKL	.00	.00	515.53	.06	16291.17	.17	6186.36	.06
TOTAL GENL & ADMIN EXPENSES		5.58	.00	111369.40	13.74	1336305.61	13.93	1350566.04	12.83
TOTAL EXPENSES		5.58	.00	310885.47	38.34	3726013.32	38.83	3663445.92	34.81
OTHER INCOME AND EXPENSES									
801000	OTHER INCOME	.00	.00	220.00	.03	22357.07	.23	22420.48	.21
805000	INTEREST EXPENSE	.00	.00	13883.23 -	1.71 -	152715.53 -	1.59 -	166598.76 -	1.58 -
806000	OTHER EXPENSES	.00	.00	1253.12 -	.15 -	16129.78 -	.17 -	17340.45 -	.16 -
TOTAL OTHER INC. & EXP.		.00	.00	14916.35 -	1.84 -	146488.24 -	1.53 -	161518.73 -	1.53 -
PROFIT BEFORE TAXES		5.58 -	.00	17779.72	2.19	413657.41	4.31	756069.25	7.18
NET PROFIT		5.58 -	.00	17779.72	2.19	413657.41	4.31	756069.25	7.18