

Test Agency

2005	PROJECTED ANNUAL		Last Yr vs.		Curr/Prior		End of Month April	
	BUDGET		Prior Yr	2005	Yr %	Budget/Worksheet Verif.	2005	
	Results	Results	Deviation	Budget	Deviation		Annual Forecast	
P-C Commission	\$895,000	\$955,000	107%	\$1,050,000	109.9%	Budget Equals Worksheet	\$1,067,256	P-C Commission
Life & Health	\$47,500	\$55,000	116%	\$67,500	122.7%	Budget Equals Worksheet	\$64,355	Life & Health
Contingent	\$12,450	\$14,700	118%	\$16,500	112.2%	Budget Equals Worksheet	\$17,836	Contingent
Fees	\$15,500	\$17,650	114%	\$20,000	113.3%	Budget Equals Worksheet	\$21,041	Fees
Investments	\$15,500	\$17,250	111%	\$18,000	104.3%	Budget Equals Worksheet	\$18,909	Investments
Miscellaneous	7500	\$12,500	167%	\$10,000	80.0%	Budget Equals Worksheet	\$9,192	Miscellaneous
other category			N/A		N/A	N/A	\$0	other category
other category			N/A		N/A	N/A	\$0	other category
other category			N/A		N/A	N/A	\$0	other category
other category			N/A		N/A	N/A	\$0	other category
other category			N/A		N/A	N/A	\$0	other category
(less) Comm Exp	14500	\$16,200	112%	\$18,000	111.1%	Budget Equals Worksheet	\$13,041	(less) Comm Exp
NET REVENUE	\$978,950	\$1,055,900	108%	\$1,164,000	110.2%		\$1,185,548	NET REVENUE
EXPENSES								EXPENSES
Exec Comp	\$90,000	\$95,000	106%	\$105,000	110.5%	Budget Equals Worksheet	\$0	Exec Comp
Sales Comp	\$75,000	\$82,500	110%	\$87,500	106.1%	Budget Equals Worksheet	\$105,836	Sales Comp
Office Comp	\$315,000	\$365,000	116%	\$405,000	111.0%	Budget Equals Worksheet	\$92,895	Office Comp
Empl Costs	\$86,750	\$92,000	106%	\$110,500	120.1%	Budget Equals Worksheet	\$404,624	Empl Costs
Total Comp	\$566,750	\$634,500	112%	\$708,000	111.6%	No Entry - Calcs Automatically	\$110,833	Total Comp
T & E	\$7,800	\$8,200	105%	\$8,500	103.7%	Budget Equals Worksheet	\$9,606	T & E
Auto	\$10,500	\$12,000	114%	\$14,000	116.7%	Budget Equals Worksheet	\$12,837	Auto
Advert	\$16,750	\$17,865	107%	\$20,000	112.0%	Budget Equals Worksheet	\$21,581	Advert
Occupancy	\$41,000	\$43,500	106%	\$45,000	103.4%	Budget Equals Worksheet	\$44,905	Occupancy
Telephone	\$18,750	\$19,450	104%	\$21,000	108.0%	Budget Equals Worksheet	\$20,197	Telephone
Postage	\$9,000	\$9,200	102%	\$9,400	102.2%	Budget Equals Worksheet	\$9,823	Postage
Print,Sta,Off Sup	\$15,500	\$16,200	105%	\$17,000	104.9%	Budget Equals Worksheet	\$17,219	Print,Sta,Off Sup
Dues,Subs,Contrb	\$3,750	\$4,250	113%	\$4,750	111.8%	Budget Equals Worksheet	\$4,689	Dues,Subs,Contrb
Taxes & Licens.	\$7,700	\$8,100	105%	\$8,500	104.9%	Budget Equals Worksheet	\$8,427	Taxes & Licens.
P&C Ins	\$22,450	\$24,675	110%	\$28,000	113.5%	Budget Equals Worksheet	\$27,249	P&C Ins
Prof Fees	\$12,500	\$13,500	108%	\$16,000	118.5%	Budget Equals Worksheet	\$14,535	Prof Fees
Equip Maint&Rent	\$9,675	\$10,850	112%	\$13,000	119.8%	Budget Equals Worksheet	\$12,934	Equip Maint&Rent
Bad Debts	\$5,000	\$6,000	120%	\$7,000	116.7%	Budget Equals Worksheet	\$4,667	Bad Debts
Outside Services	\$4,200	\$5,100	121%	\$6,500	127.5%	Budget Equals Worksheet	\$5,652	Outside Services
Data Processing	\$20,055	\$21,850	109%	\$22,450	102.7%	Budget Equals Worksheet	\$22,374	Data Processing
Education	\$5,500	\$6,000	109%	\$6,500	108.3%	Budget Equals Worksheet	\$7,600	Education
Miscellaneous	\$550	\$1,050	191%	\$1,000	95.2%	Budget Equals Worksheet	\$1,523	Miscellaneous
Deprec & Amort	\$43,250	\$40,500	94%	\$36,000	88.9%	Budget Equals Worksheet	\$36,000	Deprec & Amort
Off Life	\$3,750	\$3,800	101%	\$3,800	100.0%	Budget Equals Worksheet	\$3,795	Off Life
Interest	\$11,250	\$9,750	87%	\$10,000	102.6%	Budget Equals Worksheet	\$9,810	Interest
Other	\$500	\$600	120%	\$700	116.7%	Budget Equals Worksheet	\$797	Other
TOTAL EXPENSE	\$836,180	\$916,940	110%	\$1,007,100	109.8%		\$1,010,405	TOTAL EXPENSE
PRE-TAX PROFIT	\$142,770	\$138,960	97%	\$156,900	112.9%		\$175,143	PRE-TAX PROFIT
CASHFLOW	\$191,020	\$185,460		\$199,900				