

Louisiana Sales and Use Tax Commision for Remote Sellers
Profit & Loss Budget vs. Actual
July through October 2021

	<u>Jul - Oct 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Commission Income	0.00	2,940,000.00	(2,940,000.00)	0.0%
Monthly Collections	90,206,425.21	0.00	90,206,425.21	100.0%
Monthly Distributions	(89,304,359.14)	0.00	(89,304,359.14)	100.0%
Total Income	<u>902,066.07</u>	<u>2,940,000.00</u>	<u>(2,037,933.93)</u>	<u>30.68%</u>
Gross Profit	902,066.07	2,940,000.00	(2,037,933.93)	30.68%
Expense				
Operating Expenses				
Bank Service Charges	0.00	2,000.00	(2,000.00)	0.0%
Professional Dues/Services	0.00	1,000.00	(1,000.00)	0.0%
Equipment Expense	403.97	4,500.00	(4,096.03)	8.98%
IT Services	4,625.00	62,000.00	(57,375.00)	7.46%
Office Supplies	0.00	5,000.00	(5,000.00)	0.0%
Payroll Expenses	1,000.00	3,000.00	(2,000.00)	33.33%
Rent Expense	0.00	80,000.00	(80,000.00)	0.0%
Software	0.00	5,000.00	(5,000.00)	0.0%
Staff Support (LDR)	0.00	10,000.00	(10,000.00)	0.0%
Telephone Expense	312.72	3,350.00	(3,037.28)	9.34%
Total Operating Expenses	<u>6,341.69</u>	<u>175,850.00</u>	<u>(169,508.31)</u>	<u>3.61%</u>
Personnel Expenses				
Benefits	36,603.32	0.00	36,603.32	100.0%
Salaries	75,448.84	0.00	75,448.84	100.0%
Personnel Expenses - Other	0.00	900,000.00	(900,000.00)	0.0%
Total Personnel Expenses	<u>112,052.16</u>	<u>900,000.00</u>	<u>(787,947.84)</u>	<u>12.45%</u>
Professional Services				
Financial Services	4,600.00	75,000.00	(70,400.00)	6.13%
Legal/Policy Services	8,830.00	130,000.00	(121,170.00)	6.79%
Total Professional Services	<u>13,430.00</u>	<u>205,000.00</u>	<u>(191,570.00)</u>	<u>6.55%</u>
System Development/Maintenance				
Avenu Annual	95,450.00	95,450.00	0.00	100.0%
Avenu Development	6,930.00	250,000.00	(243,070.00)	2.77%
Total System Development/Maintenance	<u>102,380.00</u>	<u>345,450.00</u>	<u>(243,070.00)</u>	<u>29.64%</u>
Travel Expense	0.00	12,000.00	(12,000.00)	0.0%
Total Expense	<u>234,203.85</u>	<u>1,638,300.00</u>	<u>(1,404,096.15)</u>	<u>14.3%</u>
Net Ordinary Income	667,862.22	1,301,700.00	(633,837.78)	51.31%
Other Income/Expense				
Other Expense				
Ask My Accountant	1,327,487.08	0.00	1,327,487.08	100.0%
Total Other Expense	<u>1,327,487.08</u>	<u>0.00</u>	<u>1,327,487.08</u>	<u>100.0%</u>
Net Other Income	<u>(1,327,487.08)</u>	<u>0.00</u>	<u>(1,327,487.08)</u>	<u>100.0%</u>
Net Income	<u><u>(659,624.86)</u></u>	<u><u>1,301,700.00</u></u>	<u><u>(1,961,324.86)</u></u>	<u><u>(50.67%)</u></u>