

Louisiana Sales and Use Tax Commission for Remote Sellers
Profit & Loss Budget vs. Actual
July 2021 through June 2022 (as of 8.10.22)

	<u>Jul 21 - June 22</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	438,371,833.58	0.00	438,371,833.58	100.0%
Monthly Distributions	(433,988,109.89)	0.00	(433,988,109.89)	100.0%
Total Income	<u>4,383,723.69</u>	<u>2,940,000.00</u>	<u>1,443,723.69</u>	<u>149.11%</u>
Gross Profit	4,383,723.69	2,940,000.00	1,443,723.69	149.11%
Expense				
Operating Expenses				
Bank Service Charges	0.00	2,000.00	(2,000.00)	0.0%
Professional Dues/Services	200.00	1,000.00	(800.00)	20.0%
Equipment Expense	292.07	4,500.00	(4,207.93)	6.49%
IT Services	36,030.79	62,000.00	(25,969.21)	58.11%
Office Supplies	0.00	5,000.00	(5,000.00)	0.0%
Payroll Expenses	2,400.00	3,000.00	(600.00)	80.0%
Rent Expense	16,292.28	80,000.00	(63,707.72)	20.37%
Software	4,563.33	5,000.00	(436.67)	91.27%
Staff Support (LDR)	0.00	10,000.00	(10,000.00)	0.0%
Telephone Expense	1,253.84	3,350.00	(2,096.16)	37.43%
Total Operating Expenses	<u>61,032.31</u>	<u>175,850.00</u>	<u>(114,817.69)</u>	<u>34.71%</u>
Personnel Expenses				
Benefits	111,074.40	0.00	111,074.40	100.0%
Salaries	219,088.67	0.00	219,088.67	100.0%
Personnel Expenses - Other	0.00	900,000.00	(900,000.00)	0.0%
Total Personnel Expenses	<u>330,163.07</u>	<u>900,000.00</u>	<u>(569,836.93)</u>	<u>36.69%</u>
Professional Services				
Financial Services	4,600.00	75,000.00	(70,400.00)	6.13%
Legal/Policy Services	11,586.25	130,000.00	(118,413.75)	8.91%
Total Professional Services	<u>16,186.25</u>	<u>205,000.00</u>	<u>(188,813.75)</u>	<u>7.9%</u>
System Development/Maintenance				
Avenu Annual	95,450.00	95,450.00	0.00	100.0%
Avenu Development	76,065.00	250,000.00	(173,935.00)	30.43%
Total System Development/Maintenance	<u>171,515.00</u>	<u>345,450.00</u>	<u>(173,935.00)</u>	<u>49.65%</u>
Travel Expense	3,516.22	12,000.00	(8,483.78)	29.3%
Total Expense	<u>582,412.85</u>	<u>1,638,300.00</u>	<u>(1,055,887.15)</u>	<u>35.55%</u>
Net Ordinary Income	3,801,310.84	1,301,700.00	2,499,610.84	
Other Income/Expense				
Other Expense				
Ask My Accountant	0.00	0.00	0.00	0.0%
Total Other Expense	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
Net Other Income	0.00	0.00	0.00	0.0%
Net Income	<u><u>3,801,310.84</u></u>	<u><u>1,301,700.00</u></u>	<u><u>2,499,610.84</u></u>	<u><u>292.03%</u></u>