

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

	<u>Jul - Nov 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	121,856,724.06	0.00	121,856,724.06	100.0%
Monthly Distributions	(120,638,154.87)	0.00	(120,638,154.87)	100.0%
Total Income	<u>1,218,569.19</u>	<u>2,940,000.00</u>	<u>(1,721,430.81)</u>	<u>41.45%</u>
Gross Profit	1,218,569.19	2,940,000.00	(1,721,430.81)	41.45%
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	292.07	4,500.00	(4,207.93)	6.49%
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	1,400.00	3,000.00	(1,600.00)	46.67%
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>6,629.79</u>	<u>175,850.00</u>	<u>(169,220.21)</u>	<u>3.77%</u>
Personnel Expenses				
Benefits	45,594.61	0.00	45,594.61	100.0%
Salaries	92,215.24	0.00	92,215.24	100.0%
Personnel Expenses - Other	0.00	900,000.00	(900,000.00)	0.0%
Total Personnel Expenses	<u>137,809.85</u>	<u>900,000.00</u>	<u>(762,190.15)</u>	<u>15.31%</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	240.00	12,000.00	(11,760.00)	2.0%
Total Expense	<u>260,489.64</u>	<u>1,638,300.00</u>	<u>(1,377,810.36)</u>	<u>15.9%</u>
Net Ordinary Income	958,079.55	1,301,700.00	(343,620.45)	73.6%