

**Builders Supply**  
**G/L INCOME STATEMENT WITH BUDGET COMPARISON**  
 FOR THE PERIOD FROM SEP 1, 2000 THROUGH SEP 30, 2000

Acnt#	Description	Current Period				Year - to - Date			
		This Year	%	Budget	%	This Year	%	Budget	%
<b>REVENUE</b>									
4010	RETAIL SALES	320610.08	33.43	314730.26	33.19	2553174.02	31.91	2400554.79	30.59
4020	INC. FROM COMPLETED CONTRACTS	648524.29	67.63	640401.48	67.52	5513488.71	68.92	5513488.71	70.26
4040	DISCOUNTS ALLOWED	10191.34 -	1.06 -	6734.84 -	.71 -	66681.24 -	.83 -	66681.24 -	.85 -
<b>TOTAL REVENUE</b>		<b>958943.03</b>	<b>100.00</b>	<b>948396.90</b>	<b>100.00</b>	<b>7999981.49</b>	<b>100.00</b>	<b>7847362.26</b>	<b>100.00</b>
<b>COST OF GOODS SOLD</b>									
5010	COST OF GOODS SOLD - RETAIL	148377.59	15.47	157789.50	16.64	1190132.91	14.88	1215285.10	15.49
5020	COST OF GOODS SOLD - CONTRACTS	353440.02	36.86	269092.28	28.37	2934939.75	36.69	2934939.75	37.40
5030	FREIGHT IN	32841.16	3.42	25348.54	2.67	260004.12	3.25	260004.12	3.31
<b>TOTAL COST OF GOODS SOLD</b>		<b>534658.77</b>	<b>55.76</b>	<b>452230.32</b>	<b>47.68</b>	<b>4385076.78</b>	<b>54.81</b>	<b>4410228.97</b>	<b>56.20</b>
<b>GROSS PROFIT</b>		<b>424284.26</b>	<b>44.24</b>	<b>496166.58</b>	<b>52.32</b>	<b>3614904.71</b>	<b>45.19</b>	<b>3437133.29</b>	<b>43.80</b>
<b>EXPENSES</b>									
<b>SELLING EXPENSES</b>									
5100	SALARIES EXPENSE	60862.48	6.35	56656.71	5.97	513779.38	6.42	513779.38	6.55
5110	TRAVEL AND ENTERTAINMENT EXP	199.23	.02	274.30	.03	2111.30	.03	2111.30	.03
5120	AUTO EXPENSE	1978.55	.21	1784.44	.19	136314.46	1.70	20255.61	.26
5130	ADVERTISING EXPENSE	1846.90	.19	2109.66	.22	178452.14	2.23	21662.71	.28
<b>TOTAL SELLING EXPENSES</b>		<b>64887.16</b>	<b>6.77</b>	<b>60825.11</b>	<b>6.41</b>	<b>830657.28</b>	<b>10.38</b>	<b>557809.00</b>	<b>7.11</b>
<b>MANUFACTURING EXPENSES</b>									
5200	PAYROLL EXPENSE	110774.81	11.55	103119.96	10.87	935121.52	11.69	935121.52	11.92
5210	DEPRECIATION EXPENSE	20090.34	2.10	18391.65	1.94	173608.89	2.17	173608.89	2.21
5220	MAINTENANCE EXPENSE	1129.98	.12	1190.79	.13	10502.03	.13	10502.03	.13
5230	APPLIED OVERHEAD	5093.08	.53	4741.14	.50	43618.58	.55	43618.58	.56
<b>TOTAL MANUFACTURING EXP.</b>		<b>137088.21</b>	<b>14.30</b>	<b>127443.54</b>	<b>13.44</b>	<b>1162851.02</b>	<b>14.54</b>	<b>1162851.02</b>	<b>14.82</b>

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<b>GENL &amp; ADMIN EXPENSES</b>									
5300	SALARIES EXPENSE	83017.45	8.66	77280.70	8.15	700803.70	8.76	700803.70	8.93
5310	AMORTIZATION EXPENSE	5.58	.00	5.58	.00	50.22	.00	50.22	.00
5320	PROFESSIONAL SERVICES	20814.76	2.17	16962.35	1.79	192386.37	2.40	192386.37	2.45
5330	TELEPHONE EXPENSE	4296.04	.45	4123.31	.43	38192.50	.48	38192.50	.49
5340	UTILITIES EXPENSE	2296.21	.24	2551.88	.27	107971.04	1.35	20454.61	.26
5350	INSURANCE EXPENSE	5155.31	.54	5155.31	.54	70787.07	.88	46397.79	.59
<b>TOTAL GENL &amp; ADMIN EXPENSES</b>		<b>115585.35</b>	<b>12.05</b>	<b>106079.13</b>	<b>11.19</b>	<b>1110190.90</b>	<b>13.88</b>	<b>998285.19</b>	<b>12.72</b>
<b>TOTAL EXPENSES</b>		<b>317560.72</b>	<b>33.12</b>	<b>294347.78</b>	<b>31.04</b>	<b>3103699.20</b>	<b>38.80</b>	<b>2718945.21</b>	<b>34.65</b>
<b>OTHER INCOME AND EXPENSES</b>									
8010	OTHER INCOME	75.00	.01	20199.53	2.13	22087.24	.28	22087.24	.28
8050	INTEREST EXPENSE	13883.23 -	1.45 -	13883.23 -	1.46 -	124949.07 -	1.56 -	124949.07 -	1.59 -
8060	OTHER EXPENSES	1264.43 -	.13 -	1743.02 -	.18 -	13344.54 -	.17 -	13344.54 -	.17 -
<b>TOTAL OTHER INC. &amp; EXP.</b>		<b>15072.66 -</b>	<b>1.57 -</b>	<b>4573.28</b>	<b>.48</b>	<b>116206.37 -</b>	<b>1.45 -</b>	<b>116206.37 -</b>	<b>1.48 -</b>
<b>PROFIT BEFORE TAXES</b>		<b>91650.88</b>	<b>9.56</b>	<b>206392.08</b>	<b>21.76</b>	<b>394999.14</b>	<b>4.94</b>	<b>601981.71</b>	<b>7.67</b>
<b>NET PROFIT</b>		<b>91650.88</b>	<b>9.56</b>	<b>206392.08</b>	<b>21.76</b>	<b>394999.14</b>	<b>4.94</b>	<b>601981.71</b>	<b>7.67</b>

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