

Whitsons New England
Brookline Public Schools
July - November 2018
Client Meeting 12/17/18

**ACTUAL VS
BUDGET**

	July - Nov			
	<u>Year To Date</u>	<u>Budget</u>	<u>Variance</u>	<u>Notes</u>
Revenue				
Type A Breakfast Sales	\$ 11,962	\$12,728	\$ (766)	
Type A Lunch Sales	\$ 398,702	\$425,761	\$ (27,059)	
A La Carte Sales	\$ 86,852	\$89,932	\$ (3,080)	
Adult Sales	\$ 10,636	\$11,945	\$ (1,309)	
Federal & State Reimbursement	\$ 176,566	\$190,473	\$ (13,907)	
06 Cent Reimbursement	\$ 8,944	\$9,702	\$ (758)	
Catering Sales	\$ 20,858	\$ 18,260	\$ 2,598	
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Total Revenue	\$ 714,520	\$758,801	(\$44,281)	
Cost of Goods Sold				
Food	\$ 226,853	\$232,140	\$ (5,287)	
Paper & Sanitizing Supplies	\$ 25,049	\$24,670	\$ 379	
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Total Food & Supplies Usage	\$ 251,902	\$ 256,810	\$ (4,908)	
Whitsons Payroll and Benefits	\$ 62,166	\$70,510	\$ (8,344)	
Client Payroll	\$ 367,114	\$406,206	\$ (39,092)	
Total Payroll	\$ 429,280	\$ 476,716	\$ (47,436)	
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Total Cost of Goods Sold	\$ 681,182	\$ 733,526	\$ (52,344)	
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Gross Profit	\$ 33,338	\$ 25,275	\$ 8,063	
Operating Expenses				
Smallwares	\$ 169	\$ -	\$ 169	
Business Insurance	\$ 4,640	\$ 7,587	\$ (2,947)	
Performance Bond	\$ 9,555	\$ 9,555	\$ -	
Amortization Equipment/Marketing	\$ 9,025	\$ 10,465	\$ (1,440)	
Cell Phone	\$ 298	\$ 700	\$ (402)	Gus
Office Supplies	\$ 428	\$ 835	\$ (407)	
Gas & Tolls	\$ 1,169	\$ 740	\$ 429	
Travel/Mileage	\$ 19	\$ 200	\$ (181)	
Equipment	\$ 174	\$ -	\$ 174	
Emply Backround/Drug Testing	\$ (186)	\$ 111	\$ (297)	
Sinage	\$ 1,657	\$ -	\$ 1,657	Coolidge Corner
Commodity Trucking	\$ 3,803	\$ 6,665	\$ (2,862)	
Uniforms	\$ -	\$ 500	\$ (500)	
Vehicle Insurance	\$ 822	\$ 1,370	\$ (548)	
Vehicle Rental	\$ 3,000	\$ 3,000	\$ -	
Whitsons license Fees	\$ 2,866	\$ 3,750	\$ (884)	
Training/Development	\$ 600	\$ 1,659	\$ (1,059)	
Advertising Recruitment	\$ 305	\$ 500	\$ (195)	
Postage/Priority Mail	\$ 264	\$ 40	\$ 224	
Merchandising Materials	\$ -	\$ 650	\$ (650)	
Client Pass Thru Expenses	\$ 28,492	\$ 28,492	\$ -	
Administrative Fees	\$ 23,085	\$ 23,085	\$ -	
Management Fee	\$ 12,312	\$ 12,312	\$ -	
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Total Operating Expenses	\$ 102,497	\$ 112,216	\$ (9,888)	
Total Cost of Operation	\$ 783,679	\$ 845,742	\$ (62,232)	
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Program Profit (Loss)	\$ (69,159)	\$ (86,941)	\$ 17,951	
Statistics				
Breakfast	17,786	20,007	(2,221)	
Lunch	150,650	161,690	(11,040)	
Converted Meals	25,453	26,601	(1,148)	
Total Meal Count	193,889	208,298	(14,409)	
Operating Days	54	54	0	