

The Carioca Company

Income Statement

CM vs PM, CY vs PY

For the Period from December 1, 2018 to December 31, 2018

(Amounts are in \$)

(Includes Department: 325)

5448 S. Central Ave

	Current Month	Prior Month	Net Change	Year to Date	Prior Year to Date	Net Change
Plus	8,826.37	9,973.78	(1,147.41)	130,513.36	125,458.94	5,054.42
Unleaded	49,405.26	46,167.90	3,237.36	578,136.68	484,518.03	93,618.65
Premium	9,172.68	9,993.42	(820.74)	129,664.03	119,946.60	9,717.43
Diesel	2,706.76	3,802.58	(1,095.82)	70,738.55	53,878.31	16,860.24
TOTAL FUEL SALES	70,111.07	69,937.68	173.39	909,052.62	783,801.88	125,250.74
Convenience	16,921.79	18,783.48	(1,861.69)	275,232.65	294,042.69	(18,810.04)
Lottery	7,105.00	6,793.00	312.00	97,309.00	96,057.00	1,252.00
TOTAL GROCERY & OTHER SALES	24,026.79	25,576.48	(1,549.69)	372,541.65	390,099.69	(17,558.04)
TOTAL SALES	94,137.86	95,514.16	(1,376.30)	1,281,594.27	1,173,901.57	107,692.70
Plus	8,032.73	9,018.90	(986.17)	114,331.92	108,133.58	6,198.34
Unleaded	45,938.60	43,181.58	2,757.02	528,342.97	437,559.92	90,783.05
Premium	8,427.24	8,993.49	(566.25)	113,213.13	102,726.95	10,486.18
Diesel	2,361.19	3,391.25	(1,030.06)	58,970.37	43,253.69	15,716.68
Gasoline Shrinkage(Growth)	(413.24)	(324.92)	(88.32)	(10,155.84)	(8,049.66)	(2,106.18)
Gasoline Discount(Cash/Credit)	(478.26)	(429.27)	(48.99)	(5,077.70)	(1,796.44)	(3,281.26)
TOTAL FUEL COST OF SALES	63,868.26	63,831.03	37.23	799,624.85	681,828.04	117,796.81
Convenience	12,074.95	13,927.20	(1,852.25)	206,798.54	228,068.54	(21,270.00)
Grocery Shrinkage		627.20	(627.20)	2,837.81	1,340.91	1,496.90
Grocery Rebates	(1,718.61)	(1,664.12)	(54.49)	(26,912.82)	(25,149.53)	(1,763.29)
Lottery	6,870.67	5,555.52	1,315.15	90,290.25	89,889.98	400.27
TOTAL GROCERY & OTHER COST OF SALES	17,227.01	18,445.80	(1,218.79)	273,013.78	294,149.90	(21,136.12)
TOTAL COST OF SALES	81,095.27	82,276.83	(1,181.56)	1,072,638.63	975,977.94	96,660.69
GROSS PROFIT	13,042.59	13,237.33	(194.74)	208,955.64	197,923.63	11,032.01
ATM Commission	99.70	125.44	(25.74)	1,762.85	1,402.93	359.92
Propane, Postage, Lottery, Water, Commissions		18.45	(18.45)	489.47	253.91	235.56
Washing Machine\Air Serve\Other				100.25	25.81	74.44
TOTAL OTHER OPERATING REVENUE	99.70	143.89	(44.19)	2,352.57	1,682.65	669.92
NET REVENUE FROM OPERATIONS	13,142.29	13,381.22	(238.93)	211,308.21	199,606.28	11,701.93
Payroll	7,044.72	8,066.52	(1,021.80)	82,480.20	77,290.56	5,189.64
Payroll Tax Expense	447.80	498.92	(51.12)	6,493.86	5,998.48	495.38
Worker Compensation	(55.43)	100.00	(155.43)	994.57	2,775.00	(1,780.43)
Employee Benefits	1,065.20	885.20	180.00	11,722.53	11,313.25	409.28
TOTAL PAYROLL AND RELATED EXPENSES	8,502.29	9,550.64	(1,048.35)	101,691.16	97,377.29	4,313.87
Rent	8,533.33	8,533.33		102,399.96	102,060.00	339.96
Credit Card Charges	705.71	945.90	(240.19)	10,682.85	9,051.35	1,631.50
Permits, Licenses & Fees	210.00	96.00	114.00	3,040.75	2,744.50	296.25
Insurance Expense	439.33	439.33		5,041.34	5,013.02	28.32

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For the Period from December 1, 2018 to December 31, 2018

	Current Month	Prior Month	Net Change	Year to Date	Prior Year to Date	Net Change
Supplies	246.47	435.12	(188.65)	4,662.90	5,839.64	(1,176.74)
Office Expense	21.00	116.00	(95.00)	474.58	210.00	264.58
Training/Continuing Education				129.00	50.00	79.00
Cash (Over) / Short	38.00	(20.35)	58.35	(134.70)	(352.95)	218.25
Computer Repairs/Supplies/Support	550.00	533.00	17.00	6,764.18	6,591.20	172.98
Bank Charges	50.00	50.00		1,500.00	1,800.00	(300.00)
TOTAL GENERAL AND ADMINISTRATIVE	10,793.84	11,128.33	(334.49)	134,560.86	133,006.76	1,554.10
Utilities	879.56	685.15	194.41	3,950.80	(3,855.94)	7,806.74
Solar Equipment Rental	1,152.00	1,152.00		13,824.00	13,824.00	
Pump Testing & Repairs	12.61		12.61	6,978.16	3,057.86	3,920.30
Repairs & Maintenance	392.71	420.23	(27.52)	10,981.61	4,856.03	6,125.58
Vehicle Operating	85.47	101.97	(16.50)	1,066.10	2,510.77	(1,444.67)
Telephone	82.49	83.22	(0.73)	994.55	1,787.45	(792.90)
TOTAL UTILITIES, REPAIRS & MAINT.	2,604.84	2,442.57	162.27	37,795.22	22,180.17	15,615.05
TOTAL OPERATING EXPENSES	21,900.97	23,121.54	(1,220.57)	274,047.24	252,564.22	21,483.02
INCOME FROM OPERATIONS	(8,758.68)	(9,740.32)	981.64	(62,739.03)	(52,957.94)	(9,781.09)
Depreciation	(863.44)	(693.65)	(169.79)	(8,131.76)	(6,016.96)	(2,114.80)
Gain(Loss)/Sale Fixed Assets					(748.48)	748.48
Miscellaneous Income/(Exp)		50.00	(50.00)	450.00	500.00	(50.00)
G & A Allocation	(1,851.64)	(1,665.27)	(186.37)	(21,848.33)	(26,645.08)	4,796.75
TOTAL OTHER INCOME(EXPENSE)	(2,715.08)	(2,308.92)	(406.16)	(29,530.09)	(32,910.52)	3,380.43
NET INCOME (LOSS) BEFORE TAXES	(11,473.76)	(12,049.24)	575.48	(92,269.12)	(85,868.46)	(6,400.66)
NET INCOME (LOSS)	(11,473.76)	(12,049.24)	575.48	(92,269.12)	(85,868.46)	(6,400.66)
Plus Gallons	2,826.00	3,024.00	(198.00)	40,728.00	46,524.00	(5,796.00)
Unlead Gallons	17,512.00	15,396.00	2,116.00	199,307.00	202,974.00	(3,667.00)
Premium Gallons	2,684.00	2,775.00	(91.00)	37,060.00	39,950.00	(2,890.00)
Diesel Gallons	839.00	1,140.00	(301.00)	22,500.00	19,554.00	2,946.00
Total Gallons Sold	23,861.00	22,335.00	1,526.00	299,595.00	309,002.00	(9,407.00)
Retail Price per Gallon	2.94	3.13	(0.19)	3.03	2.54	0.50
Cost Per Gallon	2.69	2.87	(0.18)	2.70	2.23	0.47
Pool Margin (Before CC fees and growth)	0.24	0.26	(0.01)	0.33	0.30	0.03
Pool Margin with growth (Before CC fees)	0.26	0.27	(0.01)	0.37	0.33	0.04
Plus % of total	0.12	0.14	(0.02)	0.14	0.15	(0.01)
Unlead % of total	0.73	0.69	0.04	0.67	0.66	0.01
Prem % of total	0.11	0.12	(0.01)	0.12	0.13	(0.01)
Diesel % of total	0.04	0.05	(0.02)	0.08	0.06	0.01