

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: 361)

333 Grove St., Prescott

	Current Month	Prior Month	Net Change	Year to Date	Prior Year to Date	Net Change
Plus	5,886.84	6,372.46	(485.62)	78,725.45	74,516.10	4,209.35
Unleaded	61,161.32	65,753.18	(4,591.86)	744,130.61	657,548.15	86,582.46
Premium	9,560.09	11,222.73	(1,662.64)	135,959.09	130,480.68	5,478.41
Diesel	2,988.82	3,008.83	(20.01)	42,998.43	44,385.95	(1,387.52)
TOTAL FUEL SALES	79,597.07	86,357.20	(6,760.13)	1,001,813.58	906,930.88	94,882.70
Convenience	45,330.17	47,294.75	(1,964.58)	634,855.63	718,735.78	(83,880.15)
Lottery	25,431.00	19,608.00	5,823.00	195,768.00	179,670.00	16,098.00
TOTAL GROCERY & OTHER SALES	70,761.17	66,902.75	3,858.42	830,623.63	898,405.78	(67,782.15)
TOTAL SALES	150,358.24	153,259.95	(2,901.71)	1,832,437.21	1,805,336.66	27,100.55
Plus	5,555.33	5,560.77	(5.44)	69,749.16	64,981.51	4,767.65
Unleaded	55,666.32	60,618.49	(4,952.17)	672,639.97	586,608.50	86,031.47
Premium	9,487.85	9,401.96	85.89	119,833.91	114,199.99	5,633.92
Diesel	2,831.22	2,748.32	82.90	36,678.60	37,311.24	(632.64)
Gasoline Shrinkage(Growth)	1,001.62	555.29	446.33	(799.74)	(726.39)	(73.35)
Gasoline Discount(Cash/Credit)	(364.94)	(543.05)	178.11	(5,494.61)	(7,621.74)	2,127.13
TOTAL FUEL COST OF SALES	74,177.40	78,341.78	(4,164.38)	892,607.29	794,753.11	97,854.18
Convenience	34,385.15	36,370.89	(1,985.74)	496,726.59	559,220.28	(62,493.69)
Grocery Shrinkage				1,575.70	1,445.93	129.77
Grocery Rebates	(3,186.49)	(3,191.19)	4.70	(46,515.03)	(55,046.23)	8,531.20
Lottery	22,972.73	18,644.53	4,328.20	182,420.37	167,991.21	14,429.16
TOTAL GROCERY & OTHER COST OF SALES	54,171.39	51,824.23	2,347.16	634,207.63	673,611.19	(39,403.56)
TOTAL COST OF SALES	128,348.79	130,166.01	(1,817.22)	1,526,814.92	1,468,364.30	58,450.62
GROSS PROFIT	22,009.45	23,093.94	(1,084.49)	305,622.29	336,972.36	(31,350.07)
Car Wash/Vacuum	1,040.76	2,064.27	(1,023.51)	14,989.90	18,684.37	(3,694.47)
ATM Commission	156.33	146.81	9.52	2,244.32	1,961.71	282.61
Propane, Postage, Lottery, Water, Commissions	38.81	57.91	(19.10)	1,089.19	514.82	574.37
Washing Machine\Air Serve\Other				133.44	223.23	(89.79)
TOTAL OTHER OPERATING REVENUE	1,235.90	2,268.99	(1,033.09)	18,456.85	21,384.13	(2,927.28)
NET REVENUE FROM OPERATIONS	23,245.35	25,362.93	(2,117.58)	324,079.14	358,356.49	(34,277.35)
Payroll	10,297.91	10,224.94	72.97	116,307.21	114,774.52	1,532.69
Payroll Tax Expense	754.31	703.54	50.77	9,499.39	9,262.17	237.22
Worker Compensation	(55.43)	100.00	(155.43)	994.57	2,575.00	(1,580.43)
Employee Benefits	1,270.33	1,020.33	250.00	9,159.16	4,264.11	4,895.05
TOTAL PAYROLL AND RELATED EXPENSES	12,267.12	12,048.81	218.31	135,960.33	130,875.80	5,084.53
Credit Card Charges	1,252.22	1,722.40	(470.18)	16,733.09	16,547.23	185.86
Permits, Licenses & Fees	60.00		60.00	1,871.75	1,796.50	75.25
Insurance Expense	758.92	758.92		8,755.54	9,179.00	(423.46)

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	Current Month	Prior Month	Net Change	Year to Date	Prior Year to Date	Net Change
Supplies	436.09	381.57	54.52	6,199.04	6,439.86	(240.82)
Postage				21.10	15.22	5.88
Advertising					64.07	(64.07)
Office Expense	20.00	20.00		240.00	200.00	40.00
Training/Continuing Education				50.00	20.00	30.00
Cash (Over) / Short	(1.04)	(31.33)	30.29	(179.74)	(182.49)	2.75
Computer Repairs/Supplies/Support	550.00	550.00		6,600.00	6,591.20	8.80
Property Taxes	725.84	725.84		8,409.21	8,543.55	(134.34)
Bank Charges	50.00	50.00		1,500.00	1,800.00	(300.00)
TOTAL GENERAL AND ADMINISTRATIVE	3,852.03	4,177.40	(325.37)	50,199.99	51,014.14	(814.15)
Utilities	3,875.55	2,560.81	1,314.74	35,055.53	34,607.84	447.69
Pump Testing & Repairs		31.72	(31.72)	1,902.70	3,038.59	(1,135.89)
Repairs & Maintenance	105.00	246.55	(141.55)	3,302.14	9,406.86	(6,104.72)
Vehicle Operating	151.30	153.46	(2.16)	1,959.98	2,831.14	(871.16)
Telephone	118.79	118.79		1,665.29	2,700.79	(1,035.50)
TOTAL UTILITIES, REPAIRS & MAINT.	4,250.64	3,111.33	1,139.31	43,885.64	52,585.22	(8,699.58)
TOTAL OPERATING EXPENSES	20,369.79	19,337.54	1,032.25	230,045.96	234,475.16	(4,429.20)
INCOME FROM OPERATIONS	2,875.56	6,025.39	(3,149.83)	94,033.18	123,881.33	(29,848.15)
Depreciation	(3,256.41)	(3,425.17)	168.76	(41,103.46)	(43,226.91)	2,123.45
Gain(Loss)/Sale Fixed Assets					(748.48)	748.48
Miscellaneous Income/(Exp)					50.00	(50.00)
G & A Allocation	(2,930.08)	(2,690.00)	(240.08)	(31,928.30)	(42,275.01)	10,346.71
TOTAL OTHER INCOME(EXPENSE)	(6,186.49)	(6,115.17)	(71.32)	(73,031.76)	(86,200.40)	13,168.64
NET INCOME (LOSS) BEFORE TAXES	(3,310.93)	(89.78)	(3,221.15)	21,001.42	37,680.93	(16,679.51)
NET INCOME (LOSS)	(3,310.93)	(89.78)	(3,221.15)	21,001.42	37,680.93	(16,679.51)
Plus Gallons	1,816.00	1,920.00	(104.00)	24,356.00	27,184.00	(2,828.00)
Unlead Gallons	20,804.00	21,542.00	(738.00)	252,616.00	268,751.00	(16,135.00)
Premium Gallons	2,771.00	3,120.00	(349.00)	38,949.00	42,856.00	(3,907.00)
Diesel Gallons	965.00	922.00	43.00	13,688.00	16,520.00	(2,832.00)
Total Gallons Sold	26,356.00	27,504.00	(1,148.00)	329,609.00	355,311.00	(25,702.00)
Retail Price per Gallon	3.02	3.14	(0.12)	3.04	2.55	0.49
Cost Per Gallon	2.78	2.83	(0.05)	2.71	2.24	0.47
Pool Margin (Before CC fees and growth)	0.24	0.31	(0.07)	0.33	0.31	0.02
Pool Margin with growth (Before CC fees)	0.21	0.29	(0.09)	0.33	0.32	0.02
Plus % of total	0.07	0.07	(.00)	0.07	0.08	(.00)
Unlead % of total	0.79	0.78	0.01	0.77	0.76	0.01
Prem % of total	0.11	0.11	(0.01)	0.12	0.12	(.00)
Diesel % of total	0.04	0.03	0.00	0.04	0.05	(.00)

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