## ECTOR COUNTY INDEPENDENT SCHOOL DISTRICT STATEMENT OF REVENUES AND EXPENDITURES AND APPLICATION OF FUNDS FOOD SERVICE FUND

## FOR THE PERIOD SEPTEMBER 1, 2011 THRU APRIL 30, 2012 PRE CLOSE (UNAUDITED)

|   |         |                   | 2011-12    |                | 2010-             | 11 COMPARISO | N              |
|---|---------|-------------------|------------|----------------|-------------------|--------------|----------------|
| Income                                  |         |                   |            | Percent        |                   |              | Percent        |
| Food Sales                              |         |                   |            |                |                   |              |                |
| Breakfast                               | \$      | 6,158             |            |                | \$ 4,784          |              |                |
| Lunch                                   |         | 1,083,291         |            |                | 1,278,114         |              |                |
| Snackbar                                |         | 1,875,723         |            |                | 1,682,921         |              |                |
| Total Food Sales                        |         | 9                 | 2,965,173  | 26.55%         | \$                | 2,965,818    | 25.80%         |
| Other Sales                             |         |                   |            |                |                   |              |                |
| Supplies                                | 5759.04 | 5,643             |            |                | 5,579             |              |                |
| Banquets/special events                 | 5759.06 | 35,600            |            |                | 62,469            |              |                |
| Equipment                               |         | 2,179             | 42.422     |                | 0                 | CO 040       |                |
| Other Income                            |         |                   | 43,423     | 0.39%          |                   | 68,048       | 0.59%          |
| Interest on Investments                 |         | 1,042             |            |                | 1,742             |              |                |
| Donations                               |         | 0                 |            |                |                   |              |                |
| Miscellaneous                           |         | 360               |            |                | 440               |              |                |
|   |         |                   | 1,402      | 0.01%          |                   | 2,182        | 0.02%          |
| Revenue from State                      |         |                   |            |                |                   |              |                |
| National School Lunch Program           | 5922    | 4,669,598         |            |                | 4,877,944         |              |                |
| Special Breakfast Program               | 5921    | 2,653,755         |            |                | 2,764,113         |              |                |
| Commodities                             | 5923    | 598,062           |            |                | 525,978           |              |                |
| TRS On-Behalf-Of                        | 5831    | 192,886           |            |                | 199,677           |              |                |
| After School Snack Program              | 5939.01 | 45,549            |            |                | 21,801            |              |                |
| State Matching Funds                    |         | 0                 | 8,159,850  | 73.05%         | 69,058            | 8,458,570    | 73.59%         |
|   |         |                   |            |                |                   |              |                |
| Total Income                            |         |                   | 11,169,848 | 100.00%        |                   | 11,494,618   | 100.00%        |
| Cost of Goods Sold                      |         |                   |            |                |                   |              |                |
| Inventory 09/01/11                      |         | 1,570,203         |            |                | 1,460,303         |              |                |
| Add: Purchases of Food                  |         | 4,658,500         |            |                | 3,998,987         |              |                |
| Total Purchases and Inventory           |         | 6,228,703         |            |                | 5,459,289         |              |                |
| Less: Inventory 04/30/2012              |         | 1,626,305         |            |                | 1,278,352         |              |                |
| Cost of Food                            |         | 4,602,397         |            | 41.20%         | 4,180,937         |              | 36.40%         |
| Add: Salaries of Food Service Personnel |         | 2,656,058         |            | 23.80%         | 2,659,338         |              | 23.10%         |
| Stipends & Car Allowance                |         | 13,250            |            | 0.10%          | 12,800            |              | 0.10%          |
| Medicare Tax  Health Insurance          |         | 34,280            |            | 0.30%          | 34,163            |              | 0.30%          |
| Workman's Compensation Insurance        |         | 588,279<br>56,589 |            | 5.30%<br>0.50% | 580,191<br>57,325 |              | 5.00%          |
| TRS On-Behalf-Of                        |         | 188,348           |            | 1.70%          | 195,226           |              | 0.50%<br>1.70% |
| Federal Grant Teacher Retirement        |         | 189,452           |            | 1.70%          | 203,406           |              | 1.70%          |
| Early Retirement / Sick Leave           |         | 1,683             |            | 0.00%          | 1,230             |              | 0.00%          |
| Payroll Cost                            |         | 3,727,940         |            | 33.40%         | 3,743,679         |              | 32.50%         |
| Total Cost of Goods Sold                |         |                   | 8,330,337  | 74.60%         |                   | 7,924,616    | 68.90%         |
| Gross Margin on Sales                   |         |                   | 2,839,511  | 25.40%         |                   | 3,570,002    | 31.10%         |

|                            | 2011-12 | 2011-12      |         | 2010-11 COMPARISON |              |         |  |
|----------------------------|---------|--------------|---------|--------------------|--------------|---------|--|
|                            |         |              | Percent |                    |              | Percent |  |
| Operating Expense          |         |              |         |                    |              |         |  |
| Consultants                | \$      | 0 \$         | :       | \$ 0               | \$           |         |  |
| Data Processing            |         | 0            |         | 3,500              |              |         |  |
| Armored Car Services       | 10,45   | 8            |         | 10,458             |              |         |  |
| Equipment Repair           | 1,08    | 2            |         | 3,358              |              |         |  |
| Equipment Rentals          | 5       | 3            |         | 53                 |              |         |  |
| Vehicle Expense            | 9,84    | 8            |         | 8,274              |              |         |  |
| Chemicals                  | 36,56   | 6            |         | 27,932             |              |         |  |
| Paper Products             | 340,47  | 0            |         | 311,849            |              |         |  |
| Utensils                   | 19,24   | 3            |         | 44,578             |              |         |  |
| Commodities Transportation | 26,23   | 0            |         | 22,867             |              |         |  |
| Teaching Materials         |         | 0            |         | 314                |              |         |  |
| General Supplies           | 20,15   | 0            |         | 25,334             |              |         |  |
| Office Supplies            | 27,46   | 5            |         | 20,037             |              |         |  |
| Travel                     | 3,81    | 1            |         | 2,748              |              |         |  |
| Fees and Dues              | 29,65   | 0            |         | 12,257             |              |         |  |
| Laundry                    | 15,19   | 2            |         | 14,740             |              |         |  |
| Janitorial & Maintenance   | 512,43  | 1            |         | 511,769            |              |         |  |
| Utilities                  | 362,94  | 8            |         | 319,224            |              |         |  |
| Bad Debts                  |         | 0            |         | 0                  |              |         |  |
| Shortages & Theft Losses   |         | 0            |         | 0                  |              |         |  |
| Other                      |         | 0            |         | 0                  |              |         |  |
| Total Operating Expense    |         | 1,415,597    | 12.70%  |                    | 1,339,292    | 11.70%  |  |
| Net Operating Income       |         | 1,423,914    | 12.70%  |                    | 2,230,710    | 19.40%  |  |
| Equipment < \$5,000        |         | 2,584        |         |                    | 14,812       |         |  |
| Capital Outlay             |         | 62,567       |         |                    | 21,357       |         |  |
| Net Profit (Loss)          |         | \$ 1,358,763 |         |                    | \$ 2,194,541 |         |  |

## Increase (Decrease) in Working Capital

|                   | Beginning of |    | End of       |             |           |
|-------------------|--------------|----|--------------|-------------|-----------|
|                   | Period       |    | Period       | Increase    |           |
|                   | 09/01/2011   | _  | 04/30/2012   | (Decrease)  |           |
|                   |              |    |              |             |           |
| Cash in Bank \$   | 177,483      | \$ | (389,895) \$ | (567,379)   |           |
| Revolving Fund    | 6,135        |    | 6,206        | 71          |           |
| Time Deposits     | 0            |    | 0            | 0           |           |
| Investments       | 1,469,950    |    | 1,470,892    | 942         |           |
| Receivable        | 392,770      |    | 1,012,550    | 619,780     |           |
| Other             | 0            |    | 0            | 0           |           |
| Inventories       | 1,570,203    |    | 1,626,305    | 56,103      |           |
| Accounts Payable  | (379,358)    |    | (519,327)    | (139,969)   |           |
| Interfund Payable | 2,769,831    |    | 4,180,495    | 1,410,664   |           |
| Deferred Revenue  | (274,989)    |    | (296,437)    | (21,448) \$ | 1,358,763 |