

**East Side Mosquito Abatement District**  
**Profit & Loss Prev Year Comparison**  
 July through October 2018

	Jul - Oct 18	Jul - Oct 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4000 · Tax Revenue				
4080 · Other Receipts	22,347.07	9,499.31	12,847.76	135.3%
Total 4000 · Tax Revenue	22,347.07	9,499.31	12,847.76	135.3%
Total Income	22,347.07	9,499.31	12,847.76	135.3%
Cost of Goods Sold				
5000 · Direct Costs				
5010 · Insecticides	230,060.23	191,757.77	38,302.46	20.0%
5020 · Weedicides	0.00	69.56	-69.56	-100.0%
5030 · Technical Supplies	2,514.51	3,996.94	-1,482.43	-37.1%
Total 5000 · Direct Costs	232,574.74	195,824.27	36,750.47	18.8%
Total COGS	232,574.74	195,824.27	36,750.47	18.8%
Gross Profit	-210,227.67	-186,324.96	-23,902.71	-12.8%
Expense				
6000 · Wages & Employee Benefits				
6005 · Wages				
6007 · Wages-Admin & Technical	137,568.92	125,464.00	12,104.92	9.7%
6008 · Wages - Specialties	24,632.00	23,660.00	972.00	4.1%
6009 · Wages-Field	205,783.14	214,941.50	-9,158.36	-4.3%
Total 6005 · Wages	367,984.06	364,065.50	3,918.56	1.1%
6020 · Payroll Expenses				
6022 · Social Security Expense	21,311.21	21,168.84	142.37	0.7%
6023 · PARS Expense	1,376.91	1,292.80	84.11	6.5%
6024 · Medicare Expense	5,304.12	5,251.24	52.88	1.0%
6026 · State Unemployment Expense	86.82	102.06	-15.24	-14.9%
Total 6020 · Payroll Expenses	28,079.06	27,814.94	264.12	1.0%
6030 · Workers Compensation Insurance	295.64	17,928.71	-17,633.07	-98.4%
6035 · Retirement Expense	73,868.69	61,121.94	12,746.75	20.9%
6037 · PARS Administration Fee	1,423.21	1,049.85	373.36	35.6%
6040 · Group Health Insurance	57,505.92	66,489.94	-8,984.02	-13.5%
6050 · General & Admin Travel	336.68	1,680.04	-1,343.36	-80.0%
6055 · Aerial Services	15,260.00	6,640.00	8,620.00	129.8%
6060 · Employee Appreciation	179.16	166.34	12.82	7.7%
6070 · Education Training & Seminars	383.91	420.00	-36.09	-8.6%
6080 · Clothing & Personal Supplies	227.31	792.41	-565.10	-71.3%
6085 · Laundry Service	5,933.88	4,701.44	1,232.44	26.2%

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Total 6000 · Wages & Employee Benefits	551,477.52	552,871.11	-1,393.59	-0.3%
6200 · Insurance				
6210 · General Liability Insurance	-1,336.94	0.00	-1,336.94	-100.0%
Total 6200 · Insurance	-1,336.94	0.00	-1,336.94	-100.0%
6300 · Occupancy & Equipment				
6305 · Vehicle Maintenance	3,958.81	3,510.67	448.14	12.8%
6310 · Spray Maintenance	4,498.79	703.88	3,794.91	539.1%
6315 · Aircraft Maintenance	22,158.50	9,575.42	12,583.08	131.4%
6320 · Building/Grounds Repair & Maint	17,626.86	5,513.20	12,113.66	219.7%
6330 · Insurance Deductible	0.00	1,000.00	-1,000.00	-100.0%
6340 · Shop Tools	67.38	271.35	-203.97	-75.2%
6350 · Gas & Oil - Vehicles & Sprayers	27,455.10	24,564.13	2,890.97	11.8%
6355 · Gas & Oil - Aircraft	438.09	0.00	438.09	100.0%
6360 · Utilities - Electricity	5,195.15	7,209.75	-2,014.60	-27.9%
6365 · Utilities - Heating	0.00	1,123.79	-1,123.79	-100.0%
6370 · Telephone	2,347.40	2,453.44	-106.04	-4.3%
6375 · Service Agreements	5,174.66	1,760.00	3,414.66	194.0%
6380 · Cleaning & Misc Supplies	450.70	353.57	97.13	27.5%
Total 6300 · Occupancy & Equipment	89,371.44	58,039.20	31,332.24	54.0%
6400 · Marketing				
6410 · Advertising	3,950.00	5,768.14	-1,818.14	-31.5%
6420 · Promotional	656.67	55.00	601.67	1,094.0%
Total 6400 · Marketing	4,606.67	5,823.14	-1,216.47	-20.9%
6500 · Administrative Expenses				
6510 · Professional & Specialized Serv	9,428.00	13,218.50	-3,790.50	-28.7%
6540 · Trustee Fees	1,900.00	2,200.00	-300.00	-13.6%
6550 · General Dues & Subscriptions	6,740.00	0.00	6,740.00	100.0%
6590 · Office Expense	1,671.19	1,274.95	396.24	31.1%
Total 6500 · Administrative Expenses	19,739.19	16,693.45	3,045.74	18.3%
Total Expense	663,857.88	633,426.90	30,430.98	4.8%
Net Ordinary Income	-874,085.55	-819,751.86	-54,333.69	-6.6%
Other Income/Expense				
Other Expense				
8000 · Other Expense				
8010 · Taxes & Assessments	185.24	177.34	7.90	4.5%
Total 8000 · Other Expense	185.24	177.34	7.90	4.5%
9000 · Fixed Assets Expense				

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9015 · Vehicle Lease Program	19,428.00	9,946.50	9,481.50	95.3%
9040 · Operating Equipment Expense	77,740.00	31,068.00	46,672.00	150.2%
Total 9000 · Fixed Assets Expense	97,168.00	41,014.50	56,153.50	136.9%
Total Other Expense	97,353.24	41,191.84	56,161.40	136.3%
Net Other Income	-97,353.24	-41,191.84	-56,161.40	-136.3%
Net Income	<u>-971,438.79</u>	<u>-860,943.70</u>	<u>-110,495.09</u>	<u>-12.8%</u>