

Florida Beer Wholesalers Association

Quarterly Profit and Loss Summary

January - September, 2024

	JAN - MAR, 2024	APR - JUN, 2024	JUL - SEP, 2024	TOTAL
Income				
Membership Dues	246,375.00	246,375.00	250,211.00	\$742,961.00
Refunds to customers		42.99		\$42.99
Sponsorships	25,500.00	35,500.00	10,300.00	\$71,300.00
Total Income	\$271,875.00	\$281,917.99	\$260,511.00	\$814,303.99
GROSS PROFIT	\$271,875.00	\$281,917.99	\$260,511.00	\$814,303.99
Expenses				
Advertising & marketing	12,000.00	12,000.00	12,000.00	\$36,000.00
Annual Meeting		8,000.00	25,056.40	\$33,056.40
Building & property rent	11,843.44	12,398.78	11,630.38	\$35,872.60
Cell Phone	300.00	300.00	300.00	\$900.00
Donations & Flowers	1,092.93	214.98		\$1,307.91
General business expenses				\$0.00
Bank fees & service charges	927.84	1,058.41	1,103.92	\$3,090.17
Total General business expenses	927.84	1,058.41	1,103.92	\$3,090.17
Insurance				\$0.00
Business insurance	1,321.08	4,629.70		\$5,950.78
Total Insurance	1,321.08	4,629.70		\$5,950.78
Legal & accounting services	390.00		19,532.80	\$19,922.80
Legal fees	5,700.00	5,700.00	25,655.30	\$37,055.30
Total Legal & accounting services	6,090.00	5,700.00	45,188.10	\$56,978.10
Lobbyist Fees	49,050.00	31,100.00	30,450.00	\$110,600.00
Meals	470.91	962.34	1,703.96	\$3,137.21
Travel meals			94.17	\$94.17
Total Meals	470.91	962.34	1,798.13	\$3,231.38
Membership Meetings	6,840.71			\$6,840.71
Memberships & subscriptions	1,516.25	874.90	450.00	\$2,841.15
Office expenses	99.26	9.85	232.41	\$341.52
Office supplies	680.08	501.43	595.39	\$1,776.90
Shipping & postage			14.80	\$14.80
Software & apps	3,940.00	3,924.50	3,750.00	\$11,614.50
Total Office expenses	4,719.34	4,435.78	4,592.60	\$13,747.72
Payroll expenses		327.60		\$327.60
Dental Insurance	475.51	492.39	492.39	\$1,460.29
Employee benefits				\$0.00
Employee retirement plans	5,634.26	4,558.74	4,558.74	\$14,751.74
Health & accident plans	5,921.07	8,380.20	6,285.15	\$20,586.42
Total Employee benefits	11,555.33	12,938.94	10,843.89	\$35,338.16
Payroll taxes	7,256.51	7,156.51	3,827.45	\$18,240.47
Salaries	19,537.50	19,537.50	19,537.50	\$58,612.50
Salaries Officer	71,637.51	71,637.51	71,637.51	\$214,912.53
Total Payroll expenses	110,462.36	112,090.45	106,338.74	\$328,891.55
Production Videos	6,000.00	6,000.00	6,000.00	\$18,000.00

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QuickBooks Payments Fees	15.00	510.75	309.00	\$834.75
Technology Services	820.00	420.00	630.00	\$1,870.00
Travel	2,628.07	3,033.82	3,029.49	\$8,691.38
Airfare	620.20	1,298.86	598.95	\$2,518.01
Automobile Expense	368.50	387.26	2,321.55	\$3,077.31
Hotels	283.50	2,534.08	1,897.75	\$4,715.33
Parking & tolls		138.05	195.84	\$333.89
Taxis or shared rides		210.12		\$210.12
Total Travel	3,900.27	7,602.19	8,043.58	\$19,546.04
Utilities				\$0.00
Telephone, Internet & Cable	1,016.63	1,207.78	1,062.56	\$3,286.97
Total Utilities	1,016.63	1,207.78	1,062.56	\$3,286.97
Website			1,785.60	\$1,785.60
Total Expenses	\$218,386.76	\$209,506.06	\$256,739.01	\$684,631.83
NET OPERATING INCOME	\$53,488.24	\$72,411.93	\$3,771.99	\$129,672.16
Other Income				
Other income				\$0.00
Interest Income	3,557.37	19,995.77	7,322.61	\$30,875.75
Total Other income	3,557.37	19,995.77	7,322.61	\$30,875.75
Unrealized Gains/Losses	-1,142.40	-60.22	888.80	\$ -313.82
Total Other Income	\$2,414.97	\$19,935.55	\$8,211.41	\$30,561.93
NET OTHER INCOME	\$2,414.97	\$19,935.55	\$8,211.41	\$30,561.93
NET INCOME	\$55,903.21	\$92,347.48	\$11,983.40	\$160,234.09