

Quarterly Profit and Loss Summary

Florida Beer Wholesalers Association

January 1-June 30, 2025

DISTRIBUTION ACCOUNT	JAN 2025 - MAR 2025	APR 2025 - JUN 2025	TOTAL
Income			
Membership Dues	285,183.00	294,250.00	579,433.00
Refunds to customers		20.00	20.00
Sponsorships		7,500.00	7,500.00
Total for Income	285,183.00	301,770.00	\$586,953.00
Cost of Goods Sold			
Gross Profit	285,183.00	301,770.00	\$586,953.00
Expenses			
Advertising & marketing	10,500.00	40,500.00	51,000.00
Annual Meeting		7,500.00	7,500.00
Building & property rent	11,930.70	13,580.08	25,510.78
Cell Phone	300.00	300.00	600.00
Contributions to charities		5,000.00	5,000.00
Donations & Flowers	60.00		60.00
General business expenses	61.25		\$61.25
Bank fees & service charges	1,080.55	1,114.63	2,195.18
Total for General business expenses	1,141.80	1,114.63	\$2,256.43
Insurance	328.26	4,850.70	\$5,178.96
Business insurance	1,362.49		1,362.49
Total for Insurance	1,690.75	4,850.70	\$6,541.45
Legal & accounting services			0
Legal fees	3,800.00	16,400.00	20,200.00
Total for Legal & accounting services	3,800.00	16,400.00	\$20,200.00
Legislative Meeting	505.21	7,626.91	8,132.12
Lobbyist Fees	68,721.16	100,000.00	168,721.16
Meals	799.32	492.13	\$1,291.45
Travel meals		6.68	6.68
Total for Meals	799.32	498.81	\$1,298.13
Memberships & subscriptions	1,930.00	874.90	2,804.90
Office expenses		392.85	\$392.85
Office supplies	402.01	70.72	472.73
Shipping & postage	12.00		12.00
Software & apps		4,200.00	4,200.00
Total for Office expenses	414.01	4,663.57	\$5,077.58
Office/General Administrative Expenses	75.00		75.00
Payroll expenses			0
Employee benefits	1,255.74	519.24	\$1,774.98
Employee retirement plans	4,822.83	4,822.83	9,645.66
Health & accident plans	6,766.37	7,006.98	13,773.35
Total for Employee benefits	12,844.94	12,349.05	\$25,193.99
Payroll taxes	7,660.52	7,562.52	15,223.04

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January 1-June 30, 2025

DISTRIBUTION ACCOUNT	JAN 2025 - MAR 2025	APR 2025 - JUN 2025	TOTAL
Salaries	21,250.02	21,250.02	42,500.04
Salaries Officer	75,206.25	75,206.25	150,412.50
Total for Payroll expenses	116,961.73	116,367.84	\$233,329.57
Production Videos	6,000.00	6,000.00	12,000.00
QuickBooks Payments Fees	336.00	406.50	742.50
Technology Services	630.00	893.75	1,523.75
Travel	5,349.15	3,017.62	\$8,366.77
Airfare		1,796.09	1,796.09
Automobile Expense	895.30		895.30
Hotels	381.38	74.86	456.24
Parking & tolls	120.90		120.90
Taxis or shared rides	9.95		9.95
Total for Travel	6,756.68	4,888.57	\$11,645.25
Utilities			0
Telephone, Internet & Cable	773.16	1,615.07	2,388.23
Total for Utilities	773.16	1,615.07	\$2,388.23
Total for Expenses	233,325.52	333,081.33	\$566,406.85
Net Operating Income	51,857.48	-31,311.33	\$20,546.15
Other Income			
Other income			0
Interest Income	8,761.64	5,552.83	14,314.47
Total for Other income	8,761.64	5,552.83	\$14,314.47
Total for Other Income	8,761.64	5,552.83	\$14,314.47
Other Expenses			
Net Other Income	8,761.64	5,552.83	\$14,314.47
Net Income	60,619.12	-25,758.50	\$34,860.62

For the second quarter of 2025, the Florida Beer Wholesalers Association reported total revenue of **\$301,770** and total expenses of **\$333,081.33** resulting in a negative net income of **-\$25,758.50**. The most substantial expenses were payroll and salary costs (\$116,366.84), along with lobbyist fees (\$100,000), which together made up the bulk of total expenditures for the quarter. The lobbyist fees were higher than last quarter only due to timing of payments, which accounts for the negative variance in the monthly net income.

Through the first two quarters of the year, the Association has a positive net income of **\$34,860.62**.