

For the third quarter of 2025, the Florida Beer Wholesalers Association reported total revenue of **\$403,868.99** and total expenses of **\$225,718.20** resulting in a positive net income of **\$180,092.68**. Like most quarters, the most substantial expenses were payroll and salary costs (\$113,664.21). Income was higher in Q3 over Q2 due to increase in sponsorships, correlating with the upcoming Annual Meeting. Lobbyist fees were significantly less this quarter (\$55,500 vs. \$100,000) due to timing in contracts, as you will recall from last quarter's update. Travel expenses were also increased this quarter as the Legislature finally adjourned resulting in more opportunities to meet with members, etc.

Through the first two quarters of the year, the Association has a positive net income of **\$229,233.83**. There are some big expenses in Q4 (Annual meeting, software renewals, etc.) though the Association is expected to come in above budgeted net income for the year.

# Quarterly Profit and Loss Summary

## Florida Beer Wholesalers Association

January 1-September 30, 2025

DISTRIBUTION ACCOUNT	JAN 2025 - MAR 2025	APR 2025 - JUN 2025	JUL 2025 - SEP 2025	TOTAL
Income				
Membership Dues	285,183.00	294,250.00	285,255.00	864,688.00
PAC Dues Accidental - to be transferred			57,613.99	57,613.99
Refunds to customers		20.00		20.00
Sponsorships		7,500.00	61,000.00	68,500.00
<b>Total for Income</b>	<b>285,183.00</b>	<b>301,770.00</b>	<b>403,868.99</b>	<b>\$990,821.99</b>
Cost of Goods Sold				
<b>Gross Profit</b>	<b>285,183.00</b>	<b>301,770.00</b>	<b>403,868.99</b>	<b>\$990,821.99</b>
Expenses				
Advertising & marketing	10,500.00	40,500.00	12,000.00	63,000.00
Annual Meeting		7,500.00	639.00	8,139.00
Building & property rent	11,930.70	13,580.08	12,263.13	37,773.91
Cell Phone	300.00	300.00	300.00	900.00
Contributions to charities		5,000.00		5,000.00
Donations & Flowers	60.00		159.98	219.98
General business expenses	61.25			\$61.25
Bank fees & service charges	1,080.55	3,318.81		4,399.36
<b>Total for General business expenses</b>	<b>1,141.80</b>	<b>3,318.81</b>		<b>\$4,460.61</b>
Insurance	328.26	4,850.70		\$5,178.96
Business insurance	1,362.49			1,362.49
<b>Total for Insurance</b>	<b>1,690.75</b>	<b>4,850.70</b>		<b>\$6,541.45</b>
Legal & accounting services				
Legal fees	3,800.00	16,400.00	9,850.00	30,050.00
<b>Total for Legal &amp; accounting services</b>	<b>3,800.00</b>	<b>16,400.00</b>	<b>9,850.00</b>	<b>\$30,050.00</b>
Legislative Meeting	505.21	7,626.91		8,132.12
Lobbyist Fees	68,721.16	100,000.00	55,500.00	224,221.16
Meals	799.32	492.13	682.77	\$1,974.22
Travel meals		6.68		6.68
<b>Total for Meals</b>	<b>799.32</b>	<b>498.81</b>	<b>682.77</b>	<b>\$1,980.90</b>
Memberships & subscriptions	1,930.00	874.90	465.00	3,269.90
Office expenses		392.85		\$392.85
Office supplies	402.01	70.72	61.76	534.49
Shipping & postage	12.00			12.00
Software & apps		4,200.00	3,000.00	7,200.00
<b>Total for Office expenses</b>	<b>414.01</b>	<b>4,663.57</b>	<b>3,061.76</b>	<b>\$8,139.34</b>
Office/General Administrative Expenses	75.00			75.00
Payroll Expenses - CAVU			177.22	177.22

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## Florida Beer Wholesalers Association

January 1-September 30, 2025

DISTRIBUTION ACCOUNT	JAN 2025 - MAR 2025	APR 2025 - JUN 2025	JUL 2025 - SEP 2025	TOTAL
Payroll expenses				
Employee benefits	1,255.74	519.24	1,332.17	\$3,107.15
Employee retirement plans	4,822.83	4,822.83	4,822.83	14,468.49
Health & accident plans	6,766.37	7,006.98	7,006.98	20,780.33
<b>Total for Employee benefits</b>	<b>12,844.94</b>	<b>12,349.05</b>	<b>13,161.98</b>	<b>\$38,355.97</b>
Payroll taxes	7,660.52	7,562.52	4,045.96	19,269.00
Salaries	21,250.02	21,250.02	21,250.02	63,750.06
Salaries Officer	75,206.25	75,206.25	75,206.25	225,618.75
<b>Total for Payroll expenses</b>	<b>116,961.73</b>	<b>116,367.84</b>	<b>113,664.21</b>	<b>\$346,993.78</b>
Production Videos	6,000.00	6,000.00	6,000.00	18,000.00
QuickBooks Payments Fees	336.00	406.50	710.88	1,453.38
Technology Services	630.00	893.75	420.00	1,943.75
Travel	5,349.15	3,017.62	3,400.00	\$11,766.77
Airfare		1,796.09	1,314.74	3,110.83
Automobile Expense	895.30		380.10	1,275.40
Hotels	381.38	74.86	3,202.57	3,658.81
Parking & tolls	120.90		176.06	296.96
Taxis or shared rides	9.95		527.68	537.63
Vehicle rental			56.79	56.79
<b>Total for Travel</b>	<b>6,756.68</b>	<b>4,888.57</b>	<b>9,057.94</b>	<b>\$20,703.19</b>
Utilities				
Telephone, Internet & Cable	773.16	1,615.07	766.31	3,154.54
<b>Total for Utilities</b>	<b>773.16</b>	<b>1,615.07</b>	<b>766.31</b>	<b>\$3,154.54</b>
<b>Total for Expenses</b>	<b>233,325.52</b>	<b>335,285.51</b>	<b>225,718.20</b>	<b>\$794,329.23</b>
<b>Net Operating Income</b>	<b>51,857.48</b>	<b>-33,515.51</b>	<b>178,150.79</b>	<b>\$196,492.76</b>
Other Income				
Other income				
Interest Income	8,761.64	22,037.54	1,941.89	32,741.07
<b>Total for Other income</b>	<b>8,761.64</b>	<b>22,037.54</b>	<b>1,941.89</b>	<b>\$32,741.07</b>
<b>Total for Other Income</b>	<b>8,761.64</b>	<b>22,037.54</b>	<b>1,941.89</b>	<b>\$32,741.07</b>
Other Expenses				
<b>Net Other Income</b>	<b>8,761.64</b>	<b>22,037.54</b>	<b>1,941.89</b>	<b>\$32,741.07</b>
<b>Net Income</b>	<b>60,619.12</b>	<b>-11,477.97</b>	<b>180,092.68</b>	<b>\$229,233.83</b>