

# Sault Ste. Marie Tribe of Chippewa Indians

## Enterprises

Department: Consolidated / excluding CARES Funds

Cost Center# \_\_\_\_\_

Fiscal year: 2020

Budget Period: Jan-Dec

	Percentage of Change	Variance	Actual thru 2019	Actual thru 2020	YTD Budget thru 2020	Variance	Percentage
<b>Revenues</b>							
Convstore	28.87%	395,279	1,369,170	1,764,449	1,570,740	193,709	12.33%
Convstore - Gasoline	-13.90%	(567,140)	4,080,355	3,513,215	5,054,970	(1,541,755)	-30.50%
Convstore -Tobacco	11.11%	324,815	2,924,507	3,249,322	2,758,729	490,593	17.78%
Rental	13.40%	321,543	2,399,333	2,720,876	2,697,496	23,380	0.87%
Hotel Rooms	51.60%	252,307	488,988	741,295	1,080,000	(338,705)	-31.36%
Flooring	-10.45%	(121,829)	1,165,688	1,043,859	900,000	143,859	15.98%
Lighting	486.77%	6,070	1,247	7,317	600	6,717	1119.50%
Furniture	65.36%	115,159	176,179	291,338	90,000	201,338	223.71%
Other	207.89%	2,503,830	1,204,416	3,708,246	1,462,750	2,245,496	153.51%
<b>Total Revenue</b>	<b>23.39%</b>	<b>3,230,034</b>	<b>13,809,883</b>	<b>17,039,917</b>	<b>15,615,285</b>	<b>1,424,632</b>	<b>9.12%</b>
<b>Cost of Goods Sold</b>							
Convstore	13.80%	125,145	907,126	1,032,271	1,172,388	(140,117)	-11.95%
Convstore - Gasoline	-15.89%	(588,675)	3,704,936	3,116,261	4,681,956	(1,565,695)	-33.44%
Convstore -Tobacco	12.02%	286,439	2,382,417	2,668,856	2,087,968	580,888	27.82%
Commission/Comp	0.00%	0	0	0	0	0	0.00%
Other Purchases	3.63%	29,416	811,149	840,565	600,000	240,565	40.09%
Other	159.61%	2,103,396	1,317,833	3,421,229	1,198,202	2,223,027	185.53%
<b>Total Cost of Goods Sold</b>	<b>21.44%</b>	<b>1,955,721</b>	<b>9,123,461</b>	<b>11,079,182</b>	<b>9,740,514</b>	<b>1,338,668</b>	<b>13.74%</b>
<b>Gross Margin</b>	<b>27.19%</b>	<b>1,274,313</b>	<b>4,686,422</b>	<b>5,960,735</b>	<b>5,874,771</b>	<b>85,964</b>	<b>1.46%</b>
<b>Operating Expense</b>							
Wages	39.49%	316,477	801,355	1,117,832	1,304,806	(186,974)	-14.33%
Fringe	45.80%	99,859	218,027	317,886	453,850	(135,964)	-29.96%
Advertising	97.33%	13,064	13,422	26,486	70,868	(44,382)	-62.63%
Consult/Contract	59.31%	67,052	113,059	180,111	140,620	39,491	28.08%
Credit Card Charges	32.37%	32,079	99,096	131,175	63,100	68,075	107.88%
Depreciation	21.24%	169,950	799,969	969,919	902,015	67,904	7.53%
Insurance	25.41%	21,314	83,885	105,199	197,972	(92,773)	-46.86%
Repairs/Maintenance	-18.23%	(79,248)	434,766	355,518	414,276	(58,758)	-14.18%
Supplies	37.78%	34,980	92,585	127,565	130,365	(2,800)	-2.15%
Travel/Training	-57.49%	(6,917)	12,031	5,114	42,298	(37,184)	-87.91%
Taxes	18.92%	47,931	253,360	301,291	308,797	(7,506)	-2.43%
Space Cost	0.00%	0	780	780	0	780	100.00%
Utilities	13.64%	43,424	318,320	361,744	390,427	(28,683)	-7.35%
Other	-2.08%	(6,302)	302,567	296,265	376,542	(80,277)	-21.32%
Admin Expenses	15.74%	12,000	76,220	88,220	6,384	81,836	1281.89%
Equipment	-15.37%	(5,273)	34,298	29,025	93,550	(64,525)	-68.97%
<b>Total Operating Expense</b>	<b>20.81%</b>	<b>760,390</b>	<b>3,653,740</b>	<b>4,414,130</b>	<b>4,895,870</b>	<b>(481,740)</b>	<b>-9.84%</b>
<b>Operating Income</b>	<b>49.77%</b>	<b>513,923</b>	<b>1,032,682</b>	<b>1,546,605</b>	<b>978,901</b>	<b>567,704</b>	<b>57.99%</b>
<b>Other (Income) Expenses</b>							
Interest Expense	56.88%	36,915	64,896	101,811	131,434	(29,623)	-22.54%
Tribal Taxes	12.87%	81,327	632,039	713,366	701,508	11,858	1.69%
Other (Income) Expenses	-2095.98%	(229,594)	10,954	(218,640)	35,676	(254,316)	-712.85%
<b>Total Other (Income) Expense</b>	<b>-15.73%</b>	<b>(111,352)</b>	<b>707,889</b>	<b>596,537</b>	<b>868,618</b>	<b>(272,081)</b>	<b>-31.32%</b>
<b>Net Income (Loss)</b>	<b>192.51%</b>	<b>625,275</b>	<b>324,793</b>	<b>950,068</b>	<b>110,283</b>	<b>839,785</b>	<b>761.48%</b>
<b>Transfer (In) Out</b>	<b>-1270.92%</b>	<b>(168,892)</b>	<b>13,289</b>	<b>(155,603)</b>	<b>0</b>	<b>(155,603)</b>	<b>-100.00%</b>
<b>Net Income After Transfer</b>	<b>227.04%</b>	<b>767,589</b>	<b>338,082</b>	<b>1,105,671</b>	<b>110,283</b>	<b>995,388</b>	<b>902.58%</b>
<b>EBITDA</b>	<b>50.14%</b>	<b>913,467</b>	<b>1,821,697</b>	<b>2,735,164</b>	<b>1,845,240</b>	<b>889,924</b>	<b>48.23%</b>