TABLE 12-5 **Donna's Gift Shop, Fiscal 2012 Budgeted Versus Actual Profit-and-Loss Statement (in Dollars and Percent)**

	Budgeted		Actual		Variance[a]	
	Dollars	*Percent*	*Dollars*	*Percent*	*Dollars*	*Percent*
Net sales	$300,000	100.00	$330,000	100.00	+$30,000	—
Cost of goods sold	$165,000	55.00	$180,000	54.55	−$15,000	+0.45
Gross profit	$135,000	45.00	$150,000	45.45	+$15,000	+0.45
Operating expenses:						
Salaries	$ 75,000	25.00	$ 75,000	22.73	—	+2.27
Advertising	5,250	1.75	4,950	1.50	+$ 300	+0.25
Supplies	1,800	0.60	1,650	0.50	+$ 150	+0.10
Shipping	1,350	0.45	1,500	0.45	−$ 150	—
Insurance	4,500	1.50	4,500	1.36	—	+0.14
Maintenance	5,100	1.70	5,100	1.55	—	+0.15
Other	3,000	1.00	2,550	0.77	+$ 450	+0.23
Total	$ 96,000	32.00	$ 95,250	28.86	+$ 750	+3.14
Other costs	$ 18,000	6.00	$ 20,000	6.06	−$ 2,000	−0.06
Total costs	$114,000	38.00	$115,250	34.92	−$ 1,250	+3.08
Net profit before taxes	$ 21,000	7.00	$ 34,750	10.53	+$13,750	+3.53
Taxes	$ 9,000	3.00	$ 15,500	4.70	−$ 6,500	−1.70
Net profit after taxes	$ 12,000	4.00	$ 19,250	5.83	+$ 7,250	+1.83

There are small rounding errors.

[a] Variance is a positive number if actual sales or profits are higher than expected or actual expenses are lower than expected. Variance is a negative number if actual sales or profits are lower than expected or actual expenses are higher than expected.