

Flexible Budgets and Performance Analysis

Chapter 9

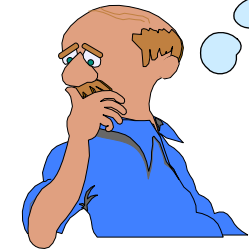
Characteristics of Flexible Budgets

Planning budgets are prepared for a single, **planned level** of activity.

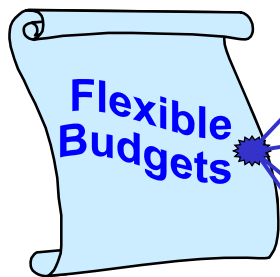
Hmm! Comparing static planning budgets with actual costs is like comparing apples and oranges.



Performance evaluation is difficult when actual activity differs from the planned level of activity.



Characteristics of Flexible Budgets



May be prepared for any activity level in the relevant range.

Show costs that should have been incurred at the actual level of activity, enabling "apples to apples" cost comparisons.

Help managers control costs.

Improve performance evaluation.

Let's look at Larry's Lawn Service.

Deficiencies of the Static Planning Budget

Larry's Lawn Service provides lawn care in a planned community where all lawns are approximately the same size. At the end of May, Larry prepared his June budget based on mowing 500 lawns. Since all of the lawns are similar in size, Larry felt that the number of lawns mowed in a month would be the best way to measure overall activity for his business.



Larry's Budget

Deficiencies of the Static Planning Budget

Larry's Planning Budget

Larry's Lawn Service For the Month Ended June 30		
	Revenue/Cost Formulas	Planning Budget
Number of lawns (Q)		500
Revenue	(\$75Q)	\$ 37,500
Expenses:		
Wages and salaries	(\$5,000 + \$30Q)	\$ 20,000
Gasoline and supplies	(\$9Q)	4,500
Equipment maintenance	(\$3Q)	1,500
Office and shop utilities	(\$1,000)	1,000
Office and shop rent	(\$2,000)	2,000
Equipment Depreciation	(\$2,500)	2,500
Insurance	(\$1,000)	1,000
Total expenses		32,500
Net operating income		\$ 5,000



Deficiencies of the Static Planning Budget

Larry's Actual Results

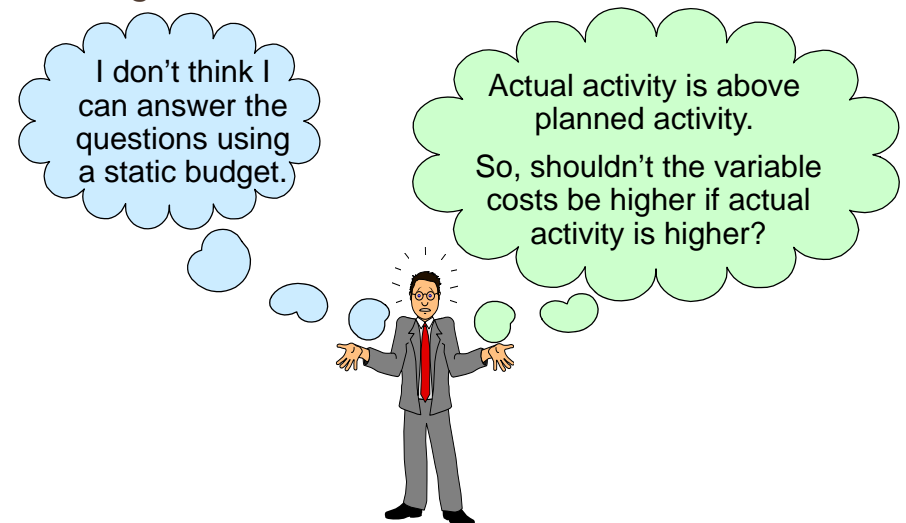
Larry's Lawn Service For the Month Ended June 30	
	Actual Results
Number of lawns	550
Revenue	\$ 43,000
Expenses:	
Wages and salaries	\$ 23,500
Gasoline and supplies	5,100
Equipment maintenance	1,300
Office and shop utilities	950
Office and shop rent	2,000
Equipment Depreciation	2,500
Insurance	1,200
Total expenses	36,550
Net operating income	\$ 6,450

Deficiencies of the Static Planning Budget

Larry's Actual Results Compared with the Planning Budget

Larry's Lawn Service For the Month Ended June 30				
	Revenue/Cost Formulas	Planning Budget 	Actual Results 	Variations
Number of lawns (Q)		500	550	
Revenue	(\$75Q)	\$ 37,500	\$ 43,000	\$ 5,500 F
Expenses:				
Wages and salaries	(\$5,000 + \$30Q)	\$ 20,000	\$ 23,500	\$ 3,500 U
Gasoline and supplies	(\$9Q)	4,500	5,100	600 U
Equipment maintenance	(\$3Q)	1,500	1,300	200 F
Office and shop utilities	(\$1,000)	1,000	950	50 F
Office and shop rent	(\$2,000)	2,000	2,000	-
Equipment Depreciation	(\$2,500)	2,500	2,500	-
Insurance	(\$1,000)	1,000	1,200	200 U
Total expenses		32,500	36,550	4,050 U
Net operating income		\$ 5,000	\$ 6,450	\$ 1,450 F

Deficiencies of the Static Planning Budget



Deficiencies of the Static Planning Budget

- The relevant question is . . .

“How much of the cost variances are due to higher activity and how much are due to cost control?”

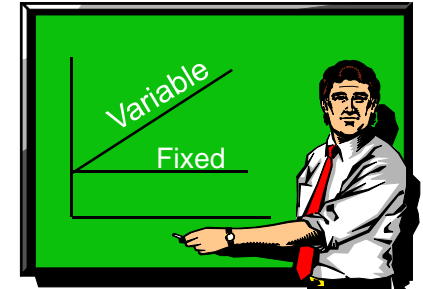
- To answer the question, we must **flex** the budget to the actual level of activity.



How a Flexible Budget Works

To **flex** a budget, we need to know that:

- **Total variable** costs **change** in direct proportion to changes in activity.
- **Total fixed** costs remain **unchanged** within the relevant range.

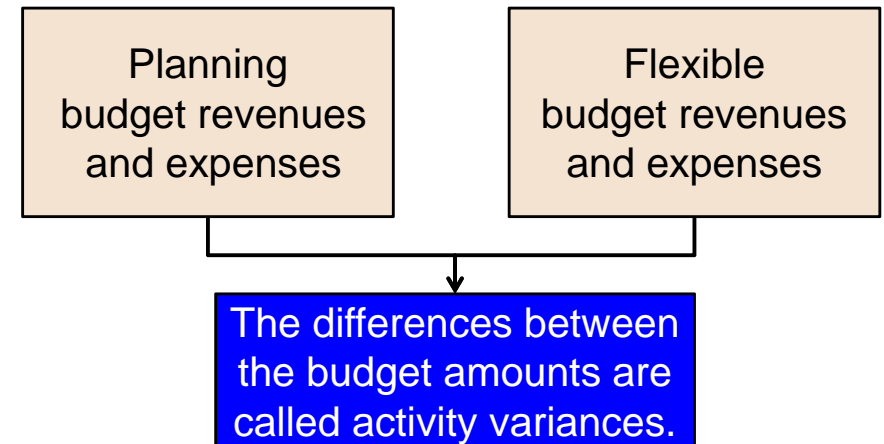


Preparing a Flexible Budget

Larry's Flexible Budget

Larry's Lawn Service For the Month Ended June 30		
	Revenue/Cost Formulas	Flexible Budget
Number of lawns (Q)		550
Revenue	(\$75Q)	\$ 41,250
Expenses:		
Wages and salaries	(\$5,000 + \$30Q)	\$ 21,500
Gasoline and supplies	(\$9Q)	4,950
Equipment maintenance	(\$3Q)	1,650
Office and shop utilities	(\$1,000)	1,000
Office and shop rent	(\$2,000)	2,000
Equipment Depreciation	(\$2,500)	2,500
Insurance	(\$1,000)	1,000
Total expenses		34,600
Net operating income		\$ 6,650

Activity Variances

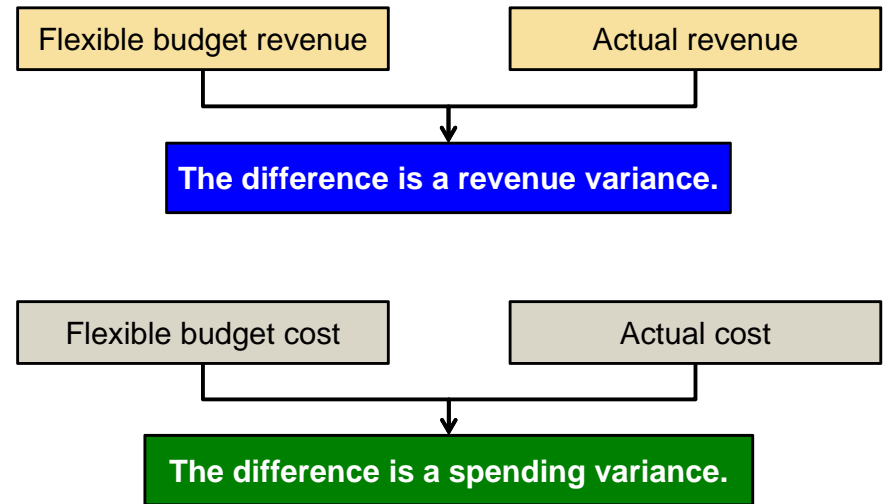


Activity Variances

Larry's Flexible Budget Compared with the Planning Budget

Larry's Lawn Service For the Month Ended June 30				
	Revenue/Cost Formulas	Planning Budget	Flexible Budget	Activity Variances
Number of lawns (Q)		500	550	
Revenue	(\$75Q)	\$ 37,500	\$ 41,250	\$ 3,750 F
Expenses:				
Wages and salaries	(\$5,000 + \$30Q)	\$ 20,000	\$ 21,500	\$ 1,500 U
Gasoline and supplies	(\$9Q)	4,500	4,950	450 U
Equipment maintenance	(\$3Q)	1,500	1,650	150 U
Office and shop utilities	(\$1,000)	1,000	1,000	-
Office and shop rent	(\$2,000)	2,000	2,000	-
Equipment Depreciation	(\$2,500)	2,500	2,500	-
Insurance	(\$1,000)	1,000	1,000	-
Total expenses		32,500	34,600	2,100 U
Net operating income		\$ 5,000	\$ 6,650	\$ 1,650 F

Revenue and Spending Variances



Revenue and Spending Variances

Larry's Flexible Budget Compared with the Actual Results

Larry's Lawn Service For the Month Ended June 30				
	Revenue/Cost Formulas	Flexible Budget	Actual Results	Revenue and Spending Variances
Number of lawns (Q)		550	550	
Revenue	(\$75Q)	\$ 41,250	\$ 43,000	\$ 1,750 F
Expenses:				
Wages and salaries	(\$5,000 + \$30Q)	\$ 21,500	\$ 23,500	\$ 2,000 U
Gasoline and supplies	(\$9Q)	4,950	5,100	150 U
Equipment maintenance	(\$3Q)	1,650	1,300	350 F
Office and shop utilities	(\$1,000)	1,000	950	50 F
Office and shop rent	(\$2,000)	2,000	2,000	-
Equipment Depreciation	(\$2,500)	2,500	2,500	-
Insurance	(\$1,000)	1,000	1,200	200 U
Total expenses		34,600	36,550	1,950 U
Net operating income		\$ 6,650	\$ 6,450	\$ 200 U

\$1,750 favorable revenue variance

A Performance Report Combining Activity and Revenue and Spending Variances

Larry's Lawn Service Flexible Budget Performance Report For the Month Ended June 30						
	Revenue/Cost Formulas	Planning Budget	Activity Variances	Flexible Budget	Revenue and Spending Variances	Actual Results
Number of lawns (Q)		500		550		550
Revenue	(\$75Q)	\$ 37,500	\$ 3,750 F	\$ 41,250	\$ 1,750 F	\$ 43,000
Expenses:						
Wages and salaries	(\$5,000 + \$30Q)	\$ 20,000	\$ 1,500 U	\$ 21,500	\$ 2,000 U	\$ 23,500
Gasoline and supplies	(\$9Q)	4,500	450 U	4,950	150 U	5,100
Equipment maintenance	(\$3Q)	1,500	150 U	1,650	350 F	1,300
Office and shop utilities	(\$1,000)	1,000	-	1,000	50 F	950
Office and shop rent	(\$2,000)	2,000	-	2,000	-	2,000
Equipment Depreciation	(\$2,500)	2,500	-	2,500	-	2,500
Insurance	(\$1,000)	1,000	-	1,000	200 U	1,200
Total expenses		32,500	2,100 U	34,600	1,950 U	36,550
Net operating income		\$ 5,000	\$ 1,650 F	\$ 6,650	\$ 200 U	\$ 6,450



Performance Reports in Cost Centers

Performance reports are often prepared for cost centers. These reports should be prepared using the same principles discussed so far, except for the fact that these reports will not contain revenue or net operating income variances.



Flexible Budgets with Multiple Cost Drivers

Because of the large unfavorable wages and salaries spending variance, Larry decided to add an additional cost driver for wages and salaries. The variance is due primarily to the number of hours required for the additional edging and trimming. So Larry estimates the additional hours and builds those hours into both his revenue and expense budget formulas.



Larry's New Budget

Flexible Budgets with Multiple Cost Drivers

More than one cost driver may be needed to adequately explain all of the costs in an organization.



The cost formulas used to prepare a flexible budget can be adjusted to recognize multiple cost drivers.

Flexible Budgets with Multiple Cost Drivers

Larry's Budget Based on More than One Cost Driver

Larry's Lawn Service For the Month Ended June 30		
	Revenue/Cost Formulas	Flexible Budget
Number of lawns (Q)		550
Number of hours (H)		100
Revenues	(\$75Q + \$30H)	\$ 44,250
Expenses:		
Wages and salaries	(\$5,000 + \$30Q + \$25H)	\$ 24,000
Gasoline and supplies	(\$9Q)	4,950
Equipment maintenance	(\$3Q)	1,650
Office and shop utilities	(\$1,000)	1,000
Office and shop rent	(\$2,000)	2,000
Equipment Depreciation	(\$2,500)	2,500
Insurance	(\$1,000)	1,000
Total expenses		37,100
Net operating income		\$ 7,150

Some Common Errors

The most common errors when preparing performance reports are to implicitly assume that:

1. All costs are fixed, or that;
2. All costs are variable.



Assume all costs are fixed. →

Common Error 1: Assuming All Costs Are Fixed

Faulty Analysis Comparing Budgeted Amounts to Actual Amounts

	Planning Budget	Actual Results	Variances
Number of lawns	500	550	
Revenue	\$ 37,500	\$ 43,000	\$ 5,500 F
Expenses:			
Wages and salaries	\$ 20,000	\$ 23,500	\$ 3,500 U
Gasoline and supplies	4,500	5,100	600 U
Equipment maintenance	1,500	1,300	200 F
Office and shop utilities	1,000	950	50 F
Office and shop rent	2,000	2,000	-
Equipment Depreciation	2,500	2,500	-
Insurance	1,000	1,200	200 U
Total expenses	32,500	36,550	4,050 U
Net operating income	\$ 5,000	\$ 6,450	\$ 1,450 F

Common Error 2: Assuming All Costs Are Variable

Faulty Analysis that Assumes All Budget Items Are Variable

	Planning Budget	Planning Budget × 110%	Actual Results	Variances
Number of lawns	500		550	
Revenue	\$ 37,500	\$ 41,250	\$ 43,000	\$ 1,750 F
Expenses:				
Wages and salaries	\$ 20,000	\$ 22,000	\$ 23,500	\$ 1,500 U
Gasoline and supplies	4,500	4,950	5,100	150 U
Equipment maintenance	1,500	1,650	1,300	350 F
Office and shop utilities	1,000	1,100	950	150 F
Office and shop rent	2,000	2,200	2,000	200 F
Equipment Depreciation	2,500	2,750	2,500	250 F
Insurance	1,000	1,100	1,200	100 U
Total expenses	32,500	35,750	36,550	800 U
Net operating income	\$ 5,000	\$ 5,500	\$ 6,450	\$ 950 F

End of Chapter 9

