

PROFIT AND LOSS STATEMENT

Name _____

for the period of _____

Date Prepared _____

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
REVENUE:												
Gross Sales	\$29,000	\$29,800	\$30,000	\$32,500	\$35,000	\$45,000	\$47,000	\$56,000	\$70,000	\$80,000	\$87,500	\$90,000
Less: Sales, Returns & Allowances	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Sales	\$29,000	\$29,800	\$30,000	\$32,500	\$35,000	\$45,000	\$47,000	\$56,000	\$70,000	\$80,000	\$87,500	\$90,000
Cost of Goods:												
Materials	\$983	\$990	\$10,000	\$5,000	\$7,000	\$7,500	\$875	\$929	\$786	\$992	\$1,000	\$5,000
Variable Labor	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest Income	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$983	\$990	\$10,000	\$5,000	\$7,000	\$7,500	\$875	\$929	\$786	\$992	\$1,000	\$5,000
Less: Ending Inventory	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cost of Goods Sold	\$983	\$990	\$10,000	\$5,000	\$7,000	\$7,500	\$875	\$929	\$786	\$992	\$1,000	\$5,000
GROSS PROFIT (LOSS)	\$28,017	\$28,810	\$20,000	\$27,500	\$28,000	\$37,500	\$46,125	\$55,071	\$69,214	\$79,008	\$86,500	\$85,000
CONTROLLABLE EXPENSES:												
Advertising	\$10,000	\$200	\$0	\$0	\$0	\$15,000	\$500	\$0	\$0	\$350	\$0	\$0
Payroll	\$12,000	\$12,000	\$12,000	\$12,000	\$12,750	\$12,750	\$12,000	\$12,000	\$15,800	\$15,750	\$15,200	\$15,000
Payroll Taxes and Benefits	\$2,000	\$2,000	\$2,000	\$2,000	\$3,500	\$3,500	\$3,500	\$3,500	\$4,000	\$4,000	\$4,000	\$4,000
Sales Commissions	\$1,000	\$1,500	\$1,000	\$2,350	\$6,750	\$7,580	\$7,590	\$4,500	\$4,750	\$3,300	\$2,500	\$3,000
Professional Fees	\$350	\$350	\$0	\$0	\$0	\$0	\$600	\$0	\$250	\$0	\$0	\$0
Operating Supplies	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Travel / Entertainment	\$0	\$0	\$0	\$0	\$750	\$395	\$0	\$0	\$0	\$450	\$0	\$0
Maintenance and Repairs	\$0	\$0	\$0	\$0	\$798	\$0	\$0	\$0	\$0	\$150	\$0	\$0
Office Supplies	\$650	\$0	\$0	\$0	\$0	\$50	\$50	\$50	\$50	\$0	\$0	\$50
Miscellaneous	\$0	\$0	\$0	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
FIXED EXPENSES:												
Permits and Licenses	\$2,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Depreciation	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Property Taxes	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Rent	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Insurance	\$285	\$285	\$285	\$285	\$285	\$285	\$285	\$285	\$285	\$285	\$285	\$285
Utilities	\$500	\$500	\$500	\$500	\$345	\$345	\$345	\$600	\$600	\$600	\$600	\$600
Bad Debts	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Service Charges	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Other Expenses	\$60	\$0	\$0	\$20	\$40	\$45	\$0	\$0	\$0	\$0	\$25	\$0
Net Operating Expenses	\$32,795	\$20,285	\$19,235	\$21,605	\$28,668	\$43,400	\$28,320	\$24,385	\$29,185	\$28,335	\$26,060	\$26,385
NET INCOME (LOSS)	(\$4,778)	\$8,525	\$765	\$5,895	(\$668)	(\$5,900)	\$17,805	\$30,686	\$40,029	\$50,673	\$60,440	\$58,615