

## PROFIT AND LOSS STATEMENT

Name \_\_\_\_\_

for the period of \_\_\_\_\_

Date Prepared \_\_\_\_\_

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
<b>REVENUE:</b>												
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
<b>Net Sales</b>	<b>\$29,000</b>	<b>\$29,800</b>	<b>\$30,000</b>	<b>\$32,500</b>	<b>\$35,000</b>	<b>\$45,000</b>	<b>\$47,000</b>	<b>\$56,000</b>	<b>\$70,000</b>	<b>\$80,000</b>	<b>\$87,500</b>	<b>\$90,000</b>
<b>Cost of Goods:</b>												
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
<b>Cost of Goods Sold</b>	<b>\$983</b>	<b>\$990</b>	<b>\$10,000</b>	<b>\$5,000</b>	<b>\$7,000</b>	<b>\$7,500</b>	<b>\$875</b>	<b>\$929</b>	<b>\$786</b>	<b>\$992</b>	<b>\$1,000</b>	<b>\$5,000</b>
<b>GROSS PROFIT (LOSS)</b>	<b>\$28,017</b>	<b>\$28,810</b>	<b>\$20,000</b>	<b>\$27,500</b>	<b>\$28,000</b>	<b>\$37,500</b>	<b>\$46,125</b>	<b>\$55,071</b>	<b>\$69,214</b>	<b>\$79,008</b>	<b>\$86,500</b>	<b>\$85,000</b>
<b>CONTROLLABLE EXPENSES:</b>												
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
<b>FIXED EXPENSES:</b>												
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
<b>Net Operating Expenses</b>	<b>\$32,795</b>	<b>\$20,285</b>	<b>\$19,235</b>	<b>\$21,605</b>	<b>\$28,668</b>	<b>\$43,400</b>	<b>\$28,320</b>	<b>\$24,385</b>	<b>\$29,185</b>	<b>\$28,335</b>	<b>\$26,060</b>	<b>\$26,385</b>
<b>NET INCOME (LOSS)</b>	<b>(\$4,778)</b>	<b>\$8,525</b>	<b>\$765</b>	<b>\$5,895</b>	<b>(\$668)</b>	<b>(\$5,900)</b>	<b>\$17,805</b>	<b>\$30,686</b>	<b>\$40,029</b>	<b>\$50,673</b>	<b>\$60,440</b>	<b>\$58,615</b>