

Sample Company
Income Statement - Comparative
For the Four Months Ending April 30, 2001

*This report shows a comparison of YTD
data from two years*

	<u>2000 YTD</u>	<u>2001 YTD</u>	<u>Variance</u>
Revenue			
Management Consulting	\$16,498.00	\$46,764.25	\$30,266.25
Business Services	500.00		(500.00)
Custom Programming	4,025.00	15,513.00	11,488.00
Seminars	10,127.50	19,228.00	9,100.50
Travel Time	3,607.50	7,459.50	3,852.00
Interest Earned	2.38	14.03	11.65
Total Revenue	34,760.38	88,978.78	54,218.40
Cost of Sales			
Seminar Costs	1,700.00	6,275.00	4,575.00
Tech Support	398.00		(398.00)
Total Cost of Sales	2,098.00	6,275.00	4,177.00
Gross Profit	32,662.38	82,703.78	50,041.40
General & Admin. Expenses			
Salaries & Wages	2,986.07	12,364.65	9,378.58
Payroll Tax Expense	298.82	1,236.48	937.66
Advertising & Promotion	431.99	803.54	371.55
Auto Expense	770.69	951.38	180.69
Bank Charges	398.00		(398.00)
Computer Supplies	368.21	48.58	(319.63)
Demo Systems & Software	127.52	1,443.81	1,316.29
Interest Expense	2,872.24	2,251.99	(620.25)
Licenses & Fees		117.85	117.85
Meetings & Seminars	125.00		(125.00)
Mileage		441.96	441.96
Office Furniture & Equipment	165.57	323.95	158.38
On-line Service and Fees	191.92		(191.92)
Postage	33.00	141.30	108.30
Professional Fees		1,038.00	1,038.00
Publications & Manuals		176.19	176.19
Repair & Maintenance	1,698.18	1,565.70	(132.48)
Stationery & Office Supplies	545.03	346.55	(198.48)
Technical Support		487.00	487.00
Telephone Expense	1,553.52	1,632.43	78.91
Travel	480.00		(480.00)
Meals & Entertainment	556.99	292.07	(264.92)
Total G&A Expenses	13,602.75	25,663.43	12,060.68
Net Income	\$19,059.63	\$57,040.35	\$37,980.72