

Sample Company
Income Statement - Current/YTD
For the Four Months Ending April 30, 2001

***This report shows a standard income statement
with % of total revenue***

	<u>April</u>		<u>Year to Date</u>	
	<u>Actual</u>	<u>%</u>	<u>Actual</u>	<u>%</u>
Revenue				
Management Consulting	\$5,652.00	42.2%	\$46,764.25	52.6%
Custom Programming	3,178.00	23.7%	15,513.00	17.4%
Seminars	4,041.00	30.1%	19,228.00	21.6%
Travel Time	534.00	4.0%	7,459.50	8.4%
Interest Earned	3.67	0.0%	14.03	0.0%
Total Revenue	13,408.67	100.0%	88,978.78	100.0%
Cost of Sales				
Seminar Costs			6,275.00	7.1%
Total Cost of Sales			6,275.00	7.1%
Gross Profit	13,408.67	100.0%	82,703.78	92.9%
General & Admin. Expenses				
Salaries & Wages	3,163.05	23.6%	12,364.65	13.9%
Payroll Tax Expense	316.31	2.4%	1,236.48	1.4%
Advertising & Promotion	27.94	0.2%	803.54	0.9%
Auto Expense	132.27	1.0%	951.38	1.1%
Computer Supplies	48.58	0.4%	48.58	0.1%
Demo Systems & Software	1,346.72	10.0%	1,443.81	1.6%
Interest Expense	473.49	3.5%	2,251.99	2.5%
Licenses & Fees			117.85	0.1%
Mileage	26.57	0.2%	441.96	0.5%
Office Furniture & Equipment			323.95	0.4%
Postage	22.39	0.2%	141.30	0.2%
Professional Fees			1,038.00	1.2%
Publications & Manuals	151.88	1.1%	176.19	0.2%
Repair & Maintenance	340.00	2.5%	1,565.70	1.8%
Stationery & Office Supplies	148.63	1.1%	346.55	0.4%
Technical Support	398.00	3.0%	487.00	0.5%
Telephone Expense	144.43	1.1%	1,632.43	1.8%
Meals & Entertainment	63.86	0.5%	292.07	0.3%
Total G&A Expenses	6,804.12	50.7%	25,663.43	28.8%
Net Income	\$6,604.55	49.3%	\$57,040.35	64.1%