

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

*This report shows an income statement
comparing budget vs actual*

	<u>April</u>			<u>Year to Date</u>		
	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Revenue						
Management Consulting	\$5,652.00	\$6,000.00	(\$348.00)	\$46,764.25	\$6,000.00	\$40,764.25
Custom Programming	3,178.00		3,178.00	15,513.00		15,513.00
Seminars	4,041.00	1,500.00	2,541.00	19,228.00	1,500.00	17,728.00
Travel Time	534.00	900.00	(366.00)	7,459.50	900.00	6,559.50
Interest Earned	3.67		3.67	14.03		14.03
Total Revenue	13,408.67	8,400.00	5,008.67	88,978.78	8,400.00	80,578.78
Cost of Sales						
Seminar Costs				6,275.00		6,275.00
Tech Support		300.00	(300.00)		300.00	(300.00)
Total Cost of Sales		300.00	(300.00)	6,275.00	300.00	5,975.00
Gross Profit	13,408.67	8,100.00	5,308.67	82,703.78	8,100.00	74,603.78
General & Admin. Expenses						
Salaries & Wages	3,163.05	2,500.00	663.05	12,364.65	2,500.00	9,864.65
Payroll Tax Expense	316.31	200.00	116.31	1,236.48	200.00	1,036.48
Advertising & Promotion	27.94	200.00	(172.06)	803.54	200.00	603.54
Auto Expense	132.27		132.27	951.38		951.38
Bank Charges		10.00	(10.00)		10.00	(10.00)
Computer Supplies	48.58	400.00	(351.42)	48.58	400.00	(351.42)
Contributions		150.00	(150.00)		150.00	(150.00)
Demo Systems & Software	1,346.72	800.00	546.72	1,443.81	800.00	643.81
Interest Expense	473.49	600.00	(126.51)	2,251.99	600.00	1,651.99
Licenses & Fees				117.85		117.85
Mileage	26.57		26.57	441.96		441.96
Office Furniture & Equipment				323.95		323.95
On-line Service and Fees		150.00	(150.00)		150.00	(150.00)
Postage	22.39	40.00	(17.61)	141.30	40.00	101.30
Professional Fees				1,038.00		1,038.00
Publications & Manuals	151.88		151.88	176.19		176.19
Repair & Maintenance	340.00	400.00	(60.00)	1,565.70	400.00	1,165.70
Stationery & Office Supplies	148.63	100.00	48.63	346.55	100.00	246.55
Technical Support	398.00		398.00	487.00		487.00
Telephone Expense	144.43	500.00	(355.57)	1,632.43	500.00	1,132.43
Meals & Entertainment	63.86		63.86	292.07		292.07
Total G&A Expenses	6,804.12	6,050.00	754.12	25,663.43	6,050.00	19,613.43
Net Income	\$6,604.55	\$2,050.00	\$4,554.55	\$57,040.35	\$2,050.00	\$54,990.35