

SAMPLE COMPANY

INCOME STATEMENT - MONTH ENDING 04/30/12

Acct. #	Description	This Period	%	Year To Date	%	Last Year	%	Variance
INCOME								
4101	Sales	149,547.88	100.0	595,818.53	100.0	528,736.02	100.0	67,082.51
4404	Misc. Other Income	0.00	0.0	0.00	0.0	0.00	0.0	0.00
	Total Revenue	149,547.88	100.0	595,818.53	100.0	528,736.02	100.0	67,082.51
COST OF SALES								
5101	Purchases	28,394.06	19.0	125,369.93	21.0	152,126.11	28.8	-26,756.18
5103	Outside Services	0.00	0.0	0.00	0.0	350.00	0.1	-350.00
5104	Supplies/Small Equipment	102.12	0.1	406.15	0.1	382.46	0.1	23.69
5105	Lab Fees	16,083.36	10.8	49,217.42	8.3	42,433.09	8.0	6,784.33
5107	Delivery/Freight	426.48	0.3	1,200.51	0.2	918.09	0.2	282.42
5108	Professional Services	8,600.00	5.8	34,725.00	5.8	34,750.00	6.6	-25.00
	Total Cost of Sales	53,606.02	35.8	210,919.01	35.4	230,959.75	43.7	-20,040.74
	Gross Profit	95,941.86	64.2	384,899.52	64.6	297,776.27	56.3	87,123.25
EXPENSES								
52010	Officer Salary	16,000.00	10.7	64,000.00	10.7	64,000.00	12.1	0.00
52011	Office Salaries & Wages	19,691.11	13.2	75,999.85	12.8	71,744.87	13.6	4,254.98
52013	Payroll Taxes	3,233.01	2.2	14,510.99	2.4	13,152.70	2.5	1,358.29
5202	Maintenance & Repairs	930.18	0.6	5,938.63	1.0	1,254.77	0.2	4,683.86
5205	Rent	44,351.67	29.7	108,835.27	18.3	88,139.70	16.7	20,695.57
5206	Insurance	724.00	0.5	6,952.00	1.2	4,512.00	0.9	2,440.00
5207	Travel & Entertainment	0.00	0.0	0.00	0.0	0.00	0.0	0.00
5209	Corporate Taxes	0.00	0.0	800.00	0.1	800.00	0.2	0.00
52101	Accounting Fees	0.00	0.0	2,100.00	0.4	2,150.00	0.4	-50.00
52102	Legal Fees	0.00	0.0	0.00	0.0	0.00	0.0	0.00
52103	Other Consulting Fees	0.00	0.0	0.00	0.0	0.00	0.0	0.00
52104	Bookkeeping & P/R Fees	0.00	0.0	835.00	0.1	1,767.50	0.3	-932.50
5211	Office Sup/Expense	399.05	0.3	4,615.30	0.8	1,567.93	0.3	3,047.37
5212	Telephone Expense	0.00	0.0	1,853.47	0.3	0.00	0.0	1,853.47
5214	Utilities	0.00	0.0	1,516.72	0.3	1,474.30	0.3	42.42
5215	Continuing Education	0.00	0.0	0.00	0.0	0.00	0.0	0.00
5216	Contributions/Donations	0.00	0.0	620.00	0.1	0.00	0.0	620.00
5217	Licenses & Permits	0.00	0.0	8,441.55	1.4	7,833.15	1.5	608.40
5218	Memberships/Dues/Subscrip	0.00	0.0	733.50	0.1	602.67	0.1	130.83
5219	Advertising/Marketing	3,186.20	2.1	17,607.42	3.0	5,127.53	1.0	12,479.89
5222	Linen Service	89.20	0.1	353.80	0.1	434.66	0.1	-80.86
5224	Computer/Web Expense	0.00	0.0	0.00	0.0	52.53	0.0	-52.53
5228	Gas Expense	606.00	0.4	1,587.80	0.3	2,088.00	0.4	-500.20
5229	Parking Expenses	1,020.00	0.7	4,120.00	0.7	3,840.00	0.7	280.00
5230	Automobile Expense	0.00	0.0	910.62	0.2	807.00	0.2	103.62
5232	Interest Expense	3.95	0.0	117.42	0.0	16.87	0.0	100.55
5236	Bank Charges	0.00	0.0	2,372.95	0.4	9,893.21	1.9	-7,520.26
5237	Merchant Charges	2,777.16	1.9	7,879.86	1.3	4,610.02	0.9	3,269.84
5247	Refunds	0.00	0.0	0.00	0.0	285.00	0.1	-285.00
5299	Misc. Expenses	-0.00	-0.0	-0.00	-0.0	0.00	0.0	-0.00
	Total Expenses	93,011.53	62.2	332,702.15	55.8	286,154.41	54.1	46,547.74
	Profit/(Loss)	2,930.33	2.0	52,197.37	8.8	11,621.86	2.2	40,575.51

Here is a sample of an Income Statement. An Income Statement is also known as a Profit & Loss or P & L. I haven't included the other half of this Financial Statement, the Balance Sheet, because it contains confidential information which may be used to identify this client. One reason our clients really appreciate all we do is everything that is discussed with us, stays with us.

As you can see this Income Statement not only shows our client how they are doing at this time but also shows last year during the same time period. In addition, we spend time with our clients showing them how to understand their numbers so they can use this report as the tool it was designed to be.