

Projected Profit/Loss—Year 1

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Total Net Sales													
Cost of Goods Sold													
Gross Profit													
CONTROLLABLE EXP													
Salaries/Wages													
Payroll Taxes													
Advertising													
Automobile													
Dues & Subscriptions													
Legal & Accounting													
Office Supplies													
Telephone/Cable													
Utilities													
Miscellaneous/Food													
Interest Expense													
Total Controllable Exp													
FIXED EXPENSES													
Depreciation													
Insurance													
Rent													
Taxes & Licenses													
Total Fixed Exp													
TOTAL EXPENSES													
NET PROFIT/(LOSS)(before taxes)													

Projected Profit/Loss—Year 2

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Total Net Sales													
Cost of Goods Sold													
Gross Profit													
CONTROLLABLE EXP													
Salaries/Wages													
Payroll Taxes													
Advertising													
Automobile													
Dues & Subscriptions													
Legal & Accounting													
Office Supplies													
Telephone/Cable													
Utilities													
Miscellaneous/Food													
Interest Expense													
Total Controllable Exp													
FIXED EXPENSES													
Depreciation													
Insurance													
Rent													
Taxes & Licenses													
Total Fixed Exp													
TOTAL EXPENSES													
NET PROFIT/(LOSS)(before taxes)													

Projected Profit/Loss—Year 3

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	TOTAL
Total Net Sales													
Cost of Goods Sold													
Gross Profit													
CONTROLLABLE EXP													
Salaries/Wages													
Payroll Taxes													
Advertising													
Automobile													
Dues & Subscriptions													
Legal & Accounting													
Office Supplies													
Telephone/Cable													
Utilities													
Miscellaneous/Food													
Interest Expense													
Total Controllable Exp													
FIXED EXPENSES													
Depreciation													
Insurance													
Rent													
Taxes & Licenses													
Total Fixed Exp													
TOTAL EXPENSES													
NET PROFIT/(LOSS)(before taxes)													