

PDAWare Pro Forma PROFIT and LOSS Statement
Year 2

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Revenue:												
Gross Sales	237,298	249,163	261,621	274,702	288,437	302,859	318,002	333,902	350,957	368,126	386,533	405,860
Less: Sales Returns and Allowan	0	0	0	0	0	0	0	0	0	0	0	0
Net Sales	<u>237,298</u>	<u>249,163</u>	<u>261,621</u>	<u>274,702</u>	<u>288,437</u>	<u>302,859</u>	<u>318,002</u>	<u>333,902</u>	<u>350,957</u>	<u>368,126</u>	<u>386,533</u>	<u>405,860</u>
Cost of Goods:												
Materials	20,000	8,500	8,000	1,500	1,500	1,500	1,500	1,500	1,500	7,500	1,500	1,500
Variable Labor	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0
	<u>20,000</u>	<u>8,500</u>	<u>8,000</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>7,500</u>	<u>1,500</u>	<u>1,500</u>
Less: Ending Inventory	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	<u>20,000</u>	<u>8,500</u>	<u>8,000</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>1,500</u>	<u>7,500</u>	<u>1,500</u>	<u>1,500</u>
Gross Profit (Loss)	217,298	240,663	253,621	273,202	286,937	301,359	316,502	332,402	349,457	360,626	385,033	404,360
Controllable Expenses:												
Advertising	25,000	45,000	15,000	45,000	40,000	15,000	25,000	15,000	15,000	15,000	15,000	20,000
Payroll	88,720	88,720	88,720	93,533	93,533	93,533	102,866	102,866	110,688	110,688	112,203	112,203
Payroll Taxes and Benefits	17,744	17,744	17,744	18,707	18,707	18,707	20,573	20,573	22,137	22,137	22,440	22,440
Sales Commissions	19,899	21,889	24,078	26,486	29,135	32,048	35,253	38,778	42,656	46,922	51,614	56,775
Professional Fees	4,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
Operating Supplies	500	500	500	500	500	600	600	600	625	625	625	625
Travel	1,200	3,000	1,500	6,000	8,000	1,200	6,000	1,200	1,200	1,200	1,200	1,200
Communications	10,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Maintenance and Repairs	1,200						1,200					
Office Supplies	850	850	925	925	955	955	975	975	975	990	990	990
Miscellaneous	0	7,000	0	0	0	0	0	0	0	0	0	0
Fixed Expenses:												
Permits and Licenses	6,500											
Interest												
Depreciation	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800
Property Taxes	0	0	0	0	0	0	0	0	0	0	0	0
Rent	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Insurance	1,225	1,350	1,350	1,350	1,350	1,350	1,400	1,400	1,400	1,400	1,400	1,400
Utilities	867	867	867	950	950	950	950	950	1,077	1,077	1,077	1,077
Bad Debts	0	0	0	0	0	0	0	0	0	0	0	0
Bank Service Charges	200	200	200	200	200	200	200	200	200	200	200	200
Amortization	0	0	0	0	0	0	0	0	0	0	0	0
Total Expenses	<u>185,205</u>	<u>199,420</u>	<u>163,184</u>	<u>205,951</u>	<u>205,630</u>	<u>176,843</u>	<u>207,317</u>	<u>194,842</u>	<u>207,058</u>	<u>212,539</u>	<u>219,049</u>	<u>229,210</u>
Net Operating Income	32,093	41,243	90,437	67,251	81,307	124,516	109,185	137,560	142,399	148,087	165,984	175,150
Other Income:												
Gain (Loss) on Sale of Assets	0	0	0	0	0	0	0	0	0	0	0	0
Interest Income	0	0	0	0	0	0	0	0	0	0	0	0
Total Other Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Net Income (Loss)	<u>32,093</u>	<u>41,243</u>	<u>90,437</u>	<u>67,251</u>	<u>81,307</u>	<u>124,516</u>	<u>109,185</u>	<u>137,560</u>	<u>142,399</u>	<u>148,087</u>	<u>165,984</u>	<u>175,150</u>
Taxes				13,779	22,765	34,864	30,571	38,517	39,872	41,464	46,476	49,042
Net Income (Loss) after taxes	<u>32,093</u>	<u>41,243</u>	<u>90,437</u>	<u>53,472</u>	<u>58,542</u>	<u>89,652</u>	<u>78,614</u>	<u>99,043</u>	<u>102,527</u>	<u>106,623</u>	<u>119,508</u>	<u>126,108</u>