

Income Projection Suggested Format

SALES: \$ _____

Cost of sales

Material _____

Inventory (parts) _____

Labor _____

Supplies _____

Inbound Freight _____

GROSS PROFIT \$ _____ %

OPERATING EXPENSES:

As a percentage of
total sales

Officers salaries \$ _____

Officer/Mgr's salaries _____

Payroll _____

Payroll taxes _____

Office Supplies _____

Advertising _____

Travel _____

Depreciation _____

Outbound Freight & Postage _____

Insurance _____

Utilities _____

Accounting/Legal _____

Telephone _____

Repairs/Maintenance _____

Miscellaneous _____

Vehicle _____

Rent/Lease _____

TOTAL EXPENSE \$ _____ %

As a percentage of
total sales

NET OPERATING PROFIT:

Interest Expense _____

Other Income _____

Other Expense _____

NET PROFIT (Before Income Taxes) \$ _____ %

As a percentage of
total sales

Estimated Income Tax _____

NET PROFIT \$ _____ %

As a percentage of
total sales