

Sample Co.

Financials 2020

Source: "Profit and Loss -- Accrual" reports.

Revised 03/24/2020

Item	January	February	March	April	May	June	Projected July	Projected August	Projected Septembr	Projected October	Projected November	Projected Decembr	Total	Percent	Monthly Average for Year
Revenue															
Products	\$ 11,332	\$ 11,935	\$ 12,430	\$ 12,161	\$ 12,792	\$ 13,992	\$ 14,864	\$ 12,474	\$ 13,065	\$ 14,265	\$ 14,200	\$ 14,300	\$ 157,810	28.74%	\$ 13,151
Labor Hourly	\$ 5,789	\$ 6,635	\$ 7,834	\$ 7,358	\$ 6,528	\$ 8,761	\$ 8,068	\$ 9,055	\$ 10,976	\$ 9,245	\$ 8,000	\$ 8,000	\$ 96,249	17.53%	\$ 8,021
Labor - Project	\$ 21,700	\$ 21,700	\$ 22,775	\$ 22,775	\$ 22,775	\$ 23,475	\$ 23,475	\$ 23,475	\$ 27,765	\$ 27,665	\$ 27,665	\$ 27,665	\$ 292,910	53.35%	\$ 24,409
Misc	\$ 586	\$ 75	\$ 340	\$ 106	\$ 144	\$ 25	\$ 27	\$ 244	\$ 227	\$ 98	\$ 100	\$ 100	\$ 2,072	0.38%	\$ 173
Total Revenue	\$ 39,407	\$ 40,345	\$ 43,379	\$ 42,400	\$ 42,239	\$ 46,253	\$ 46,434	\$ 45,248	\$ 52,033	\$ 51,273	\$ 49,965	\$ 50,065	\$ 549,041	71.26%	\$ 45,753
Expenses															
COG Products	\$ 7,666	\$ 8,948	\$ 7,744	\$ 4,329	\$ 5,535	\$ 11,194	\$ 11,891	\$ 9,979	\$ 6,452	\$ 9,012	\$ 8,960	\$ 9,040	\$ 100,750	22.01%	\$ 8,396
COG Project	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,100	\$ 2,100	\$ 2,200	\$ 2,200	\$ 2,300	\$ 2,400	\$ 2,400	\$ 2,500	\$ 2,500	\$ 26,700	5.83%	\$ 2,225
Payroll - Total (Includes owner)	\$ 18,653	\$ 18,957	\$ 19,047	\$ 18,966	\$ 19,177	\$ 19,013	\$ 19,143	\$ 19,192	\$ 20,164	\$ 20,284	\$ 20,100	\$ 20,100	\$ 232,796	50.85%	\$ 19,400
Sales - Marketing	\$ 771	\$ 885	\$ 574	\$ 729	\$ 880	\$ 960	\$ 954	\$ 755	\$ 834	\$ 912	\$ 1,000	\$ 1,000	\$ 10,254	2.24%	\$ 855
Computer Support	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 820	\$ 9,840	2.15%	\$ 820
Employee Expenses	\$ 638	\$ 652	\$ 715	\$ 778	\$ 768	\$ 799	\$ 866	\$ 870	\$ 897	\$ 982	\$ 900	\$ 900	\$ 9,765	2.13%	\$ 814
Office Supplies	\$ 786	\$ 755	\$ 794	\$ 640	\$ 641	\$ 633	\$ 599	\$ 1,127	\$ 619	\$ 650	\$ 650	\$ 650	\$ 8,544	1.87%	\$ 712
Rent	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 2,250	\$ 27,000	5.90%	\$ 2,250
Telephone	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 250	\$ 3,000	0.66%	\$ 250
Other	\$ 1,978	\$ 2,109	\$ 2,200	\$ 2,567	\$ 2,241	\$ 2,352	\$ 2,398	\$ 2,534	\$ 2,774	\$ 2,902	\$ 2,500	\$ 2,600	\$ 29,155	6.37%	\$ 2,430
Total Expenses	\$ 35,812	\$ 37,626	\$ 36,394	\$ 33,429	\$ 34,662	\$ 40,471	\$ 41,371	\$ 40,077	\$ 37,460	\$ 40,462	\$ 39,930	\$ 40,110	\$ 457,804	77.99%	\$ 38,150
Profit	\$ 3,595	\$ 2,719	\$ 6,985	\$ 8,971	\$ 7,577	\$ 5,782	\$ 5,063	\$ 5,171	\$ 14,573	\$ 10,811	\$ 10,035	\$ 9,955	\$ 91,237		
YTD	\$ 3,595	\$ 6,314	\$ 13,299	\$ 22,270	\$ 29,847	\$ 35,629	\$ 40,692	\$ 45,863	\$ 60,436	\$ 71,247	\$ 81,282	\$ 91,237			