

*ABC Design
Income/P & L Statement
December 31, 0000*

Revenues

<i>Gross Sales</i>	<i>\$1,076,343</i>
<i>Less Pass-Through Income (Printing, etc.)</i>	<i>—\$ 260,000</i>
<i>Non-Sale Revenues (Interest, etc.)</i>	<i>\$ 780</i>
<i>Other</i>	<i><u>\$ 1,444</u></i>
<i>Agency Gross Income (AGI or Net Revenue)</i>	<i>\$ 818,567</i>

Operating Expenses

<i>Payroll/Benefits</i>	<i>\$ 502,000</i>
<i>Payroll Taxes</i>	<i>\$ 30,068</i>
<i>Insurance</i>	<i>\$ 3,050</i>
<i>Professional Services (Legal/Accounting, etc.)</i>	<i>\$ 5,200</i>
<i>Rent, Utilities, Maintenance, RE Taxes, & Cleaning</i>	<i>\$ 60,000</i>
<i>Equipment Leasing, Repairs, & Maintenance</i>	<i>\$ 61,000</i>
<i>Telephone, Internet & Communications</i>	<i>\$ 7,500</i>
<i>Office Supplies, Shipping & Postage</i>	<i>\$ 9,000</i>
<i>Depreciation & Amortization</i>	<i>\$ 43,000</i>
<i>Promotion (Materials, Advertising, etc.)</i>	<i>\$ 18,000</i>
<i>Travel & Entertainment</i>	<i>\$ 7,200</i>
<i>Donations</i>	<i>\$ 1,000</i>
<i>Pension Contributions</i>	<i>\$ 10,200</i>
<i>Other</i>	<i><u>\$ 1,455</u></i>
<i>Total Operating Expense</i>	<i>\$ 758,673</i>

Net Profit Before Corporate Taxes *\$ 59,894*