

THREE-YEAR INCOME PROJECTION

Three Year Projection FOR:

As OF:

	YEAR 1	YEAR 2	YEAR 3
GROSS SALES	\$		
LESS Returns and Allowances			
LESS Sales Tax (if included in sales)			
LESS COST OF GOODS SOLD:			
Inventory at Beginning of Fiscal Period			
ADD Cost of Goods Purchased During Fiscal Period			
ADD Freight and Delivery Charges			
LESS Purchased Returns			
LESS Inventory at the End of the Fiscal Period			
TOTAL Cost of Goods Sold			
GROSS PROFIT (GS - COGS)	\$		
<i>Gross Profit</i> (as a percentage of sales)			%
LESS VARIABLE Controllable Selling Expenses			
Accounting and Legal Fees			
Advertising and Marketing			
Fulfillment (Packaging and Shipping)			
Meals and Entertainment			
Motor Vehicle Expenses (except Depreciation Allowance)			
Office Supplies			
Repairs and Maintenance			
Sales Salaries and Wages			
1.			
2.			
Other Variable Expenses			
LESS FIXED Overhead Administrative Expenses			
Administrative Salaries and Wages			
Bad Debts			
Business Tax, Fees, Licenses, Dues, and Subscriptions			
Depreciation			
Insurance			
Rent Payments			
Payroll Expenses and Taxes			
Property Taxes (list here or include in Estimated Tax)			
Telephone and Utilities (Heat, Hydro)			
1.			
2.			
Other Fixed Expenses			
TOTAL Operating Expenses (fixed + variable)			
OPERATING PROFIT (GP - OE)	\$		
ADD OTHER INCOME:			
Interest from Bank Accounts			
Royalties and Dividends on Stock			
Gains from Sale of Fixed Assets			
Misc. Income			
LESS Interest Expense (from loans or credit)			
Net Profit Before Taxes (OP + other income - int. exp)	\$		
LESS Estimated Tax Payments (federal, state, local)			
NET PROFIT After Taxes	\$		
<i>Net Profit After Taxes</i> (as a % of sales)			%