

4.6 Income Statement for First Year of Operations

REVENUE

Gross Sales

\$(value)

\$(value)

Sales Returns

[value]

Net Sales

\$(value)

VARIABLE EXPENSES

Costs of Goods Sold

Materials

\$(value)

Labor

[value]

Total Cost of Goods Sold

\$(value)

Other Variable Expenses

Commission

\$(value)

Packaging

[value]

Other

[value]

Total Other Variable Expenses

\$(value)

Total Variable Expenses

\$(value)

CONTRIBUTION MARGIN

\$(value)

FIXED OPERATING EXPENSES

Insurance

\$(value)

Salaries

[value]

Advertising

[value]

Interest

[value]

Depreciation

[value]

Utilities

[value]

Rent

[value]

Other fixed expenses

[value]

Total Expenses

\$(value)

PRE-TAX PROFIT

\$(value)

Taxes (15%)

[value]

NET PROFIT

\$(value)