

**STATEMENT OF
REVENUES & EXPENDITURES
All Profit & Loss Accounts**

Company
All Branches and Departments
AS OF 08/31/02

	PERIOD AUG ENDING 08/02	PERCENT	BUDGET	PERCENT	VARIANCE AMOUNT	PERCENT
Revenues						
Sales	91,206.94	56.9 %	70,000.00	53.0 %	21,206.94	30.3 %
Sales	23,497.50	14.7 %	20,000.00	15.2 %	3,497.50	17.5 %
Sales	35,713.10	22.3 %	35,000.00	26.5 %	713.10	2.0 %
Sales	6,702.61	4.2 %	7,000.00	5.3 %	(297.39)	(4.3)%
Miscellaneous Income	68.22	0.0 %	0.00	0.0 %	68.22	999.9 %
Miscellaneous Income	24.18	0.0 %	0.00	0.0 %	24.18	999.9 %
Miscellaneous Income	42.43	0.0 %	0.00	0.0 %	42.43	999.9 %
Miscellaneous Income	14.86	0.0 %	0.00	0.0 %	14.86	999.9 %
Consulting & Design	136.28	0.1 %	0.00	0.0 %	136.28	999.9 %
Finance Charges	389.49	0.2 %	0.00	0.0 %	389.49	999.9 %
Finance Charges	110.45	0.1 %	0.00	0.0 %	110.45	999.9 %
Finance Charges	156.66	0.1 %	0.00	0.0 %	156.66	999.9 %
Finance Charges	29.87	0.0 %	0.00	0.0 %	29.87	999.9 %
Interest Income	200.75	0.1 %	0.00	0.0 %	200.75	999.9 %
Interest Income	50.97	0.0 %	0.00	0.0 %	50.97	999.9 %
Discounts Taken	1,004.93	0.6 %	0.00	0.0 %	1,004.93	999.9 %
Discounts Taken	292.62	0.2 %	0.00	0.0 %	292.62	999.9 %
Discounts Taken	531.34	0.3 %	0.00	0.0 %	531.34	999.9 %
Discounts Taken	96.27	0.1 %	0.00	0.0 %	96.27	999.9 %
Total Revenues	160,269.47	100.0 %	132,000.00	100.0 %	28,269.47	21.4 %
Cost of Sales						
Cost of Goods Sold	55,233.64	34.5 %	40,000.00	30.3 %	15,233.64	38.1 %
Cost of Goods Sold	14,976.76	9.3 %	14,000.00	10.6 %	976.76	7.0 %
Cost of Goods Sold	25,139.96	15.7 %	21,000.00	15.9 %	4,139.96	19.7 %
Cost of Goods Sold	4,135.64	2.6 %	3,500.00	2.7 %	635.64	18.2 %
Freight	367.13	0.2 %	250.00	0.2 %	117.13	46.9 %
Freight	116.38	0.1 %	75.00	0.1 %	41.38	55.2 %
Freight	311.64	0.2 %	100.00	0.1 %	211.64	211.6 %
Freight	59.36	0.0 %	25.00	0.0 %	34.36	137.4 %
Total Cost of Sales	100,340.51	62.6 %	78,950.00	59.8 %	21,390.51	27.1 %
Gross Profit	59,928.96	37.4 %	53,050.00	40.2 %	6,878.96	13.0 %
General & Administrative Expenses						
Purchases - Miscellaneous	273.25	0.2 %	0.00	0.0 %	273.25	999.9 %
Purchases - Miscellaneous	78.87	0.1 %	0.00	0.0 %	78.87	999.9 %
Purchases - Miscellaneous	159.00	0.1 %	0.00	0.0 %	159.00	999.9 %
Purchases - Miscellaneous	29.61	0.0 %	0.00	0.0 %	29.61	999.9 %

	PERIOD AUG	PERCENT	BUDGET	PERCENT	VARIANCE	
	ENDING 08/02				AMOUNT	PERCENT
Inventory Adjustments	442.30	0.3 %	0.00	0.0 %	442.30	999.9 %
Inventory Adjustments	129.64	0.1 %	0.00	0.0 %	129.64	999.9 %
Inventory Adjustments	144.89	0.1 %	0.00	0.0 %	144.89	999.9 %
Inventory Adjustments	45.75	0.0 %	0.00	0.0 %	45.75	999.9 %
Sales Tax	1,334.70	0.8 %	900.00	0.7 %	434.70	48.3 %
Sales Tax	297.38	0.2 %	400.00	0.3 %	(102.62)	(25.7)%
Sales Tax	494.22	0.3 %	400.00	0.3 %	94.22	23.6 %
Sales Tax	110.75	0.1 %	100.00	0.1 %	10.75	10.8 %
Salaries	14,026.37	8.8 %	11,000.00	8.3 %	3,026.37	27.5 %
Salaries	4,245.00	2.7 %	3,000.00	2.3 %	1,245.00	41.5 %
Salaries	3,500.00	2.2 %	7,000.00	5.3 %	(3,500.00)	(50.0)%
Salaries	1,125.00	0.7 %	1,200.00	0.9 %	(75.00)	(6.3)%
Payroll Taxes	2,039.75	1.3 %	3,300.00	2.5 %	(1,260.25)	(38.2)%
Payroll Taxes	325.51	0.2 %	950.00	0.7 %	(624.49)	(65.7)%
Payroll Taxes	279.25	0.2 %	1,600.00	1.2 %	(1,320.75)	(82.6)%
Payroll Taxes	86.05	0.1 %	0.00	0.0 %	86.05	999.9 %
401(k) Employer Expense	192.02	0.1 %	0.00	0.0 %	192.02	999.9 %
401(k) Employer Expense	36.57	0.0 %	0.00	0.0 %	36.57	999.9 %
Employee Expenses	212.47	0.1 %	200.00	0.2 %	12.47	6.2 %
Employee Expenses	62.27	0.0 %	50.00	0.0 %	12.27	24.5 %
Employee Expenses	76.93	0.1 %	100.00	0.1 %	(23.07)	(23.1)%
Employee Expenses	14.65	0.0 %	25.00	0.0 %	(10.35)	(41.4)%
Entertainment	651.76	0.4 %	200.00	0.2 %	451.76	225.9 %
Entertainment	335.93	0.2 %	50.00	0.0 %	285.93	571.9 %
Entertainment	95.98	0.1 %	100.00	0.1 %	(4.02)	(4.0)%
Entertainment	21.99	0.0 %	25.00	0.0 %	(3.01)	(12.0)%
Travel	400.12	0.3 %	300.00	0.2 %	100.12	33.4 %
Travel	55.57	0.0 %	50.00	0.0 %	5.57	11.1 %
Travel	644.64	0.4 %	500.00	0.4 %	144.64	28.9 %
Travel	11.12	0.0 %	25.00	0.0 %	(13.88)	(55.5)%
Depreciation Expense	1,168.26	0.7 %	0.00	0.0 %	1,168.26	999.9 %
Depreciation Expense	348.96	0.2 %	0.00	0.0 %	348.96	999.9 %
Depreciation Expense	777.95	0.5 %	0.00	0.0 %	777.95	999.9 %
Depreciation Expense	126.64	0.1 %	0.00	0.0 %	126.64	999.9 %
Office Expense	112.45	0.1 %	250.00	0.2 %	(137.55)	(55.0)%
Office Expense	34.08	0.0 %	75.00	0.1 %	(40.92)	(54.6)%
Office Expense	166.97	0.1 %	150.00	0.1 %	16.97	11.3 %
Office Expense	27.25	0.0 %	75.00	0.1 %	(47.75)	(63.7)%
Auto & Truck Expense	196.33	0.1 %	200.00	0.2 %	(3.67)	(1.8)%
Auto & Truck Expense	53.99	0.0 %	50.00	0.0 %	3.99	8.0 %
Auto & Truck Expense	201.24	0.1 %	100.00	0.1 %	101.24	101.2 %
Auto & Truck Expense	39.27	0.0 %	25.00	0.0 %	14.27	57.1 %
Miscellaneous Expense	129.42	0.1 %	0.00	0.0 %	129.42	999.9 %
Miscellaneous Expense	26.84	0.0 %	0.00	0.0 %	26.84	999.9 %
Miscellaneous Expense	89.47	0.1 %	0.00	0.0 %	89.47	999.9 %
Miscellaneous Expense	15.66	0.0 %	0.00	0.0 %	15.66	999.9 %
Bank Charges	25.96	0.0 %	0.00	0.0 %	25.96	999.9 %
Bank Charges	8.26	0.0 %	0.00	0.0 %	8.26	999.9 %
Bank Charges	20.65	0.0 %	0.00	0.0 %	20.65	999.9 %
Bank Charges	4.13	0.0 %	0.00	0.0 %	4.13	999.9 %
Discounts Given	1,032.84	0.6 %	0.00	0.0 %	1,032.84	999.9 %
Discounts Given	233.83	0.2 %	0.00	0.0 %	233.83	999.9 %

	PERIOD AUG	PERCENT	BUDGET	PERCENT	VARIANCE	
	ENDING 08/02				AMOUNT	PERCENT
Advertising	1,042.83	0.7 %	500.00	0.4 %	542.83	108.6 %
Advertising	297.95	0.2 %	200.00	0.2 %	97.95	49.0 %
Advertising	446.93	0.3 %	250.00	0.2 %	196.93	78.8 %
Advertising	74.48	0.1 %	50.00	0.0 %	24.48	49.0 %
Printing	227.80	0.1 %	75.00	0.1 %	152.80	203.7 %
Printing	67.00	0.0 %	25.00	0.0 %	42.00	168.0 %
Printing	35.18	0.0 %	50.00	0.0 %	(14.82)	(29.6)%
Printing	5.02	0.0 %	20.00	0.0 %	(14.98)	(74.9)%
Dues & Subscriptions	244.60	0.2 %	100.00	0.1 %	144.60	144.6 %
Dues & Subscriptions	45.85	0.0 %	50.00	0.0 %	(4.15)	(8.3)%
Dues & Subscriptions	103.55	0.1 %	20.00	0.0 %	83.55	417.8 %
Dues & Subscriptions	15.00	0.0 %	50.00	0.0 %	(35.00)	(70.0)%
Postal Expense	150.17	0.1 %	125.00	0.1 %	25.17	20.1 %
Postal Expense	43.32	0.0 %	40.00	0.0 %	3.32	8.3 %
Postal Expense	80.86	0.1 %	75.00	0.1 %	5.86	7.8 %
Postal Expense	14.44	0.0 %	20.00	0.0 %	(5.56)	(27.8)%
Telephone	186.88	0.1 %	150.00	0.1 %	36.88	24.6 %
Telephone	52.46	0.0 %	50.00	0.0 %	2.46	4.9 %
Telephone	75.41	0.1 %	75.00	0.1 %	0.41	0.6 %
Telephone	13.11	0.0 %	20.00	0.0 %	(6.89)	(34.5)%
Taxes & Licenses	2,250.63	1.4 %	2,000.00	1.5 %	250.63	12.5 %
Taxes & Licenses	700.00	0.4 %	600.00	0.5 %	100.00	16.7 %
Taxes & Licenses	900.14	0.6 %	800.00	0.6 %	100.14	12.5 %
Taxes & Licenses	175.60	0.1 %	150.00	0.1 %	25.60	17.1 %
Insurance Expense	703.58	0.4 %	700.00	0.5 %	3.58	0.5 %
Insurance Expense	150.00	0.1 %	300.00	0.2 %	(150.00)	(50.0)%
Rental Expense	165.12	0.1 %	330.00	0.3 %	(164.88)	(50.0)%
Rental Expense	350.88	0.2 %	351.00	0.3 %	(0.12)	0.0 %
Legal & Professional	985.69	0.6 %	800.00	0.6 %	185.69	23.2 %
Legal & Professional	203.00	0.1 %	250.00	0.2 %	(47.00)	(18.8)%
Legal & Professional	255.85	0.2 %	200.00	0.2 %	55.85	27.9 %
Legal & Professional	50.90	0.0 %	50.00	0.0 %	0.90	1.8 %
Utilities	743.94	0.5 %	800.00	0.6 %	(56.06)	(7.0)%
Utilities	209.83	0.1 %	250.00	0.2 %	(40.17)	(16.1)%
Utilities	801.17	0.5 %	600.00	0.5 %	201.17	33.5 %
Utilities	152.60	0.1 %	100.00	0.1 %	52.60	52.6 %
Total General & Administrative Expense	48,841.53	30.5 %	42,626.00	32.3 %	6,215.53	14.6 %
Net Profit or Loss	11,087.43	6.9 %	10,424.00	7.9 %	663.43	6.4 %