

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

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

	YR TO DATE ENDING 08/02	PERCENT	BUDGET YR TO DATE	PERCENT	VARIANCE AMOUNT	PERCENT
Revenues						
Sales	592,413.45	48.1 %	560,000.00	53.0 %	32,413.45	5.8 %
Sales	169,785.38	13.8 %	160,000.00	15.2 %	9,785.38	6.1 %
Sales	286,604.02	23.3 %	280,000.00	26.5 %	6,604.02	2.4 %
Sales	52,360.08	4.3 %	56,000.00	5.3 %	(3,639.92)	(6.5)%
Miscellaneous Income	490.07	0.0 %	0.00	0.0 %	490.07	999.9 %
Miscellaneous Income	161.02	0.0 %	0.00	0.0 %	161.02	999.9 %
Miscellaneous Income	308.12	0.0 %	0.00	0.0 %	308.12	999.9 %
Miscellaneous Income	99.96	0.0 %	0.00	0.0 %	99.96	999.9 %
Consulting & Design	81,540.01	6.6 %	0.00	0.0 %	81,540.01	999.9 %
Consulting & Design	31,657.01	2.6 %	0.00	0.0 %	31,657.01	999.9 %
Finance Charges	2,806.12	0.2 %	0.00	0.0 %	2,806.12	999.9 %
Finance Charges	813.69	0.1 %	0.00	0.0 %	813.69	999.9 %
Finance Charges	1,233.73	0.1 %	0.00	0.0 %	1,233.73	999.9 %
Finance Charges	226.98	0.0 %	0.00	0.0 %	226.98	999.9 %
Interest Income	1,626.04	0.1 %	0.00	0.0 %	1,626.04	999.9 %
Interest Income	384.17	0.0 %	0.00	0.0 %	384.17	999.9 %
Discounts Taken	5,238.01	0.4 %	0.00	0.0 %	5,238.01	999.9 %
Discounts Taken	1,524.44	0.1 %	0.00	0.0 %	1,524.44	999.9 %
Discounts Taken	2,955.55	0.2 %	0.00	0.0 %	2,955.55	999.9 %
Discounts Taken	539.91	0.0 %	0.00	0.0 %	539.91	999.9 %
Total Revenues	1,232,767.76	100.0 %	1,056,000.00	100.0 %	176,767.76	16.7 %
Cost of Sales						
Cost of Goods Sold	403,845.92	32.8 %	320,000.00	30.3 %	83,845.92	26.2 %
Cost of Goods Sold	104,392.32	8.5 %	112,000.00	10.6 %	(7,607.68)	(6.8)%
Cost of Goods Sold	200,544.43	16.3 %	168,000.00	15.9 %	32,544.43	19.4 %
Cost of Goods Sold	31,661.33	2.6 %	28,000.00	2.7 %	3,661.33	13.1 %
Freight	2,277.32	0.2 %	2,000.00	0.2 %	277.32	13.9 %
Freight	672.25	0.1 %	600.00	0.1 %	72.25	12.0 %
Freight	1,299.97	0.1 %	800.00	0.1 %	499.97	62.5 %
Freight	240.22	0.0 %	200.00	0.0 %	40.22	20.1 %
Total Cost of Sales	744,933.76	60.4 %	631,600.00	59.8 %	113,333.76	17.9 %
Gross Profit	487,834.00	39.6 %	424,400.00	40.2 %	63,434.00	15.0 %
General & Administrative Expenses						
Purchases - Miscellaneous	2,717.57	0.2 %	0.00	0.0 %	2,717.57	999.9 %
Purchases - Miscellaneous	790.17	0.1 %	0.00	0.0 %	790.17	999.9 %
Purchases - Miscellaneous	1,076.60	0.1 %	0.00	0.0 %	1,076.60	999.9 %

	YR TO DATE		BUDGET		VARIANCE	
	ENDING 08/02	PERCENT	YR TO DATE	PERCENT	AMOUNT	PERCENT
Purchases - Miscellaneous	197.54	0.0 %	0.00	0.0 %	197.54	999.9 %
Inventory Adjustments	3,828.77	0.3 %	0.00	0.0 %	3,828.77	999.9 %
Inventory Adjustments	1,115.10	0.1 %	0.00	0.0 %	1,115.10	999.9 %
Inventory Adjustments	1,262.43	0.1 %	0.00	0.0 %	1,262.43	999.9 %
Inventory Adjustments	414.54	0.0 %	0.00	0.0 %	414.54	999.9 %
Sales Tax	7,638.46	0.6 %	7,200.00	0.7 %	438.46	6.1 %
Sales Tax	2,131.78	0.2 %	3,200.00	0.3 %	(1,068.22)	(33.4)%
Sales Tax	3,330.97	0.3 %	3,200.00	0.3 %	130.97	4.1 %
Sales Tax	629.87	0.1 %	800.00	0.1 %	(170.13)	(21.3)%
Salaries	104,248.08	8.5 %	88,000.00	8.3 %	16,248.08	18.5 %
Salaries	28,446.32	2.3 %	24,000.00	2.3 %	4,446.32	18.5 %
Salaries	30,435.07	2.5 %	56,000.00	5.3 %	(25,564.93)	(45.7)%
Salaries	9,898.30	0.8 %	9,600.00	0.9 %	298.30	3.1 %
Payroll Taxes	25,120.33	2.0 %	26,400.00	2.5 %	(1,279.67)	(4.9)%
Payroll Taxes	7,045.09	0.6 %	7,600.00	0.7 %	(554.91)	(7.3)%
Payroll Taxes	11,675.82	1.0 %	12,800.00	1.2 %	(1,124.18)	(8.8)%
Payroll Taxes	2,175.21	0.2 %	0.00	0.0 %	2,175.21	999.9 %
401(k) Employer Expense	1,102.02	0.1 %	0.00	0.0 %	1,102.02	999.9 %
401(k) Employer Expense	237.44	0.0 %	0.00	0.0 %	237.44	999.9 %
Employee Expenses	1,856.64	0.2 %	1,600.00	0.2 %	256.64	16.0 %
Employee Expenses	540.73	0.0 %	400.00	0.0 %	140.73	35.2 %
Employee Expenses	661.85	0.1 %	800.00	0.1 %	(138.15)	(17.3)%
Employee Expenses	121.69	0.0 %	200.00	0.0 %	(78.31)	(39.2)%
Entertainment	3,542.44	0.3 %	1,600.00	0.2 %	1,942.44	121.4 %
Entertainment	1,158.05	0.1 %	400.00	0.0 %	758.05	189.5 %
Entertainment	1,705.80	0.1 %	800.00	0.1 %	905.80	113.2 %
Entertainment	316.59	0.0 %	200.00	0.0 %	116.59	58.3 %
Travel	5,417.78	0.4 %	2,400.00	0.2 %	3,017.78	125.7 %
Travel	1,053.49	0.1 %	400.00	0.0 %	653.49	163.4 %
Travel	5,558.47	0.5 %	4,000.00	0.4 %	1,558.47	39.0 %
Travel	375.64	0.0 %	200.00	0.0 %	175.64	87.8 %
Depreciation Expense	9,320.58	0.8 %	0.00	0.0 %	9,320.58	999.9 %
Depreciation Expense	2,721.28	0.2 %	0.00	0.0 %	2,721.28	999.9 %
Depreciation Expense	2,980.31	0.2 %	0.00	0.0 %	2,980.31	999.9 %
Depreciation Expense	529.67	0.0 %	0.00	0.0 %	529.67	999.9 %
Office Expense	1,493.00	0.1 %	2,000.00	0.2 %	(507.00)	(25.4)%
Office Expense	435.81	0.0 %	600.00	0.1 %	(164.19)	(27.4)%
Office Expense	1,234.66	0.1 %	1,200.00	0.1 %	34.66	2.9 %
Office Expense	222.64	0.0 %	600.00	0.1 %	(377.36)	(62.9)%
Auto & Truck Expense	1,934.58	0.2 %	1,600.00	0.2 %	334.58	20.9 %
Auto & Truck Expense	559.82	0.1 %	400.00	0.0 %	159.82	40.0 %
Auto & Truck Expense	694.94	0.1 %	800.00	0.1 %	(105.06)	(13.1)%
Auto & Truck Expense	129.61	0.0 %	200.00	0.0 %	(70.39)	(35.2)%
Miscellaneous Expense	785.77	0.1 %	0.00	0.0 %	785.77	999.9 %
Miscellaneous Expense	217.84	0.0 %	0.00	0.0 %	217.84	999.9 %
Miscellaneous Expense	422.13	0.0 %	0.00	0.0 %	422.13	999.9 %
Miscellaneous Expense	76.53	0.0 %	0.00	0.0 %	76.53	999.9 %
Bank Charges	193.52	0.0 %	0.00	0.0 %	193.52	999.9 %
Bank Charges	57.02	0.0 %	0.00	0.0 %	57.02	999.9 %
Bank Charges	134.10	0.0 %	0.00	0.0 %	134.10	999.9 %
Bank Charges	24.89	0.0 %	0.00	0.0 %	24.89	999.9 %
Discounts Given	5,830.32	0.5 %	0.00	0.0 %	5,830.32	999.9 %

	YR TO DATE		BUDGET		VARIANCE	
	ENDING 08/02	PERCENT	YR TO DATE	PERCENT	AMOUNT	PERCENT
Discounts Given	1,629.91	0.1 %	0.00	0.0 %	1,629.91	999.9 %
Advertising	4,744.73	0.4 %	4,000.00	0.4 %	744.73	18.6 %
Advertising	1,375.21	0.1 %	1,600.00	0.2 %	(224.79)	(14.1)%
Advertising	2,178.78	0.2 %	2,000.00	0.2 %	178.78	8.9 %
Advertising	391.41	0.0 %	400.00	0.0 %	(8.59)	(2.2)%
Printing	1,091.65	0.1 %	600.00	0.1 %	491.65	81.9 %
Printing	318.38	0.0 %	200.00	0.0 %	118.38	59.2 %
Printing	494.10	0.0 %	400.00	0.0 %	94.10	23.5 %
Printing	89.00	0.0 %	160.00	0.0 %	(71.00)	(44.4)%
Dues & Subscriptions	1,231.59	0.1 %	800.00	0.1 %	431.59	54.0 %
Dues & Subscriptions	333.06	0.0 %	400.00	0.0 %	(66.94)	(16.7)%
Dues & Subscriptions	662.23	0.1 %	160.00	0.0 %	502.23	313.9 %
Dues & Subscriptions	117.24	0.0 %	400.00	0.0 %	(282.76)	(70.7)%
Postal Expense	1,006.12	0.1 %	1,000.00	0.1 %	6.12	0.6 %
Postal Expense	292.40	0.0 %	320.00	0.0 %	(27.60)	(8.6)%
Postal Expense	580.99	0.1 %	600.00	0.1 %	(19.01)	(3.2)%
Postal Expense	105.97	0.0 %	160.00	0.0 %	(54.03)	(33.8)%
Telephone	1,304.80	0.1 %	1,200.00	0.1 %	104.80	8.7 %
Telephone	377.77	0.0 %	400.00	0.0 %	(22.23)	(5.6)%
Telephone	616.74	0.1 %	600.00	0.1 %	16.74	2.8 %
Telephone	112.18	0.0 %	160.00	0.0 %	(47.82)	(29.9)%
Taxes & Licenses	16,573.00	1.3 %	16,000.00	1.5 %	573.00	3.6 %
Taxes & Licenses	4,785.81	0.4 %	4,800.00	0.5 %	(14.19)	(0.3)%
Taxes & Licenses	6,586.45	0.5 %	6,400.00	0.6 %	186.45	2.9 %
Taxes & Licenses	1,223.45	0.1 %	1,200.00	0.1 %	23.45	2.0 %
Insurance Expense	5,616.41	0.5 %	5,600.00	0.5 %	16.41	0.3 %
Insurance Expense	2,137.21	0.2 %	2,400.00	0.2 %	(262.79)	(11.0)%
Rental Expense	1,320.12	0.1 %	2,640.00	0.3 %	(1,319.88)	(50.0)%
Rental Expense	2,807.88	0.2 %	2,808.00	0.3 %	(0.12)	0.0 %
Legal & Professional	6,946.69	0.6 %	6,400.00	0.6 %	546.69	8.5 %
Legal & Professional	1,937.64	0.2 %	2,000.00	0.2 %	(62.36)	(3.1)%
Legal & Professional	1,752.35	0.1 %	1,600.00	0.2 %	152.35	9.5 %
Legal & Professional	324.76	0.0 %	400.00	0.0 %	(75.24)	(18.8)%
Utilities	6,589.12	0.5 %	6,400.00	0.6 %	189.12	3.0 %
Utilities	1,910.77	0.2 %	2,000.00	0.2 %	(89.23)	(4.5)%
Utilities	4,896.53	0.4 %	4,800.00	0.5 %	96.53	2.0 %
Utilities	902.05	0.1 %	800.00	0.1 %	102.05	12.8 %
Total General & Administrative Expense	383,190.17	31.1 %	341,008.00	32.3 %	42,182.17	12.4 %
Net Profit or Loss	104,643.83	8.5 %	83,392.00	7.9 %	21,251.83	25.5 %