

ABC Company -AFTER Profit & Loss

	<u>\$</u>	<u>% Revenue</u>	<u>% Op Ex</u>
Revenue	1,000,000	100.0%	
Expenses			
10000 · Employee Expenses	334,407	33.4%	43.7%
10100 · Occupancy Costs	154,455	15.4%	20.2%
10300 · Sub-contractor costs	99,434	9.9%	13.0%
10500 · Equipment Leases	34,278	3.4%	4.5%
10240 · Client Events	25,654	2.6%	3.4%
10210 · Management Development	21,509	2.2%	2.8%
10600 · Professional Fees (non legal)	18,445	1.8%	2.4%
10850 · Office expenses	15,381	1.5%	2.0%
10250 · Travel	12,965	1.3%	1.7%
10400 · Supplies & Small Equipment	11,904	1.2%	1.6%
10200 · Legal Fees	11,806	1.2%	1.5%
10875 · Business Insurance	6,247	0.6%	0.8%
10230 · Shareholder/Board	5,736	0.6%	0.8%
10860 · Telco	4,675	0.5%	0.6%
10870 · Industry Costs	4,066	0.4%	0.5%
10900 · Taxes (non income) and Fees	3,320	0.3%	0.4%
10885 · Charitable Contributions	3,143	0.3%	0.4%
10880 · Reimbursements	(3,025)	-0.3%	-0.4%
Total Operating Expenses	764,399	76.4%	100.0%
Net Ordinary Income	235,601	23.6%	
Other Expense			
Total 80000 · Interest Expense	49,344	4.9%	
Total 85000 · Depreciation and Amortization	24,574	2.5%	
Total 82000 · Income Taxes (State)	1,827	0.2%	
Total Other Expense	75,744	7.6%	
Net Income	159,857	16.0%	