

My Company, PC
Profit & Loss Budget vs. Actual
January through December 2015

Cash Basis

	Jan - Dec 15	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income	1,029,990.04	1,800,000.00	-770,009.96	57.2%
Cost of Goods Sold	269,360.11	240,000.00	29,360.11	112.2%
Gross Profit	760,629.93	1,560,000.00	-799,370.07	48.8%
Expense				
Salaries/Benefits	189,432.36	168,000.00	21,432.36	112.8%
Lead Generation	82,784.75	81,600.00	1,184.75	101.5%
Occupancy	6,771.80	6,000.00	771.80	112.9%
Communication/Technology	7,073.55	6,300.00	773.55	112.3%
Education/Dues	53,097.18	60,000.00	-6,902.82	88.5%
Automobile	8,690.28	6,000.00	2,690.28	144.8%
Equipment/Furnishings	1,032.18	2,400.00	-1,367.82	43.0%
Insurance	380.00	720.00	-340.00	52.8%
Supplies/Office Expense	4,648.69	6,000.00	-1,351.31	77.5%
Professional Services	5,769.50	4,800.00	969.50	120.2%
Total Expense	359,680.29	341,820.00	17,860.29	105.2%
Net Ordinary Income	400,949.64	1,218,180.00	-817,230.36	32.9%
Other Income/Expense	-351.79			
Net Income	400,597.85	1,218,180.00	-817,582.15	32.9%