

**My Company, PC**  
**Profit & Loss**  
**January through December 2016**

Cash Basis

	Jan - Dec 16	Jan - Dec 15	\$ Change	% Change	% of Income
<b>Ordinary Income/Expense</b>					
<b>Income</b>	703,156.95	1,029,990.04	-326,833.09	-31.7%	100.0%
<b>Cost of Goods Sold</b>	179,731.26	269,360.11	-89,628.85	-33.3%	25.6%
<b>Gross Profit</b>	523,425.69	760,629.93	-237,204.24	-31.2%	74.4%
<b>Expense</b>					
<b>Salaries/Benefits</b>	79,463.61	189,432.36	-109,968.75	-58.1%	11.3%
<b>Lead Generation</b>	70,177.02	82,784.75	-12,607.73	-15.2%	10.0%
<b>Occupancy</b>	3,610.97	6,771.80	-3,160.83	-46.7%	0.5%
<b>Communication/Technology</b>	6,141.45	7,073.55	-932.10	-13.2%	0.9%
<b>Education/Dues</b>	26,328.36	53,097.18	-26,768.82	-50.4%	3.7%
<b>Automobile</b>	3,183.36	8,690.28	-5,506.92	-63.4%	0.5%
<b>Equipment/Furnishings</b>	6,009.73	1,032.18	4,977.55	482.2%	0.9%
<b>Insurance</b>	0.00	380.00	-380.00	-100.0%	0.0%
<b>Supplies/Office Expense</b>	6,418.13	4,648.69	1,769.44	38.1%	0.9%
<b>Professional Services</b>	3,615.00	5,769.50	-2,154.50	-37.3%	0.5%
<b>Total Expense</b>	204,947.63	359,680.29	-154,732.66	-43.0%	29.1%
<b>Net Ordinary Income</b>	318,478.06	400,949.64	-82,471.58	-20.6%	45.3%
<b>Other Income/Expense</b>					
<b>Other Income</b>					
<b>Interest</b>	2.97	6.61	-3.64	-55.1%	0.0%
<b>Profit Share</b>	1,977.25	1,911.60	65.65	3.4%	0.3%
<b>Total Other Income</b>	1,980.22	1,918.21	62.01	3.2%	0.3%
<b>Other Expense</b>					
<b>Charitable Contributions</b>	2,250.00	2,270.00	-20.00	-0.9%	0.3%
<b>Total Other Expense</b>	2,250.00	2,270.00	-20.00	-0.9%	0.3%
<b>Net Other Income</b>	-269.78	-351.79	82.01	23.3%	-0.0%
<b>Net Income</b>	<b>318,208.28</b>	<b>400,597.85</b>	<b>-82,389.57</b>	<b>-20.6%</b>	<b>45.3%</b>