

# INCOME STATEMENT

<b>Sales</b>					
Delivery:	62602.98	60.7			
Carry-Out:	16638.95	16.1			
Pick-Up:	16999.40	16.5			
Web DEL:	6288.90	6.1			
Web P/U:	542.91	0.5			
<b>Total Sales:</b>	<b>103073.14</b>				
Sales Tax:	7217.63	7.5			
Net Sales:	95855.51	100.0			
Coupons - Reg:	3872.35	4.0			
Royalty Sales:	95855.51	100.0			
Cost of Goods Sold:	32250.04	33.6			
Money Received:	2468.88	2.6			
<b>Gross Profit:</b>	<b>66074.35</b>	<b>68.9</b>			
<b>Controllable Expenses:</b>			<b>Non-Control Expenses:</b>		
Wages - Employee:	23153.23	24.2	Royalties:	4792.78	5.0
Employer Share - FICA:	416.76	0.4	Cash Paid Out:	9370.54	9.8
Taxes - SUTA:	185.23	0.2	Rent:	1200.00	1.3
Taxes - FUTA:	46.31	0.0	Insurance:	1300.00	1.4
Seminars:	0.00	0.0	Check Fees:	0.00	0.0
<b>Labor Total:</b>	<b>23801.53</b>	<b>24.8</b>	<b>Tot Non-Contr Expense:</b>	<b>16663.32</b>	<b>17.4</b>
Driver Reimbursement:	3717.50	3.9			
Vehicle Maintenance:	0.00	0.0	<b>Total Expenses:</b>	<b>49585.13</b>	<b>51.7</b>
Vehicle Insurance:	0.00	0.0			
Vehicle Rental:	0.00	0.0	<b>Net Operating Profit:</b>	<b>16489.22</b>	<b>17.2</b>
<b>Delivery Total:</b>	<b>3717.50</b>	<b>3.9</b>			
Cash Short(+)/Over(-):	-3.56	0.0			
National Advertising:	3834.22	4.0			
Local Advertising:	958.56	1.0			
Phone:	250.00	0.3			
Express Mail:	0.00	0.0			
Repairs:	0.00	0.0			
Donations:	0.00	0.0			
Cleaning Supplies:	0.00	0.0			
Miscellaneous:	0.00	0.0			
Supplies:	273.56	0.3			
Postage:	90.00	0.1			
<b>Other Controllable:</b>	<b>5402.78</b>	<b>5.6</b>			
<b>Control Expenses Total:</b>	<b>32921.81</b>	<b>34.3</b>			