

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

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

PERIOD AUG ENDING 08/02	BUDGET	VARIANCE			YEAR TO DATE 2002	BUDGET YR TO DATE	VARIANCE		
		AMOUNT	PERCENT				AMOUNT	PERCENT	
Revenues									
91207	70000	21207	30.3 %	Sales	592413	560000	32413	5.8 %	
23498	20000	3498	17.5 %	Sales	169785	160000	9785	6.1 %	
35713	35000	713	2.0 %	Sales	286604	280000	6604	2.4 %	
6703	7000	(297)	(4.3)%	Sales	52360	56000	(3640)	(6.5)%	
68	0	68	999.9 %	Miscellaneous Income	490	0	490	999.9 %	
24	0	24	999.9 %	Miscellaneous Income	161	0	161	999.9 %	
42	0	42	999.9 %	Miscellaneous Income	308	0	308	999.9 %	
15	0	15	999.9 %	Miscellaneous Income	100	0	100	999.9 %	
136	0	136	999.9 %	Consulting & Design	81540	0	81540	999.9 %	
0	0	0	0.0 %	Consulting & Design	31657	0	31657	999.9 %	
389	0	389	999.9 %	Finance Charges	2806	0	2806	999.9 %	
110	0	110	999.9 %	Finance Charges	814	0	814	999.9 %	
157	0	157	999.9 %	Finance Charges	1234	0	1234	999.9 %	
30	0	30	999.9 %	Finance Charges	227	0	227	999.9 %	
201	0	201	999.9 %	Interest Income	1626	0	1626	999.9 %	
51	0	51	999.9 %	Interest Income	384	0	384	999.9 %	
1005	0	1005	999.9 %	Discounts Taken	5238	0	5238	999.9 %	
293	0	293	999.9 %	Discounts Taken	1524	0	1524	999.9 %	
531	0	531	999.9 %	Discounts Taken	2956	0	2956	999.9 %	
96	0	96	999.9 %	Discounts Taken	540	0	540	999.9 %	
160269	132000	28269	21.4 %	Total Revenues	1232768	1056000	176768	16.7 %	
Cost of Sales									
55234	40000	15234	38.1 %	Cost of Goods Sold	403846	320000	83846	26.2 %	
14977	14000	977	7.0 %	Cost of Goods Sold	104392	112000	(7608)	(6.8)%	
25140	21000	4140	19.7 %	Cost of Goods Sold	200544	168000	32544	19.4 %	
4136	3500	636	18.2 %	Cost of Goods Sold	31661	28000	3661	13.1 %	
367	250	117	46.9 %	Freight	2277	2000	277	13.9 %	
116	75	41	55.2 %	Freight	672	600	72	12.0 %	
312	100	212	211.6 %	Freight	1300	800	500	62.5 %	
59	25	34	137.4 %	Freight	240	200	40	20.1 %	
100341	78950	21391	27.1 %	Total Cost of Sales	744934	631600	113334	17.9 %	
59929	53050	6879	13.0 %	Gross Profit	487834	424400	63434	15.0 %	
General & Administrative Expenses									
273	0	273	999.9 %	Purchases - Miscellaneous	2718	0	2718	999.9 %	
79	0	79	999.9 %	Purchases - Miscellaneous	790	0	790	999.9 %	
159	0	159	999.9 %	Purchases - Miscellaneous	1077	0	1077	999.9 %	

PERIOD AUG ENDING 08/02	BUDGET	VARIANCE			YEAR TO DATE 2002	BUDGET YR TO DATE	VARIANCE	
		AMOUNT	PERCENT				AMOUNT	PERCENT
30	0	30	999.9 %	Purchases - Miscellaneous	198	0	198	999.9 %
442	0	442	999.9 %	Inventory Adjustments	3829	0	3829	999.9 %
130	0	130	999.9 %	Inventory Adjustments	1115	0	1115	999.9 %
145	0	145	999.9 %	Inventory Adjustments	1262	0	1262	999.9 %
46	0	46	999.9 %	Inventory Adjustments	415	0	415	999.9 %
1335	900	435	48.3 %	Sales Tax	7638	7200	438	6.1 %
297	400	(103)	(25.7)%	Sales Tax	2132	3200	(1068)	(33.4)%
494	400	94	23.6 %	Sales Tax	3331	3200	131	4.1 %
111	100	11	10.8 %	Sales Tax	630	800	(170)	(21.3)%
14026	11000	3026	27.5 %	Salaries	104248	88000	16248	18.5 %
4245	3000	1245	41.5 %	Salaries	28446	24000	4446	18.5 %
3500	7000	(3500)	(50.0)%	Salaries	30435	56000	(25565)	(45.7)%
1125	1200	(75)	(6.3)%	Salaries	9898	9600	298	3.1 %
2040	3300	(1260)	(38.2)%	Payroll Taxes	25120	26400	(1280)	(4.9)%
326	950	(624)	(65.7)%	Payroll Taxes	7045	7600	(555)	(7.3)%
279	1600	(1321)	(82.6)%	Payroll Taxes	11676	12800	(1124)	(8.8)%
86	0	86	999.9 %	Payroll Taxes	2175	0	2175	999.9 %
192	0	192	999.9 %	401(k) Employer Expense	1102	0	1102	999.9 %
37	0	37	999.9 %	401(k) Employer Expense	237	0	237	999.9 %
212	200	12	6.2 %	Employee Expenses	1857	1600	257	16.0 %
62	50	12	24.5 %	Employee Expenses	541	400	141	35.2 %
77	100	(23)	(23.1)%	Employee Expenses	662	800	(138)	(17.3)%
15	25	(10)	(41.4)%	Employee Expenses	122	200	(78)	(39.2)%
652	200	452	225.9 %	Entertainment	3542	1600	1942	121.4 %
336	50	286	571.9 %	Entertainment	1158	400	758	189.5 %
96	100	(4)	(4.0)%	Entertainment	1706	800	906	113.2 %
22	25	(3)	(12.0)%	Entertainment	317	200	117	58.3 %
400	300	100	33.4 %	Travel	5418	2400	3018	125.7 %
56	50	6	11.1 %	Travel	1053	400	653	163.4 %
645	500	145	28.9 %	Travel	5558	4000	1558	39.0 %
11	25	(14)	(55.5)%	Travel	376	200	176	87.8 %
1168	0	1168	999.9 %	Depreciation Expense	9321	0	9321	999.9 %
349	0	349	999.9 %	Depreciation Expense	2721	0	2721	999.9 %
778	0	778	999.9 %	Depreciation Expense	2980	0	2980	999.9 %
127	0	127	999.9 %	Depreciation Expense	530	0	530	999.9 %
112	250	(138)	(55.0)%	Office Expense	1493	2000	(507)	(25.4)%
34	75	(41)	(54.6)%	Office Expense	436	600	(164)	(27.4)%
167	150	17	11.3 %	Office Expense	1235	1200	35	2.9 %
27	75	(48)	(63.7)%	Office Expense	223	600	(377)	(62.9)%
196	200	(4)	(1.8)%	Auto & Truck Expense	1935	1600	335	20.9 %
54	50	4	8.0 %	Auto & Truck Expense	560	400	160	40.0 %
201	100	101	101.2 %	Auto & Truck Expense	695	800	(105)	(13.1)%
39	25	14	57.1 %	Auto & Truck Expense	130	200	(70)	(35.2)%
129	0	129	999.9 %	Miscellaneous Expense	786	0	786	999.9 %
27	0	27	999.9 %	Miscellaneous Expense	218	0	218	999.9 %
89	0	89	999.9 %	Miscellaneous Expense	422	0	422	999.9 %
16	0	16	999.9 %	Miscellaneous Expense	77	0	77	999.9 %
26	0	26	999.9 %	Bank Charges	194	0	194	999.9 %
8	0	8	999.9 %	Bank Charges	57	0	57	999.9 %
21	0	21	999.9 %	Bank Charges	134	0	134	999.9 %
4	0	4	999.9 %	Bank Charges	25	0	25	999.9 %
1033	0	1033	999.9 %	Discounts Given	5830	0	5830	999.9 %

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		AMOUNT	PERCENT				AMOUNT	PERCENT
234	0	234	999.9 %	Discounts Given	1630	0	1630	999.9 %
1043	500	543	108.6 %	Advertising	4745	4000	745	18.6 %
298	200	98	49.0 %	Advertising	1375	1600	(225)	(14.1)%
447	250	197	78.8 %	Advertising	2179	2000	179	8.9 %
74	50	24	49.0 %	Advertising	391	400	(9)	(2.2)%
228	75	153	203.7 %	Printing	1092	600	492	81.9 %
67	25	42	168.0 %	Printing	318	200	118	59.2 %
35	50	(15)	(29.6)%	Printing	494	400	94	23.5 %
5	20	(15)	(74.9)%	Printing	89	160	(71)	(44.4)%
245	100	145	144.6 %	Dues & Subscriptions	1232	800	432	54.0 %
46	50	(4)	(8.3)%	Dues & Subscriptions	333	400	(67)	(16.7)%
104	20	84	417.8 %	Dues & Subscriptions	662	160	502	313.9 %
15	50	(35)	(70.0)%	Dues & Subscriptions	117	400	(283)	(70.7)%
150	125	25	20.1 %	Postal Expense	1006	1000	6	0.6 %
43	40	3	8.3 %	Postal Expense	292	320	(28)	(8.6)%
81	75	6	7.8 %	Postal Expense	581	600	(19)	(3.2)%
14	20	(6)	(27.8)%	Postal Expense	106	160	(54)	(33.8)%
187	150	37	24.6 %	Telephone	1305	1200	105	8.7 %
52	50	2	4.9 %	Telephone	378	400	(22)	(5.6)%
75	75	0	0.6 %	Telephone	617	600	17	2.8 %
13	20	(7)	(34.5)%	Telephone	112	160	(48)	(29.9)%
2251	2000	251	12.5 %	Taxes & Licenses	16573	16000	573	3.6 %
700	600	100	16.7 %	Taxes & Licenses	4786	4800	(14)	(0.3)%
900	800	100	12.5 %	Taxes & Licenses	6586	6400	186	2.9 %
176	150	26	17.1 %	Taxes & Licenses	1223	1200	23	2.0 %
704	700	4	0.5 %	Insurance Expense	5616	5600	16	0.3 %
150	300	(150)	(50.0)%	Insurance Expense	2137	2400	(263)	(11.0)%
165	330	(165)	(50.0)%	Rental Expense	1320	2640	(1320)	(50.0)%
351	351	0	0.0 %	Rental Expense	2808	2808	0	0.0 %
986	800	186	23.2 %	Legal & Professional	6947	6400	547	8.5 %
203	250	(47)	(18.8)%	Legal & Professional	1938	2000	(62)	(3.1)%
256	200	56	27.9 %	Legal & Professional	1752	1600	152	9.5 %
51	50	1	1.8 %	Legal & Professional	325	400	(75)	(18.8)%
744	800	(56)	(7.0)%	Utilities	6589	6400	189	3.0 %
210	250	(40)	(16.1)%	Utilities	1911	2000	(89)	(4.5)%
801	600	201	33.5 %	Utilities	4897	4800	97	2.0 %
153	100	53	52.6 %	Utilities	902	800	102	12.8 %
48842	42626	6216	14.6 %	Total General & Administrative Expense	383190	341008	42182	12.4 %
11087	10424	663	6.4 %	Net Profit or Loss	104644	83392	21252	25.5 %