

## Detailed Income Statement

Rural Grocery Store, page 1

<u>Sales</u>	\$'s	%
Grocery	295,843	30.65%
Produce	80,821	8.37%
Meat	144,646	14.99%
Frozen	75,745	7.85%
Dairy	127,863	13.25%
Bakery	48,218	5.00%
Deli	14,481	1.50%
Beverage	46,885	4.86%
General Mdse.	22,919	2.37%
Liquor	62,392	6.46%
Beer	31,574	3.27%
Wine	13,704	1.42%
<b>Total Sales</b>	<b>965,091</b>	<b>100.00%</b>
<u>Cost of Sales</u>		
Grocery	209,723	70.89%
Produce	57,876	71.61%
Meat	116,469	80.52%
Frozen	52,620	69.47%
Dairy	95,718	74.86%
Bakery	35,305	73.22%
Deli	5,368	37.07%
Beverage	37,367	79.70%
General Mdse.	13,334	58.18%
Liquor	46,569	74.64%
Beer	26,096	82.65%
Wine	11,562	84.37%
<b>Total Cost of Sales</b>	<b>708,009</b>	<b>73.36%</b>
<b>Gross Margin</b>	<b>257,082</b>	<b>26.64%</b>

## Detailed Income Statement

Rural Grocery Store, page 2

<u>Operating Expense</u>	\$'s	%
Officer Salary	40,000	4.14%
Employee Wages	98,225	10.18%
Employee Bonuses	2,200	0.23%
Payroll Taxes	11,064	1.15%
Employee Benefits	2,107	0.22%
Advertising & Promotion	6,917	0.72%
Travel & Entertainment	351	0.04%
Telephone	1,056	0.11%
Office Expense	628	0.07%
Website Maintenance	1,281	0.13%
Dues & Licenses	1,828	0.19%
Repairs & Maintenance	4,033	0.42%
Postage	421	0.04%
Supplies	5,931	0.61%
Pest Control	1,260	0.13%
Trash Removal	1,440	0.15%
Vehicle Mileage	1,947	0.20%
Laundry	816	0.08%
Accounting Service	4,472	0.46%
Bank Fees	606	0.06%
Credit Card Fees	1,956	0.20%
Professional Fees	2,124	0.22%
Insurance	6,177	0.64%
Bad Debt Expense	163	0.02%
Rent	31,800	3.30%
Utilities	11,282	1.17%
<b>Total Operating Expense</b>	<b>240,085</b>	<b>24.88%</b>
<b>Operating Income</b>	<b>16,997</b>	<b>1.76%</b>
<u>Other Income/Expense</u>		
Lottery Income	1,124	0.12%
Delivery & Pick-Up Fees	3,620	0.38%
Interest Income	94	0.01%
Equipment Depreciation	2,049	0.21%
Interest Expense	721	0.07%
<b>Net Other Income/(Expense)</b>	<b>2,068</b>	<b>0.21%</b>
<b>Net Income</b>	<b>19,065</b>	<b>1.98%</b>