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|  |  |  |  |  |  |
| **[ABC Company]** |
| [991 Ketch Harbour Ave. Evansville, IN 47711] |
| [+1-202-555-0127] |
| [abccompany@email.com] |
|  |  |  |  |  |  |
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| **Budget Worksheet** |
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Chart |
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| **INCOME** |
| **Sales** | **Actual** | **%**  | **Budget** | **%**  | **Difference** |
| Notebook | $100,000 | 31% | $90,000 | 31% | $10,000 |
| Desktop | $150,000 | 47% | $100,000 | 34% | $50,000 |
| Printer | $70,000 | 22% | $100,000 | 34% | -$30,000 |
| Other |   |   |   |   |   |
|   |   |   |   |   |   |
| **Total Sales (TS)** | **$320,000** | 100% | **$290,000** | 100% | **$290,001** |
|  |
| **Cost of Goods Sold** | **Actual** | **%**  | **Budget** | **%**  | **Difference** |
| COGS Notebook | $110,000 | 100% | $96,000 | 100% | -$1,000 |
| COGS Desktop | $95,000 | 100% | $96,000 | 100% | -$1,000 |
| COGS Printer | $90,000 | 100% | $96,000 | 100% | -$6,000 |
|   |   |   |   |   |   |
| **Total Cost of Goods Sold** | **$295,000** | **300%** | **$288,000** | **300%** | **-$8,000** |
| **Gross Profit** | **$25,000** | **-200%** | **$2,000** | **-200%** | **$298,001** |
|   |
| **Non-Operating Income** | **Actual** | **%**  | **Budget** | **%**  | **Difference** |
| Interest Income | $50,000 | 50% | $55,000 | 52% | -$5,000 |
| Income from Rent | $50,000 | 50% | $50,000 | 48% | $0 |
| Gifts Received | $0 | 0% | $0 | 0% | $0 |
|   |   |   |   |   |   |
| **Total Non-Operating Income** | **$100,000** | **100%** | **$105,000** | **100%** | **-$5,000** |
|   |
| **TOTAL INCOME** | **$125,000** |  | **$107,000** |  | **$293,001** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **EXPENSES** |
| **Operating Expenses** | **Actual** | **%** | **Budget** | **%** | **Difference** |
| Accounting and Legal | $11,000 | 9% | $10,000 | 8% | $1,000 |
| Advertising | $10,000 | 9% | $10,000 | 8% | $0 |
| Insurance | $6,000 | 5% | $6,000 | 5% | $0 |
| Maintenance and Repairs | $5,000 | 4% | $3,000 | 2% | $2,000 |
| Office Supplies | $4,000 | 3% | $4,000 | 3% | $0 |
| Payroll Expenses | $15,000 | 13% | $20,000 | 17% | -$5,000 |
| Rent | $10,000 | 9% | $10,000 | 8% | $0 |
| Research and Development | $2,000 | 2% | $2,000 | 2% | $0 |
| Salaries and Wages | $50,000 | 43% | $50,000 | 41% | $0 |
| Taxes and Licenses | $1,000 | 1% | $1,500 | 1% | -$500 |
| Telephone | $900 | 1% | $1,000 | 1% | -$100 |
| Travel | $2,500 | 2% | $3,000 | 2% | -$500 |
|   |   |   |   |   |   |
| **Total Operating Expenses** | **$117,400** | **100%** | **$120,500** | **100%** | **-$3,100** |
|   |
| **Non-Recurring Expenses** | **Actual** | **%** | **Budget** | **%** | **Difference** |
| Furniture, Equipment and Software | $6,500 | 100% | $5,000 | 100% | $1,500 |
| Gifts Given | $0 | 0% | $0 | 0% | $0 |
| Other |   |   |   |   |   |
| **Total Non-Recurring Expenses** | **$6,500** | **100%** | **$5,000** | **100%** | **$1,500** |
| **TOTAL EXPENSES** | **$123,900** | **200%** | **$125,500** | **200%** | **-$1,600** |
|  |  |  |  |  |  |
| Net Income Before Taxes | $1,100 |   | -$1 |   | $1,101 |
| Income Tax Expense |   |   |   |   | $0 |
|   |   |   |   |   |   |
| **NET INCOME** | **$1,100** |   | **-$1** |   | **$1,101** |

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| **COST OF GOODS - Details** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
| **Notebook** | **Actual** | **%**  | **Budget** | **%**  | **Difference** |
| Opening Inventory | $50,000 | 45% | $50,000 | 47% | $0 |
| Goods Purchased or Manufactured | $10,000 | 9% | $10,000 | 9% | $0 |
| Transportation | $15,000 | 14% | $10,000 | 9% | $5,000 |
| Labor (wages and payroll) | $10,000 | 9% | $11,000 | 10% | -$1,000 |
| Closing Inventory | $25,000 | 23% | $25,000 | 24% | $0 |
| Others |   |   |   |   |   |
| **Cost of Goods Sold** | **$110,000** | **100%** | **$106,000** | **100%** | **$4,000** |
| **Profit (Loss)** | **-$10,000** | **69%** | **-$16,000** | **69%** | **$6,000** |



|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Desktop** | **Actual** | **%**  | **Budget** | **%**  | **Difference** |
| Opening Inventory | $50,000 | 53% | $50,000 | 52% | $0 |
| Goods Purchased or Manufactured | $15,000 | 16% | $15,000 | 16% | $0 |
| Transportation | $10,000 | 11% | $10,000 | 10% | $0 |
| Labor (wages and payroll) | $10,000 | 11% | $11,000 | 11% | -$1,000 |
| Closing Inventory | $10,000 | 11% | $10,000 | 10% | $0 |
| Others |   |   |   |   |   |
| **Cost of Goods Sold** | **$95,000** | **100%** | **$96,000** | **100%** | **-$1,000** |
| **Profit (Loss)** | **$55,000** | **53%** | **$4,000** | **66%** | **$51,000** |



|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Printer** | **Actual** | **%**  | **Budget** | **%**  | **Difference** |
| Opening Inventory | $50,000 | 56% | $50,000 | 52% | $0 |
| Goods Purchased or Manufactured | $10,000 | 11% | $15,000 | 16% | -$5,000 |
| Transportation | $10,000 | 11% | $10,000 | 10% | $0 |
| Labor (wages and payroll) | $10,000 | 11% | $11,000 | 11% | -$1,000 |
| Closing Inventory | $10,000 | 11% | $10,000 | 10% | $0 |
| Others |   |   |   |   |   |
| **Cost of Goods Sold** | **$90,000** | **100%** | **$96,000** | **100%** | **-$6,000** |
| **Profit (Loss)** | **-$20,000** | **78%** | **$4,000** | **66%** | **$6,000** |

 