

|    |                                      |               |               |                   |  |
|----|--------------------------------------|---------------|---------------|-------------------|--|
| 1  |                                      |               |               |                   |  |
| 2  | ABC and Company                      |               |               |                   |  |
| 3  | Budget                               |               |               |                   |  |
| 4  | January 1, 20xx to December 31, 20xx |               |               |                   |  |
| 5  |                                      |               |               |                   |  |
| 6  |                                      |               |               |                   |  |
| 7  | <b>Category</b>                      | <b>Actual</b> | <b>Budget</b> | <b>Difference</b> |  |
| 8  |                                      |               |               |                   |  |
| 9  | <b>Inflows</b>                       |               |               |                   |  |
| 10 | Net Sales                            | 400,000       | 350,000       | 50,000            |  |
| 11 | Cost of Goods                        |               |               |                   |  |
| 12 | Merchandise Inventory, January 1     | 150,000       | 155,000       | -5,000            |  |
| 13 | Purchases                            | 130,000       | 120,000       | 10,000            |  |
| 14 | Total Merchandise Handled            | 280,000       | 275,000       | 5,000             |  |
| 15 | Less Inventory, December 31          | 85,000        | 80,000        | 5,000             |  |
| 16 | Cost of Goods Sold                   | 195,000       | 195,000       | 0                 |  |
| 17 | Gross Profit                         | 205,000       | 155,000       | 50,000            |  |
| 18 |                                      |               |               |                   |  |
| 19 | Interest Income                      | 500           | 300           | 200               |  |
| 20 | <b>Total Income</b>                  | 205,500       | 155,300       | 50,200            |  |
| 21 |                                      |               |               |                   |  |
| 22 | <b>Expenses</b>                      |               |               |                   |  |
| 23 | Salaries                             | 70,000        | 71,000        | -1,000            |  |
| 24 | Utilities                            | 5,500         | 5,000         | 500               |  |
| 25 | Rent                                 | 24,000        | 24,000        | 0                 |  |
| 26 | Office Supplies                      | 1,200         | 1,000         | 200               |  |
| 27 | Insurance                            | 600           | 600           | 0                 |  |
| 28 | Advertising                          | 6,000         | 6,500         | -500              |  |
| 29 | Telephone                            | 1,200         | 1,200         | 0                 |  |
| 30 | Travel                               | 10,000        | 9,000         | 1,000             |  |
| 31 | Entertainment                        | 2,000         | 2,000         | 0                 |  |
| 32 | Dues & Subscriptions                 | 500           | 450           | 500               |  |
| 33 | Interest Paid                        | 10,000        | 8,500         | 1,500             |  |
| 34 | Repairs & Maintenance                | 1,000         | 500           | 500               |  |
| 35 | Taxes & Licenses                     | 8,500         | 6,500         | 2,000             |  |
| 36 | <b>Total Expenses</b>                | 145,000       | 140,300       | 4,700             |  |
| 37 |                                      |               |               |                   |  |
| 38 | <b>Net Income</b>                    | 60,500        | 15,000        | 45,500            |  |
| 39 |                                      |               | Column A      |                   |  |