

# Three-Year Income Projection

	WORKSHEET #	YEAR 1 <small>(Worksheet 21 totals)</small>	YEAR 2	YEAR 3
1. Sales from				
(a) _____				
(b) _____				
(c) _____				
(d) _____				
2. Total Sales (add 1a through 1d) _____				
3. Cost of Sales				
(a) _____				
(b) _____				
(c) _____				
(d) _____				
4. Total Cost of Sales (add 3a through 3d)				
5. Gross Profit (subtract 4 from 2)				
6. Expenses				
(a) Salaries and Wages	12, 17			
(b) Payroll Expenses (taxes, benefits, etc.)				
(c) Outside Services	18			
(d) Supplies (office and operating)	11			
(e) Repairs and Maintenance	10			
(f) Advertising	8			
(g) Car, Delivery, and Travel	9			
(h) Accounting and Legal	18			
(i) Facilities	10			
(j) Telephone				
(k) Utilities				
(l) Insurance	16			
(m) Taxes (real estate, etc.)				
(n) Interest				
(o) Depreciation				
(p) Other Expenses (specify each)				
(q) _____				
(r) _____				
(s) _____				
(t) Miscellaneous (unspecified)				
7. Total Expenses (add 6a through 6t)				
8. Net Pretax Profit (subtract 7 from 5)				
9. Tax on Profit				
10. Net Profit After Taxes (subtract 9 from 8)		\$ _____	\$ _____	\$ _____