



Padgett Reality Check

Sample Retail
6th Month Ended June 30, 20xx
123 Any Street, Any Town

*Date of Report and
Period of Comparison*

*Sample averages matched
to level of customer sales*

	Your Company	%	Industry Average	%
Income	\$101,532	100.0	\$101,532	100.0
Cost of Goods Sold	<u>50,476</u>	<u>49.7</u>	<u>51,822</u>	<u>51.0</u>
Gross Profits	51,056	50.3	49,710	49.0
Expenses				
Advertising	508	0.5	1,716	1.7
Depreciation	1,015	1.0	914	0.9
Insurance	3,452	3.4	1,289	1.3
Interest	1,218	1.2	1,350	1.3
Other Expenses	8,123	8.0	8,854	8.7
Outside Labor	2,640	2.6	2,457	2.4
Payroll	16,636	16.4	11,178	11.0
Rent	8,326	8.2	9,859	9.7
Repairs & Maintenance	610	0.6	660	0.7
Supplies	1,218	1.2	1,797	1.8
Taxes & Licenses	914	0.9	822	0.8
Utilities	<u>1,929</u>	<u>1.9</u>	<u>2,152</u>	<u>2.1</u>
Total Expenses	<u>46,589</u>	<u>45.9</u>	<u>43,048</u>	<u>42.4</u>
Income from Operations	<u>\$4,467</u>	<u>4.4</u>	<u>\$6,662</u>	<u>6.6</u>

Notes:

¥ Sample of 72 businesses

¥ Income Range of Samples:

¥ Average Annual Income:

All

\$247,158.00

Size of sample

Income Range of Samples

Average Sales of Sample