

PADGETT REALITY CHECK

Sample of 116 businesses, PIC# 5910 : General Retail-MISC

All income levels. Average Annual Income \$399,643

For the 10th Month

| | Your Company | % | Industry Average | % |
|------------------------|-------------------------|----------|-----------------------------|----------|
| Income | | | 333,035 | 100.0 |
| Cost of Goods Sold | <hr/> | | <hr/> 177,641 | 53.3 |
| Gross Profit | | | 155,394 | 46.7 |
| Expenses | | | | |
| Advertising | | | 6,361 | 1.9 |
| Depreciation | | | 3,497 | 1.1 |
| Insurance | | | 4,329 | 1.3 |
| Interest | | | 2,664 | 0.8 |
| Other Expenses | | | 42,662 | 12.8 |
| Outside Labor | | | 4,496 | 1.4 |
| Payroll | | | 36,168 | 10.9 |
| Rent | | | 13,255 | 4.0 |
| Repairs & Maintenance | | | 3,264 | 1.0 |
| Supplies | | | 3,230 | 1.0 |
| Taxes & Licenses | | | 1,565 | 0.5 |
| Utilities | | | 6,128 | 1.8 |
| Total Expenses | <hr/> | | <hr/> 127,619 | 38.3 |
| Income from Operations | <hr/> <hr/> | | <hr/> <hr/> 27,775 | 8.3 |