

# COSTEFF CONSULTING • THE SMALL BUSINESS OLYMPICS

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<b>Your Business - Management Team P&amp;L Report</b>					
Mgr Acctble	For Line Item	Dollars	+/-	% of SLS	Action
Ed	<b>Sales</b>	\$ 3,869,952	+	<b>100%</b>	
Ed	Food	\$ 1,426,340	+	<b>37%</b>	
Christina	Beverages	\$ 2,360,839	+	<b>61%</b>	
Christina	Other	\$ 82,773	+	<b>2%</b>	
John Doe	<b>Direct Expenses</b>	\$ 3,009,329	-	<b>78%</b>	
Allison	Materials/Food	\$ 2,811,390	-	<b>73%</b>	
Beth	Dir. Labor	\$ 197,939	-	<b>5%</b>	
Allison	Subs	\$ 32,000		<b>1%</b>	
Allison	Other Direct	\$ 12,000		<b>0%</b>	
Joan	<b>Gross Profit:</b>	\$ 860,623	=	<b>22%</b>	
Ed	<b>Marketing Expenses:</b>	\$ 49,000	-	<b>1%</b>	
Ed	Advertising	\$ 14,000		<b>0%</b>	
Ed	Other Marketing	\$ 35,000		<b>1%</b>	
Lucy	<b>Overhead Expenses</b>	\$ 290,000	-	<b>7%</b>	
Ed	Owners Salary/perks	\$ 75,000		<b>2%</b>	
Lucy	Office Labor	\$ 45,000		<b>1%</b>	
Lucy	Facilities	\$ 85,000		<b>2%</b>	
Lucy	Communication	\$ 12,000		<b>0%</b>	
Lucy	Financial	\$ 25,000		<b>1%</b>	
Lucy	Other OverHead	\$ 48,000		<b>1%</b>	
Ed	<b>Profit Goal</b>	\$ 464,394	-	<b>12%</b>	
THE TEAM	<b>Over/Under Goal</b>	<b>\$ 57,229</b>	<b>=</b>	<b>1%</b>	

### *The Fine Print*

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