

Sample Profit and Loss Statement for Self-Employed Homeowners

*Note: This is a sample template to be used as a guide for homeowners.
Depending on your business, you may be asked to provide additional information.*

Name of Company:

Dates: ___/___/___ through ___/___/___

Gross margin	%	%
Return on sales	%	%

Quarterly **OR** Year-to-date

Sales Revenue

Sales Revenue	\$	\$
Total Sales Revenue	\$	\$

Cost of Sales

Product/Service	\$	\$
Total Cost of Sales	\$	\$

Gross Profit	\$	\$
---------------------	----	----

Operating Expenses

Sales and Marketing

Advertising	\$	\$
Total Sales and Marketing Expenses	\$	\$

Research and Development

Technology licenses	\$	\$
Total Research and Development Expenses	\$	\$

General and Administrative

Officer wages and salaries	\$	\$
Employee wages and salaries	\$	\$
Supplies	\$	\$
Meals and entertainment	\$	\$
Rent	\$	\$
Telephone	\$	\$
Utilities	\$	\$
Depreciation	\$	\$
Insurance	\$	\$
Repairs and maintenance	\$	\$
Total General and Administrative Expenses	\$	\$

Total Operating Expenses	\$	\$
---------------------------------	----	----

Income from Operations	\$	\$
-------------------------------	----	----

Other Income	\$	\$
---------------------	----	----

Taxes

Income taxes	\$	\$
Payroll taxes	\$	\$
Real estate taxes	\$	\$
Other taxes (specify):	\$	\$
Other taxes (specify):	\$	\$
Total Taxes	\$	\$

Net Profit	\$	\$
-------------------	----	----

Instructions for Completing Sample Profit and Loss Statement for Self-Employed Homeowners

Sample Profit and Loss Statement for Self-Employed Homeowners

Note: This is a sample template to be used as a guide for homeowners. Depending on your business, you may be asked to provide additional information.

Name of Company: _____

Dates: ___/___/___ through ___/___/___

Gross margin	1		%
Return on sales	2		%

Quarterly OR Year-to-date

Sales Revenue			
Sales Revenue		\$	\$
Total Sales Revenue	3	\$	\$
Cost of Sales			
Product/Service		\$	\$
Total Cost of Sales		\$	\$
Gross Profit	4	\$	\$
Operating Expenses			
Sales and Marketing			
Advertising		\$	\$
Total Sales and Marketing Expenses		\$	\$
Research and Development			
Technology licenses		\$	\$
Total Research and Development Expenses		\$	\$
General and Administrative			
Officer wages and salaries		\$	\$
Employee wages and salaries		\$	\$
Supplies		\$	\$
Meals and entertainment		\$	\$
Rent		\$	\$
Telephone		\$	\$
Utilities		\$	\$
Depreciation		\$	\$
Insurance		\$	\$
Repairs and maintenance		\$	\$
Total General and Administrative Expenses		\$	\$
Total Operating Expenses	5	\$	\$
Income from Operations	6	\$	\$
Other Income	7	\$	\$
Taxes			
Income taxes		\$	\$
Payroll taxes		\$	\$
Real estate taxes		\$	\$
Other taxes (specify):		\$	\$
Other taxes (specify):		\$	\$
Total Taxes		\$	\$
Net Profit	8	\$	\$

The numbered sections correspond to the definitions below. Please note that the numbered order of the definitions is not necessarily the order in which the form should be completed.

In the columns, provide **either** your most recent Quarterly **or** Year-to-date numbers

1. Gross Margin = (Gross Profit) / (Total Sales Revenue)
2. Return on Sales = (Net Profit) / (Total Sales Revenue)
3. Total Sales Revenue = All Income from Sales or Services. All money collected from the work you have done.
4. Gross Profit = (Total Sales Revenue) - (Total Cost of Sales)
5. Total Operating Expenses = (Total Sales and Marketing Expenses) + (Total Research and Development Expenses) + (Total General and Administrative Expenses)
6. Income from Operations = (Gross Profit) - (Total Operating Expenses)
7. Examples of Other Income includes: bad debts recovered, interest, tax refunds and other miscellaneous business income
8. Net Profit = (Income from Operations) + (Other Income) - (Total Taxes)