

Best Ever Company
Income Statements and Statements of Shareholder's Equity
For the Year Ended December 31, 2011 and 2010

	2011			2010		
Sales Revenues			Ratios			Ratios
Sales		\$1,031,200	101%		\$909,800	101%
Less: Sales Returns & Allowances	(\$10,050)			(\$7,500)		
Less: Sales Discounts	<u>(2,500)</u>	<u>(12,550)</u>	-1.23%	<u>(1,000)</u>	<u>(8,500)</u>	-0.94%
Net Sales		1,018,650	100%		901,300	100%
Cost of Goods Sold (Cost of Sales)		<u>255,890</u>	25%		<u>288,250</u>	32%
Gross Profit		762,760	75%		613,050	68%
Operating Expenses						
Bank fees	500		0.05%	5,000		0.49%
Computer & Internet expense	5,600		0.55%	4,200		0.41%
Depreciation Expense	17,800		1.75%	8,400		0.82%
Insurance expense	6,700		0.66%	3,700		0.36%
Licenses & Permits	50		0.00%	50		0.00%
Miscellaneous Expense	375		0.04%	215		0.02%
Office Expense	7,100		0.70%	2,550		0.25%
Payroll Tax Expense	29,500		2.90%	26,800		2.63%
Postage & Delivery	90		0.01%	75		0.01%
Professional Fees	9,000		0.88%	6,000		0.59%
Rent Expense	25,000		2.45%	20,000		1.96%
Repairs & Maintenance	1,250		0.12%	500		0.05%
Telephone Expense	3,300		0.32%	2,500		0.25%
Travel Expense	1,700		0.17%	7,600		0.75%
Utilities Expense	3,250		0.32%	2,800		0.27%
Wages Expense	<u>369,150</u>	480,365	36.24%	<u>346,250</u>	436,640	33.99%
Other Revenues and Gains						
Interest Revenue	10		0.00%	6		0.00%
Vendor Fees	20		0.00%	0		0.00%
Gain on sale of equipment	<u>1,200</u>	1,230	0.12%	<u>0</u>	6	0.00%
Other Expenses and Losses						
Interest Expense	750		0.07%	900		0.09%
Casualty Loss	<u>0</u>	<u>750</u>	0.07%	<u>500</u>	<u>1,400</u>	0.14%
Net Income		\$282,875	27.77%		\$175,016	17.18%