

Operating Income Statement

Account Description	Amount
Gross Revenues	
Gross Sales	
Less: Sales Returns and Allowances	
Net Sales	
Cost of Goods Sold (COGS)	
Beginning Inventory	
Purchases	
Freight-In	
Less: Ending Inventory	
Total Cost of Goods Sold	
Gross Profit	
Operating Expenses	
Selling Expenses:	
Advertising and Marketing	
Sales Salaries and Commissions	
Travel and Entertainment	
General and Administrative Expenses:	
Office Salaries and Wages	
Rent and Lease	
Utilities	
Insurance	
Depreciation and Amortization	
Office Supplies and Postage	
Professional Fees (Legal & Accounting)	
Total Operating Expenses	
Operating Income (EBIT)	