

---

## Operating Income Statement

---

### REVENUE

---

Gross Sales / Revenue

Less: Sales Returns and Allowances

---

### Net Sales

### Cost of Goods Sold

Beginning Inventory

Add: Purchases / Cost of Labor

Less: Ending Inventory

---

### Total Cost of Goods Sold

---

### Gross Profit

### Operating Expenses

Selling Expenses:

    Sales Salaries & Commissions

    Advertising & Promotion

    Travel & Entertainment

General & Administrative Expenses:

    Office Salaries & Wages

    Rent & Lease Utilities

    Insurance & Taxes

    Depreciation & Amortization

    Office Supplies & Miscellaneous

---

### Total Operating Expenses

---

### Operating Income (EBIT)

---

---