

FISCAL YEAR OF:

# FORECAST OF OPERATING EXPENSES

EXPENSE	ACTUAL	ESTIMATE	DIFFERENCE
<b>PERSONNEL EXPENSES</b>			
- OFFICE			
- STORE			
- SALES PEOPLE			
- ALL OTHER			
<b>TOTAL</b>			
<b>OPERATING EXPENSES</b>			
- ADVERTISING			
- BAD DEBTS			
- CASH DISCOUNTS			
- DELIVERY			
- DEPRECIATION			
- DONATIONS			
- DUES AND SUBSCRIPTIONS			
- EMPLOYEE BENEFITS			
- INSURANCE			
- INTEREST			
- LEGAL AND AUDITING			
- MAINTENANCE AND REPAIRS			
- OFFICE SUPPLIES			
- OUTBOARD FREIGHT			
- POSTAGE			
- RENT			
- SALES EXPENSES			
- SHIPPING/STORAGE			
- TAXES			
- TELEPHONE			
- OTHER			
<b>TOTAL</b>			