|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Projected Income Statement** | | | | | | |
|  | Base Year | Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 | Full Year |
| Sales Revenue |  |  |  |  |  |  |
| Cost of Goods |  |  |  |  |  |  |
| Gross Profit |  |  |  |  |  |  |
| Sales, General and Administrative Expenses |  |  |  |  |  |  |
| New marketing expenses (not already included in SG&A, above) |  |  |  |  |  |  |
| New R&D expense (not already included in SG&A, above) |  |  |  |  |  |  |
| Operating  Income |  |  |  |  |  |  |

Operating income = Sales revenue – cost of goods – sales/general/administrative expenses