

Gross income		\$202,533.60	\$202,533.60
IAI Fee		\$6,000.00	
Cash expenses		\$103,463.67	\$109,463.67
ACCOUNTANT			\$1,000.00
BANK CHARGES	\$504.00		\$504.00
COMPUTER	\$1,544.37		\$1,544.37
E & O INS			\$2,000.00
ENTERTAINMENT	\$11,066.09		\$11,066.09
GEN LIABILITY INS			\$1,000.00
INTERNET	\$717.17		\$717.17
JOB SEARCH	\$782.88		\$782.88
LOCAL TRAVEL	\$3,736.44		\$3,736.44
MED INS	\$10,275.84		\$10,275.84
MEDICAL	\$1,540.36		\$1,540.36
MILEAGE	\$4,966.29		\$4,966.29
MISC	\$50.00		\$50.00
OFFICE SUPPLIES	\$2,466.54		\$2,466.54
PARKING & TOLLS	\$1,746.82		\$1,746.82
PD LODGING	\$15,591.20		\$15,591.20
PD MEALS	\$17,119.74		\$17,119.74
PHONE	\$2,707.80		\$2,707.80
POSTAGE	\$115.97		\$115.97
PROFESSIONAL FEE	\$4,500.00		\$4,500.00
PUBLICATIONS	\$196.38		\$196.38
RETIREMENT PLAN	\$8,752.89		\$8,752.89
TRAVEL	\$11,072.89		\$11,072.89
TUITION	\$3,100.00		\$3,100.00
UTILITIES	\$910.00		\$910.00
WORKMAN INS			\$2,000.00
Exclusions fee	A	\$5,637.17	
Health insurance			\$10,276.00
Payroll taxes		\$6,695.97	\$14,723.00
(based on \$87,529)			
Payroll taxes		\$6,695.97	
(employee withheld)			
federal income tax		\$13,000.00	\$17,274.00
State income tax		\$2,000.00	\$2,500.00
Cash at end		\$59,040.82	\$48,296.93
Net increase in net worth in %		22%	
Net increase in net worth in \$	B	\$162,504.49	\$128,630.93
Retention rate	C	80%	64%
A. The sum of the entertainment expense + the per diem meals X 20%			
B Reimbursed cash expenses + ending cash balance			
C Amount retained / amount invoiced			