

## P&L Trend Tracker

Step 1: ACTUALS • Step 2: Compare to LY • Step 3: Compare to PLAN

THIS MONTH	This Month ACTUAL		This Month LAST YEAR		This Month, PLAN	
	\$	% of Sales	\$	% of Sales	\$	% of Sales
Sales		100%		100%		100%
Cost of Goods Sold						
Gross Margin \$						
Selling Expenses						
Occupancy Expenses						
Administrative Expenses						
Taxes						
Depreciation						
Total Expenses						
Profit (Loss)						
YEAR TO DATE	YTD, ACTUAL		YTD, LAST YEAR		YTD, PLAN	
	\$	% of Sales	\$	% of Sales	\$	% of Sales
Sales		100%		100%		100%
Cost of Goods Sold						
Gross Margin \$						
Selling Expenses						
Occupancy Expenses						
Administrative Expenses						
Taxes						
Depreciation						
Total Expenses						
Profit (Loss)						