

Operating Expenses Forecast

Fiscal Year _____

	Actual	Estimate	Difference
Personnel Expenses			
Office			
Store			
Salespeople			
All Other			
Total			
Operating Expenses			
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:			
Total			