

# COMPARATIVE INCOME STATEMENT WITH PRODUCT GROUPING REPORT

---

This report shows a comparative income statement of 3 years plus the budget. It also shows forecast and volume information.

Gross Margins are calculated based per revenue account.

## What you'll find:

GL Chart of Accounts Setup.....	1
Sort Order of Results.....	1
Report Selection Criteria.....	2
Expected Data.....	3
Sample Results.....	4
Product Forecasts/Quantity Taken.....	5
Totals.....	7

## GL Chart of Accounts Setup

---

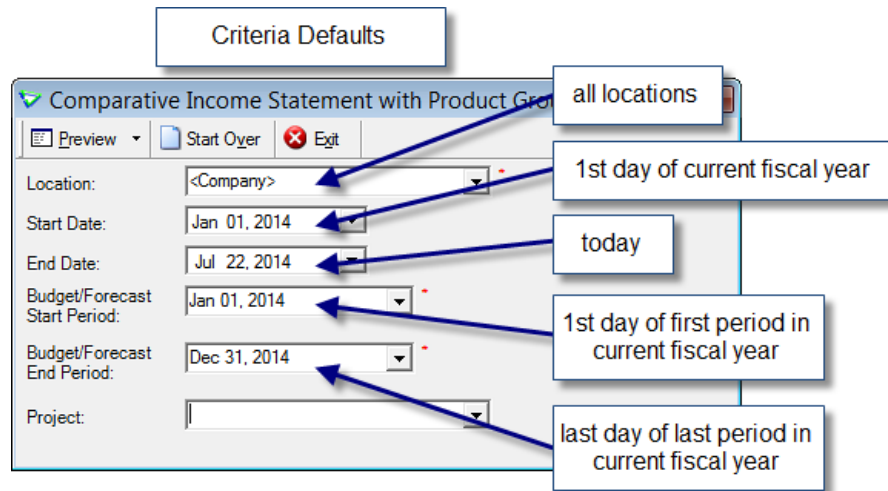
The results are grouped together on the report based on how the Chart of Accounts is set up.

## Sort Order of Results

---

By ascending GL account order (same as the normal income statement).

# Report Selection Criteria



<b>Criteria</b>	<b>Rules</b>	<b>Default Value</b>	<b>Required</b>
Location	<ul style="list-style-type: none"> <li>Allow selection of one region/division/location (but not a group)</li> <li>List is limited to those to which the user has permissions, if this report has been flagged to be sensitive to location security (in the location profile).</li> <li>Only full retail locations are shown here (ones that can carry their own postings)</li> <li>Consolidated is one of the choices, but only available if the user has permission to &lt;Company&gt;.</li> </ul>	<Company>	Yes
Start Date	<ul style="list-style-type: none"> <li>Start Date cannot be after the End Date.</li> <li>The 2 extra columns to show the GL amounts are for last year and 2 years ago and are also based on this Date Range (Start Date – 1 Year to End Date – 1 Year and Start Date – 2 Years to End Date – 2 Years)</li> </ul>	Start of Current Fiscal Year	Yes
End Date		Today	Yes
Budget/Forecast Start Period		1 <sup>st</sup> period of current Fiscal Year	Yes
Budget/Forecast End Period		Last period of current Fiscal Year	Yes
Project	<ul style="list-style-type: none"> <li>All projects are available to all users.</li> </ul>	Empty	No

## Expected Data

---

The general idea of the report is to show the revenue and COGS accounts grouped together to calculate individual Gross Margins.

This report shows lots of information at once:

- Amount of Revenue Accounts for 3 date ranges (Start Date - End Date, -1 Year, -2 Years)
- Amount of Related COGS Account
- Budget Amount
- Gross Margin is calculated
- Forecasted Units
- Quantity Taken (Loadout Tickets [billed or unbilled based on criteria] and AR Invoices)
- General Expenses

## Sample Results



### Agre Development Ltd. Comparative Income Statement Multiple Years with Product Groupings and Forecasts Company Wide

	Budget/Forecast Jan 1, 2014 to Dec 31, 2014	Actuals Jan 1, 2014 to Jul 17, 2014	Difference Budget vs. Actual	% of Budget	Actuals - 1Yr Jan 1, 2013 to Jul 17, 2013	Actuals - 2Yrs Jan 1, 2012 to Jul 17, 2012
<b>Fertilizer Sales</b>						
<b>Sales Dry</b>						
Revenue	\$ 220,000	\$ 221,900	\$ 1,900	100.9%	\$ 4,676,406	\$ 387,144
Cost of Goods Sold	\$ 200,000	\$ (197,133)	\$ (397,133)	-98.6%	\$ 3,937,040	\$ (232,311)
Gross Margin	\$ 20,000	\$ 419,033	\$ 399,033	2095.2%	\$ 739,366	\$ 619,455
Gross Margin %	9.1%	188.8%			15.81%	160.01%
Units (Metric Tonne)	1,100	56	(1,044)	5.1%	965	26
Margin per Unit	\$ 18.18	\$ 7,468.72			\$ 766.17	\$ 23,747.45
<b>Sales Liquid</b>						
Revenue	\$ 3,000	\$ 2,507	\$ (493)	83.6%	\$ 5,933	\$ 4,724
Cost of Goods Sold	\$ 0	\$ (108,051)	\$ (108,051)		\$ 8,829	\$ (162,201)
Gross Margin	\$ 3,000	\$ 110,558	\$ 107,558	3685.3%	\$ (2,896)	\$ 166,925
Gross Margin %	100.0%	4409.8%			-48.82%	3533.43%
Fertilizer Sales	\$ 223,000	\$ 224,407	\$ 1,407	100.6%	\$ 4,682,339	\$ 391,868
Cost of Goods Sold	\$ 200,000	\$ (305,185)	\$ (505,185)	-152.6%	\$ 3,945,869	\$ (394,512)
Gross Margin	\$ 23,000	\$ 529,592	\$ 505,185	2302.6%	\$ 736,470	\$ 786,379
Gross Margin %	10.3%	236.0%			15.73%	200.67%
Forecast Units	1,100	56	(1,044)	5.1%	965	26
Margin per Unit	\$ 20.91	\$ 9,439.28			\$ 763.16	\$ 30,146.69

- All revenue accounts are listed and sorted by the account number. If the revenue account has a header or a subtotal the report also groups the revenue account by header/subtotal.
- The subtotal accounts and header accounts aid in putting multiple revenue accounts together including the margin calculations and percentages. For example if there are some additional revenue or expense accounts that you would like included in a total margin calculation, order those accounts accordingly so that they fall into the subtotal or total grouping of the revenue account(s).
- Based on the products (this is the only link between revenue and COGS account) the report gathers the COGS accounts that are associated (there can be multiple).

If a COGS account is associated to more than one revenue account a warning is displayed. The value of a COGS account can only be associated to only ONE revenue account to avoid doubling up, therefore the gross margin is likely incorrect.

Sales Feed	<i>Forecasts for this Revenue Account have multiple unit types. The most used one is shown here.</i>				
Revenue	\$ 0	\$ 0	\$ 0	\$ 642	\$ 16
Cost of Goods Sold	\$ 0	\$ (95)	\$ (95)	\$ 828	\$ 75
Gross Margin	\$ 0	\$ 95	\$ 95	\$ (186)	\$ (59)
Gross Margin %				-28.97%	-368.75%

- The gross margin is calculated in \$ and % between the revenue account and the COGS account.

## Product Forecasts/Quantity Taken

By default the report only shows quantity taken if the product has been forecasted. A criteria option ‘Only include forecasted units?’ allows to also include products even if they *haven't* been forecasted. This helps if forecasts don't exist, but can skew the comparison between actual units and forecasted units.

- If there is a forecast for the products, the information shows beneath the Gross Margin %.
- If there is no forecast, the report suppresses the units and the quantity taken.
- Only 1 unit type of forecast per Revenue group can be recorded. The report displays the units with the largest forecast; if there is more than one unit type a warning displays on the report.

	Budget/Forecast Jan 1, 2014 to Dec 31, 2014	Actuals Jan 1, 2014 to Jul 17, 2014	Difference Budget vs. Actual	% of Budget	Actuals - 1Yr Jan 1, 2013 to Jul 17, 2013	Actuals - 2Yrs Jan 1, 2012 to Jul 17, 2012
<b>Product Sales</b>						
<i>Forecasts for this Revenue Account have multiple unit types. The most used one is shown here.</i>						
Sales Chemicals						
Revenue	\$ 650	\$ 1,247,663	\$ 1,247,013	191948.1%	\$ 56,582	\$ 47,937
Cost of Goods Sold	\$ 0	\$ 509,142	\$ 509,142		\$ 7,762	\$ 6,682
Gross Margin	\$ 650	\$ 738,521	\$ 737,871	113618.6%	\$ 48,820	\$ 41,255
Gross Margin %	100.0%	59.2%			86.28%	86.06%
Units (Jug)	2,836	5,610	2,774	197.8%	442	42
Margin per Unit	\$ 0.23	\$ 131.63			\$ 110.49	\$ 982.26

- Quantities taken (Invoices and Loadout Tickets) are converted to the forecast unit (main unit type) and only products that were forecasted in the common type will have their quantities counted.
  - Products must have a forecast quantity in order to have quantity taken counted. The logic here is that you want to see how your forecasts are doing.
  - If there is no forecast for certain products, you wouldn't want those quantities skewing the results for products that were forecast.
- The location of the quantity taken will be the original work order location (if different than the actual location the product was taken from). Note that this can be problematic as far as matching revenues to quantity taken (margin per unit).
- Note that if a project is selected, no forecast quantities or product quantities will show on the report (it doesn't forecast per project). The gross margins and percentages will show but no product quantities will show when selecting a project.
- The report *will mix apples and oranges* (like jugs and pails) for forecast units when using subtotal and/or heading groupings. This could be helpful in some circumstances and should be obvious when it is a case of apples and oranges and can be ignored by the user.

---

**Note**

Currently bill and hold units that have not shipped are not included in the quantity taken (even though they technically should be since the sales have already happened). This can be changed if the retailer decides to use Bill & Hold.

---

## Totals

The report shows a total of all accounts:



### Agre Development Ltd. Comparative Income Statement Multiple Years with Product Groupings and Forecasts Company Wide

	Budget/Forecast Jan 1, 2014 to Dec 31, 2014	Actuals Jan 1, 2014 to Jul 17, 2014	Difference Budget vs. Actual	% of Budget	Actuals - 1Yr Jan 1, 2013 to Jul 17, 2013	Actuals - 2Yrs Jan 1, 2012 to Jul 17, 2012
Total Product Sales	\$ 223,650	\$ 1,541,051	\$ 1,317,401	689.0%	\$ 4,774,402	\$ 576,064
Other Income	\$ 0	\$ 0	\$ 0		\$ 564	\$ 220
<b>Total Sales Revenue</b>	\$ 223,650	\$ 1,541,051	\$ 1,317,401	689.0%	\$ 4,774,965	\$ 576,284
<b>Cost of Goods Sold</b>	\$ 200,000	\$ 197,300	\$ (2,700)	98.6%	\$ 4,180,165	\$ (387,929)
<b>Contribution Margin</b>	\$ 23,650	\$ 1,343,751	\$ 1,320,101	5681.8%	\$ 594,800	\$ 964,213
<b>Gross Margin %</b>	10.6%	87.2%			12.46%	167.32%
<b>General and Administrative Expenses</b>	\$ 0	\$ 193,205	\$ 193,205		\$ 1,206,400	\$ 1,231,993
<b>Net Income (Loss)</b>	\$ 23,650	\$ 1,150,546	\$ 1,126,896	4864.9%	\$ (611,601)	\$ (267,780)

- These numbers match the numbers from a regular income statement.
- The ‘catch all’ *General and Administrative Expenses* row is actually broken into two parts behind the scenes.
  - Any expense accounts not already accounted for as COGS in the report are summed up into one expense row.
  - Any unallocated COGS accounts (COGS accounts that actually aren’t linked to any products that are linked to revenue accounts) will have their totals included in the COGS totals at the end of the report.

- This way the contribution margin shows more accurately (and should match with the regular income statement).

---

**Note:** If you have any questions or require further assistance with **Comparative Income Statement with Product Grouping report**, please contact your CSC at [support@tronia.com](mailto:support@tronia.com).

---