



---

Cambium Indigenous  
Professional Services

**Comprehensive Income Statement Example**



The following comprehensive income statement example will help you visualize how an income statement should flow. Every business will have the same income statement fundamentals but the sections and numbers may vary. Depending on your business or organization, your income statement may have different income, cost of goods or expense line items.

However, the fundamentals are the same for most income statements.

On the next page is a comprehensive income statement example that uses a fictional landscaping company called "Green Machine Landscaping". It uses a 3 year projected income statement for the business as well as providing a break even analysis.

Please use this comprehensive income statement example as a resource or template but please don't resell or market this example as your own.

The example income statement has been developed by Cambium Indigenous Professional Services (CIPS), Canada's leading Indigenous advisory consultants. If you or your organization needs a professionally designed business plan or a comprehensive financial evaluation / analysis Cambium Indigenous Professional Services may help.

Please contact Cambium Indigenous Professional Services at:

<https://www.indigenousservices.com/>

1109 Mississauga Street  
Curve Lake First Nation, Ontario  
K0L 1R0  
(705) 657-1126  
Email: [spirit@indigenousservices.com](mailto:spirit@indigenousservices.com)

## Green Machine Landscaping

### 3 Year Projected Income Statements

	Year 1	Year 2	Year 3
<b>Revenues</b>			
Landscaping Services	\$41,675	\$45,843	\$50,427
Landscaping Projects	<u>\$166,700</u>	<u>\$183,370</u>	<u>\$201,707</u>
<b>Total Revenues</b>	<b>\$208,375</b>	<b>\$229,213</b>	<b>\$252,134</b>
<b>Cost of Goods Sold</b>			
Labour, Materials - Landscaping Services	\$10,419	\$6,876	\$7,564
Rental Equipment	\$10,419	\$11,461	\$12,607
Labour, Materials - Landscaping Jobs	<u>\$75,015</u>	<u>\$82,517</u>	<u>\$90,768</u>
<b>Total Costs of Goods Sold</b>	<b><u>\$95,853</u></b>	<b><u>\$100,854</u></b>	<b><u>\$110,939</u></b>
<b>Gross Margin</b>	<b>\$112,523</b>	<b>\$128,359</b>	<b>\$141,195</b>
<b>Selling &amp; Admin. Expenses</b>			
Marketing and Promotion Expenses	\$21,925	\$24,118	\$26,529
Communications	\$4,200	\$4,620	\$5,082
Repairs and Maintenance	\$2,400	\$5,000	\$8,000
Insurance	\$5,000	\$5,000	\$5,000
Office Supplies	\$1,200	\$1,400	\$1,600
Fuel Costs	\$7,200	\$7,920	\$8,712
Bank Charges and Interest	\$1,500	\$1,650	\$1,815
Loan Interest	\$4,749	\$4,173	\$3,549
Professional Fees	\$5,000	\$2,500	\$2,500
Depreciation	<u>\$15,114</u>	<u>\$15,114</u>	<u>\$15,114</u>
<b>Total Selling &amp; Admin. Expenses</b>	<b>\$68,288</b>	<b>\$71,494</b>	<b>\$77,901</b>
Net Profit (Loss) from Operations	\$44,235	\$56,865	\$63,294
Add: Contributions for Operations	\$15,555	\$0	\$0
<b>Net Profit (Loss) from Operations</b>	<b><u>\$59,790</u></b>	<b><u>\$56,865</u></b>	<b><u>\$63,294</u></b>
<b>Break Even Analysis</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Total Variable Costs	\$105,453	\$113,774	\$127,651
Total Fixed Costs	\$65,628	\$66,091	\$69,330
Variable Cost Percentage	0.51	0.50	0.51
Contribution Margin	0.49	0.50	0.49
<b>Break Even Point in Sales</b>	<b>132,870</b>	<b>131,228</b>	<b>140,424</b>
<b>Break Even Sales Cushion</b>	<b>75,505</b>	<b>97,984</b>	<b>111,710</b>



This comprehensive income statement example will help you visualize how to components of an income statement are supposed to flow. Please feel free to use this example as a resource or template. Cambium Indigenous Professional Services (CIPS) is Canada's leading Indigenous advisory consultants. CIPS is led by experienced, Indigenous consultants serving projects that include traditional and western science approaches to the betterment of Indigenous Canadians.

CIPS provides both Indigenous and non-Indigenous clients with professional and technical consulting services in the following areas:

- Environmental Services
- Duty to Consult
- Indigenous Engagement
- First Nation and Treaty Lands
- Community Energy Planning Services
- First Nation Organizational Services
- Climate Chang Adaptation Services
- Housing and Infrastructure
- Food Security and Sustainability Services

If you or your community needs assistance developing a professional business plan, strategic plan or community development plan, please contact Cambium Indigenous Professional Services at:

<https://www.indigenousaware.com/>

1109 Mississauga Street  
Curve Lake First Nation, Ontario  
K0L 1R0  
(705) 657-1126  
Email: [spirit@indigenousaware.com](mailto:spirit@indigenousaware.com)