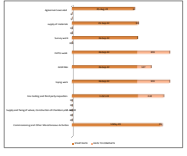


Category	Item	Value
Financial	Revenue	1000
	Expenses	800
Operational	Production	500
	Maintenance	300
Human Resources	Salaries	600
	Benefits	200
Marketing	Advertising	150
	Promotions	100
R&D	Development	400
	Testing	200
Logistics	Shipping	300
	Warehousing	200
Legal	Compliance	100
	Litigation	50
IT	Hardware	200
	Software	150
Miscellaneous	Travel	100
	Office Supplies	50



Period	Q1	Q2	Q3	Q4	YTD	Target	Variance
Revenue	250	280	300	370	1200	1200	0
Expenses	200	220	250	330	1000	1000	0
Production	120	130	140	150	540	540	0
Maintenance	70	75	80	75	300	300	0
Salaries	150	150	150	150	600	600	0
Benefits	50	50	50	50	200	200	0
Advertising	40	40	40	30	150	150	0
Promotions	25	25	25	25	100	100	0
Development	100	100	100	100	400	400	0
Testing	50	50	50	50	200	200	0
Shipping	75	75	75	75	300	300	0
Warehousing	50	50	50	50	200	200	0
Compliance	25	25	25	25	100	100	0
Litigation	12.5	12.5	12.5	12.5	50	50	0
Hardware	50	50	50	50	200	200	0
Software	37.5	37.5	37.5	37.5	150	150	0
Travel	25	25	25	25	100	100	0
Office Supplies	12.5	12.5	12.5	12.5	50	50	0