

LANDSCAPING

Profit/Loss Statement

WHAT A PROFIT LOSS STATEMENT IS USED FOR:

A Profit and Loss (P&L) Statement is essential for a clear overview of your landscaping business's financial performance over a specific period. It helps you track revenues, costs, and expenses to determine your business's profitability.



EVERY PROFIT LOSS STATEMENT SHOULD INCLUDE:

REVENUE DETAILS

Breakdown of income sources to identify profitable services

COST OF GOODS SOLD (COGS)

Direct costs related to services

OPERATING EXPENSES

Essential day-to-day expenses of running the business

DOWNLOAD THE TEMPLATE

This template simplifies the financial reporting process so business owners can gain unparalleled insights into their finances, empowering them to focus more on making strategic decisions to grow their business and less on managing numbers.

Business Name:	
Preparer Name:	

Fiscal Year	Quarter	Reporting Period Start	Reporting Period End

TIPS FOR COLLECTING FINANCIAL DATA

- **Keep Consistent Records:** Regularly update financial records to avoid backlogs and discrepancies.
- **Categorize Transactions Properly:** Assign every income and expense to appropriate categories.
- **Save Receipts and Invoices:** Keep all physical and digital copies of receipts and invoices to verify P&L transactions.
- **Reconcile Accounts Regularly:** Compare internal financial records with bank statements and correct errors early.

These tips can enhance the accuracy of your financial reporting for more effective financial management.

INCOME

Identify Revenue Sources: List each income-generating service, such as general landscaping, design services, maintenance contracts, etc.

Provide Descriptions: Briefly describe each service for accurate financial categorization.

Enter Amounts: Input the total income received from each service during the reporting period.

Include Discounts: Revenue amounts should include any discounts provided to customers.

Calculate Total Revenue: Sum up all the amounts to get the total revenue for the period.

Revenue Source	Description	Amount (\$)
Landscaping	Income from lawn care, maintenance, planting, etc.	[Enter Amount]
		[Enter Amount]
Design	Landscaping design and consultation services.	[Enter Amount]
		[Enter Amount]
Installation	Income from installing sod, irrigation, hardscaping, etc.	[Enter Amount]
		[Enter Amount]
Additional	Snow removal, seasonal cleanup, lighting installation, etc.	[Enter Amount]
		[Enter Amount]
Total Revenue	Sum of all revenue sources	[Enter Amount]

OTHER INCOME

Revenue Source	Description	Amount (\$)
Miscellaneous Income	Income from sources undefined as other revenue sources	[Enter Amount]

COST OF GOODS SOLD

Identify Cost Categories: Break down the direct costs by materials, labor, equipment, etc, to pinpoint where most expenses are incurred.

Provide Descriptions: Clear descriptions ensure expenses are correctly accounted for and understood.

Enter Amounts: Record the cost incurred in each category during the statement period.

Calculate Total COGS: Sum the entries to determine the total direct costs of provided services.

Cost Category	Description	Amount (\$)
Materials	Cost of plants, sod, mulch, fertilizer, etc.	[Enter Amount]
		[Enter Amount]
Direct Labor	Wages for field workers involved directly with service delivery	[Enter Amount]
		[Enter Amount]
Equipment Usage	Cost of using lawn mowers, edgers, blowers, work trucks, etc.	[Enter Amount]
		[Enter Amount]
Subcontractor Fees	Payments to subcontractors for specialized services	[Enter Amount]
		[Enter Amount]
Total COGS	Sum of all direct costs	[Enter Amount]

OPERATING EXPENSES

Identify Categories: List each type of operational expense.

Provide Descriptions: Detail each expense category for clarity and to help in financial planning.

Enter Amounts: Input the total expenses incurred for each category during the reporting period.

Calculate Total Expenses: Sum the entries to get the total operating expenses.

Expense Category	Description	Amount (\$)
Administrative Costs	Office administration expenses, such as office supplies, software, etc.	[Enter Amount]
		[Enter Amount]
Salaries and Wages	Labor costs for office staff and managers	[Enter Amount]
		[Enter Amount]
Benefits	Cost of employee benefits	[Enter Amount]
		[Enter Amount]
Marketing and Advertising	Costs from promotional materials, ads, digital marketing campaigns, etc.	[Enter Amount]
		[Enter Amount]
Rent/Lease Costs	Monthly rent payments for business properties	[Enter Amount]
		[Enter Amount]
Utilities	Monthly payments for electricity, water, internet, etc for business properties	[Enter Amount]
		[Enter Amount]

Expense Category	Description	Amount (\$)
Insurance	Insurance payments for business insurance, including liability and property	[Enter Amount]
		[Enter Amount]
Maintenance and Repairs	Costs for maintaining and repairing equipment and vehicles	[Enter Amount]
		[Enter Amount]
Depreciation	Depreciation of assets, including technology, equipment, vehicles, etc.	[Enter Amount]
		[Enter Amount]
Total COGS	Sum of all direct costs	[Enter Amount]

CALCULATING PROFIT AND LOSS

- 1. Input Total Revenue:** Pull the total revenue figure from the Revenue Table.
- 2. Input Total COGS:** Enter the total from the COGS Table.
- 3. Calculate Gross Profit:** Subtract the Total COGS from the Total Revenue. This figure is the profit made from the core business activities before operational expenses are deducted.
- 4. Input Total Operating Expenses:** Add the total from the Operating Expenses Table.
- 5. Input Interest Expense/Income:** If your business has loans or investments, enter the interest expenses incurred and income earned.
- 6. Calculate Earnings Before Taxes (EBT):** Operating income adjusted for any non-operational financial gains or losses.
- 7. Estimate Taxes:** Apply the applicable tax rate to your EBT to estimate the taxes due.
- 8. Calculate Net Profit or Loss:** Subtract the Total Operating Expenses from the Gross Profit to determine the Net Profit or Loss. This is your business's bottom line, showing how much profit remains after all costs have been accounted for.

Description	Amount (\$)
Total Revenue	[Total from Revenue Table]
Total COGS	[Total from COGS Table]
Gross Profit	[Total Revenue - Total COGS]
Total Operating Expenses	[Total from Operating Expenses Table]
Operating Income	[Gross Profit - Total Operating Expenses]
Interest Expense	[Enter Amount]
Interest Income	[Enter Amount]
Earnings Before Taxes (EBT)	[Operating Income + Interest Income - Interest Expense]
Taxes	[Calculate by Applicable Rates]
Net Profit or Loss	[EBT - Taxes]

COMPARATIVE ANALYSIS TABLE

Enter Financial Metrics: Enter the relevant amounts for each metric in the columns for the current and previous periods.

Calculate the Percentage Change: Determine the percentage change for each metric with the formula:

$$\frac{(\text{Current Period} - \text{Previous Period})}{\text{Previous Period}} \times 100$$

Analyze the Data: Significant changes reveal where your business has improved or may face challenges.

Financial Metric	Current Period	Previous Period	Change %
Total Revenue	[Enter Amount]	[Enter Amount]	[Calculated %]
Total COGS	[Enter Amount]	[Enter Amount]	[Calculated %]
Gross Profit	[Enter Amount]	[Enter Amount]	[Calculated %]
Total Operating Expenses	[Enter Amount]	[Enter Amount]	[Calculated %]
Net Profit or Loss	[Enter Amount]	[Enter Amount]	[Calculated %]
EBITDA	[Enter Amount]	[Enter Amount]	[Calculated %]

Don't let your financial strategy become stagnant. Regular updates and proactive management of your Profit and Loss Statement can turn it from a static document into a cornerstone of your business strategy.

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