

Worksheet 5: Monthly P&L; Summary

New Jersey's top income tax rate of 10.75% is one of the highest in the country. Budget conservatively at the top rate as income grows — consult a NJ CPA about the BAIT election.

Month / Year: _____

REVENUE

Revenue Category	# of Runs	\$ Amount
Pharma corridor runs (J&J, Merck, Pfizer, BMS, Novartis)		
Northern NJ healthcare / Hackensack / RWJBarnabas runs		
Newark / Jersey City corporate / port runs		
Princeton / Trenton corridor runs		
NYC metro corridor runs (Lincoln Tunnel area)		
South NJ / Philadelphia corridor runs		
Other revenue		
TOTAL REVENUE		

EXPENSES

Expense Category	Budget	Actual
Commercial auto insurance		
General liability + cargo insurance		
Fuel		
E-ZPass NJ tolls		
Vehicle maintenance / winter prep		
Temperature logging (pharma clients)		
New Jersey LLC annual report (\$75 ÷ 12)	\$6.25	
City business license (÷ 12)		
Phone / software / supplies		
Other		
TOTAL EXPENSES		

PROFIT & TAX RESERVE

NET PROFIT (Revenue – Expenses)		
New Jersey income tax reserve (up to 10.75%)	$\times 0.1075$ (conservative — consult NJ CPA re: BAIT)	
Federal income tax reserve (22-24%)	$\times 0.22$	
Self-employment tax reserve (15.3%)	$\times 0.153$	
TOTAL TAX RESERVE (transfer to savings)		
TAKE-HOME PAY		

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