BASIN
BUSINESS
ADVISORS

		Jan.	Feb.	Mar	Apr	May	Jun	Jul	Aug	Sep
	Sales Income (Revenue Centres)									
4010	**Sales**	$ 127,600	$ 114,200	$ 98,600	$ 86,500	$ 87,900	$ 78,600	$ 76,400	$ 68,600	$ 92,300
	Total Sales	**$ 127,600**	**$ 114,200**	**$ 98,600**	**$ 86,500**	**$ 87,900**	**$ 78,600**	**$ 76,400**	**$ 68,600**	**$ 92,300**
	Cost of Goods (Direct Expenses)									
5110	Wholesale/Product Costs	$ 62,550	$ 51,000	$ 23,100	$ 18,250	$ 9,600	$ 13,250	$ 30,550	$ 68,500	$ 86,400
5120	Freight, Shipping & Truck Mileage	$ 7,215	$ 2,220	$ 4,440	$ 2,775	$ 2,220	$ 2,775	$ 3,885	$ 5,550	$ 5,330
5140	Starter Kits & Parts/Materials	$ 9,630	$ 10,300	$ 6,400	$ 5,280	$ 7,740	$ 5,300	$ 3,250	$ 7,550	$ 12,600
5160	Subcontractors (Electricians)	$ 6,305	$ 1,940	$ 3,880	$ 1,425	$ 2,840	$ 3,395	$ 2,525	$ 4,850	$ 2,910
	Total Cost of Goods	$ 85,700	$ 65,460	$ 37,820	$ 27,730	$ 22,400	$ 24,720	$ 40,210	$ 86,450	$ 107,240
	Gross Profit	**$41,900**	**$48,740**	**$60,780**	**$58,770**	**$65,500**	**$53,880**	**$36,190**	**-$17,850**	**-$14,940**
	Gross Margin	**32.84%**	**42.68%**	**61.64%**	**67.94%**	**74.52%**	**68.55%**	**47.37%**	**-26.02%**	**-16.19%**
	Expenses (Fixed Costs)									
6110	Rent	$ 3,667	$ 3,667	$ 3,667	$ 3,667	$ 3,667	$ 3,667	$ 3,667	$ 3,667	$ 3,667
6120	Storage & Warehousing	$ 910	$ 280	$ 560	$ 350	$ 280	$ 350	$ 490	$ 700	$ 420
6130	Marketing	$ 120	$ 160	$ 230	$ 270	$ 290	$ 350	$ 470	$ 750	$ 1,100
6140	Insurance	$ 1,083	$ 1,083	$ 1,083	$ 1,083	$ 1,083	$ 1,083	$ 1,083	$ 1,083	$ 1,083
6150	Utilities	$ 1,250	$ 1,150	$ 1,150	$ 850	$ 700	$ 1,050	$ 1,300	$ 1,350	$ 1,000
6160	Accounting	$ 1,200	$ 800	$ 900	$ 1,100	$ 500	$ 1,500	$ 1,000	$ 1,000	$ 700
6170	Credit Card Processing Fees	$ 2,470	$ 760	$ 1,520	$ 950	$ 760	$ 950	$ 1,330	$ 1,900	$ 1,140
6180	Phones	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250
6190	Internet	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250	$ 250
6200	Wages (Retail, Technicians, Sales)	$ 8,100	$ 7,300	$ 7,900	$ 16,800	$ 7,200	$ 8,100	$ 8,800	$ 7,200	$ 8,100
6210	Sales Commissions:	$ 1,300	$ 400	$ 800	$ 900	$ -	$ 500	$ 700	$ 200	$ 1,400
6220	Owner Salary	$ 4,167	$ 4,167	$ 4,167	$ 4,167	$ 4,167	$ 4,167	$ 4,167	$ 4,167	$ 4,167

6230	Payroll & Benefits	$ 872	$ 763	$ 827	$ 1,406	$ 731	$ 821	$ 879	$ 744	$ 879
6240	Vehicles - Payments	$ 2,250	$ 2,250	$ 2,250	$ 2,250	$ 2,250	$ 2,250	$ 2,250	$ 2,250	$ 2,250
6250	Vehicles - Insurance	$ 400	$ 400	$ 400	$ 400	$ 400	$ 400	$ 400	$ 400	$ 400
6260	Vehicles - Repairs and Maintenance	$ -	$ 350	$ 1,200	$ 750	$ -	$ 600	$ -	$ -	$ 2,800
6270	Fuel	$ 2,210	$ 680	$ 1,360	$ 850	$ 680	$ 850	$ 1,190	$ 1,700	$ 1,020
6280	Administration/Office	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250
6290	Medical	$ 667	$ 667	$ 667	$ 667	$ 667	$ 667	$ 667	$ 667	$ 667
6300	Training (First Aid, Water Care)	$ -	$ -	$ 1,700	$ -	$ -	$ 2,800	$ -	$ -	$ 2,500
	Total Expenses (Fixed Costs)	$ 32,416	$ 26,627	$ 32,131	$ 38,210	$ 25,125	$ 31,855	$ 30,142	$ 29,527	$ 35,042
	Other Expenses									
6310	Depreciation	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250	$ 1,250
6320	Taxes	$ 2,500	$ 2,500	$ 2,500	$ 2,500	$ 2,500	$ 2,500	$ 2,500	$ 2,500	$ 2,500
6330	Interest Expense	$ 1,000	$ 1,000	$ 1,000	$ 1,000	$ 1,000	$ 1,000	$ 1,000	$ 1,000	$ 1,000
	Total Other Expenses	$ 4,750	$ 4,750	$ 4,750	$ 4,750	$ 4,750	$ 4,750	$ 4,750	$ 4,750	$ 4,750
	TOTAL EXPENSES	**$ 37,166**	**$ 31,377**	**$ 36,881**	**$ 42,960**	**$ 29,875**	**$ 36,605**	**$ 34,892**	**$ 34,277**	**$ 39,792**
	NET PROFIT	**$4,734**	**$17,363**	**$23,899**	**$15,810**	**$35,625**	**$17,275**	**$1,298**	**-$52,127**	**-$54,732**
	PROFIT MARGIN	**3.71%**	**15.20%**	**24.24%**	**18.28%**	**40.53%**	**21.98%**	**1.70%**	**-75.99%**	**-59.30%**

Disclaimer: The data presented in this spreadsheet is for demonstration purposes only. The business and all related information are

Oct	Nov	Dec	TOTAL (YTD) Current Year
$ 135,200	$ 127,600	$ 116,500	**$ 1,210,000**
$ 135,200	**$ 127,600**	**$ 116,500**	**$ 1,210,000**
$ 23,400	$ 48,500	$ 39,700	**$ 474,800**
$ 7,435	$ 8,880	$ 2,775	**$ 55,500**
$ 10,670	$ 8,200	$ 9,750	**$ 96,670**
$ 8,245	$ 7,760	$ 2,425	**$ 48,500**
$ 49,750	$ 73,340	$ 54,650	**$ 675,470**
$85,450	**$54,260**	**$61,850**	**$534,530**
63.20%	**42.52%**	**53.09%**	**44.18%**
$ 3,667	$ 3,667	$ 3,667	**$ 44,004**
$ 1,190	$ 1,120	$ 350	**$ 7,000**
$ 3,100	$ 2,130	$ 2,030	**$ 11,000**
$ 1,083	$ 1,083	$ 1,083	**$ 13,000**
$ 900	$ 1,100	$ 1,200	**$ 13,000**
$ 1,300	$ 1,100	$ 900	**$ 12,000**
$ 3,230	$ 3,040	$ 950	**$ 19,000**
$ 250	$ 250	$ 250	**$ 3,000**
$ 250	$ 250	$ 250	**$ 3,000**
$ 20,300	$ 12,600	$ 7,600	**$ 120,000**
$ 1,700	$ 1,600	$ 500	**$ 10,000**
$ 4,167	$ 4,167	$ 4,167	**$ 50,000**

Gross Profit formula is:

(Total Sales - Total Cost of Goods Sold)

Gross Margin formula is:

(Gross Profit / Total Revenue) * 100

$ 1,683	$ 1,181	$ 789	**$ 18,004**
$ 2,250	$ 2,250	$ 2,250	**$ 27,000**
$ 400	$ 400	$ 400	**$ 4,800**
$ -	$ 300	$ -	**$ 6,000**
$ 2,890	$ 2,720	$ 850	**$ 17,000**
$ 1,250	$ 1,250	$ 1,250	**$ 15,000**
$ 667	$ 667	$ 667	**$ 8,000**
$ -	$ -	$ -	**$ 7,000**
$ 50,276	$ 40,875	$ 29,152	**$ 407,808**

$ 1,250	$ 1,250	$ 1,250	**$ 15,000**
$ 2,500	$ 2,500	$ 2,500	**$ 30,000**
$ 1,000	$ 1,000	$ 1,000	**$ 12,000**
$ 4,750	$ 4,750	$ 4,750	**$ 57,000**
$ 55,026	**$ 45,625**	**$ 33,902**	**$ 464,808**
$30,424	**$8,635**	**$27,948**	**$69,722**
22.50%	**6.77%**	**23.99%**	**5.76%**

entirely fictional.

Net Profit formula is:
(Gross Profit - Total Expenses)

Net Profit Margin Percentage formula is:
(Net Profit / Total Sales)* 100