

Projected Profit and Loss Statement for Typical Poulos Poultry Shop													
	January	February	March	April	May	June	July	August	September	October	November	December	Total
Revenue:													
Gross Sales	\$45,000	\$45,000	\$55,000	\$55,000	\$60,000	\$60,000	\$60,000	\$60,000	\$65,000	\$60,000	\$65,000	\$65,000	\$695,000
Less: Sales Returns and Allowances	1,000	1,125	1,188	1,250	1,375	1,375	1,438	1,500	1,688	1,625	2,125	2,250	\$17,938
Net Sales	\$44,000	\$43,875	\$53,813	\$53,750	\$58,625	\$58,625	\$58,563	\$58,500	\$63,313	\$58,375	\$62,875	\$62,750	\$677,063
Cost of Goods Sold:													
Materials	9,000	9,000	11,000	11,000	12,000	12,000	12,000	12,000	13,000	12,000	13,000	13,000	\$139,000
Labor	3,375	3,375	4,125	4,125	4,500	4,500	4,500	4,500	4,875	4,500	4,875	4,875	\$52,125
Other Direct Expenses	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	\$18,000
Indirect Expenses	800	2,250	2,375	2,500	2,750	2,750	2,875	3,000	3,000	3,000	3,000	3,000	\$31,300
Cost of Goods Sold	\$14,675	\$16,125	\$19,000	\$19,125	\$20,750	\$20,750	\$20,875	\$21,000	\$22,375	\$21,000	\$22,375	\$22,375	\$240,425
Gross Profit (Loss)	\$29,325	\$27,750	\$34,813	\$34,625	\$37,875	\$37,875	\$37,688	\$37,500	\$40,938	\$37,375	\$40,500	\$40,375	\$436,638
	66.65%	63.25%	64.69%	64.42%	64.61%	64.61%	64.35%	64.10%	64.66%	64.03%	64.41%	64.34%	64.49%
Expenses:													
Franchise Fee 4%	1,800	1,800	2,200	2,200	2,400	2,400	2,400	2,400	2,600	2,400	2,600	2,600	\$27,800
Advertising 2%	900	900	1,100	1,100	1,200	1,200	1,200	1,200	1,300	1,200	1,300	1,300	\$13,900
Bad Debts	250	250	250	500	500	1,000	1,000	1,000	1,000	1,000	1,000	1,000	\$8,750
Bank Charges	300	300	300	300	300	300	300	300	300	300	300	300	\$3,600
Charitable Contributions	100	100	100	100	100	100	100	100	100	100	100	100	\$1,200
Credit Card Fees	200	200	200	200	200	200	200	200	200	200	200	200	\$2,400
Delivery Expenses	600	600	600	600	600	600	600	600	600	600	600	600	\$7,200
Depreciation	888	888	888	888	888	888	888	888	888	888	888	888	\$10,656
Dues and Subscriptions	50	50	50	50	50	50	50	50	50	50	50	50	\$600
Health Insurance	250	250	250	250	250	250	250	250	250	250	250	250	\$3,000
Insurance	300	300	300	300	300	300	300	300	300	300	300	300	\$3,600
Interest	401	401	401	401	401	401	401	401	401	401	401	401	\$4,812
Loan Principal	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	\$14,400
Maintenance	200	200	200	200	200	200	200	200	200	200	200	200	\$2,400
Miscellaneous	500	500	500	500	500	500	500	500	500	500	500	500	\$6,000
Office Expenses	200	200	200	200	200	200	200	200	200	200	200	200	\$2,400
Operating Supplies	200	200	200	200	200	200	200	200	200	200	200	200	\$2,400
Payroll Taxes	700	700	700	700	700	700	700	700	700	700	700	700	\$8,400
Permits and Licenses	100	100	100	100	100	100	100	100	100	100	100	100	\$1,200
Postage	400	400	400	400	400	400	400	400	400	400	400	400	\$4,800
Rent or Lease	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	\$25,200
Telephone	400	400	400	400	400	400	400	400	400	400	400	400	\$4,800
Travel	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	500	500	500	200	\$9,700
Utilities	500	500	500	500	500	500	500	500	500	500	500	500	\$6,000
Vehicle	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	\$12,000
Owner's Wage	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	\$54,000
Wages	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	\$84,000
Total Expenses	\$26,039	\$26,039	\$26,639	\$26,889	\$27,189	\$27,689	\$27,689	\$27,689	\$27,489	\$27,189	\$27,489	\$27,189	\$325,218
Net Operating Income	\$3,286	\$1,711	\$8,174	\$7,736	\$10,686	\$10,186	\$9,999	\$9,811	\$13,449	\$10,186	\$13,011	\$13,186	\$111,420
Other Income:													
Gain (Loss) on Sale of Assets	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Accounts Rec. Collections	0	1,000	1,125	1,188	1,250	1,375	1,375	1,438	1,500	1,688	1,625	2,125	\$15,688
Interest Income	35	103	184	275	392	506	632	771	950	1,116	1,384	1,674	\$8,022
Total Other Income	35	1,103	1,309	1,463	1,642	1,881	2,007	2,209	2,450	2,804	3,009	3,799	\$23,710
Net Income (Loss)	\$3,321	\$2,814	\$9,483	\$9,199	\$12,328	\$12,067	\$12,006	\$12,020	\$15,899	\$12,990	\$16,020	\$16,985	\$135,129
Cumulative Net Income (Loss)	\$3,321	\$6,135	\$15,618	\$24,816	\$37,144	\$49,211	\$61,217	\$73,236	\$89,135	\$102,124	\$118,144	\$135,129	
Percent Profit (Loss)	7.38%	6.25%	17.24%	16.72%	20.55%	20.11%	20.01%	20.03%	24.46%	21.65%	24.65%	26.13%	19.44%

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