

Monthly P & L - FY2018 Plan

	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Total-18
Ordinary Income/Expense													
4000 - INCOME													
4100 - Store Sales	21,033.23	26,801.96	16,947.69	20,533.26	22,417.33	24,448.79	23,039.06	38,289.27	114,529.22	14,191.24	17,510.00	20,800.00	360,351.05
4500 - Off-Site Sales	0.00	0.00	0.00	4,165.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,165.99
4503 - Tent Sale	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4500 - Off-Site Sales - Other	1,242.82	343.35	0.00	0.00	0.00	4,000.00	8,000.00	9,000.00	9,000.00	3,000.00	2,000.00	2,000.00	38,586.16
Total 4500 - Off-Site Sales	1,242.82	343.35	0.00	4,165.99	0.00	4,000.00	8,000.00	9,000.00	9,000.00	3,000.00	2,000.00	2,000.00	42,752.15
Total 4000 - INCOME	22,276.04	27,145.31	16,947.69	24,699.25	22,417.33	28,448.79	31,039.06	47,289.27	123,529.22	17,191.24	19,510.00	22,800.00	403,103.21
Cost of Goods Sold													
5000 - COST OF GOODS SOLD													
5001 - Cost of Goods Sold	10,692.50	13,029.75	8,134.89	11,855.64	10,760.32	13,655.42	14,698.75	22,703.65	59,294.03	8,251.79	9,364.80	10,848.00	193,488.54
5010 - Rebates	-217.68	0.00	0.00	-185.83	0.00	0.00	-358.32	0.00	0.00	-438.17	0.00	0.00	(1,200.00)
5000 - COST OF GOODS SOLD - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-
Total 5000 - COST OF GOODS SOLD	10,474.82	13,029.75	8,134.89	11,669.81	10,760.32	13,655.42	14,340.43	22,703.65	59,294.03	7,813.62	9,364.80	10,848.00	192,288.54
Total COGS	10,474.82	13,029.75	8,134.89	11,669.81	10,760.32	13,655.42	14,340.43	22,703.65	59,294.03	7,813.62	9,364.80	10,848.00	192,288.54
Gross Profit	11,801.23	14,115.56	8,812.80	13,029.43	11,657.01	14,793.37	16,498.63	24,585.62	64,235.20	9,377.62	10,145.20	11,752.00	210,813.67
Expense													
6000 - Operating Expenses													
6001 - Salaries & Wages													
6002 - Manager	2,963.23	3,704.03	2,963.23	2,963.23	3,704.03	2,963.23	2,963.23	3,704.03	2,963.23	2,963.23	3,704.03	2,963.23	38,521.96
6003 - Assistant Manager	2,240.00	2,800.00	2,240.00	2,240.00	2,800.00	2,240.00	2,240.00	2,800.00	2,240.00	2,240.00	2,800.00	2,240.00	28,120.00
6004 - Bookkeeper	288.00	360.00	288.00	288.00	360.00	288.00	288.00	360.00	288.00	288.00	360.00	288.00	3,744.00
6005 - Temporary Employee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	1,000.00	0.00	0.00	0.00	1,750.00
6007 - IRA Contribution	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-
6008 - Incentive/Bonus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-
6009 - Payroll Tax	423.45	529.32	423.45	423.45	529.32	423.45	423.45	587.15	500.57	423.45	529.32	423.45	5,639.86
6026 - Payroll processing fees	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	60.00	720.00
Total 6001 - Salaries & Wages	5,974.68	7,453.35	5,974.68	5,974.68	7,453.35	5,974.68	5,974.68	8,261.18	7,051.80	5,974.68	7,453.35	5,974.68	79,489.82
6010 - Advertising	498.28	891.83	384.17	644.84	709.46	1,156.71	1,803.18	1,731.03	2,366.95	1,334.30	618.81	995.28	13,134.94
6040 - Credit Card Fees	427.70	0.00	0.00	458.26	339.19	603.17	326.98	1,766.09	1,988.00	218.71	222.71	170.43	6,521.23
6080 - Insurance	0.00	0.00	1,450.00	0.00	550.00	0.00	2,400.00	1,200.00	0.00	0.00	0.00	0.00	5,600.00
6090 - Professional Fees													
6091 - Accounting Fees	25.00	25.00	25.00	25.00	2,525.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	2,800.00
6090 - Professional Fees - Other	225.00	0.00	0.00	0.00	0.00	200.00	0.00	130.00	0.00	225.00	0.00	0.00	780.00
8110 - Technical Support	900.00	72.00	72.00	72.00	72.00	72.00	72.00	72.00	72.00	72.00	72.00	72.00	2,340.00
Total 6090 - Professional Fees	1,150.00	97.00	97.00	97.00	2,597.00	945.00	97.00	227.00	97.00	322.00	97.00	97.00	5,920.00
6100 - Rent	8,667.00	8,667.00	8,667.00	8,667.00	8,667.00	8,667.00	8,899.37	8,899.37	8,899.37	8,899.37	8,899.37	8,899.37	105,998.22
6102 - Building & Grounds	38.00	130.00	67.65	83.54	250.00	30.00	30.00	60.00	30.00	30.00	30.00	30.00	809.16
6110 - Store Supplies	130.00	350.00	400.00	300.00	130.00	90.00	115.69	150.00	250.00	140.00	130.00	130.00	2,315.69
6120 - Utilities & Phone	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00
6121 - Telephone	300.00	300.00	450.00	450.00	450.00	500.00	400.00	300.00	300.00	250.00	250.00	250.00	4,200.00
6122 - Electric	90.00	50.80	0.00	0.00	0.00	0.00	0.00	120.00	-20.83	200.00	102.14	100.00	642.11
6123 - Gas													

Monthly Balance Sheet - FY2018 Plan

Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18
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ASSETS

Current Assets

Checking/Savings

1001 - Business Checking

1010 - Cash Drawer

1011 - Petty Cash

1012 - Store Checking

1015 - Loan from Offsite Sale

1012 - Store Checking - Other

Total 1012 - Store Checking

1013 - Money Market

Total Checking/Savings

Other Current Assets

1200 - Other Current Assets

1202 - Inventory - Other

Total 1200 - Other Current Assets

1300 - Prepaid Expense

1302 - Prepaid Rent

Total 1300 - Prepaid Expense

12000 - Undeposited Funds

12100 - Inventory Asset

Total Other Current Assets

Total Current Assets

Fixed Assets

1500 - Office Equipment & Furniture

1501 - Office Equipment & Furniture

1580 - Accumulated Depreciation

Total 1500 - Office Equipment & Furniture

Total Fixed Assets

TOTAL ASSETS

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2100 - Accounts Payable

Total Accounts Payable

Other Current Liabilities

2110 - Gift Certificates Outstanding

2300 - Payroll & Sales Tax Payable

2351 - Sales Tax Payable

2352 - payroll payable

31,208.98	32,592.53	29,678.82	18,575.05	2,931.49	11,723.22	14,758.18	29,528.99	68,776.82	35,031.27	29,804.10	25,546.40
300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00
210.88	210.88	210.88	210.88	210.88	210.88	210.88	210.88	210.88	210.88	210.88	210.88
150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00	150.00
15,096.38	15,096.38	15,096.38	15,096.38	15,096.38	15,096.38	15,096.38	15,096.38	15,096.38	15,096.38	15,096.38	15,096.38
46,966.24	48,349.79	45,436.08	34,332.31	18,688.75	27,480.48	30,515.44	45,286.25	84,534.08	50,786.53	45,561.36	41,303.65
65,464.20	60,743.58	60,470.40	63,513.92	71,939.28	83,274.12	114,903.07	106,326.84	63,875.12	69,598.80	71,350.02	66,617.91
65,464.20	60,743.58	60,470.40	63,513.92	71,939.28	83,274.12	114,903.07	106,326.84	63,875.12	69,598.80	71,350.02	66,617.91
3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67
3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67	3,686.67
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
69,150.87	64,430.25	64,157.07	67,200.59	75,625.95	98,960.79	118,589.74	110,013.51	67,561.79	73,285.47	75,036.69	70,304.58
116,117.11	112,760.04	109,593.15	101,592.90	84,314.69	124,441.27	149,105.18	155,299.76	152,085.87	124,074.00	120,598.05	111,608.24

45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87
-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01	-37,687.01
7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86
7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86

123,913.97	120,576.90	117,390.01	109,329.76	102,111.55	132,238.13	166,902.04	163,096.62	159,892.73	131,870.86	128,384.91	119,405.10
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7,784.61	9,267.45	17,979.24	11,144.90	12,945.03	43,987.28	70,206.96	71,318.45	18,362.02	7,494.06	11,707.85	7,616.02
7,784.61	9,267.45	17,979.24	11,144.90	12,945.03	43,987.28	70,206.96	71,318.45	18,362.02	7,494.06	11,707.85	7,616.02

14,315.63	14,315.63	14,315.63	14,315.63	14,315.63	14,315.63	14,315.63	14,315.63	14,315.63	14,315.63	14,315.63	14,315.63
1,974.46	2,406.05	1,502.18	2,189.24	1,986.98	2,521.59	2,751.18	4,182.42	10,949.14	1,523.76	1,729.29	2,003.18
2,135.17	2,135.17	2,135.17	2,135.17	2,135.17	2,135.17	2,135.17	2,135.17	2,135.17	2,135.17	2,135.17	2,135.17

[illegible]

Monthly Cash Flow - FY2018 Plan

	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18
OPERATING ACTIVITIES												
Net Income	-5,703.53	-5,251.51	-10,994.79	-1,912.98	-8,816.08	-1,450.28	-1,785.37	3,641.85	42,995.82	-7,728.53	-7,895.27	-5,171.85
Adjustments to reconcile Net Income to net cash provided by operations:												
1200 - Inventory	-302.12	4,720.62	273.18	-3,043.52	-8,425.35	-21,334.85	-21,628.94	8,576.23	42,451.71	-5,723.68	-1,751.22	4,732.11
2100 - Accounts Payable	-1,054.07	1,462.84	8,711.78	-8,834.34	1,800.13	31,042.26	26,219.68	1,111.48	-52,956.43	-10,867.96	4,213.79	-4,091.84
2110 - Gift Certificates Outstanding	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
2300 - Payroll & Sales Tax Payable:2351 - S	-203.54	431.59	-803.88	687.07	-202.26	534.60	229.59	1,441.24	6,756.72	-9,425.38	205.53	273.89
2300 - Payroll & Sales Tax Payable:2353 - II	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net cash provided by Operating Activities	-7,263.26	1,383.55	-2,913.71	-11,103.77	-15,643.56	8,791.73	3,034.96	14,770.81	39,247.83	-33,745.55	-5,227.18	-4,257.70
INVESTING ACTIVITIES												
1500 - Office Equipment & Furniture:1580 - Acc	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net cash provided by Investing Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net cash increase for period	-7,263.26	1,383.55	-2,913.71	-11,103.77	-15,643.56	8,791.73	3,034.96	14,770.81	39,247.83	-33,745.55	-5,227.18	-4,257.70
Cash at beginning of period	74,265.32	67,002.06	68,385.61	65,471.90	54,368.13	38,724.57	47,516.30	50,551.26	65,322.07	104,569.90	70,824.35	65,597.18
Cash at end of period	67,002.06	68,385.61	65,471.90	54,368.13	38,724.57	47,516.30	50,551.26	65,322.07	104,569.90	70,824.35	65,597.18	61,339.48