

Ten Thousand Villages of Nashville
FY2017 Budget_Offsite Meeting

	FY16 Act/Fcst	FY17 Plan	\$ Var	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16
P&L															
SALES	\$ 458,024	\$ 464,617	\$ 6,593												
4000 • Income	0.6%	1.4%													
In-Store Sales Growth	-2.4%	1.0%		0.0%	0.0%	0.0%	2.0%	2.0%	2.0%	2.0%	2.0%	0.0%	2.0%	2.0%	2.0%
Tent Sale Growth	100.0%	25.8%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
Other Offsite Sales Growth	16.2%	1.0%		1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%
MARGIN	\$ 235,308	\$ 240,318	\$ 5,010												
5000 • Cost of Goods															
GM Rate (excl. rebates)	50.86%	51.08%		45.96%	51.53%	52.94%	63.04%	48.75%	54.38%	49.70%	50.36%	50.42%	46.69%	47.68%	46.03%
Rebates Earned	(\$2,688)	(\$3,000)	11.6%	18.14%	0.00%	0.00%	15.49%	0.00%	0.00%	29.86%	0.00%	0.00%	36.51%	0.00%	0.00%
EXPENSE	\$ 235,404	\$ 238,266	\$ 2,862												
6001 • Salaries & Wages															
Manager Salary	\$37,380	\$38,315	\$ 935	7.69%	11.54%	7.69%	7.69%	7.69%	7.69%	11.54%	7.69%	7.69%	7.69%	7.69%	7.69%
Asst. Manager Salary (2 positions, 40hrs)	\$29,000	\$29,848	\$ 848	7.69%	11.54%	7.69%	7.69%	7.69%	7.69%	11.54%	7.69%	7.69%	7.69%	7.69%	7.69%
Bookkeeper (15hrs)	\$6,179	\$11,193	\$ 5,014	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%
Temporary Employee	\$973	\$1,000	\$ 27	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20.00%	80.00%	0.00%	0.00%	0.00%	0.00%
IRA Contribution	\$0	\$1,149	\$ 1,149	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%
Incentive Bonus	\$0	\$0		0.00%	0.00%	0.00%	0.00%	0.00%	50.00%	0.00%	0.00%	0.00%	0.00%	0.00%	50.00%
Payroll Tax Rate	7.71%	7.71%													
Payroll Processing Fees	\$677	\$720		\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60
Other Expenses															
Advertising & Marketing	\$ 13,076	\$13,264		2.88%	3.37%	3.10%	3.91%	5.35%	10.82%	16.75%	16.90%	14.46%	9.19%	6.30%	6.97%
Credit Card Fees	1.63%	1.70%		1.86%	1.51%	2.12%	1.05%	3.73%	1.61%	1.27%	1.14%	0.75%	7.89%	1.99%	1.96%
Insurance	\$ 4,383	\$5,101	\$ 718	\$0	\$0	\$0	\$2,569	-\$300	\$0	\$2,832	\$0	\$0	\$0	\$0	\$0
Professional Fees	\$ 3,642	\$2,500	\$ (1,142)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,500	\$0	\$0	\$0	\$0
Technical Support	\$ 10,039	\$3,228	\$ (6,811)	\$1,644	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144
Rent	\$ 100,101	\$102,684	\$ 2,583	\$8,448	\$8,448	\$8,448	\$8,448	\$8,448	\$8,448	\$8,666	\$8,666	\$8,666	\$8,666	\$8,666	\$8,666
Building & Grounds	\$ 979	\$980		\$50	\$174	\$88	\$57	\$123	\$54	\$46	\$51	\$94	\$54	\$66	\$102
Store Supplies	\$ 2,695	\$2,500		\$105	\$335	\$149	\$387	\$101	\$195	\$60	\$180	\$441	\$159	\$187	\$199
Offsite Expense	\$ 1,257	\$2,000		\$54	\$15	\$0	\$353	\$0	\$139	\$379	\$890	\$131	\$0	\$0	\$39
6120 • Utilities & Phone															
Telephone	\$ 812	\$828		\$89	\$80	\$94	\$43	\$64	\$53	\$87	\$71	\$62	\$46	\$93	\$45
Electric	\$ 4,188	\$4,272		\$237	\$320	\$390	\$497	\$536	\$480	\$410	\$306	\$253	\$308	\$269	\$265
Gas	\$ 447	\$456		\$46	\$41	\$0	\$0	\$0	\$0	\$65	\$29	\$53	\$85	\$85	\$136
Water	\$ 105	\$107		\$8	\$5	\$8	\$11	\$15	\$12	\$13	\$9	\$5	\$7	\$8	\$6
Network	\$ 955	\$974		\$104	\$95	\$111	\$51	\$75	\$63	\$102	\$83	\$73	\$55	\$110	\$53
8000 • General Expenses															
Office Supplies	\$ 1,008	\$1,000		\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83
Contributions by TTV	\$ (40)			\$0	\$235	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Staff Development	\$ 235	\$235		\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5
Postage	\$ 65	\$65		\$0	\$965	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel & Entertainment	\$ 1,461	\$965		\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8	\$8
Taxes & Licences	\$ 153			\$0	\$0	\$2,000	\$0	\$0	\$50	\$0	\$0	\$50	\$0	\$0	\$50
Misc. Expense	\$ 8	\$100		\$0	\$0	\$0	\$1,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Visual Merchandising	\$ 50	\$2,150		\$0	\$2,411	\$0	\$1,589	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Income															
Contributions - Grants	\$ (565)	\$1,000		\$0	\$2,110	\$0	\$1,390	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Contributions - Individuals	\$ (3,913)	\$4,000													
Contributions - Corporate	\$ (3,465)	\$3,500													
NET INCOME															
Net Income	\$ 7,825	\$ 10,552	\$ 2,727												
% Sales	1.71%	2.27%													
Balance Sheet															
AP Ratio				11.9%	15.3%	29.7%	17.5%	18.0%	47.2%	61.1%	67.1%	28.7%	10.8%	16.4%	11.4%
Sales Tax Payable		8.9%													
Cash Flow															
Purchases: COGS				1.03	0.64	0.97	1.26	1.78	2.56	2.45	0.62	0.28	1.69	1.19	0.56

Notes:

Jul = Wk. Comp (\$2524); Aug = Wk. Comp Rebate (\$300); Oct = Gen Liability (\$1617) and D&O (\$1215)
Dec = 990 Prep (\$2,500)
VeriFone technical support for new POS card swipes: \$69/mo; Verizon mobile card swipe used for offsite sales: \$50/mo; SunTrust direct connect charge to download into QB: \$25/mo; TTV budgeted expense: \$1,500
April 1
Includes rent and taxes

May = \$235 National Workshops (Registration: \$235)

May = \$965 National Workshops (Lodging: \$390, Airfare: \$400, Car Rental: \$175)

Currently set to FY16 Plan (pending TTV feedback)

Planned inline with FY16 Plan
Planned inline with FY16 Plan
Planned inline with FY16 Plan

Ten Thousand Villages of Nashville

Monthly P & L - FY2017 Plan												
	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17
Ordinary Income/Expense												
4000 · INCOME												
4100 · Store Sales	21,539.11	30,504.35	26,834.95	24,816.11	21,505.45	24,670.90	29,097.56	42,684.90	127,987.49	21,753.56	21,725.24	25,247.13
4500 · Off-Site Sales												
4503 · Tent Sale	0.00	0.00	0.00	8,161.53	0.00	0.00	2,000.00	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	3,218.55	6,759.74	20,579.00	3,039.20	0.00	0.00	905.97
Total 4500 · Off-Site Sales	1,242.82	343.35	0.00	8,161.53	0.00	3,218.55	8,759.74	20,579.00	3,039.20	0.00	0.00	905.97
Total 4000 · INCOME	22,781.93	30,847.70	26,834.95	32,977.64	21,505.45	27,889.45	37,857.30	63,263.90	131,026.69	21,753.56	21,725.24	26,153.10
Cost of Goods Sold												
5000 · COST OF GOODS SOLD												
5001 · Cost of Goods Sold	12,311.90	14,952.53	12,628.28	12,187.32	11,021.09	12,723.39	18,034.89	31,401.63	64,958.42	11,597.80	11,366.52	14,114.94
5010 · Rebates	-544.21	0.00	0.00	-464.56	0.00	0.00	-895.79	0.00	0.00	-1,095.43	0.00	0.00
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	11,767.69	14,952.53	12,628.28	11,722.76	11,021.09	12,723.39	17,139.09	31,401.63	64,958.42	10,502.37	11,366.52	14,114.94
Total COGS	11,767.69	14,952.53	12,628.28	11,722.76	11,021.09	12,723.39	17,139.09	31,401.63	64,958.42	10,502.37	11,366.52	14,114.94
Gross Profit	11,014.24	15,895.17	14,206.67	21,254.88	10,484.36	15,166.06	20,718.20	31,862.27	66,068.27	11,251.19	10,358.73	12,038.16
Expense												
6000 · Operating Expenses												
6001 · Salaries & Wages												
6002 · Manager	2,947.27	4,420.90	2,947.27	2,947.27	2,947.27	2,947.27	4,420.90	2,947.27	2,947.27	2,947.27	2,947.27	2,947.27
6003 · Assistant Manager	2,296.00	3,444.00	2,296.00	2,296.00	2,296.00	2,364.88	3,547.32	2,364.88	2,364.88	2,364.88	2,364.88	2,364.88
6004 · Bookkeeper	932.75	932.75	932.75	932.75	932.75	932.75	932.75	932.75	932.75	932.75	932.75	932.75
6005 · Temporary Employee	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	800.00	0.00	0.00	0.00
6007 · IRA Contribution	88.42	132.63	88.42	88.42	88.42	88.42	132.63	88.42	88.42	88.42	88.42	88.42
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	476.26	678.43	476.26	476.26	476.26	481.57	686.40	497.00	543.27	481.57	481.57	481.57
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
Total 6001 · Salaries & Wages	6,800.70	9,668.71	6,800.70	6,800.70	6,800.70	6,874.89	9,780.00	7,090.31	7,736.58	6,874.89	6,874.89	6,874.89
6010 · Advertising	381.95	446.90	410.87	518.36	709.34	1,435.64	2,221.31	2,242.05	1,918.48	1,218.93	836.16	923.93
6040 · Credit Card Fees	422.69	466.74	568.95	347.40	802.98	448.83	481.62	722.17	988.07	1,715.90	431.93	512.60
6080 · Insurance	0.00	0.00	0.00	2,569.00	-300.00	0.00	2,832.00	0.00	0.00	0.00	0.00	0.00
6090 · Professional Fees												
6091 · Accounting Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6090 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00
8110 · Technical Support	1,644.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00
Total 6090 · Professional Fees	1,644.00	144.00	144.00	144.00	144.00	144.00	144.00	144.00	2,644.00	144.00	144.00	144.00
6100 · Rent	8,447.98	8,447.98	8,447.98	8,447.98	8,447.98	8,447.98	8,666.00	8,666.00	8,666.00	8,666.00	8,666.00	8,666.00
6102 · Building & Grounds	49.67	174.29	88.43	56.52	123.46	53.86	46.40	51.49	83.78	54.02	65.66	102.42
6110 · Store Supplies	104.61	335.25	149.07	387.39	101.18	195.40	60.42	180.48	440.77	159.06	187.15	199.22
6120 · Utilities & Phone												
6121 · Telephone	88.85	80.49	93.98	43.30	63.86	53.25	86.76	70.59	62.27	46.48	93.48	44.66
6122 · Electric	236.76	320.20	390.00	497.34	535.51	480.38	410.35	306.33	252.87	307.66	269.40	264.89

Ten Thousand Villages of Nashville

6123 · Gas	45.95	41.23	0.00	0.00	0.00	0.00	0.00	64.85	29.31	53.04	85.40	135.73
6124 · Water	8.40	5.16	8.32	11.26	14.67	11.57	13.40	9.24	4.81	7.12	7.80	5.74
6126 · Network	104.48	94.66	110.52	50.92	75.09	62.62	102.03	83.01	73.23	54.65	109.93	52.52
6120 · Utilities & Phone - 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 6120 · Utilities & Phone	484.45	541.74	602.82	602.84	689.12	607.81	612.54	534.01	422.50	468.94	566.01	503.54
6135 · Offsite Sales Expense	53.74	14.85	0.00	352.93	0.00	139.18	378.80	889.90	131.42	0.00	0.00	39.18
8000 · General Expenses												
8010 · Office Supplies	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33	83.33
8020 · Bank Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8030 · Cash Over/Short	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8040 · Contributions by TTV Nashville	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8060 · Staff Development	0.00	235.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8070 · Fixtures	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8080 · Postage	5.42	5.42	5.42	5.42	5.42	5.42	5.42	5.42	5.42	5.42	5.42	5.42
8120 · Travel & Entertainment	0.00	965.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8140 · Taxes & Licenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8150 · Miscellaneous Expense	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33	8.33
8170 · Visual Merchandising	0.00	0.00	2,000.00	0.00	0.00	50.00	0.00	0.00	50.00	0.00	0.00	50.00
Total 8000 · General Expenses	97.09	1,297.09	2,097.09	97.09	97.09	147.09	97.09	97.09	147.09	97.09	97.09	147.09
Total 6000 · Operating Expenses	18,433.14	21,522.69	19,309.91	19,971.28	17,615.85	18,355.50	24,941.38	19,727.60	23,047.28	19,398.84	17,868.90	18,073.69
Total Expense	18,433.14	21,522.69	19,309.91	19,971.28	17,615.85	18,355.50	24,941.38	19,727.60	23,047.28	19,398.84	17,868.90	18,073.69
Net Ordinary Income	-7,418.90	-5,627.52	-5,103.24	1,283.60	-7,131.49	-3,189.44	-4,223.18	12,134.67	43,020.99	-8,147.66	-7,510.17	-6,035.53
Other Income/Expense												
Other Income												
9000 · Other Income												
9011 · Contributions												
9012 · Grants	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9013 · Individuals	0.00	2,411.02	0.00	1,588.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9014 · Corporate	0.00	2,109.65	0.00	1,390.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 9011 · Contributions	0.00	4,520.67	0.00	3,979.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9015 · Interest Income	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 9000 · Other Income	0.00	4,520.67	0.00	3,979.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	0.00	4,520.67	0.00	3,979.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Expense												
6050 · Depreciation	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 Other Expense	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 Other Income	0.00	4,520.67	0.00	3,979.33	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	-7,418.90	-1,106.85	-5,103.24	5,262.93	-7,131.49	-3,189.44	-4,223.18	12,134.67	43,020.99	-8,147.66	-7,510.17	-6,035.53

Ten Thousand Villages of Nashville

Monthly Balance Sheet - FY2017 Plan												
	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17
ASSETS												
Current Assets												
Checking/Savings												
1001 · Business Checking	54,262.09	61,074.39	66,371.13	60,847.59	45,957.71	57,205.24	58,104.87	84,141.21	121,165.10	83,339.95	78,524.99	74,282.28
1010 · Cash Drawer	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00
1011 · Petty Cash	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12
1012 · Store Checking												
1015 · Loan from Offsite Sale	350.50	350.50	350.50	350.50	350.50	350.50	350.50	350.50	350.50	350.50	350.50	350.50
1012 · Store Checking - Other	358.94	358.94	358.94	358.94	358.94	358.94	358.94	358.94	358.94	358.94	358.94	358.94
Total 1012 · Store Checking	709.44	709.44	709.44	709.44	709.44	709.44	709.44	709.44	709.44	709.44	709.44	709.44
1013 · Money Market	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15	15,091.15
Total Checking/Savings	70,173.56	76,985.86	82,282.60	76,759.06	61,869.18	73,116.71	74,016.34	100,052.68	137,076.57	99,251.42	94,436.46	90,193.75
Other Current Assets												
1200 · Other Current Assets												
1202 · Inventory - Other	77,660.55	72,243.31	71,819.24	74,947.91	83,577.45	103,456.12	129,637.88	117,776.02	71,268.87	79,313.44	81,438.98	75,281.77
Total 1200 · Other Current Assets	77,660.55	72,243.31	71,819.24	74,947.91	83,577.45	103,456.12	129,637.88	117,776.02	71,268.87	79,313.44	81,438.98	75,281.77
1300 · Prepaid Expense												
1302 · Prepaid Rent	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
Total 1300 · Prepaid Expense	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
12000 - Undeposited Funds	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
12100 - Inventory Asset	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 Other Current Assets	81,347.22	75,929.98	75,505.91	78,634.58	87,264.12	107,142.79	133,324.55	121,462.69	74,955.54	83,000.11	85,125.65	78,968.44
Total Current Assets	151,520.77	152,915.84	157,788.51	155,393.64	149,133.30	180,259.50	207,340.89	221,515.37	212,032.11	182,251.52	179,562.11	169,162.19
Fixed Assets												
1500 · Office Equipment & Furniture												
1501 · Office Equipment & Furniture	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
1580 · Accumulated Depreciation	-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
Total 1500 · Office Equipment & Furniture	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
Total Fixed Assets	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
TOTAL ASSETS	159,317.63	160,712.70	165,585.37	163,190.50	156,930.16	188,056.36	215,137.75	229,312.23	219,828.97	190,048.38	187,358.97	176,959.05
LIABILITIES & EQUITY												
Liabilities												
Current Liabilities												
Accounts Payable												
2100 · Accounts Payable	9,234.93	11,021.93	21,353.51	13,151.24	15,039.25	48,789.03	79,210.09	78,997.96	20,487.48	8,540.09	13,363.36	8,606.50
Total Accounts Payable	9,234.93	11,021.93	21,353.51	13,151.24	15,039.25	48,789.03	79,210.09	78,997.96	20,487.48	8,540.09	13,363.36	8,606.50
Other Current Liabilities												
2110 · Gift Certificates Outstanding	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81	13,297.81
2300 · Payroll & Sales Tax Payable												
2351 · Sales Tax Payable	2,019.30	2,734.22	2,378.54	2,923.01	1,906.16	2,472.01	3,355.52	5,607.46	11,613.69	1,928.15	1,925.64	2,318.11

Ten Thousand Villages of Nashville

2352 · payroll payable	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
2353 · IRA Withholding	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 2300 · Payroll & Sales Tax Payable	4,154.47	4,869.39	4,513.71	5,058.18	4,041.33	4,607.18	5,490.69	7,742.63	13,748.86	4,063.32	4,060.81	4,453.28
Total Other Current Liabilities	17,452.28	18,167.20	17,811.52	18,355.99	17,339.14	17,904.99	18,788.50	21,040.44	27,046.67	17,361.13	17,358.62	17,751.09
Total Current Liabilities	26,687.21	29,189.13	39,165.03	31,507.23	32,378.38	66,694.02	97,998.59	100,038.40	47,534.15	25,901.22	30,721.98	26,357.59
Total Liabilities	26,687.21	29,189.13	39,165.03	31,507.23	32,378.38	66,694.02	97,998.59	100,038.40	47,534.15	25,901.22	30,721.98	26,357.59
Equity												
3000 · Opening Bal Equity	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40
3901 · *Retained Earnings	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16
Net Income	446.87	-659.98	-5,763.22	-500.29	-7,631.78	-10,821.22	-15,044.40	-2,909.73	40,111.26	31,963.60	24,453.43	18,417.90
Total Equity	132,630.43	131,523.58	126,420.34	131,683.27	124,551.78	121,362.34	117,139.16	129,273.83	172,294.82	164,147.16	156,636.99	150,601.46
TOTAL LIABILITIES & EQUITY	159,317.63	160,712.70	165,585.37	163,190.50	156,930.16	188,056.36	215,137.75	229,312.23	219,828.97	190,048.38	187,358.97	176,959.05

Ten Thousand Villages of Nashville

Monthly Cash Flow - FY2017 Plan												
	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17
OPERATING ACTIVITIES												
Net Income	-7,418.90	-1,106.85	-5,103.24	5,262.93	-7,131.49	-3,189.44	-4,223.18	12,134.67	43,020.99	-8,147.66	-7,510.17	-6,035.53
Adjustments to reconcile Net Income to net cash provided by operations:												
1200 · Inventory	-347.88	5,417.24	424.07	-3,128.67	-8,629.54	-19,878.67	-26,181.76	11,861.86	46,507.15	-8,044.57	-2,125.54	6,157.21
2100 · Accounts Payable	396.24	1,787.00	10,331.58	-8,202.27	1,888.00	33,749.78	30,421.06	-212.13	-58,510.48	-11,947.39	4,823.27	-4,756.85
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 · Sales Tax	-158.70	714.92	-355.67	544.46	-1,016.85	565.85	883.51	2,251.94	6,006.23	-9,685.54	-2.51	392.47
2300 · Payroll & Sales Tax Payable:2353 · IRA Withh	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	-7,529.24	6,812.31	5,296.74	-5,523.54	-14,889.88	11,247.53	899.63	26,036.34	37,023.90	-37,825.16	-4,814.95	-4,242.71
INVESTING ACTIVITIES												
1500 · Office Equipment & Furniture:1580 · Accumulate	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	-7,529.24	6,812.31	5,296.74	-5,523.54	-14,889.88	11,247.53	899.63	26,036.34	37,023.90	-37,825.16	-4,814.95	-4,242.71
Cash at beginning of period	74,265.32	66,736.09	73,548.39	78,845.13	73,321.59	58,431.71	69,679.24	70,578.87	96,615.21	133,639.10	95,813.95	90,998.99
Cash at end of period	66,736.09	73,548.39	78,845.13	73,321.59	58,431.71	69,679.24	70,578.87	96,615.21	133,639.10	95,813.95	90,998.99	86,756.28

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	FCST Jan-16	FCST Feb-16	FCST Mar-16
Ordinary Income/Expense												
Income												
4100 · Store Sales	21,539.11	30,504.35	26,834.95	24,328.57	21,082.95	24,186.21	28,525.90	41,846.30	127,987.49	21,326.18	21,298.42	24,751.12
4503 · Tent Sale	0.00	0.00	0.00	8,080.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4500 · Off-Site Sales Other	1,230.51	339.95	0.00	0.00	0.00	3,186.68	6,692.81	20,375.25	3,009.11	0.00	0.00	897.00
Total Income	22,769.62	30,844.30	26,834.95	32,409.29	21,082.95	27,372.89	35,218.71	62,221.55	130,996.60	21,326.18	21,298.42	25,648.12
Cost of Goods Sold												
5000 · COST OF GOODS SOLD												
5001 · Cost of Goods Sold	12,305.25	14,950.88	12,628.28	11,977.28	10,804.57	12,487.73	17,713.70	30,884.25	64,943.50	11,369.95	11,143.21	13,842.40
5010 · Rebates	-977.39	0.00	0.00	-704.99	0.00	0.00	-638.09	0.00	0.00	0.00	0.00	-367.24
5000 · COST OF GOODS SOLD - Other	31.34	2.58	5.68	4.01	9.14	281.99	17.24	0.00	0.00	0.00	0.00	0.00
Total 5000 · COST OF GOODS SOLD	11,359.20	14,953.46	12,633.96	11,276.30	10,813.71	12,769.72	17,092.85	30,884.25	64,943.50	11,369.95	11,143.21	13,475.16
Total COGS	11,359.20	14,953.46	12,633.96	11,276.30	10,813.71	12,769.72	17,092.85	30,884.25	64,943.50	11,369.95	11,143.21	13,475.16
Gross Profit	11,410.42	15,890.84	14,200.99	21,132.99	10,269.24	14,603.17	18,125.86	31,337.30	66,053.10	9,956.23	10,155.22	12,172.95
Expense												
6000 · Operating Expenses												
6001 · Salaries & Wages												
6002 · Manager	2,875.35	2,875.35	2,875.36	2,875.36	2,875.36	4,313.04	3,594.20	3,080.74	3,388.82	2,875.38	2,875.38	2,875.38
6003 · Assistant Manager	1,923.06	1,923.06	1,923.06	2,126.17	1,432.12	3,773.00	3,804.06	3,424.44	3,502.05	2,297.69	2,297.69	2,297.69
6004 · Bookkeeper (code added FY16)	448.00	448.00	448.00	532.00	581.00	790.86	508.34	522.01	401.01	500.00	500.00	500.00
6005 · Temporary Employee	0.00	0.00	0.00	0.00	35.00	0.00	0.00	0.00	938.48	0.00	0.00	0.00
6005 · Health Insurance (code used prior to FY	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6007 · IRA Contribution	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	155.19	155.19	155.19
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	401.36	401.34	401.35	418.37	352.80	679.09	604.70	560.40	606.94	433.99	433.99	433.99
6026 · Payroll processing fees	50.00	50.00	50.00	50.00	50.00	53.90	55.20	57.80	50.00	70.00	70.00	70.00
Total 6001 · Salaries & Wages	5,697.77	5,697.75	5,697.77	6,001.90	5,326.28	9,609.89	8,566.50	7,645.39	8,887.30	6,332.26	6,332.26	6,332.26
6010 · Advertising	500.00	819.03	581.00	650.00	1,300.00	1,778.00	600.00	2,123.00	1,005.00	1,933.94	632.44	1,153.29
6040 · Credit Card Fees	406.52	445.10	550.17	318.73	772.45	421.36	423.40	666.72	896.15	1,667.26	408.53	484.75
6080 · Insurance	0.00	0.00	1,400.00	57.00	0.00	0.00	2,926.00	0.00	0.00	0.00	0.00	0.00
6090 · Professional Fees												
6091 · Accounting Fees	225.00	287.45	225.00	325.00	0.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00
6092 · Professional Fees-Other	79.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8110 · Technical Support	0.00	932.70	91.32	154.50	0.00	731.09	0.00	217.98	183.29	7,590.32	69.00	69.00
Total 6090 · Professional Fees	304.72	1,220.15	316.32	479.50	0.00	731.09	0.00	217.98	2,683.29	7,590.32	69.00	69.00
6100 · Rent	8,235.57	8,235.57	8,235.57	8,235.57	8,235.57	8,235.57	8,447.98	8,447.98	8,447.98	8,447.98	8,447.98	8,447.98
6102 · Building & Grounds	59.58	235.00	149.58	10.00	156.00	49.58	78.93	0.00	90.00	50.00	50.00	50.00
6110 · Store Supplies	58.49	152.34	222.19	571.93	0.00	317.69	51.50	137.40	733.80	150.00	150.00	150.00
6120 · Utilities & Phone												
6121 · Telephone	67.80	67.80	67.97	68.00	68.00	0.00	67.99	98.12	49.96	79.54	105.68	70.87
6122 · Electric	232.19	283.28	382.98	516.77	515.17	417.81	412.75	275.49	220.44	322.41	294.64	313.99
6123 · Gas	0.00	55.07	0.00	0.00	0.00	0.00	0.00	131.86	46.86	53.63	74.24	84.92
6124 · Water	7.50	7.50	7.50	7.50	7.50	7.50	7.75	7.75	7.75	14.65	8.78	13.70
6126 · Network	49.95	49.95	49.95	49.95	498.95	0.00	49.95	137.40	68.48	0.00	0.00	0.00
6120 · Utilities & Phone - 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 6120 · Utilities & Phone	357.44	463.60	508.40	642.22	1,089.62	425.31	538.44	650.62	393.49	470.23	483.34	483.47
6135 · Offsite Sales Expense	25.00	25.00	0.00	680.00	0.00	154.52	188.56	133.56	50.32	0.00	0.00	0.00
8000 · General Expenses												
8010 · Office Supplies	295.40	129.11	299.63	0.00	0.00	133.89	0.00	149.98	0.00	0.00	0.00	0.00

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	FCST Jan-16	FCST Feb-16	FCST Mar-16
8020 · Bank Charges	0.00	0.00	0.00	0.00	0.00	45.05	0.00	9.50	13.10	0.00	0.00	0.00
8030 · Cash Over/Short	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47.35	0.00	0.00	0.00	0.00
8040 · Contributions by TTV Nashville	0.00	0.00	-50.27	0.00	0.00	0.00	10.01	0.00	0.00	0.00	0.00	0.00
8050 · Dues and Subscriptions (code used prior to FY16)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8060 · Staff Development	235.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8070 · Fixtures	0.00	0.00	0.00	0.00	22.82	0.00	0.00	0.00	0.00	20.00	20.00	20.00
8080 · Postage	5.90	5.95	18.20	30.49	0.00	4.54	0.00	0.00	0.00	0.00	0.00	0.00
8120 · Travel & Entertainment	872.13	0.00	116.35	0.00	0.00	472.14	0.00	0.00	0.00	0.00	0.00	0.00
8130 · Outreach (code used prior to FY16)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8140 · Taxes & Licenses	61.46	0.00	0.00	0.00	0.00	0.00	0.00	91.37	0.00	0.00	0.00	0.00
8150 · Miscellaneous Expense	0.00	0.00	0.00	0.00	0.00	8.00	0.00	0.00	0.00	0.00	0.00	0.00
8170 · Visual Merchandising	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
Total 8000 · General Expenses	1,469.89	135.06	383.91	30.49	22.82	663.62	10.01	298.20	13.10	20.00	20.00	70.00
Total 6000 · Operating Expenses	17,114.98	17,428.60	18,044.91	17,677.34	16,902.74	22,386.63	21,831.32	20,320.85	23,200.43	26,662.00	16,593.55	17,240.75
Total Expense	17,114.98	17,428.60	18,044.91	17,677.34	16,902.74	22,386.63	21,831.32	20,320.85	23,200.43	26,662.00	16,593.55	17,240.75
Net Ordinary Income	-5,704.56	-1,537.76	-3,843.92	3,455.65	-6,633.50	-7,783.46	-3,705.46	11,016.45	42,852.67	-16,705.77	-6,438.33	-5,067.80
Other Income/Expense												
Other Income												
9000 · Other Income												
9010 · Miscellaneous Income (code used prior to FY16)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9011 · Contributions												
9012 · Grants	0.00	0.00	0.00	-565.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
9013 · Individuals	-43.30	-304.55	-53.07	-132.19	-111.68	-181.01	-222.20	-227.13	-1,134.81	-786.40	-531.71	-185.12
9014 · Corporate	0.00	0.00	-2,150.00	0.00	0.00	0.00	0.00	0.00	0.00	-688.10	-465.24	-161.98
Total 9011 · Contributions	-43.30	-304.55	-2,203.07	-697.19	-111.68	-181.01	-222.20	-227.13	-1,134.81	-1,474.50	-996.95	-347.10
9015 · Interest Income	-0.37	-0.38	-0.37	-0.38	-0.38	-0.37	-0.38	-0.37	-0.40	-0.39	-0.35	-0.38
Total 9000 · Other Income	-43.67	-304.93	-2,203.44	-697.57	-112.06	-181.38	-222.58	-227.50	-1,135.21	-1,474.89	-997.30	-347.48
Total Other Income	-43.67	-304.93	-2,203.44	-697.57	-112.06	-181.38	-222.58	-227.50	-1,135.21	-1,474.89	-997.30	-347.48
Other Expense												
9500 · Other Expenses (code used prior to FY16)	0.00	0.00	0.00	27.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6050 · Depreciation	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 Other Expense	0.00	0.00	0.00	27.28	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income	43.67	304.93	2,203.44	670.29	112.06	181.38	222.58	227.50	1,135.21	1,474.89	997.30	347.48
Net Income	-5,660.89	-1,232.83	-1,640.48	4,125.94	-6,521.44	-7,602.08	-3,482.88	11,243.95	43,987.88	-15,230.87	-5,441.03	-4,720.32

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	FCST Jan-16	FCST Feb-16	FCST Mar-16
ASSETS												
Current Assets												
Checking/Savings												
1000 · Cash												
1000 · Checking/Savings	0.00	0.00	194.56	194.56	194.56	194.56	194.56	194.56	194.56	194.56	194.56	194.56
1001 · Business Checking	50,421.61	56,386.10	64,787.39	57,329.01	43,672.13	44,777.54	48,723.82	74,189.49	113,940.05	67,477.35	64,700.65	61,596.76
1010 · Cash Drawer	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00	300.00
1011 · Petty cash	5.44	5.44	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12	-189.12
1012 · Store Checking												
1014 · Loan from Offsite Sale	0.00	0.00	0.00	200.00	200.00	350.00	350.00	500.50	350.50	350.50	350.50	350.50
1012 · Store Checking - Other	529.74	861.66	469.41	424.03	474.33	436.77	538.21	676.86	358.94	358.94	358.94	358.94
Total 1012 · Store Checking	529.74	861.66	469.41	624.03	674.33	786.77	888.21	1,177.36	709.44	709.44	709.44	709.44
1013 · Money Market	15,088.14	15,088.52	15,088.89	15,089.27	15,089.65	15,090.02	15,090.40	15,090.77	15,091.15	15,091.15	15,091.15	15,091.15
Total 1000 · Cash	66,344.93	72,641.72	80,651.13	73,347.75	59,741.55	60,959.77	65,007.87	90,763.06	130,046.08	83,583.38	80,806.68	77,702.79
Total Checking/Savings	66,344.93	72,641.72	80,651.13	73,347.75	59,741.55	60,959.77	65,007.87	90,763.06	130,046.08	83,583.38	80,806.68	77,702.79
Other Current Assets												
1200 · Other Current Assets												
1202 · Inventory - Other	80,623.57	75,206.93	74,782.86	77,857.61	86,317.61	105,828.09	131,543.58	119,877.16	73,380.69	81,267.21	83,350.99	77,312.67
Total 1200 · Other Current Assets	80,623.57	75,206.93	74,782.86	77,857.61	86,317.61	105,828.09	131,543.58	119,877.16	73,380.69	81,267.21	83,350.99	77,312.67
1300 · Prepaid Expense												
1302 · Prepaid Rent	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
Total 1300 · Prepaid Expense	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
12000 · Undeposited Funds	0.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	0.00	0.00	0.00
12100 · Inventory Asset	0.00	-4.34	-4.34	-4.34	-4.34	-4.34	-4.34	-4.34	-4.34	0.00	0.00	0.00
Total Other Current Assets	84,310.24	78,929.26	78,505.19	81,579.94	90,039.94	109,550.42	135,265.91	123,599.49	77,103.02	84,953.88	87,037.66	80,999.34
Total Current Assets	150,655.17	151,570.98	159,156.32	154,927.69	149,781.49	170,510.19	200,273.78	214,362.55	207,149.10	168,537.26	167,844.34	158,702.13
Fixed Assets												
1500 · Fixed Assets												
1501 · Office Equipment & Furniture	39,106.91	39,106.91	39,106.91	39,106.91	39,106.91	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87	45,483.87
1580 · Accumulated Depreciation	-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
Total 1500 · Fixed Assets	1,419.90	1,419.90	1,419.90	1,419.90	1,419.90	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86
Total Fixed Assets	1,419.90	1,419.90	1,419.90	1,419.90	1,419.90	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86	7,796.86
TOTAL ASSETS	152,075.07	152,990.88	160,576.22	156,347.59	151,201.39	178,307.05	208,070.64	222,159.41	214,945.96	176,334.12	175,641.20	166,498.99
LIABILITIES & EQUITY												
Liabilities												
Current Liabilities												
Accounts Payable												
2100 · Accounts Payable	9,587.27	11,474.08	22,234.66	13,661.81	15,532.32	49,907.63	80,374.49	80,407.29	21,094.56	8,750.46	13,677.10	8,838.68
Total Accounts Payable	9,587.27	11,474.08	22,234.66	13,661.81	15,532.32	49,907.63	80,374.49	80,407.29	21,094.56	8,750.46	13,677.10	8,838.68
21100 · Other Current Liabilities												
2110 · Gift Certificates Outstanding	13,813.64	13,511.64	12,405.19	12,617.34	12,351.07	12,399.17	12,429.46	12,460.52	13,297.81	13,297.81	13,297.81	13,297.81
2300 · Payroll & Sales Tax Payable												
2351 · Sales Tax Payable	2,151.49	2,715.32	2,287.01	2,265.86	2,036.86	2,321.19	3,241.71	5,712.61	11,985.89	1,940.00	1,761.47	2,178.00
2352 · Payroll Payable	0.00	0.00	0.00	0.00	0.00	0.00	1,828.80	2,125.30	3,126.15	2,135.17	2,135.17	2,135.17
2353 · IRA Withholding	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 2300 · Payroll & Sales Tax Payable	2,151.49	2,715.32	2,287.01	2,265.86	2,036.86	2,321.19	5,070.51	7,837.91	15,112.04	4,075.17	3,896.64	4,313.17

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	FCST Jan-16	FCST Feb-16	FCST Mar-16
Total 21100 - Other Current Liabilities	15,965.13	16,226.96	14,692.20	14,883.20	14,387.93	14,720.36	17,499.97	20,298.43	28,409.85	17,372.98	17,194.45	17,610.98
Total Current Liabilities	25,552.40	27,701.04	36,926.86	28,545.01	29,920.25	64,627.99	97,874.46	100,705.72	49,504.41	26,123.44	30,871.55	26,449.66
Total Liabilities	25,552.40	27,701.04	36,926.86	28,545.01	29,920.25	64,627.99	97,874.46	100,705.72	49,504.41	26,123.44	30,871.55	26,449.66
Equity												
3000 - Opening Bal Equity	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40	18,721.40
3901 - *Retained Earnings	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16	113,462.16
Net Income	-5,660.89	-6,893.72	-8,534.20	-4,380.98	-10,902.42	-18,504.50	-21,987.38	-10,729.87	33,257.99	18,027.12	12,586.09	7,865.77
Total Equity	126,522.67	125,289.84	123,649.36	127,802.58	121,281.14	113,679.06	110,196.18	121,453.69	165,441.55	150,210.68	144,769.65	140,049.33
TOTAL LIABILITIES & EQUITY	152,075.07	152,990.88	160,576.22	156,347.59	151,201.39	178,307.05	208,070.64	222,159.41	214,945.96	176,334.12	175,641.20	166,498.99

	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	FCST Jan-16	FCST Feb-16	FCST Mar-16
OPERATING ACTIVITIES												
Net Income	-5,660.89	-1,232.83	-1,640.48	4,125.94	-6,521.44	-7,602.08	-3,482.88	11,243.95	43,987.88	-15,230.87	-5,441.03	-4,720.32
Adjustments to reconcile Net Income to net cash provided by operations:												
1200 · Inventory	-347.69	5,416.64	424.07	-3,074.75	-8,460.00	-19,510.48	-25,715.49	11,666.42	46,496.47	-7,886.52	-2,083.78	6,038.32
2100 · Accounts Payable	-3,176.43	1,886.81	10,760.58	-8,572.85	1,870.51	34,375.31	30,466.86	32.80	-59,312.73	-12,344.10	4,926.64	-4,838.42
2110 · Gift Certificates Outstanding	680.03	-302.00	-1,106.45	212.15	-266.27	48.10	30.29	31.06	837.29	0.00	0.00	0.00
2300 · Payroll & Sales Tax Payable:2351 · Sales Tax Payable	-26.51	563.83	-428.31	-21.15	-229.00	284.33	920.52	2,470.90	6,273.28	-10,045.89	-178.53	416.53
2300 · Payroll & Sales Tax Payable:2353 · IRA Withholding	-2,135.17	0.00	0.00	0.00	0.00	0.00	1,828.80	296.50	1,000.85	-990.98	0.00	0.00
Net cash provided by Operating Activities	-10,666.66	6,332.45	8,009.41	-7,330.66	-13,606.20	7,595.18	4,048.10	25,741.63	39,283.04	-46,498.36	-2,776.70	-3,103.89
INVESTING ACTIVITIES												
1500 · Office Equipment & Furniture:1580 · Accumulated Depreciation	-1,064.30	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	-10,666.66	6,332.45	8,009.41	-7,330.66	-13,606.20	7,595.18	4,048.10	25,741.63	39,283.04	-46,498.36	-2,776.70	-3,103.89
Cash at beginning of period	67,237.98	56,571.32	62,903.77	70,913.18	63,582.52	49,976.32	57,571.50	61,619.60	87,361.23	126,644.27	80,145.91	77,369.21
Cash at end of period	56,571.32	62,903.77	70,913.18	63,582.52	49,976.32	57,571.50	61,619.60	87,361.23	126,644.27	80,145.91	77,369.21	74,265.32

	FISCAL YEAR	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH
In-Store Sales 2014	459,200	25,369	32,501	28,532	25,941	23,535	22,067	29,872	59,949	149,349	19,609	20,471	22,004
In-Store Sales 2015	424,467	22,392	34,522	19,134	21,571	26,359	21,767	27,617	49,081	138,266	20,908	19,242	23,609
In-Store Sales 2016	414,212	21,539	30,504	26,835	24,329	21,083	24,186	28,526	41,846	127,987	21,326	21,298	24,751
	1,297,879	69,301	97,527	74,501	71,840	70,976	68,020	86,015	150,876	415,603	61,843	61,012	70,364
Tent Sales 2014	-	-	-	-	-	-	-	-	-	-	-	-	-
Tent Sales 2015	-	-	-	-	-	-	-	-	-	-	-	-	-
Tent Sales 2016	8,081	-	-	-	8,081	-	-	-	-	-	-	-	-
	8,081	-	-	-	8,081	-	-	-	-	-	-	-	-
Other Offsite Sales 2014	29,892	-	1,096	744	-	-	882	752	24,100	1,280	-	(10)	1,048
Other Offsite Sales 2015	30,752	872	300	-	-	-	4,300	4,459	18,141	2,469	-	-	211
Other Offsite Sales 2016	35,731	1,231	340	-	-	-	3,187	6,693	20,375	3,009	-	(0)	897
	96,375	2,103	1,735	744	-	-	8,369	11,904	62,616	6,758	-	(10)	2,157
Total Sales 2014	489,093	25,369	33,597	29,276	25,941	23,535	22,950	30,624	84,049	150,629	19,609	20,461	23,053
Total Sales 2015	455,219	23,264	34,821	19,134	21,571	26,359	26,066	32,076	67,222	140,735	20,908	19,242	23,820
Total Sales 2016	458,024	22,770	30,844	26,835	32,409	21,083	27,373	35,219	62,222	130,997	21,326	21,298	25,648
	1,402,335	71,404	99,263	75,245	79,921	70,976	76,389	97,919	213,493	422,361	61,843	61,002	72,521
Margin 2014 (x-rebates)	240,259	12,184	16,652	12,362	12,901	11,849	11,248	15,669	41,465	75,431	9,454	10,004	11,041
Margin 2015 (x-rebates)	226,676	11,903	17,897	9,848	10,443	13,055	13,497	15,542	32,573	71,300	9,761	8,876	11,981
Margin 2016 (x-rebates)	232,973	10,464	15,893	14,207	20,432	10,278	14,885	17,505	31,337	66,053	9,956	10,155	11,806
	699,908	34,552	50,443	36,417	43,776	35,182	39,630	48,716	105,375	212,784	29,171	29,035	34,828
COGS 2014 (x-rebates)	248,833	13,185	16,946	16,913	13,040	11,686	11,702	14,955	42,584	75,198	10,156	10,457	12,012
COGS 2015 (x-rebates)	228,543	11,361	16,924	9,286	11,128	13,304	12,569	16,534	34,649	69,435	11,147	10,366	11,839
COGS 2016 (x-rebates)	225,051	12,305	14,951	12,628	11,977	10,805	12,488	17,714	30,884	64,944	11,370	11,143	13,842
	702,427	36,852	48,820	38,828	36,145	35,794	36,759	49,202	108,117	209,577	32,672	31,967	37,693
GM % 2014 (x-rebates)	49.12%	48.03%	49.56%	42.23%	49.73%	50.35%	49.01%	51.17%	49.33%	50.08%	48.21%	48.89%	47.89%
GM % 2015 (x-rebates)	49.80%	51.16%	51.40%	51.47%	48.41%	49.53%	51.78%	48.45%	48.46%	50.66%	46.69%	46.13%	50.30%
GM % 2016 (x-rebates)	50.86%	45.96%	51.53%	52.94%	63.04%	48.75%	54.38%	49.70%	50.36%	50.42%	46.69%	47.68%	46.03%
	49.91%	48.39%	50.82%	48.40%	54.77%	49.57%	51.88%	49.75%	49.36%	50.38%	47.17%	47.60%	48.02%
Rebates 2014	-	-	-	-	-	-	-	-	-	-	-	-	-
Rebates 2015	-	-	-	-	-	-	-	-	-	-	-	-	-
Rebates 2016	(2,688)	(977)	-	-	(705)	-	-	(638)	-	-	-	-	(367)
	(2,688)	(977)	-	-	(705)	-	-	(638)	-	-	-	-	(367)
Ad & Mktng 2014	14,731	415	2,118	222	1,053	1,050	533	525	1,432	3,023	3,028	-	1,332
Ad & Mktng 2015	11,233	200	-	172	300	-	853	3,471	1,986	2,511	300	900	540
Ad & Mktng 2016	13,076	500	819	581	650	1,300	1,778	600	2,123	1,005	1,934	632	1,153
	24,309	700	819	753	950	1,300	2,631	4,071	4,109	3,516	2,234	1,532	1,693
Ad & Mktng % 2014	3.01%	1.64%	6.30%	0.76%	4.06%	4.46%	2.32%	1.71%	1.70%	2.01%	15.44%	0.00%	5.78%
Ad & Mktng % 2015	2.47%	0.86%	0.00%	0.90%	1.39%	0.00%	3.27%	10.82%	2.95%	1.78%	1.43%	4.68%	2.27%
Ad & Mktng % 2016	2.85%	2.20%	2.66%	2.17%	2.01%	6.17%	6.50%	1.70%	3.41%	0.77%	9.07%	2.97%	4.50%
	1.73%	0.98%	0.83%	1.00%	1.19%	1.83%	3.44%	4.16%	1.92%	0.83%	3.61%	2.51%	2.33%
CC Fees 2014	7,896	385	513	554	430	332	367	401	467	1,377	2,370	380	319
CC Fees 2015	6,990	407	449	592	343	502	475	384	550	1,122	1,628	252	285
CC Fees 2016	7,461	407	445	550	319	772	421	423	667	896	1,667	409	485
	14,886	793	962	1,146	773	834	842	785	1,017	2,499	3,998	632	605
CC Fee % 2014	1.61%	1.52%	1.53%	1.89%	1.66%	1.41%	1.60%	1.31%	0.56%	0.91%	12.09%	1.86%	1.39%
CC Fee % 2015	1.54%	1.75%	1.29%	3.10%	1.59%	1.90%	1.82%	1.20%	0.82%	0.80%	7.79%	1.31%	1.20%
CC Fee % 2016	1.63%	1.79%	1.44%	2.05%	0.98%	3.66%	1.54%	1.20%	1.07%	0.68%	7.82%	1.92%	1.89%
	1.06%	1.11%	0.97%	1.52%	0.97%	1.17%	1.10%	0.80%	0.48%	0.59%	6.47%	1.04%	0.83%

	FISCAL YEAR	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH
Offsite Expense 2014	-	-	-	-	-	-	-	-	-	-	-	-	-
Offsite Expense 2015	-	-	-	-	-	-	-	-	-	-	-	-	-
Offsite Expense 2016	1,257	25	25	-	680	-	155	189	134	50	-	-	-
	1,257	25	25	-	680	-	155	189	134	50	-	-	-
Offsite Exp % 2014	0.00%		0.00%	0.00%			0.00%	0.00%	0.00%	0.00%		0.00%	0.00%
Offsite Exp % 2015	0.00%	0.00%	0.00%				0.00%	0.00%	0.00%	0.00%			0.00%
Offsite Exp % 2016	2.87%	2.03%	7.35%		8.42%		4.85%	2.82%	0.66%	1.67%		0.00%	0.00%
	1.20%	1.19%	1.44%	0.00%	8.42%		1.85%	1.58%	0.21%	0.74%		0.00%	0.00%
B/G Expense 2014	665	-	133	-	47	90	47	47	-	137	47	-	118
B/G Expense 2015	931	75	105	90	96	89	50	-	140	-	50	128	110
B/G Expense 2016	979	60	235	150	10	156	50	79	-	90	50	50	50
	2,574	135	472	240	153	335	146	126	140	227	146	178	277
Store Supplies 2014	2,131	160	476	163	102	119	99	18	3	474	240	158	119
Store Supplies 2015	3,419	127	477	106	604	214	228	130	455	246	135	309	388
Store Supplies 2016	2,695	58	152	222	572	-	318	52	137	734	150	150	150
	8,246	345	1,106	492	1,278	334	644	199	595	1,454	525	617	657
Telephone 2014	2,171	253	262	169	60	171	180	299	179	179	179	179	60
Telephone 2015	1,625	174	118	286	113	116	116	116	116	118	-	235	118
Telephone 2016	812	68	68	68	68	68	-	68	98	50	80	106	71
	4,608	494	448	523	241	355	296	483	393	347	259	520	249
Electric 2014	3,566	194	316	288	397	444	411	341	271	244	253	209	199
Electric 2015	3,768	212	264	381	428	485	467	353	280	218	255	223	202
Electric 2016	4,188	232	283	383	517	515	418	413	275	220	322	295	314
	11,522	639	864	1,052	1,341	1,444	1,296	1,107	826	682	830	727	714
Gas 2014	896	118	84	-	-	-	-	-	85	51	116	182	260
Gas 2015	1,107	130	83	-	-	-	-	-	132	60	116	203	385
Gas 2016	447	-	55	-	-	-	-	-	132	47	54	74	85
	2,449	247	222	-	-	-	-	-	349	158	285	459	730
Water 2014	229	17	14	19	28	39	26	33	15	12	15	1	10
Water 2015	113	11	-	8	11	14	15	15	16	-	-	23	-
Water 2016	105	8	8	8	8	8	8	8	8	8	15	9	14
	448	35	21	35	47	61	48	56	39	20	30	33	24
Network 2014	100	-	-	-	-	-	-	-	-	-	-	-	100
Network 2015	100	-	-	-	-	-	-	-	-	-	-	-	100
Network 2016	955	50	50	50	50	499	-	50	137	68	-	-	-
	1,154	50	50	50	50	499	-	50	137	68	-	-	199
Contributions 2014	(9,919)	-	(1,600)	(264)	(1,010)	-	(7)	(1,000)	(1,248)	(919)	(2,175)	(1,184)	(512)
Contributions 2015	(857)	-	(857)	-	-	-	-	-	-	-	-	-	-
Contributions 2016	(565)	-	-	-	(565)	-	-	-	-	-	-	-	-
	(11,341)	-	(2,457)	(264)	(1,575)	-	(7)	(1,000)	(1,248)	(919)	(2,175)	(1,184)	(512)
Purchases 2014	234,065		16,292	12,263	16,974	20,147	4,298	5,436	89,833	32,265	18,042	12,541	5,974
Purchases 2015	256,401	23,795	10,977	7,272	8,774	15,034	27,435	46,116	18,471	15,736	23,268	42,934	16,590
Purchases 2016	222,088	12,653	9,534	12,204	15,052	19,265	31,998	43,429	19,218	18,447	19,256	13,227	7,804
	222,088	12,653	9,534	12,204	15,052	19,265	31,998	43,429	19,218	18,447	19,256	13,227	7,804
AP Ratio 2014	23.0%	17.0%	23.3%	15.0%	17.8%	22.1%	4.9%	8.6%	74.6%	54.5%	10.8%	16.4%	11.4%
AP Ratio 2015	43.1%	29.9%	37.4%	30.0%	16.1%	24.3%	69.1%	73.0%	85.7%	69.6%	30.1%	35.8%	15.9%
AP Ratio 2016	27.9%	11.9%	15.3%	29.7%	17.5%	18.0%	47.2%	61.1%	67.1%	28.7%	10.8%	16.4%	11.4%
	27.9%	11.9%	15.3%	29.7%	17.5%	18.0%	47.2%	61.1%	67.1%	28.7%	10.8%	16.4%	11.4%

5-Year Financial Summary

	2013	2014	2015	2016 Act/Fcst	2017 Plan
Sales	\$ 484,380	\$ 489,093	\$ 455,219	\$ 458,024	\$ 464,617
% Chg		0.97%	-6.93%	0.62%	1.44%
Gross Margin	49.35%	49.12%	49.80%	51.37%	51.72%
Expansion		(23)	67	158	35
Expenses	243,237	235,451	227,127	235,404	238,266
% Chg		-3.20%	-3.54%	3.64%	1.22%
% Sales	50.22%	48.14%	49.89%	51.40%	51.28%
Expansion		(208)	175	150	(11)
Contributions	4,133	9,919	6,947	7,943	8,500
% Chg		139.98%	-29.97%	14.35%	7.01%
Net Income	135	14,651	8,661	7,825	10,552
% Sales	0.03%	3.00%	1.90%	1.71%	2.27%
Expansion		297	(109)	(19)	56
Ending Cash	67,102	78,677	67,238	74,265	86,756
% Chg		17.25%	-14.54%	10.45%	16.82%
Salaries	98,237	91,820	77,430	82,127	88,978
% Sales	20.28%	18.77%	17.01%	17.93%	19.15%
Rent	90,250	95,459	99,418	100,101	102,684
% Sales	18.63%	19.52%	21.84%	21.86%	22.10%
Salaries + Rent	188,486	187,279	176,848	182,229	191,662
% Sales	38.91%	38.29%	38.85%	39.79%	41.25%
% Total Expense	77.49%	79.54%	77.86%	77.41%	80.44%

