

Ten Thousand Villages of Nashville
FY2016 Budget_Version 3

	Annual	Apr-15	May-15	Jun-15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Comments / Questions
P&L														
Margin														
In-Store Sales Growth	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%	
Offsite Sales Growth	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	
GM Rate		51.16%	51.40%	51.47%	48.41%	49.53%	51.78%	48.45%	48.46%	50.66%	46.69%	47.68%	47.46%	
Expense														
Manager Salary	\$ 37,380	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	\$ 29,000	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	\$ 6,000	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	8.33%	
Health Insurance	\$ -													
Payroll Tax Rate	7.65%													
Payroll Processing Fees	\$ 840	70	70	70	70	70	70	70	70	70	70	70	70	
Ad Expense	3.0%	317	1,093	188	698	542	688	2,061	1,763	2,855	1,717	566	1,387	
Credit Card Fees		1.78%	1.32%	3.13%	1.62%	1.93%	1.85%	1.23%	0.85%	0.83%	7.82%	1.92%	1.89%	
Insurance	\$ 5,101	-	-	-	2,569	(300)	-	2,832	-	-	-	-	-	Jul = Wk. Comp (\$2524); Aug = Wk. Comp Rebate (\$300); Oct = Gen Liability (\$1617) and D&O (\$1215)
Professional Fees	\$ 6,800	600	3,600	2,600	-	-	-	-	-	-	-	-	-	Apr-Jun = \$600 bookkeeping/month; Jul-Mar = \$500 bookkeeping/month; May = \$3000 990 Prep; Jun = \$2000 990 Prep; Oct = \$500 990 Prep
Rent	\$ 101,270	9,235	8,235	8,235	8,235	8,235	8,235	8,448	8,448	8,448	8,505	8,505	8,505	Apr = \$7,088 rent + \$2,147 tax; May - Sep = \$7,088 rent + \$1,147 tax; Oct - Dec = \$7,301 rent + \$1,147 tax; Jan - Mar = \$7,301 rent + \$1,204 tax
Building & Grounds	\$ 850	50	50	300	50	50	50	50	50	50	50	50	50	Carpet Cleaning assumed in June w/ Visual Merch Update
Supplies	\$ 1,800	150	150	150	150	150	150	150	150	150	150	150	150	
Telephone	\$ 1,320	105	151	167	106	132	64	130	104	105	80	106	71	
Electric	\$ 5,000	317	363	507	573	612	601	437	349	309	322	295	314	
Gas	\$ 400	63	39	-	-	-	-	-	56	29	54	74	85	
Water	\$ 200	17	9	16	21	25	22	22	19	12	15	9	14	
Postage	\$ 240	20	20	20	20	20	20	20	20	20	20	20	20	
Staff Development	\$ 235	-	-	235	-	-	-	-	-	-	-	-	-	May = \$235 National Workshops (Registration: \$235)
Travel	\$ 965	-	-	965	-	-	-	-	-	-	-	-	-	May = \$965 National Workshops (Lodging: \$390, Airfare: \$400, Car Rental: \$175)
Technical Support	\$ 10,973	2,016	566	218	69	99	69	69	69	69	7,590	69	69	Details on tab "IT Expense" per Judy; +\$150 in April for Quicken software
Marketing	\$ 1,000	50	75	41	48	58	57	71	147	304	46	46	55	
Visual Merchandising	\$ 2,150	-	-	2,000.00	-	-	50.00	-	-	50.00	-	-	50.00	New visual merchandising update \$2000-- this will buy paint, new brand-wall images and start the process of upgrading and adding new fixtures.
Other Income														
Miscellaneous Income	\$ 2,680	-	-	404	-	-	813	-	-	1,064	-	-	399	
Contributions - Grants	\$ 1,000	-	-	-	1,000	-	-	-	-	-	-	-	-	Frist Technology Grant
Contributions - Individuals	\$ 4,000	-	888	95	365	-	3	362	451	332	786	532	185	
Contributions - Corporate	\$ 3,500	-	777	83	320	-	2	316	395	291	688	465	162	
Balance Sheet														
AP Ratio-- calculated on receipts	39.9%	53.8%	75.9%	46.9%	61.6%	80.5%	150.0%	150.0%	300.4%	73.1%	47.6%	84.9%	49.4%	
Gift Certificates Outstanding		11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	11,500.00	
Sales Tax Payable	9.0%													
Cash Flow														
Receipt:Sales		1.30	0.97	1.01	1.16	1.43	3.80	3.00	0.80	0.40	1.25	1.08	1.01	
Purchases at Cost		14,728	16,358	9,354	13,218	19,472	48,561	50,456	28,124	27,774	14,262	12,042	13,607	