

## TTV Nashville FY 2013 Budget

TTV Nashville FY 2013 Budget														Total
	April	May	June	July	August	September	October	November	December	January	February	March		
Revenue	\$23,994	\$35,304	\$26,938	\$32,679	\$35,250	\$30,801	\$46,886	\$63,611	\$138,842	\$21,339	\$25,992	\$28,522	\$93,778	
Store Sales	\$1,000	\$1,000	\$-0.00	\$5,000	\$-0.00	\$5,182	\$1,235	\$19,287	\$138,842	\$-0.00	\$1,000	\$1,000	\$35,704	
Office Sales	\$30,994	\$36,304	\$26,938	\$37,679	\$35,250	\$35,983	\$48,041	\$82,896	\$159,642	\$21,339	\$26,992	\$27,522	\$54,482	
Total Sales														
Cost of Goods Sold	\$16,176	\$19,132	\$14,186	\$19,857	\$16,577	\$18,963	\$25,318	\$43,687	\$73,697	\$11,246	\$14,225	\$14,504	\$289,577	
Gross Profit	\$14,518	\$17,172	\$12,742	\$17,822	\$16,673	\$17,020	\$22,723	\$39,211	\$66,145	\$10,093	\$12,767	\$13,018	\$259,905	
Gross Margin	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	47.30%	
Operating Expenses														
Salaries and Wages	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$4,523	\$54,276	
Manager	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$2,743	\$33,920	
Asst. Manager	\$298	\$298	\$298	\$298	\$298	\$298	\$298	\$298	\$298	\$298	\$298	\$298	\$3,570	
Part-Time/Seasonal	\$222	\$222	\$222	\$222	\$222	\$222	\$222	\$222	\$222	\$222	\$222	\$222	\$2,658	
Health Insurance	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$136	\$1,628	
Simple IRA Contribution														
Incentive/Bonus								\$750						
Salaries and Wages	\$7,921	\$7,921	\$7,921	\$7,921	\$7,921	\$7,921	\$7,921	\$8,671	\$7,921	\$7,921	\$7,921	\$7,921	\$95,803	
Payroll Expenses														
Online Payroll Fees	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$480	
Payroll Taxes	\$560	\$560	\$560	\$560	\$560	\$560	\$560	\$560	\$560	\$560	\$560	\$560	\$6,714	
Payroll Expenses	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$7,194	
Rent	\$7,341	\$7,341	\$7,341	\$7,341	\$7,341	\$7,341	\$7,531	\$7,531	\$7,531	\$7,531	\$7,531	\$7,531	\$89,232	
Advertising	\$1,059	\$808	\$980	\$1,058	\$824	\$1,408	\$1,998	\$4,165	\$640	\$780	\$766	\$1,059	\$15,582	
Credit Card Fees	\$562	\$684	\$493	\$645	\$690	\$658	\$879	\$658	\$1,517	\$2,559	\$504	\$504	\$10,056	
Insurance	\$416	\$416	\$416	\$416	\$416	\$416	\$416	\$416	\$416	\$416	\$416	\$416	\$4,986	
Professional Services	\$2,922	\$2,922	\$2,922	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$175	\$10,342	
Technology	\$563	\$563	\$563	\$563	\$563	\$563	\$563	\$563	\$563	\$563	\$563	\$563	\$6,760	
Building and Grounds	\$92	\$92	\$92	\$92	\$92	\$92	\$92	\$92	\$92	\$92	\$92	\$92	\$1,100	
Utilities														
Telephone	\$146	\$146	\$146	\$146	\$146	\$146	\$146	\$146	\$146	\$146	\$146	\$146	\$1,748	
Electric	\$433	\$433	\$433	\$433	\$433	\$433	\$433	\$433	\$433	\$433	\$433	\$433	\$5,193	
Gas	\$36	\$36	\$36	\$36	\$36	\$36	\$36	\$36	\$36	\$36	\$36	\$36	\$428	
Water	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$15	\$180	
Utilities	\$629	\$629	\$629	\$629	\$629	\$629	\$629	\$629	\$629	\$629	\$629	\$629	\$7,551	
Supplies	\$595	\$595	\$595	\$595	\$595	\$595	\$595	\$595	\$595	\$595	\$595	\$595	\$7,143	
Other Expenses	\$266	\$266	\$266	\$266	\$266	\$266	\$266	\$266	\$266	\$266	\$266	\$266	\$3,194	
Total Operating Expenses	\$22,966	\$22,818	\$22,819	\$20,345	\$20,187	\$20,680	\$21,575	\$24,470	\$22,737	\$19,968	\$20,077	\$20,351	\$258,943	
Operating Income	\$18,449	\$15,646	\$10,077	\$12,923	\$13,494	\$13,640	\$11,148	\$14,741	\$43,408	\$19,865	\$7,310	\$7,333	\$962	
Operating Margin	-27.59%	-15.65%	-37.4%	-6.7%	-9.9%	-10.1%	2.4%	17.8%	31.0%	-46.2%	-27.1%	-26.6%	0.2%	
Other Income														
Contributions	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0	
Total Other Income/Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	
Net Income	\$(6,449)	\$(5,646)	\$(10,077)	\$(2,523)	\$(3,494)	\$(3,640)	\$1,148	\$14,741	\$43,408	\$19,865	\$(7,310)	\$(7,333)	\$962	
Reconciliation to Cash														
Beginning Cash Balance	\$47,836	\$39,368	\$33,742	\$23,665	\$21,143	\$17,649	\$14,009	\$15,157	\$29,898	\$73,306	\$65,441	\$56,131		
Add: Net Income	\$(6,449)	\$(5,646)	\$(10,077)	\$(2,523)	\$(3,494)	\$13,640	\$1,148	\$14,741	\$43,408	\$(19,865)	\$(7,310)	\$(7,333)	\$962	
Ending Cash Balance	\$39,389	\$33,742	\$23,665	\$21,143	\$17,649	\$14,009	\$15,157	\$29,898	\$73,306	\$63,441	\$56,131	\$48,798		
Payroll+Rent / Revenue														
Payroll+Rent / Revenue													34.98%	
Payroll / Revenue													Max 33%	
COGS TTV Guidance													18.74%	
Marketing+Payroll+Rent / Revenue													<54%	
Marketing+Payroll+Rent / Revenue TTV Guidance													36.5%	
Marketing+Payroll+Rent / Revenue TTV Guidance													Max 35%	