

Computing Development Strategies
Projected Profit and Loss Statement - 2000

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Revenue:	Document Preview – This is only a portion of the entire, customizable document.											
Gross Sales	\$21,000	\$30,960	\$34,200	\$34,200	\$32,760	\$28,080	\$21,240	\$19,440	\$25,560	\$30,600	\$38,880	\$34,920
Less: Sales Returns and Allowances	0	0	0	0	0	0	0	0	0	0	0	0
Net Sales	21,000	30,960	34,200	34,200	32,760	28,080	21,240	19,440	25,560	30,600	38,880	34,920
Cost of Goods Sold:												
Beginning Inventory	\$0	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Add: Purchases	2,520	2,160	2,380	2,380	2,280	1,960	1,480	1,360	1,780	2,080	2,700	2,420
Freight-in	50	50	50	50	50	50	50	50	50	50	50	50
Direct Labor	0	0	0	0	0	0	0	0	0	0	0	0
Indirect Expenses	0	0	0	0	0	0	0	0	0	20	20	20
	<u>2,570</u>	<u>3,210</u>	<u>3,430</u>	<u>3,430</u>	<u>3,330</u>	<u>3,010</u>	<u>2,530</u>	<u>2,410</u>	<u>2,830</u>	<u>3,150</u>	<u>3,770</u>	<u>3,490</u>
Less: Ending Inventory	0	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods Sold	2,570	3,210	3,430	3,430	3,330	3,010	2,530	2,410	2,830	3,150	3,770	3,490
Gross Profit (Loss)	18,430	(27,750)	30,770	30,770	29,430	25,070	18,710	17,030	22,730	27,450	35,110	31,430
Expenses:												
Advertising	300	300	300	300	300	300	300	300	600	600	600	300
Amortization	0	0	0	0	0	0	0	0	0	0	0	0
Bad Debts	810	929	1,026	1,026	983	842	637	583	767	918	1,166	1,048
Bank Charges	40	40	0	0	0	0	0	0	45	40	40	40
Charitable Contributions	0	0	0	0	0	0	0	0	0	0	0	0
Commissions	0	0	0	0	0	0	0	0	0	0	0	0
Computer Leases	3,154	3,154	3,154	3,154	3,154	3,154	3,154	3,154	3,154	3,154	3,154	3,154
Contract Labor	1,520	1,520	1,520	1,520	0	0	0	0	1,520	1,520	1,520	0
Credit Card Fees	50	58	64	64	61	52	39	35	46	55	69	62
Delivery Expenses	30	30	0	0	36	31	24	22	29	35	44	40
Depreciation	100	100	100	100	100	100	100	100	100	100	100	100
Dues and Subscriptions	10	10	10	10	10	10	10	10	10	10	10	10
Insurance	600	600	600	600	600	600	600	600	600	600	600	600
Interest	48	48	48	48	48	48	48	48	48	48	48	48
Maintenance	20	20	20	20	20	20	20	20	20	20	20	20
Miscellaneous	0	0	0	0	0	0	0	0	0	0	0	0
Office Expenses	200	200	200	200	200	200	200	200	200	200	200	200
Operating Supplies	400	460	506	506	400	409	307	276	359	431	539	485
Payroll Taxes	960	960	960	960	734	734	734	734	960	960	960	734
Permits and Licenses	20	20	20	20	20	20	20	20	20	20	20	20
Postage	200	200	200	200	200	200	200	200	200	200	200	200
Professional Fees	200	200	200	200	200	200	200	200	200	200	200	200
Property Taxes	0	0	0	0	0	0	0	0	0	0	0	0
Rent	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500
Repairs	0	0	0	0	0	0	0	0	0	0	0	0
Telephone	400	400	400	400	400	400	400	400	400	400	400	400
Travel	0	0	0	0	0	0	0	0	0	0	0	0
Utilities	300	300	300	300	300	300	300	300	300	300	300	300
Vehicle Expenses	0	0	0	0	0	0	0	0	0	0	0	0
Wages	8,155	8,155	8,155	8,155	8,155	8,155	8,155	8,155	8,155	8,155	8,155	8,155
Total Expenses	19,017	19,204	19,283	19,283	17,421	17,275	16,948	16,857	19,233	19,466	19,845	17,616
Net Operating Income	(587)	8,546	11,487	11,487	12,009	7,795	1,762	173	3,497	7,984	15,265	13,814
Other Income:												
Gain (Loss) on Sale of Assets	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
Total Other Income	0	0	0	0	0	0	0	0	0	0	0	0
Net Income (Loss)	(\$587)	\$8,546	\$11,487	\$11,487	\$12,009	\$7,795	\$1,762	\$173	\$3,497	\$7,984	\$15,265	\$13,814
Cumulative Net Income (Loss)	(\$587)	\$7,959	\$19,446	\$30,933	\$42,942	\$38,728	\$44,704	\$44,877	\$48,374	\$56,358	\$71,623	\$85,437

Note 1. **Advertising:** CDS has signed a two year contract with Technical Marketing Support, Inc. TMS will assist CDS in developing and implementing a marketing and advertising strategy. The contract calls for payments of \$300 a month for the first six months, and \$600 a month thereafter.

Note 2. **Bad Debt Expense:** Based on the survey of 100 computer training firms in the Midwest, the average amount of uncollectible accounts is projected to be 5% of all sales on credit. About 5% of all course fees will be paid on credit. Accordingly, bad debt should be small.

Note 3. **Contract Labor:** During the first four months of the year and September, October and November, CDS will hire Ms. Howe as a training instructor for \$1,520 per month.

Note 4. **Depreciation:** The office furniture will be depreciated over six years on a straight-line basis. The office equipment, such as the computer, fax machine and copier will be depreciated over five years.

Note 5. **Insurance:** CDS has contracted with Pinnacle Insurance Company to provide an insurance policy on all the office and training equipment, as well as health insurance for the two employees.

Note 6. **Office Expenses:** This includes a monthly fee assessed for a maintenance agreement for all the office and training equipment in the facility.

Note 7. **Professional Fees:** CDS has hired an accountant to file quarterly employment tax forms and prepare financial reports for \$200 per month.

Note 8. **Rent:** CDS has signed a three-year lease for the training facility. The monthly rent is \$1,500 for the first year; \$1,600 for the second year, and \$1,700 for the third.

Sample Preview