

The Very Good Butchers

Proforma Income Statement 2018

Prepared for internal management purposes

	Jan-May 15 (actual)	June	July	August	September	October	November	December	YTD
Revenue									
Victoria Butcher Shop Sales		\$60,000	\$75,000	\$75,000	\$65,000	\$65,000	\$65,000	\$75,000	\$480,000
Vancouver Butcher Shop Sales								\$125,000	\$125,000
E-Commerce Sales		15,000	20,000	25,000	20,000	20,000	20,000	35,000	\$155,000
Third Party Distribution Sales		5,000	10,000	10,000	10,000	10,000	25,000	50,000	\$120,000
Food Truck									\$0
Market and Event Sales		15,000	20,000	15,000	5,000	2,500	1,000	5,000	\$63,500
FrontFundr						1,000,000			1,000,000
Total Sales	\$358,867	\$95,000	\$125,000	\$125,000	\$100,000	\$97,500	\$111,000	\$290,000	\$1,943,500
Cost of Goods Sold	165,265	38,000	50,000	50,000	40,000	39,000	44,400	116,000	542,665
Gross Margin	\$193,602	\$57,000	\$75,000	\$75,000	\$60,000	\$58,500	\$66,600	\$174,000	\$1,400,835
Operating Expenses									
Wages & Benefits	\$94,821	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$50,000	\$294,821
Rent	\$33,427	\$4,200	\$4,200	\$4,200	\$4,200	\$8,400	\$8,400	\$12,600	\$79,627
Equipment Rental	28,825	6,000	6,000	6,000	4,000	4,000	4,000	4,000	62,825
Office & Administration	21,404	1,000	1,000	1,000	1,000	1,000	1,000	1,000	28,404
Interest on Long Term Debt	15,465	1,500	1,500	1,500	1,500	1,500	3,000	3,000	28,965
Professional Fees	7,843	5,000	5,000	5,000	5,000	5,000	5,000	5,000	42,843
Advertising & Promotion	5,906	1,000	1,000	3,000	3,000	5,000	5,000	10,000	33,906
Travel	5,119	2,000	2,000	2,000	2,000	3,000	3,000	4,000	23,119
Interest and bank charges	4,690	1,000	1,000	1,000	1,000	1,000	1,000	2,500	13,190
Subcontractors	4,481	1,000	1,000	1,000	1,000	10,000	10,000	10,000	38,481
Memberships, licenses, and subscriptions		250	250	250	250	250	500	500	2,250
Insurance	610	150	150	150	500	500	500	500	3,060
Meals & Entertainment	572	200	200	200	200	200	400	400	2,372
Telephone & Utilities	352	100	100	100	100	200	200	300	1,452
Small Tools and Supplies	262	100	100	100	100	5,000	5,000	5,000	15,662
Maintenance Expenses	102	100	100	100	400	500	500	500	2,302
Renovation/Leashold Improvements	0	0	0	0	0	50,000	50,000	50,000	150,000
Furniture and Fixtures							20,000	20,000	20,000
Market Costs (Equipment, Transportation, Fees)		2,000	2,000	2,000					6,000
Production Facility Equipment (Financed, Monthly Payments)						30,000	30,000	30,000	90,000
Vancouver Initial Inventory							50,000		50,000
Freight, Utilities and other	1,000	1,000	1,000	1,000	1,000	3,000	4,000	4,000	16,000
Total Operating Expenses	\$224,879	\$51,600	\$51,600	\$53,600	\$50,250	\$153,550	\$226,500	\$213,300	\$1,005,279
Income Before Income Taxes	-\$31,277	\$5,400	\$23,400	\$21,400	\$9,750	-\$95,050	-\$159,900	-\$39,300	\$395,556
Income Tax Expense									49,445
Net Income	-\$31,277	\$5,400	\$23,400	\$21,400	\$9,750	-\$95,050	-\$159,900	-\$39,300	\$346,112

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	January	February	March
Revenue			
Victoria Butcher Shop Sales	\$65,000	\$60,000	\$60,000
Vancouver Butcher Shop Sales	\$100,000	\$100,000	\$100,000
E-Commerce Sales	35,000	40,000	45,000
Third Party Distribution Sales	50,000	50,000	60,000
Food Truck	20,000	20,000	20,000
Market and Event Sales	5,000	1,000	5,000
Total Sales	\$275,000	\$271,000	\$290,000
Cost of Goods Sold	110,000	108,400	116,000
Gross Margin	\$165,000	\$162,600	\$174,000
Operating Expenses			
Wages & Benefits	\$50,000	\$50,000	\$50,000
Rent	\$12,600	\$12,600	\$12,600
Equipment Rental	4,000	4,000	4,000
Office & Administration	1,000	1,000	1,000
Interest on Long Term Debt	3,000	3,000	3,000
Professional Fees	5,000	5,000	5,000
Advertising & Promotion	5,000	5,000	5,000
Travel	2,000	2,000	2,000
Interest and bank charges	2,500	2,500	2,500
Subcontractors	1,000	1,000	1,000
Memberships, licenses, and subscriptions	500	500	500
Insurance	500	500	500
Meals & Entertainment	200	200	200
Telephone & Utilities	200	200	200
Small Tools and Supplies	250	250	250
Maintenance Expenses	500	500	500
Food Truck	80,000		
Production Facility Equipment (Financed, Monthly Payments)	30,000	30,000	30,000
Freight, Utilities and other	4,000	4,000	4,000
Total Operating Expenses	\$202,250	\$122,250	\$122,250
Income Before Income Taxes	-\$37,250	\$40,350	\$51,750
Income Tax Expense			

Net Income

-37,250

40,350

51,750

April	May	June	July	August	September	October
\$65,000	\$65,000	\$75,000	\$80,000	\$90,000	\$80,000	\$75,000
\$100,000	\$125,000	\$125,000	\$150,000	\$150,000	\$125,000	\$125,000
50,000	55,000	60,000	65,000	70,000	75,000	80,000
60,000	70,000	70,000	80,000	90,000	100,000	110,000
25,000	25,000	30,000	35,000	35,000	25,000	25,000
5,000	5,000	10,000	20,000	20,000	10,000	5,000
\$305,000	\$345,000	\$370,000	\$430,000	\$455,000	\$415,000	\$420,000
122,000	138,000	172,000	172,000	182,000	166,000	168,000
\$183,000	\$207,000	\$198,000	\$258,000	\$273,000	\$249,000	\$252,000
\$50,000	\$50,000	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
\$12,600	\$12,600	\$12,600	\$12,600	\$12,600	\$12,600	\$12,600
4,000	4,000	4,000	4,000	4,000	4,000	4,000
1,000	1,000	1,000	1,000	1,000	1,000	1,000
3,000	3,000	3,000	3,000	3,000	3,000	3,000
5,000	5,000	5,000	5,000	5,000	5,000	5,000
5,000	5,000	5,000	5,000	5,000	5,000	5,000
2,000	2,000	2,000	2,000	2,000	2,000	2,000
2,500	2,500	2,500	2,500	2,500	2,500	2,500
1,000	1,000	1,000	1,000	1,000	1,000	1,000
500	500	500	500	500	500	500
500	500	500	500	500	500	500
200	200	200	200	200	200	200
200	200	200	200	200	200	200
250	250	250	250	250	250	250
500	500	500	500	500	500	500
30,000	30,000	30,000	30,000	30,000	30,000	30,000
4,000	4,000	4,000	4,000	4,000	4,000	4,000
\$122,250	\$122,250	\$132,250	\$132,250	\$132,250	\$132,250	\$132,250
\$60,750	\$84,750	\$65,750	\$125,750	\$140,750	\$116,750	\$119,750

\$60,750 \$84,750 \$65,750 \$125,750 \$140,750 \$116,750 \$119,750

Proforma Income Statement 2019

red for internal management purposes

November	December	YTD
\$70,000	\$85,000	\$870,000
\$125,000	\$150,000	\$1,475,000
85,000	90,000	\$750,000
120,000	130,000	\$990,000
25,000	25,000	\$225,000
5,000	10,000	\$101,000
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\$430,000	\$490,000	\$4,411,000
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172,000	196,000	1,822,400
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\$258,000	\$294,000	\$2,588,600
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\$60,000	\$60,000	\$670,000
\$12,600	\$12,600	\$151,200
4,000	4,000	48,000
1,000	1,000	12,000
3,000	3,000	36,000
5,000	5,000	60,000
5,000	5,000	60,000
2,000	2,000	24,000
2,500	2,500	30,000
1,000	1,000	12,000
500	500	6,000
500	500	6,000
200	200	2,400
200	200	2,400
250	250	3,000
500	500	6,000
30,000	30,000	360,000
4,000	4,000	48,000
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\$132,250	\$132,250	\$1,669,250
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\$125,750	\$161,750	\$919,350
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\$125,750

\$161,750

\$804,431
