Profit and Loss Projection (12 Months)

Need Help? Ask SCORE.

Kingston Farm and Garden Cooperative

Assumes the purchase of Sacks Feed and continuing sales of current products with addition of a few new products and services.

Fiscal Year Begins

Sep-10

	IND. %	09 Total	09 Avg.	Sep-10	% B/A	Oct-10	%	Nov-10	%	Dec-10	%	Jan-11	%	Feb-11	%	Mar-11	%	Apr-11	%	May-11	%	Jun-11	%	Jul-11	%	Aug-11	%	YEARLY	%
Revenue (Sales)																													
Hay		43347	3612	3,209	10.1	3,336	9.3	3,426	11.6	4,504	12.2	4,386	14.5	4,083	12.1	3,779	9.5	3,705	7.8	3,272	6.1	2,807	6.3	3,611	9.2	3,229	8.7	43,347	9.4
Feed		131830	10986	10,892	34.2	13,480	37.5	9,367	31.7	10,169	27.5	10,357	34.2	10,981	32.5	11,603	29.1	10,786	22.8	10,737	20.1	11,965	27.0	10,299	26.2	11,194	30.1	131,830	28.7
LS & pet		54313	4526	3,734	11.7	4,522	12.6	4,593	15.5	5,521	14.9	3,565	11.8	3,696	10.9	3,829	9.6	4,461	9.4	5,012	9.4	4,232	9.6	5,467	13.9	5,681	15.3	54,313	11.8
Fencing		4630	386	320	1.0	433	1.2	65	0.2	11	0.0	130	0.4	261	0.8	391	1.0	700	1.5	570	1.1	871	2.0	631	1.6	247	0.7	4,630	1.0
Clothing		10941	912	686	2.2	1,625	4.5	2,110	7.1	1,922	5.2	610	2.0	695	2.1	782	2.0	791	1.7	530	1.0	328	0.7	449	1.1	413	1.1	10,941	2.4
Plants		22863	1905	1,658	5.2	524	1.5	269	0.9	542	1.5	138	0.5	533	1.6	930	2.3	4,141	8.7	7,374	13.8	2,401	5.4	2,385	6.1	1,968	5.3	22,863	5.0
Garden		96658	8055	5,106	16.0	4,407	12.3	2,903	9.8	4,814	13.0	3,221	10.6	5,982	17.7	10,458	26.2	14,912	31.5	16,987	31.9	13,778	31.1	7,811	19.9	6,279	16.9	96,658	21.0
Misc.		16015	1335	1,136	3.6	1,119	3.1	1,111	3.8	3,197	8.7	803	2.6	880	2.6	954	2.4	1,193	2.5	1,703	3.2	1,182	2.7	1,738	4.4	999	2.7	16,015	3.5
Dog food		40368	3364	3,216	10.1	4,264	11.9	3,209	10.8	3,335	9.0	3,500	11.5	3,318	9.8	3,139	7.9	3,210	6.8	3,211	6.0	3,355	7.6	3,241	8.2	3,550	9.5	40,548	8.8
Propane		16769	1397	815	2.6	914	2.5	933	3.2	1,491	4.0	1,702	5.6	1,796	5.3	1,892	4.7	1,500	3.2	1,637	3.1	1,335	3.0	1,384	3.5	1,370	3.7	16,769	3.6
Produce		0	0	300	0.9	600	1.7	1,000	3.4	1,000	2.7	1,000	3.3	1,000	3.0	1,000	2.5	1,200	2.5	1,200	2.3	1,200	2.7	1,500	3.8	1,500	4.0	12,500	2.7
Presentation/lectures		0	0	400	1.3	100	0.3	100	0.3	0	0.0	400	1.3	100	0.3	400	1.0	100	0.2	400	0.8	100	0.2	100	0.3	100	0.3	2,300	0.5
Equpment Rental		0	0	200	0.6	250	0.7	100	0.3	50	0.1	100	0.3	100	0.3	200	0.5	250	0.5	300	0.6	300	0.7	300	0.8	300	0.8	2,450	0.5
Large item pass-through		0	0	100	0.3	100	0.3	100	0.3	200	0.5	100	0.3	100	0.3	200	0.5	100	0.2	100	0.2	100	0.2	100	0.3	100	0.3	1,400	0.3
Bulk orders		0	0	100	0.3	250	0.7	300	1.0	200	0.5	300	1.0	300	0.9	300	0.8	300	0.6	300	0.6	300	0.7	300	0.8	300	0.8	3,250	0.7
Total Revenue (Sales)		437734	36478	31,872	35.1	35,924	32.4	29,586	31.6	36,956	37.6	30,312	35.4	33,825	39.0	39,857	45.3	47,349	47.2	53,333	47.7	44,254	48.0	39,316	40.9	37,230	37.9	459,814	40.7
Cost of Sales																													
Hay		29488	2457	2,457	7.7	2,457	6.8	2,457	8.3	2,457	6.6	2,457	8.1	2,457	7.3	2,457	6.2	2,457	5.2	2,457	4.6	2,457	5.6	2,457	6.2	2,457	6.6	29,484	6.4
Feed		105668	8806	8,806	27.6	8,806	24.5	8,806	29.8	8,806	23.8	8,806	29.1	8,806	26.0	8,806	22.1	8,806	18.6	8,806	16.5	8,806	19.9	8,806	22.4	8,806	23.7	105,672	23.0
LS & pet		35633	2969	2,969	9.3	2,969	8.3	2,969	10.0	2,969	8.0	2,969	9.8	2,969	8.8	2,969	7.4	2,969	6.3	2,969	5.6	2,969	6.7	2,969	7.6	2,969	8.0	35,628	7.7
Fencing		2035	170	170	0.5	170	0.5	170	0.6	170	0.5	170	0.6	170	0.5	170	0.4	170	0.4	170	0.3	170	0.4	170	0.4	170	0.5	2,040	0.4
Clothing		6003	500	500	1.6	500	1.4	500	1.7	500	1.4	500	1.6	500	1.5	500	1.3	500	1.1	500	0.9	500	1.1	500	1.3	500	1.3	6,000	1.3
Plants		16876	1406	1,406	4.4	1,406	3.9	1,406	4.8	1,406	3.8	1,406	4.6	1,406	4.2	1,406	3.5	1,406	3.0	1,406	2.6	1,406	3.2	1,406	3.6	1,406	3.7	16,872	3.7
Garden		55161	4597	4,597	14.4	4,597	12.8	4,597	15.5	4,597	12.4	4,597	15.2	4,597	13.6	4,597	11.5	4,597	9.7	4,597	8.6	4,597	10.4	4,597	11.7	4,597	12.3	55,164	12.0
Misc.		6999	583	583	1.8	583	1.6	583	2.0	583	1.6	583	1.9	583	1.7	583	1.5	583	1.2	583	1.1	583	1.3	583	1.5	583	1.6	6,996	1.5
Dog food		35427	2952	2,952	9.3	2,952	8.2	2,952	10.0	2,952	8.0	2,952	9.7	2,952	8.7	2,952	7.4	2,952	6.2	2,952	5.5	2,952	6.7	2,952	7.5	2,952	7.9	35,424	7.7
Propane		9898	825	825	2.6	825	2.3	825	2.8	825	2.2	825	2.7	825	2.4	825	2.1	825	1.7	825	1.5	825	1.9	825	2.1	825	2.2	9,900	2.2
Produce		0	0	150	0.5	300	0.8	500	1.7	500	1.4	500	1.6	500	1.5	500	1.3	600	1.3	600	1.1	600	1.4	750	1.9	750	2.0	6,250	1.4
Presentation/lectures		0	0	200	0.6	0	0.0	0	0.0	0	0.0	200	0.7		0.0	200	0.5	0	0.0	200	0.4	0	0.0	0	0.0	0	0.0	800	0.2
Equpment Rental		0	0	800	2.5	100	0.3	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	0.0	0	0.0	900	0.2
Large item pass-through		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	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Bulk orders		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	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Total Cost of Sales		303188	25266	26,415	82.9	25,665	71.4	25,765	87.1	25,765	69.7	25,965	85.7	25,765	76.2	25,965	65.1	25,865	54.6	26,065	48.9	25,865	58.4	26,015	66.2	26,015	69.9	311,130	67.7
Gross Profit			11,212	5,457	17.1	10,259	28.6	3,821	12.9	11,191	30.3	4,347	14.3	8,060	23.8	13,892	34.9	21,484	45.4	27,268	51.1	18,389	41.6	13,301	33.8	11,215	30.1	148,684	32.3
Expenses																													
Salary expenses		46979	3915	3,883	12.2	3,883	10.8	3,883	13.1	3,883	10.5	3,883	12.8	3,883	11.5	3,883	9.7	3,883	8.2	3,883	7.3	3,883	8.8	3,883	9.9	3,883	10.4	46,596	10.1
Payroll expenses		10322	860	425	1.3	425	1.2	425	1.4	425	1.2	425	1.4	425	1.3	425	1.1	425	0.9	425	0.8	425	1.0	425	1.1	425	1.1	5,100	1.1
Outside services			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	0.0
Supplies (office and operating)		3443	287	300	0.9	300	0.8	300	1.0	300	0.8	300	1.0	300	0.9	300	0.8	300	0.6	300	0.6	300	0.7	300	0.8	300	0.8	3,600	0.8
Repairs and maintenance		1057	88	1,000	3.1	1,000	2.8	500	1.7	100	0.3	100	0.3	100	0.3	100	0.3	100	0.2	100	0.2	100	0.2	100	0.3	100	0.3	3,400	0.7
Advertising		2521	210	25	0.1	25	0.1	25	0.1	25	0.1	25	0.1	25	0.1	25	0.1	25	0.1	25	0.0	25	0.1	25	0.1	25	0.1	300	0.1
Car, delivery and travel		1903	159	100	0.3	100	0.3	100	0.3	100	0.3	100	0.3	100	0.3	100	0.3	100	0.2	100	0.2	100	0.2	100	0.3	100	0.3	1,200	0.3
Accounting and legal		479	40	1,000	3.1	500	1.4	50	0.2	50	0.1	50	0.2	50	0.1	50	0.1	50	0.1	50	0.1	50	0.1	50	0.1	50	0.1	2,000	0.4
Rent		31681	2640		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	0.0
Telephone		2395	200	200	0.6	200	0.6	200	0.7	200	0.5	200	0.7	200	0.6	200	0.5	200	0.4	200	0.4	200	0.5	200	0.5	200	0.5	2,400	0.5
Utilities		3492	291	300	0.9	300	0.8	300	1.0	300	0.8	300	1.0	300	0.9	300	0.8	300	0.6	300	0.6	300	0.7	300	0.8	300	0.8	3,600	0.8
Insurance		2676	223	250	0.8	250	0.7	250	0.8	250	0.7	250	0.8	250	0.7	250	0.6	250	0.5	250	0.5	250	0.6	250	0.6	250	0.7	3,000	0.7
Taxes (real estate, etc.)			0		0.0	1,824	5.1		0.0		0.0		0.0		0.0		0.0	1,824	3.9		0.0		0.0		0.0		0.0	3,648	0.8
B&O Tax		2080	173	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	173	0.5	2,076	
Shareholder Payments		12375	1031	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	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Paid to Share Acct.			0	2,688	8.4	2,688	7.5	2,688	9.1	2,688	7.3	2,688	8.9	2,688	7.9	2,688	6.7	2,688	5.7	2,688	5.0	2,688	6.1	2,688	6.8	2,688	7.2	32,256	7.0
Depreciation		465	39	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	39	0.1	468	0.1
Licenses and Dues		812	68	68	0.2	68	0.2	68	0.2	68	0.2	68	0.2	68	0.2	68	0.2	68	0.1	68	0.1	68	0.2	68	0.2	68	0.2	816	0.2
Bank charges		9060	755	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	0.0	0	0.0	0	0.0	0	0.0	0	0.0
Employee Benefits		9988	832	399	1.3	399	1.1	399	1.3	399	1.3	399	1.3	399	1.3	399	1.3	399	1.3	399	1.3	399	1.3	399	1.3	399	1.3	4,788	1.0
Amoritization		6074	506	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	506	1.6	6,074	19
Other expenses (specify)					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	0.0
Misc. (unspecified)		124	10	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	10	0.0	120	0.0
Total Expenses			12,327	11,366	35.7	12,690	35.3	9,916	33.5	9,516	25.7	9,516	31.4	9,516	28.1	9,516	23.9	11,340	24.0	9,516	17.8	9,516	21.5	9,516	24.2	9,516	25.6	121,442	26.4
Net Profit			-1,115	-5,909	-18.5	-2,431	-6.8	-6,095	-20.6	1,675	4.5	-5,169	-17.1	-1,456	-4.3	4,376	11.0	10,144	21.4	17,752	33.3	8,873	20.0	3,785	9.6	1,699	4.6	27,242	5.9