



YOUR BUSINESS BUDGET Powered by "BizMap"

A Sample Company Pty Ltd

2008/2009

OUTCOME ANALYSIS					
A "Help" page is provided for users, accessed from a link here	Kit Sales	Repairs and Service	Retail OTC	Blank	Total Enterprise
Funds Employed	\$245,929	\$13,499	\$160,573	\$0	\$420,000
Target Profit Required	\$61,482	\$3,375	\$40,143	\$0	\$105,000
Select Sales GROWTH Multiplier	1.22	1.50	1.15	1.00	1.20
Projected SALES	\$1,892,499	\$127,717	\$1,164,760	\$0	\$3,184,977
Projected Cost of Goods Sold	\$1,328,194	\$94,225	\$822,103	\$0	\$2,244,521
Projected Gross Contribution	\$564,305	\$33,493	\$342,657	\$0	\$940,455
Projected Fixed Expense	\$115,115	\$26,178	\$111,445	\$0	\$252,739
Projected Variable Expense	\$33,184	\$3,246	\$19,837	\$0	\$56,267
Projected Labour-related Expense	\$107,276	\$132,818	\$145,589	\$0	\$385,683
Projected Total Expense	\$255,575	\$162,242	\$276,871	\$0	\$694,688
Projected PROFIT	\$308,731	-\$128,749	\$65,786	\$0	\$245,767
AHEAD OR BEHIND TARGET	\$247,248	-\$132,124	\$25,643	\$0	\$140,767
TO IMPROVE YOUR PROFIT PERFORMANCE STILL FURTHER: -	CONSIDER CHANGING MARK-UPS - SEE 'FULL VALUE PRICING'	CHANGE YOUR LABOUR PRICING - SEE 'Full Value Pricing' WEBPAGE	CONSIDER CHANGING MARK-UPS - SEE 'FULL VALUE PRICING'		Remember to apply FULL VALUE PRICING to maximise profit!



BIZ PLAN

Current Trading	Period 1	Period 2	Base Period (Calculated)	
<p>"Period 1" and "Period 2" refer to the trading periods for which results are provided. They may be whole years or part years, but must be identical corresponding periods (for example, must both be 8 month periods). In the case of a rapidly growing business, just the latest period is required in "Period 1" column, and "Period 2" is not required. In a mature, and stable (that is, not significantly growing) enterprise, these periods would be two consecutive years.</p>				
INCOME				% of Total Activity Sales
Sales - Pool Sales	\$1,484,835	\$1,484,835	\$1,484,835	57.9%
Sales - Service	\$81,501	\$81,501	\$81,501	3.2%
Sales - Retail OTC	\$969,485	\$969,485	\$969,485	37.8%
Sales - Blank			\$0	
Sundry Income	\$29,320	\$29,320	\$29,320	
Discounts Given			\$0	
Bad Debt Write Off (+ve number) and Recouped (-ve)	\$5,518	\$5,518	\$5,518	
Total Revenue	\$2,559,622	\$2,559,622	\$2,559,622	Total Activity Sales: 98.9%
PURCHASES				
Opening Stock			\$0	
Stock Purchases	\$1,786,917	\$1,786,917	\$1,786,917	
Sub-contract work purchased			\$0	
Discounts Received/Taken			\$0	
Rebates Received			\$0	
Closing Stock			\$0	
Net Purchases (After Stock Movements)	\$1,786,917	\$1,786,917	\$1,786,917	
Gross Profit	\$772,705	\$772,705	\$772,705	
Conventional Gross Margin	30.2%	30.2%	30.2%	
Gross Profit (Repeat line - Make no entries)	\$772,705	\$772,705	\$772,705	
EXPENSES				
Accommodation			\$0	
Accounting Expenses	\$6,530	\$6,530	\$6,530	
Administration charges and fees			\$0	
Administration and Sales Subcontract work			\$0	
Advertising & Promotions	\$64,200	\$64,200	\$64,200	
Advert'g levies & Shopping Centre charges			\$0	
Affiliation fees - lump sum or fixed annual			\$0	
Affiliation fees - rate of sales			\$0	
Bank Charges & Int	\$7,679	\$7,679	\$7,679	
Building Repairs and Maintenance			\$0	
Body Corporate or related fees & charges			\$0	
Cleaning - Office/Showroom			\$0	
Cleaning - Factory/Workshop			\$0	
Credit Card/Merchant Fees/POS/EFTPOS Fees	\$639	\$639	\$639	
Computer Expenses	\$10,992	\$10,992	\$10,992	
Computer Repairs and Maintenance			\$0	
Conferences, Seminars and Training			\$0	
Consulting fees and charges	\$10,073	\$10,073	\$10,073	
Consumable supplies	\$1,209	\$1,209	\$1,209	
Debt Collection Fees	\$1,270	\$1,270	\$1,270	
Depreciation Allowance			\$0	
Directors Fees and Emoluments			\$0	
Donations			\$0	
Electricity & Gas (heating)	\$10,289	\$10,289	\$10,289	
Employee Amenities+Protective Clothing+Uniforms			\$0	
Entertainment			\$0	
Equipment Repairs			\$0	
Fit-out repairs or refurbishments	\$4,105	\$4,105	\$4,105	
Finance Charges			\$0	
Fines and Penalties			\$0	
Franchise fees - from rate of sales			\$0	
Franchise fees - lump sum or fixed annual			\$0	
Freight & Cartage			\$0	
Gas Supplies - Industrial			\$0	
Gas - Heating	\$773	\$773	\$773	
Hire of Plant and Equipment			\$0	
Insurance - Business	\$11,951	\$11,951	\$11,951	
Insurance - Motor Vehicle	\$440	\$440	\$440	
Internet and connection charges			\$0	

SOMETIMES CALLED THE TRADING ACCOUNT

fit and Loss Account"

Lease Costs			\$0
Legal Fees - (incl Incorporation Expenses)	\$1,647	\$1,647	\$1,647
Library Development			\$0
Licence fees - from rate of sales			\$0
Licence fees - lump sum or fixed annual	\$682	\$682	\$682
Licences, Permits and Registrations			\$0
Light/Power/other Services (incl. water purchases)			\$0
Meals and Refreshment Expenses			\$0
Miscellaneous Factory Expenses	\$15,131	\$15,131	\$15,131
Motor Vehicle Expenses - Fuel & Oil	\$19,382	\$19,382	\$19,382
Motor Vehicle Expenses - Leases	\$29,463	\$29,463	\$29,463
Motor Vehicle Expenses - Registrations	\$3,353	\$3,353	\$3,353
Motor Vehicle Expenses - Repairs/Maint	\$7,525	\$7,525	\$7,525
Motor Vehicle Expenses - Rent			\$0
Motor Vehicle Expenses - Private	-\$3,534	-\$3,534	-\$3,534
Office Equipment Repairs & Consumables	\$6,846	\$6,846	\$6,846
Office Furniture			\$0
Owner's Income			\$0
Outgoings - for premises			\$0
PAYG Withholding tax			\$0
Penalties & Fines			\$0
Petty Cash			\$0
Postage	\$10,236	\$10,236	\$10,236
Power			\$0
Printing			\$0
Printing, Postage and Stationery	\$2,905	\$2,905	\$2,905
Professional/Personal Staff Development			\$0
Provision for Annual Leave			\$0
Provision for Depreciation			\$0
Rates and Land Tax (can include water rates)	\$1,935	\$1,935	\$1,935
Rent and outgoings	\$30,735	\$30,735	\$30,735
Rent & Rates (and outgoings) (incl water rates)			\$0
Repairs & Maintenance			\$0
Repairs & Maintenance - equipment	\$4,707	\$4,707	\$4,707
Repairs & Maintenance - building/amenities	\$2,838	\$2,838	\$2,838
Registrations and licences - business			\$0
Rubbish Removal			\$0
Salaries			\$0
Salaries and Wages			\$0
Security & alarm monitoring	\$639	\$639	\$639
Seminars & Professional Development	\$1,279	\$1,279	\$1,279
Service and repair agreement fees			\$0
Site charges and fees			\$0
Sponsorship Fees and Contributions			\$0
Staff Amenities & Training	\$7,161	\$7,161	\$7,161
Stationery & Printing			\$0
Subscriptions, Journals	\$2,387	\$2,387	\$2,387
Superannuation	\$53,133	\$53,133	\$53,133
Telephone-Office	\$14,106	\$14,106	\$14,106
Telephone-Mobile			\$0
Travelling Expenses - local	\$5,491	\$5,491	\$5,491
Travelling Expenses - overseas			\$0
Travelling expenses - service personnel			\$0
Union Fees - Dues and other payments			\$0
Wages and Salaries incl Payroll tax and LSL	\$304,773	\$304,773	\$304,773
Warehouse Miscellaneous Expense			\$0
Warehouse Wages and Salaries			\$0
Warranty	\$64	\$64	\$64
Waste Disposal			\$0
Water Rates and Charges	\$1,660	\$1,660	\$1,660
WorkCover	\$10,053	\$10,053	\$10,053
Other Expenses	\$568	\$568	\$568
Total Expenses	\$665,316	\$665,316	\$665,316
Net Profit	\$107,388	\$107,388	\$107,388

SOMETIMES JUST THIS PART IS CALLED THE PROFIT AND LOSS ACCOUNT.
MORE USUALLY BOTH "TRADING" AND "PROFIT AND LOSS" ARE LUMPED TOGETHER UNDER THE ONE NAME - "Pro

Occupancy	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
All Staff	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
All Staff	\$0	\$0	\$0	\$0	\$0
All Staff	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
All Staff	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
Expense Staff	\$0	\$0	\$0	\$0	\$0
All Staff	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
Occupancy	\$0	\$0	\$0	\$0	\$0
All Staff	\$0	\$0	\$0	\$0	\$0
Sales	\$0	\$0	\$0	\$0	\$0
Total Expense Variation	\$8,500	\$0	\$0	\$0	\$8,500
Check Total Net Profit	\$308,731	-\$128,749	\$65,786	\$0	\$245,767

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DATA ENTRY FOR BizMap® BUSINESS MAPPER
2008/2009

For staff allocations, "shared staff" includes the owner/manager who manages everything allocated according to the amount of time spent on managing each department. It also includes all the others who work in different functions at different times. Enter the data for shared staff as a proportion (for example 0.3) of a full time position. Dedicated staff work just in one "Activity". "Labour Supervision and Planning" refers to the time spent by CHARGEABLE STAFF carrying out administration work related to their chargeable work. The final total is your cross check that everyone had been included.

Staff Allocations by Activity

Shared Staff			Kit Sales	Repairs and Service	Retail OTC	Blank	Total Enterprise
Number	Name	Class of Work	Proportion of time spent working on this Activity	Proportion of time spent working on this Activity	Proportion of time spent working on this Activity	Proportion of time spent working on this Activity	Total rows in this column value should total to "1" for full time employees
1	Owner	Office and Sales Functions	0.25	0.25	0.50		1.00
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.25	0.25	0.50	0.00	1.00
2	Key Person	Office and Sales Functions	0.90		0.10		1.00
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.90	0.00	0.10	0.00	1.00
3	Administration Person	Office and Sales Functions	0.33	0.33	0.33		0.99
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.33	0.33	0.33	0.00	0.99
4	Office Assistant	Office and Sales Functions	0.60	0.30	0.10		1.00
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.60	0.30	0.10	0.00	1.00
5	Service Tech	Office and Sales Functions	0.30				0.30
		Chargeable Labour Work		0.50			0.50
		Labour Supervision/Planning		0.20			0.20
		Total	0.30	0.70	0.00	0.00	1.00
6	Storeperson	Office and Sales Functions			0.20		0.20
		Chargeable Labour Work		0.30			0.30
		Labour Supervision/Planning					0.00
		Total	0.00	0.30	0.20	0.00	0.50
7		Office and Sales Functions					0.00
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.00	0.00	0.00	0.00	0.00
8		Office and Sales Functions					0.00
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.00	0.00	0.00	0.00	0.00
9		Office and Sales Functions					0.00
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.00	0.00	0.00	0.00	0.00
10		Office and Sales Functions					0.00
		Chargeable Labour Work					0.00
		Labour Supervision/Planning					0.00
		Total	0.00	0.00	0.00	0.00	0.00
Total Shared Staff		Total - Office and Sales Functions	2.38	0.88	1.23	0.00	4.49
		Total - Chargeable Labour Work	0.00	0.80	0.00	0.00	0.80
		Total - Labour Supervision/Planning	0.00	0.20	0.00	0.00	0.20
		Total Shared Staff by Activity	2.38	1.88	1.23	0.00	5.49
Insert only the number of dedicated staff for each Activity							
Dedicated Staff (Names not required)		Office and Sales Functions			2.0		2.0
		* Sales Warehouse					0.0
		Chargeable Labour Work		0.8			0.8
		Labour Supervision/Planning		0.2			0.2
Total Dedicated Staff by Activity	0.0	1.0	2.0	0.0	3.0		
Total Staff by Activity	2.4	2.9	3.2	0.0	8.5		

*** WARNING! All GREEN rows absolutely require separate warehouse wage and salary line item!!!! Otherwise treat warehouse as part of Office/Sales.



A Sample Company Pty Ltd

Budget

Kit Sales

Month	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
BUDGET SALES	\$120,962	\$200,101	\$151,593	\$207,179	\$197,123	\$215,852	\$81,065	\$153,781	\$167,399	\$153,030	\$142,739	\$101,675	\$1,892,499
PURCHASES (After Stock)	\$84,893	\$140,435	\$106,391	\$145,402	\$138,345	\$151,489	\$56,893	\$107,926	\$117,484	\$107,400	\$100,177	\$71,358	\$1,328,194
GROSS PROFIT	\$36,068	\$59,666	\$45,202	\$61,777	\$58,778	\$64,363	\$24,172	\$45,854	\$49,915	\$45,631	\$42,562	\$30,318	\$564,305
Fixed Expenses	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$9,593	\$115,115
Variable Expenses	\$2,121	\$3,509	\$2,658	\$3,633	\$3,456	\$3,785	\$1,421	\$2,696	\$2,935	\$2,683	\$2,503	\$1,783	\$33,184
Wage and Related Expenses	\$8,252	\$10,315	\$8,252	\$10,315	\$8,252	\$8,252	\$10,315	\$8,252	\$8,252	\$8,252	\$10,315	\$8,252	\$107,276
Total Expenses	\$19,966	\$23,417	\$20,503	\$23,541	\$21,301	\$21,630	\$21,329	\$20,541	\$20,780	\$20,528	\$22,411	\$19,628	\$255,575
NET PROFIT	\$16,102	\$36,250	\$24,699	\$38,236	\$37,477	\$42,733	\$2,843	\$25,313	\$29,135	\$25,102	\$20,151	\$10,690	\$308,731
BUDGET SUMMARY													
Budget Sales	\$1,892,499												
Purchases (% to sales)	70.2%												
Base Fixed Expenses	\$115,115												
Variable Exp (% to sales)	1.8%												
Base Fixed Wage Expenses	\$107,276												
Base Variable Wage Exp	\$0	Cells this colour are calculated and may not be changed. These are your Working Budget data											
Paydays in the Month:	4	5	4	5	4	4	5	4	4	4	5	4	52

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A Sample Company Pty Ltd

Budget

Repairs and Service

Month	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
BUDGET SALES	\$7,414	\$12,529	\$9,686	\$13,493	\$13,073	\$14,564	\$5,560	\$10,714	\$11,838	\$10,977	\$10,379	\$7,490	\$127,717
PURCHASES (After Stock)	\$5,470	\$9,243	\$7,146	\$9,954	\$9,645	\$10,745	\$4,102	\$7,904	\$8,734	\$8,098	\$7,657	\$5,526	\$94,225
GROSS PROFIT	\$1,944	\$3,286	\$2,540	\$3,538	\$3,428	\$3,819	\$1,458	\$2,810	\$3,104	\$2,879	\$2,722	\$1,964	\$33,493
Fixed Expenses	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$2,181	\$26,178
Variable Expenses	\$188	\$318	\$246	\$343	\$332	\$370	\$141	\$272	\$301	\$279	\$264	\$190	\$3,246
Wage and Related Expenses	\$10,217	\$12,771	\$10,217	\$12,771	\$10,217	\$10,217	\$12,771	\$10,217	\$10,217	\$10,217	\$12,771	\$10,217	\$132,818
Total Expenses	\$12,587	\$15,271	\$12,644	\$15,295	\$12,731	\$12,768	\$15,094	\$12,671	\$12,699	\$12,677	\$15,216	\$12,589	\$162,242
NET PROFIT	-\$10,643	-\$11,985	-\$10,104	-\$11,757	-\$9,302	-\$8,949	-\$13,636	-\$9,861	-\$9,595	-\$9,799	-\$12,494	-\$10,624	-\$128,749
BUDGET SUMMARY													
Budget Sales	\$127,717												
Purchases (% to sales)	73.8%												
Base Fixed Expenses	\$26,178												
Variable Exp (% to sales)	2.5%												
Base Fixed Wage Expenses	\$57,695												
Base Variable Wage Exp	\$72,118	Cells this colour are calculated and may not be changed. These are your Working Budget data											
Paydays in the Month:	4	5	4	5	4	4	5	4	4	4	5	4	52

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A Sample Company Pty Ltd

Budget

Retail OTC

Month	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
BUDGET SALES	\$76,435	\$125,740	\$94,745	\$128,807	\$121,931	\$132,855	\$49,655	\$93,755	\$101,594	\$92,462	\$85,871	\$60,910	\$1,164,760
PURCHASES (After Stock)	\$53,949	\$88,749	\$66,872	\$90,914	\$86,061	\$93,771	\$35,047	\$66,174	\$71,706	\$65,261	\$60,609	\$42,991	\$822,103
GROSS PROFIT	\$22,486	\$36,991	\$27,873	\$37,893	\$35,871	\$39,084	\$14,608	\$27,582	\$29,887	\$27,201	\$25,262	\$17,919	\$342,657
Fixed Expenses	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$9,287	\$111,445
Variable Expenses	\$1,302	\$2,141	\$1,614	\$2,194	\$2,077	\$2,263	\$846	\$1,597	\$1,730	\$1,575	\$1,462	\$1,037	\$19,837
Wage and Related Expenses	\$11,199	\$13,999	\$11,199	\$13,999	\$11,199	\$11,199	\$13,999	\$11,199	\$11,199	\$11,199	\$13,999	\$11,199	\$145,589
Total Expenses	\$21,788	\$25,428	\$22,100	\$25,480	\$22,563	\$22,749	\$24,132	\$22,083	\$22,216	\$22,061	\$24,749	\$21,524	\$276,871
NET PROFIT	\$698	\$11,564	\$5,773	\$12,414	\$13,308	\$16,335	-\$9,524	\$5,499	\$7,671	\$5,140	\$514	-\$3,605	\$65,786
BUDGET SUMMARY													
Budget Sales	\$1,164,760												
Purchases (% to sales)	70.6%												
Base Fixed Expenses	\$111,445												
Variable Exp (% to sales)	1.7%												
Base Fixed Wage Expenses	\$145,589												
Base Variable Wage Exp	\$0	Cells this colour are calculated and may not be changed. These are your Working Budget data											
Paydays in the Month:	4	5	4	5	4	4	5	4	4	4	5	4	52

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A Sample Company Pty Ltd

Budget

Blank

Month	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
BUDGET SALES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PURCHASES (After Stock)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
GROSS PROFIT	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Fixed Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Wage and Related Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NET PROFIT	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
BUDGET SUMMARY													
Budget Sales	\$0												
Purchases (% to sales)	0.0%												
Base Fixed Expenses	\$0												
Variable Exp (% to sales)	0.0%												
Base Fixed Wage Expenses	\$0												
Base Variable Wage Exp	\$0	Cells this colour are calculated and may not be changed. These are your Working Budget data											
Paydays in the Month:	4	5	4	5	4	4	5	4	4	4	5	4	52

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A Sample Company Pty Ltd

Budget

Total

Month	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	TOTAL
BUDGET SALES	\$204,810	\$338,371	\$256,023	\$348,479	\$332,128	\$363,271	\$136,281	\$258,250	\$280,831	\$256,469	\$238,989	\$170,076	\$3,184,977
PURCHASES (After Stock)	\$144,312	\$238,428	\$180,409	\$246,270	\$234,050	\$256,005	\$96,043	\$182,004	\$197,924	\$180,759	\$168,443	\$119,875	\$2,244,521
GROSS PROFIT	\$60,499	\$99,943	\$75,615	\$103,208	\$98,077	\$107,266	\$40,238	\$76,245	\$82,907	\$75,710	\$70,546	\$50,201	\$940,455
Fixed Expenses	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$252,739
Variable Expenses	\$3,611	\$5,969	\$4,518	\$6,169	\$5,865	\$6,418	\$2,408	\$4,566	\$4,966	\$4,537	\$4,229	\$3,011	\$56,267
Wage and Related Expenses	\$29,668	\$37,085	\$29,668	\$37,085	\$29,668	\$29,668	\$37,085	\$29,668	\$29,668	\$29,668	\$37,085	\$29,668	\$385,683
Total Expenses	\$54,341	\$64,115	\$55,247	\$64,316	\$56,595	\$57,147	\$60,555	\$55,295	\$55,696	\$55,266	\$62,376	\$53,740	\$694,688
NET PROFIT	\$6,158	\$35,828	\$20,367	\$38,893	\$41,482	\$50,119	-\$20,317	\$20,951	\$27,211	\$20,444	\$8,170	-\$3,539	\$245,767

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A Sample Company Pty Ltd

Cash Forecast & Budget

Total

Month	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
RECEIPTS															
Sales	\$117,649	\$135,079	\$126,364	\$204,810	\$338,371	\$256,023	\$349,479	\$332,128	\$363,271	\$136,281	\$258,250	\$280,831	\$256,469	\$238,989	\$170,076
Current Receipts (10%)				\$20,481	\$33,837	\$25,602	\$34,948	\$33,213	\$36,327	\$13,628	\$25,825	\$28,083	\$25,647	\$23,899	\$17,008
30 days (50%)				\$107,903	\$102,405	\$169,185	\$128,012	\$174,739	\$166,064	\$181,636	\$68,140	\$129,125	\$140,415	\$128,234	\$119,495
60 days (30%)				\$69,207	\$64,742	\$61,443	\$101,511	\$76,807	\$104,844	\$99,638	\$108,981	\$40,884	\$77,475	\$84,249	\$76,941
90 days (10%)				\$20,092	\$23,069	\$21,581	\$20,481	\$33,837	\$25,602	\$34,948	\$33,213	\$36,327	\$13,628	\$25,825	\$28,083
Total Operating Receipts				\$217,683	\$224,053	\$277,811	\$284,952	\$318,596	\$332,837	\$329,850	\$236,159	\$234,419	\$257,165	\$262,207	\$241,526
Extraordinary Receipts				\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
PAYMENTS															
Material Purchases	\$94,037	\$106,270	\$100,153	\$144,312	\$238,428	\$180,409	\$246,270	\$234,050	\$256,005	\$96,043	\$182,004	\$197,924	\$180,759	\$168,443	\$119,875
Fixed Expenses	\$11,065	\$11,283	\$11,174	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062	\$21,062
Variable Expenses	\$15,004	\$15,528	\$15,266	\$3,611	\$5,969	\$4,518	\$6,169	\$5,865	\$6,418	\$2,408	\$4,566	\$4,966	\$4,537	\$4,229	\$3,011
Total Expenses	\$27,073	\$29,663	\$28,368	\$24,673	\$27,030	\$25,579	\$27,231	\$26,927	\$27,479	\$23,470	\$25,627	\$26,028	\$25,599	\$25,291	\$24,072
Wages (current month)	\$36,495	\$40,202	\$38,348	\$29,668	\$37,085	\$29,668	\$37,085	\$29,668	\$29,668	\$37,085	\$29,668	\$29,668	\$29,668	\$37,085	\$29,668
Total Outgoings	\$19,792	\$21,303	\$20,547	\$198,652	\$302,543	\$235,656	\$310,586	\$290,645	\$313,152	\$156,598	\$237,299	\$253,619	\$236,025	\$230,819	\$173,615
Current Payments (Wages + 10% Tot Ex plus Purchases)				\$46,566	\$63,631	\$50,267	\$64,435	\$55,766	\$58,016	\$49,036	\$50,431	\$52,063	\$50,304	\$56,458	\$44,063
30 days (50% Total Expenses plus Purchases)				\$88,447	\$84,492	\$132,729	\$102,994	\$136,751	\$130,489	\$141,742	\$59,756	\$103,816	\$111,976	\$103,179	\$96,867
60 days (30% Total Expenses plus Purchases)				\$56,293	\$53,068	\$50,695	\$79,637	\$61,796	\$82,050	\$78,293	\$85,045	\$35,854	\$62,289	\$67,185	\$61,907
90 days (10% Total Expenses plus Purchases)				\$16,615	\$18,764	\$17,689	\$16,898	\$26,546	\$20,599	\$27,350	\$26,098	\$28,348	\$11,951	\$20,763	\$22,395
Total Operating Payments	\$207,921	\$219,955	\$251,380	\$263,965	\$280,859	\$291,154	\$296,422	\$221,330	\$220,081	\$236,520	\$247,585	\$225,232			
Extraordinary Payments				\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Opening Balance				\$10	\$9,772	\$13,870	\$40,301	\$61,288	\$99,025	\$140,708	\$174,136	\$188,965	\$203,304	\$223,949	\$238,571
Total Operating Receipts				\$217,683	\$224,053	\$277,811	\$284,952	\$318,596	\$332,837	\$329,850	\$236,159	\$234,419	\$257,165	\$262,207	\$241,526
Extraordinary Receipts				\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Operating Payments				\$207,921	\$219,955	\$251,380	\$263,965	\$280,859	\$291,154	\$296,422	\$221,330	\$220,081	\$236,520	\$247,585	\$225,232
Extraordinary Payments				\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Closing Balance				\$9,772	\$13,870	\$40,301	\$61,288	\$99,025	\$140,708	\$174,136	\$188,965	\$203,304	\$223,949	\$238,571	\$254,865

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