

Revised Date: 1/1/16

Monthly cash flow

For Year: 2016

	<u>Jan-16</u>	<u>Feb-16</u>	<u>Mar-16</u>	<u>Apr-16</u>	<u>May-16</u>	<u>Jun-16</u>	<u>Jul-16</u>	<u>Aug-16</u>	<u>Sep-16</u>	<u>Oct-16</u>	<u>Nov-16</u>	<u>Dec-16</u>	<u>2016 Total</u>
Invetsment / Loan	\$100,000.00												\$100,000.00
Sales - Retail at Full Price	\$2,000.00	\$20,000.00	\$15,000.00	\$4,000.00	\$7,000.00	\$4,000.00	\$7,500.00	\$20,000.00	\$15,000.00	\$7,500.00	\$5,000.00	\$2,000.00	\$109,000.00
Sales - Retail at Discount	\$2,000.00	\$7,500.00	\$9,000.00	\$8,500.00	\$4,000.00	\$3,000.00	\$4,000.00	\$7,500.00	\$9,000.00	\$5,000.00	\$6,500.00	\$10,000.00	\$76,000.00
Wholesale	\$0.00	\$50,000.00	\$35,000.00	\$8,500.00	\$20,000.00	\$0.00	\$30,000.00	\$50,000.00	\$35,000.00	\$35,000.00	\$25,000.00	\$0.00	\$288,500.00
Total Sales	\$4,000.00	\$77,500.00	\$59,000.00	\$21,000.00	\$31,000.00	\$7,000.00	\$41,500.00	\$77,500.00	\$59,000.00	\$47,500.00	\$36,500.00	\$12,000.00	\$473,500.00
Opening Month Balance	\$100,000.00	\$49,180.00	\$62,405.00	\$75,185.00	\$47,905.00	\$36,925.00	\$7,565.00	\$1,170.00	\$25,295.00	\$30,575.00	\$31,800.00	\$33,555.00	
Monthly Expenses													
Payroll	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$120,000.00
Payroll taxes (15%)	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$18,000.00
Payroll services	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$1,200.00
Health insurance	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$12,000.00
Rent	\$4,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$26,000.00
Office/sample room set up	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
PR service	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$12,000.00
Showroom cost	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Bank fees	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$600.00
Office supply/copies	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$1,200.00
Phone/online	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$300.00	\$3,600.00
Electricity	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$600.00
Apparel & accounting software	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$2,400.00
Postage	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$600.00
Shipping/ massangers	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$2,400.00
Legal & Professional fees	\$2,000.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$4,200.00
Travel /entertainment	\$200.00	\$1,500.00	\$1,000.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$1,500.00	\$1,000.00	\$200.00	\$200.00	\$6,600.00
Books/ magazines	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$1,200.00
Water/ food	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$1,200.00
Inspiration items	\$1,000.00	\$600.00	\$600.00	\$600.00	\$1,000.00	\$600.00	\$600.00	\$1,000.00	\$600.00	\$1,000.00	\$600.00	\$600.00	\$8,800.00
Samples (patterns+fabrics trim)	\$3,000.00	\$8,000.00	\$3,000.00	\$5,000.00	\$8,000.00	\$3,000.00	\$0.00	\$8,000.00	\$3,000.00	\$5,000.00	\$3,000.00	\$3,000.00	\$52,000.00
Fitting Model	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$750.00	\$9,000.00
Trade shows / Road trips	\$0.00	\$10,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,000.00	\$3,000.00	\$0.00	\$0.00	\$23,000.00
Factoring / CC fee (3%)	\$120.00	\$2,325.00	\$1,770.00	\$630.00	\$930.00	\$210.00	\$1,245.00	\$2,325.00	\$1,770.00	\$1,425.00	\$1,095.00	\$360.00	\$14,205.00
Production	\$20,000.00	\$15,000.00	\$15,000.00	\$7,000.00	\$7,000.00	\$7,500.00	\$20,000.00	\$15,000.00	\$10,000.00	\$10,000.00	\$5,000.00	\$5,000.00	\$136,500.00
Promotion Items + party	\$2,000.00	\$2,000.00	\$0.00	\$10,000.00	\$0.00	\$0.00	\$1,000.00	\$2,000.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$19,000.00
Graphic design	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Holiday gifts + bonuses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,500.00	\$2,500.00
Insurance	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$6,000.00
Website setup + maintenance	\$5,000.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$6,650.00
investment /loan pay back	\$0.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$55,000.00
Misc	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$12,000.00
Total Expenses	\$54,820.00	\$64,275.00	\$46,220.00	\$48,280.00	\$41,980.00	\$36,360.00	\$47,895.00	\$53,375.00	\$53,720.00	\$46,275.00	\$34,745.00	\$36,510.00	\$564,455.00
End of Month Balance	\$49,180.00	\$62,405.00	\$75,185.00	\$47,905.00	\$36,925.00	\$7,565.00	\$1,170.00	\$25,295.00	\$30,575.00	\$31,800.00	\$33,555.00	\$9,045.00	