



Expenses and Payroll

IOWA CENTER FOR
ECONOMIC SUCCESS

Iowa Center for Economic Success

Mission

Our mission is to empower Iowans with the potential to succeed as they pursue opportunities for financial success.

Priorities

Education · Capital · Networking

Our Why

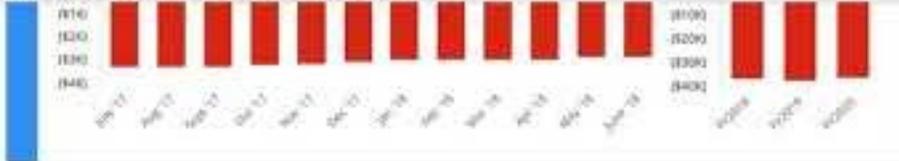
The Iowa Center is committed to empowering people to strengthen and stabilize their financial futures through business ownership and investment. It is our belief that to be successful in small business, one needs support in three core areas: education, capital, and networking. We have built key programs that support those core areas and empower individuals to succeed, families to prosper, and communities to thrive. Success to us is people supporting themselves and their families through the execution of their own ideas.



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Projected Profit & Loss	July '17	Aug '17	Sept '17	Oct '17	Nov '17	Dec '17
Revenue	\$750	\$750	\$750	\$775	\$1,050	\$1,200
Direct Costs	\$1,731	\$1,731	\$1,731	\$1,844	\$1,881	\$1,956
Gross Margin	(\$981)	(\$981)	(\$981)	(\$869)	(\$831)	(\$756)
Gross Margin %	(131%)	(131%)	(131%)	(99%)	(79%)	(63%)
Operating Expenses	\$2,260	\$2,260	\$2,260	\$2,260	\$2,260	\$2,260
Salaries & Wages	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Employee Related Expenses	\$200	\$200	\$200	\$200	\$200	\$200
Operating Income	(\$3,241)	(\$3,241)	(\$3,241)	(\$3,128)	(\$3,091)	(\$3,016)
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$3,991	\$3,991	\$3,991	\$4,124	\$4,121	\$4,216
Net Profit	(\$3,241)	(\$3,241)	(\$3,241)	(\$4,128)	(\$3,091)	(\$3,016)
Net Profit %	(432%)	(432%)	(432%)	(521%)	(294%)	(251%)

Estimate Payroll

Personnel	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
▶ Head Count	3	4	5	5	4	4
Personnel Expenses	\$7,833	\$8,832	\$9,833	\$9,832	\$8,834	\$8,834
▼ Salaries & Wages	\$6,266	\$7,066	\$7,866	\$7,866	\$7,067	\$7,067
Valerie Pede	\$2,666	\$2,666	\$2,666	\$2,666	\$2,667	\$2,667
Dee Ray	\$1,950	\$1,950	\$1,950	\$1,950	\$1,950	\$1,950
Jean-Baptiste Kape	\$1,650	\$1,650	\$1,650	\$1,650	\$1,650	\$1,650
Part-time Employees (3.36)		\$800	\$1,600	\$1,600	\$800	\$800
Employee-Related Expenses	\$1,567	\$1,766	\$1,967	\$1,966	\$1,767	\$1,767
Totals	\$7,833	\$8,833	\$9,833	\$9,833	\$8,834	\$8,834

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Estimate Expenses

Expenses Excluding direct costs, personnel, etc.	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Insurance	\$350	\$350	\$350	\$350	\$350	\$350
Leased Equipment	\$150	\$150	\$150	\$150	\$150	\$150
Rent	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Utilities	\$300	\$300	\$300	\$300	\$300	\$300
Marketing and Promotion	\$200	\$500	\$500	\$300	\$250	\$250
Totals	\$5,500	\$5,800	\$5,800	\$5,600	\$5,550	\$5,550

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In the Profit and Loss

Projected Profit & Loss	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
▶ Revenue	\$42,600	\$41,100	\$50,600	\$49,600	\$50,600	\$53,600
▶ Direct Costs	\$20,485	\$19,195	\$24,095	\$22,815	\$23,315	\$25,925
Gross Margin	\$22,115	\$21,905	\$26,505	\$26,785	\$27,285	\$27,675
Gross Margin %	52%	53%	52%	54%	54%	52%
▼ Operating Expenses	\$13,333	\$14,632	\$15,633	\$15,432	\$14,384	\$14,384
▶ Salaries & Wages	\$6,266	\$7,066	\$7,866	\$7,866	\$7,067	\$7,067
Employee-Related Expenses	\$1,567	\$1,766	\$1,967	\$1,966	\$1,767	\$1,767
Insurance	\$350	\$350	\$350	\$350	\$350	\$350
Leased Equipment	\$150	\$150	\$150	\$150	\$150	\$150
Rent	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500	\$4,500
Utilities	\$300	\$300	\$300	\$300	\$300	\$300
Marketing and Promotion	\$200	\$500	\$500	\$300	\$250	\$250
Operating Income	\$8,783	\$7,272	\$10,873	\$11,352	\$12,901	\$13,292
Income Taxes	\$1,317	\$1,091	\$1,631	\$1,703	\$1,935	\$1,994
Depreciation & Amortization	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$35,135	\$34,918	\$41,359	\$39,950	\$39,634	\$42,303
Net Profit	\$7,466	\$6,181	\$9,242	\$9,649	\$10,966	\$11,298
Net Profit %	18%	15%	18%	19%	22%	21%

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