| YOUR CASH FLOW STATEMENT | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash On Hand (Beginning of Period) | \$20,000 | \$17,600 | \$17,700 | \$17,400 | \$16,200 | \$17,300 | \$20,500 | \$25,800 | \$24,600 | \$28,800 | \$32,800 | \$34,100 |  |
| Cash Received |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash Received from Sales | 17,000 | 19,000 | 20,000 | 21,000 | 25,000 | 30,000 | 37,000 | 37,000 | 32,000 | 34,000 | 27,000 | 32,000 | 331,000 |
| Total Receipts | 17,000 | 19,000 | 20,000 | 21,000 | 25,000 | 30,000 | 37,000 | 37,000 | 32,000 | 34,000 | 27,000 | 32,000 | 331,000 |
| Total Cash Available | 37,000 | 36,600 | 37,700 | 38,400 | 41,200 | 47,300 | 57,500 | 62,800 | 56,600 | 62,800 | 59,800 | 66,100 | 331,000 |
| Cash Paid Out |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cost of Goods Sold | 5,000 | 5,500 | 6,000 | 6,300 | 7,700 | 9,300 | 11,700 | 11,700 | 10,000 | 10,700 | 8,300 | 10,000 | 102,200 |
| Gross Wages | 4,000 | 4,200 | 5,000 | 5,100 | 6,000 | 6,700 | 7,100 | 7,000 | 6,800 | 7,000 | 6,900 | 6,800 | 72,600 |
| Payroll Expenses | 600 | 600 | 700 | 600 | 800 | 1,000 | 1,100 | 1,100 | 1,000 | 1,100 | 1,100 | 1,000 | 10,700 |
| Owner's Draw / Salary | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 24,000 |
| Supplies | 1,000 | 1,100 | 1,100 | 1,200 | 1,500 | 1,700 | 2,000 | 2,000 | 1,800 | 1,700 | 1,500 | 1,700 | 18,300 |
| Repairs and Maintenance | 1,000 | 1,100 | 1,100 | 1,200 | 1,500 | 1,700 | 2,000 | 2,000 | 1,800 | 1,700 | 1,500 | 1,700 | 18,300 |
| Advertising and Marketing | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Accounting and Legal | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 4,800 |
| Rent | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 12,000 |
| Telephone | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 200 | 2,400 |
| Utilities | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 4,800 |
| Insurance | 1,000 | - | - | 1,000 | - | - | 1,000 | - | - | 1,000 | - | - | 4,000 |
| Worker's Comp Insurance | 400 | - | - | 400 | - | - | 400 | - | - | 400 | - | - | 1,600 |
| Office Expense | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 1,200 |
| Miscellaneous (unspecified) | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 400 | 4,800 |
| Loan Principal Payment \& Interest | 900 | 900 | 900 | 900 | 900 | 900 | 900 | 900 | 900 | 900 | 900 | 900 | 10,800 |
| Capital Purchases | - | - | - | - | - | - | - | 8,000 | - | - | - | - | 8,000 |
| Real Estate Taxes | - | - | - | - | - | - | - | - | - | - | - | 10,000 | 10,000 |
| Total Cash Paid Out | 19,400 | 18,900 | 20,300 | 22,200 | 23,900 | 26,800 | 31,700 | 38,200 | 27,800 | 30,000 | 25,700 | 37,600 | 322,500 |
| Cash Position (end of Period) | \$17,600 | \$17,700 | \$17,400 | \$16,200 | \$17,300 | \$20,500 | \$25,800 | \$24,600 | \$28,800 | \$32,800 | \$34,100 | \$28,500 |  |

