

Campus Clothiers

Semiannual Projected Gross Margin, Expenses, and Operating Income

	January	February	March
Sales	\$ 3,383,909.82	\$ 9,742,702.37	\$ 4,818,493.53
Cost of Goods Sold	\$ 1,319,724.83	\$ 3,799,653.92	\$ 1,879,212.48
Gross Margin	\$ 2,064,184.99	\$ 5,943,048.45	\$ 2,939,281.05

Expense

Bonus	\$ -	\$ 100,000.00	\$ 100,000.00
Commission	\$ -	\$ 316,637.83	\$ 156,601.04
Marketing	\$ 304,551.88	\$ 876,843.21	\$ 433,664.42
Research and Development	\$ 194,574.81	\$ 560,205.39	\$ 277,063.38
Support, General, and Administrative	\$ 575,264.67	\$ 1,656,259.40	\$ 819,143.90
Total Expenses	\$ 1,074,391.37	\$ 3,509,945.83	\$ 1,786,472.74
Operating Income	\$ 989,793.62	\$ 2,433,102.62	\$ 1,152,808.32

What-if Assumptions

Bonus	\$ 100,000.00
Commission	\$ 0.03
Margin	\$ 0.61
Marketing	\$ 0.09
Research and Development	\$ 0.06
Revenue for Bonus	\$ 4,750,000.00
Support, General, and Administrative	17%

ng income

April	May	June	Total
\$ 4,818,493.53	\$ 4,566,722.63	\$ 8,527,504.39	\$ 35,857,826.27
\$ 1,879,212.48	\$ 1,781,021.83	\$ 3,325,726.71	\$ 13,984,552.25
\$ 2,939,281.05	\$ 2,785,700.80	\$ 5,201,777.68	\$ 21,873,274.02

\$ 100,000.00	\$ -	\$ 100,000.00
\$ 156,601.04	\$ 148,418.49	\$ 277,143.89
\$ 433,664.42	\$ 411,005.04	\$ 767,475.40
\$ 277,063.38	\$ 262,586.55	\$ 490,331.50
\$ 819,143.90	\$ 776,342.85	\$ 1,449,675.75
\$ 1,786,472.74	\$ 1,598,352.92	\$ 3,084,626.54
\$ 1,152,808.32	\$ 1,187,347.88	\$ 2,117,151.14