

Campus Clothiers

Semiannual Projected Gross Margin, Expenses, and Operating Income

	January	February	March
Sales	\$3,383,909.82	\$6,880,576.15	\$9,742,702.37
Cost of Goods Sold	1,319,724.83	2,683,424.70	3,799,653.92
Gross Margin	\$2,064,184.99	\$4,197,151.45	\$5,943,048.45
Expenses			
Bonus	\$0.00	\$100,000.00	\$100,000.00
Commission	109,977.07	223,618.72	316,637.83
Marketing	304,551.88	619,251.85	876,843.21
Research and Development	194,574.81	395,633.13	560,205.39
Support, General, and Administrative	575,264.67	1,169,697.95	1,656,259.40
Total Expenses	\$1,184,368.44	\$2,508,201.65	\$3,509,945.83
Operating Income	\$879,816.55	\$1,688,949.80	\$2,433,102.62

What-if Assumptions

Bonus	100,000.00
Commission	3.25%
Margin	61.00%
Marketing	9.00%
Research and Development	5.75%
Revenue for Bonus	4,750,000.00
Support, General, and Administrative	17.00%

ng Income

5/26/2009

April	May	June	Total
\$4,818,493.53	\$4,566,722.63	\$8,527,504.39	\$37,919,908.89
1,879,212.48	1,781,021.83	3,325,726.71	14,788,764.47
\$2,939,281.05	\$2,785,700.80	\$5,201,777.68	\$23,131,144.42

\$100,000.00	\$0.00	\$100,000.00	\$400,000.00
156,601.04	148,418.49	277,143.89	1,232,397.04
433,664.42	411,005.04	767,475.40	3,412,791.80
277,063.38	262,586.55	490,331.50	2,180,394.76
819,143.90	776,342.85	1,449,675.75	6,446,384.51
\$1,786,472.74	\$1,598,352.92	\$3,084,626.54	\$13,671,968.11

\$1,152,808.32	\$1,187,347.88	\$2,117,151.14	\$9,459,176.31
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