

BUDGET

Aardvark, LLC

CASH BASIS

Beginning Cash on Hand is planned at \$175,000

An integrated plan illustrating expenses, revenues, cash flow and P&L

1st Fiscal Year of Operations												
2020	2021											

EXPENSES	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
Licensing	\$ 500											
Building Lease	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500
Leasehold Improvements	\$ 4,000	\$ 2,500										
Liability and E&O Insurance	\$ 1,500							\$ 1,500				
Utilities	\$ 400	\$ 400	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450
Signage	\$ 7,500											
Non-amortized Equip & Fixtures *	\$ 8,400											
Web & Social Media Development	\$ 4,500											
Marketing Materials	\$ 2,000	\$ 1,500	\$ 500	\$ 500		\$ 500		\$ 500		\$ 500		\$ 500
Inventory	\$ 25,000	\$ 3,000	\$ 4,000	\$ 5,000	\$ 7,500	\$ 7,500	\$ 7,500	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 6,000
Employee Hiring Expense	\$ 4,500					\$ 1,100						\$ 2,500
Employee Training Expense	\$ 2,500					\$ 1,000						\$ 1,000
Uniforms & MRO	\$ 1,700		\$ 430		\$ 430		\$ 430		\$ 470		\$ 470	
Salaries & Wages	\$ 12,900	\$ 12,900	\$ 12,900	\$ 12,900	\$ 12,900	\$ 12,900	\$ 17,030	\$ 12,900	\$ 12,900	\$ 12,900	\$ 12,900	\$ 12,900
Overhead	\$ 1,810	\$ 1,810	\$ 1,810	\$ 1,810	\$ 1,810	\$ 1,810	\$ 2,385	\$ 1,810	\$ 1,810	\$ 1,810	\$ 1,810	\$ 1,810
Employee Benefits	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800	\$ 1,800
Payroll Taxes	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 4,770	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600	\$ 3,600
Legal Expense	\$ 7,000							\$ 4,500				
Cost of Capital (before interest)	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833
TOTAL EXPENSES	\$ 92,943	\$ 30,843	\$ 28,823	\$ 29,393	\$ 31,823	\$ 33,993	\$ 37,698	\$ 36,393	\$ 30,363	\$ 30,393	\$ 30,363	\$ 33,893

SAMPLE FORMAT & NUMBERS

REVENUE	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
Cash Sales	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,500	\$ 3,800	\$ 3,800	\$ 4,000	\$ 4,000	\$ 4,200	\$ 4,200	\$ 4,200	\$ 4,200
Credit & Terms Sales		\$ 31,500	\$ 31,500	\$ 31,500	\$ 34,200	\$ 34,200	\$ 36,000	\$ 36,000	\$ 36,000	\$ 37,800	\$ 37,800	\$ 37,800
Discounts & Allowances		\$ (315)	\$ (315)	\$ (315)	\$ (342)	\$ (342)	\$ (360)	\$ (360)	\$ (360)	\$ (378)	\$ (378)	\$ (378)
TOTAL REVENUE	\$ 3,500	\$ 34,685	\$ 34,685	\$ 34,685	\$ 37,658	\$ 37,658	\$ 39,640	\$ 39,640	\$ 39,840	\$ 41,622	\$ 41,622	\$ 41,622
EBITDA	\$ (89,434)	\$ 3,842	\$ 5,862	\$ 5,262	\$ 5,835	\$ 3,665	\$ 1,942	\$ 3,247	\$ 9,477	\$ 11,229	\$ 11,259	\$ 7,729
Interest & Taxes *	\$ (167)	\$ (1,051)	\$ (1,515)	\$ (1,378)	\$ (1,509)	\$ (1,010)	\$ (614)	\$ (914)	\$ (2,347)	\$ (2,750)	\$ (2,757)	\$ (1,945)
NET PROFIT ... by month	\$ (89,601)	\$ 2,791	\$ 4,347	\$ 3,884	\$ 4,326	\$ 2,655	\$ 1,328	\$ 2,333	\$ 7,130	\$ 8,479	\$ 8,502	\$ 5,784

Cash on Hand	\$ 85,399	\$ 88,190	\$ 92,537	\$ 96,421	\$ 100,747	\$ 103,402	\$ 104,730	\$ 107,063	\$ 114,193	\$ 122,672	\$ 131,174	\$ 136,958
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* There are no amortization or depreciation costs in this example

All expenses highlighted in yellow above are likely to have been paid in an earlier month

Aardvark, LLC

YEAR 2 BUDGET

2nd Fiscal Year of Operations												
2021	2022											
EXPENSES	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
Licensing												
Building Lease	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500	\$ 2,500
Leasehold Improvements												
Liability and E&O Insurance	\$ 1,500							\$ 1,500				
Utilities	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 450	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500
Signage												
Non-amortized Equip & Fixtures *												
Web & Social Media Development												
Marketing Materials		\$ 600		\$ 600		\$ 600		\$ 700		\$ 700		\$ 700
Inventory	\$ 7,000	\$ 7,000	\$ 7,500	\$ 7,500	\$ 7,500	\$ 8,500	\$ 9,000	\$ 7,500	\$ 7,500	\$ 7,500	\$ 8,000	\$ 8,000
Employee Hiring Expense						\$ 1,200		\$ 2,500				
Employee Training Expense						\$ 1,000		\$ 1,000				
Uniforms & MRO	\$ 470		\$ 500		\$ 500		\$ 500		\$ 550		\$ 600	
Salaries & Wages	\$ 13,868	\$ 13,868	\$ 13,868	\$ 13,868	\$ 13,868	\$ 13,868	\$ 18,068	\$ 13,868	\$ 13,868	\$ 13,868	\$ 13,868	\$ 13,868
Overhead	\$ 1,942	\$ 1,942	\$ 1,942	\$ 1,942	\$ 1,942	\$ 1,942	\$ 2,529	\$ 1,942	\$ 1,942	\$ 1,942	\$ 1,942	\$ 1,942
Employee Benefits	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020	\$ 2,020
Payroll Taxes	\$ 3,885	\$ 3,885	\$ 3,885	\$ 3,885	\$ 3,885	\$ 3,885	\$ 5,060	\$ 3,885	\$ 3,885	\$ 3,885	\$ 3,885	\$ 3,885
Legal Expense								\$ 5,500				
Cost of Capital (before interest)	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833	\$ 833
TOTAL EXPENSES	\$ 34,468	\$ 33,098	\$ 33,498	\$ 33,598	\$ 33,498	\$ 36,798	\$ 41,010	\$ 44,248	\$ 33,598	\$ 33,748	\$ 34,148	\$ 34,248

SAMPLE FORMAT & NUMBERS

REVENUE	JUN	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY
Cash Sales	\$ 4,200	\$ 4,300	\$ 4,300	\$ 4,400	\$ 4,400	\$ 4,600	\$ 5,000	\$ 4,700	\$ 4,800	\$ 4,800	\$ 4,800	\$ 4,800
Credit & Terms Sales	\$ 37,800	\$ 38,700	\$ 38,700	\$ 39,600	\$ 39,600	\$ 43,400	\$ 45,000	\$ 42,300	\$ 43,200	\$ 43,200	\$ 43,200	\$ 43,200
Discounts & Allowances	\$ (378)	\$ (387)	\$ (387)	\$ (396)	\$ (396)	\$ (434)	\$ (450)	\$ (423)	\$ (432)	\$ (432)	\$ (432)	\$ (432)
TOTAL REVENUE	\$ 41,622	\$ 42,613	\$ 42,613	\$ 43,604	\$ 43,604	\$ 47,566	\$ 49,550	\$ 46,577	\$ 47,568	\$ 47,568	\$ 47,568	\$ 47,568
EBITDA	\$ 7,154	\$ 9,515	\$ 9,115	\$ 10,006	\$ 10,106	\$ 10,768	\$ 8,540	\$ 2,329	\$ 13,970	\$ 13,820	\$ 13,420	\$ 15,320
Interest & Taxes *	\$ (1,812)	\$ (2,355)	\$ (2,264)	\$ (2,468)	\$ (2,491)	\$ (2,644)	\$ (2,131)	\$ (702)	\$ (3,380)	\$ (3,346)	\$ (3,254)	\$ (3,691)
NET PROFIT ... by month	\$ 5,342	\$ 7,160	\$ 6,851	\$ 7,538	\$ 7,615	\$ 8,124	\$ 6,409	\$ 1,627	\$ 10,590	\$ 10,474	\$ 10,166	\$ 11,629

Cash on Hand	\$ 142,300	\$ 149,460	\$ 156,311	\$ 163,849	\$ 171,464	\$ 179,588	\$ 185,997	\$ 187,624	\$ 198,214	\$ 208,688	\$ 218,854	\$ 230,483
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NOTE: The above numbers indicate that after leaving 3 months of average expenses in "Cash on Hand" the owner could pay himself or herself a dividend of up to approximately \$124,500 over the first 2 years of operations.