

**TFCGroup Fence**

**2023 Budget**

FIGURE CELL FORMULAS 10-21-22

<b>INCOME</b>	<b>Actual</b>	<b>% of TS</b>	<b>Budget</b>	<b>% of TS</b>	<b>Difference</b>
<b>Sales</b>					
Chain Link	1,000	3.6%	900	3.3%	100
Wood	2,000	7.1%	1,900	7.0%	100
Ornamental	3,000	10.7%	2,900	10.6%	100
Vinyl	4,000	14.3%	3,900	14.3%	100
Agriculture	5,000	17.9%	4,900	17.9%	100
Automation	6,000	21.4%	5,900	21.6%	100
Other	7,000	25.0%	6,900	25.3%	100
<b>Total Sales (TS)</b>	<b>28,000</b>	<b>100.0%</b>	<b>27,300</b>	<b>100.0%</b>	<b>700</b>
<b>Cost of Goods Sold (from details section)</b>					
COGS - Chain Link	600	2.1%	900	3.3%	(300)
COGS - Wood	1,200	4.3%	1,900	7.0%	(700)
COGS - Ornamental	1,800	6.4%	2,900	10.6%	(1,100)
COGS - Vinyl	2,400	8.6%	3,900	14.3%	(1,500)
COGS - Agriculture	3,000	10.7%	4,900	17.9%	(1,900)
COGS - Automation	3,600	12.9%	5,900	21.6%	(2,300)
COGS - Other	4,200	15.0%	6,900	25.3%	(2,700)
<b>Total Cost of Goods Sold</b>	<b>16,800</b>	<b>60.0%</b>	<b>27,300</b>	<b>100.0%</b>	<b>(10,500)</b>
<b>Gross Profit</b>	<b>11,200</b>	<b>40.0%</b>	<b>-</b>	<b>-</b>	<b>11,200</b>
<b>Non-Operating Income</b>					
Interest Income	500		600		(100)
Rental Income	500		600		(100)
Gifts Received	500		600		(100)
Donations	500		600		(100)
Other	100		600		(500)
<b>Total Non-Operating Income</b>	<b>2,100</b>		<b>3,000</b>		<b>(900)</b>
<b>Total INCOME</b>	<b>13,300</b>		<b>3,000</b>		<b>10,300</b>
<b>EXPENSES</b>	<b>Actual</b>	<b>% of TS</b>	<b>Budget</b>	<b>% of TS</b>	<b>Difference</b>
<b>Operating Expenses</b>					
Accounting and Legal		-		-	-
Advertising		-		-	-
Depreciation		-		-	-
Dues and Subscriptions		-		-	-
Insurance		-		-	-
Interest Expense		-		-	-
Maintenance and Repairs		-		-	-
Office Supplies		-		-	-
Payroll Expenses		-		-	-
Postage		-		-	-
Rent		-		-	-
Research and Development		-		-	-
Salaries and Wages		-		-	-
Taxes and Licenses		-		-	-
Telephone		-		-	-
Travel		-		-	-
Utilities		-		-	-
Web Hosting and Domains		-		-	-
Other		-		-	-
<b>Total Operating Expenses</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Non-Recurring Expenses</b>					
Furniture, Equipment and Software		-		-	-
Gifts Given		-		-	-
Other		-		-	-
<b>Total Non-Recurring Expenses</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total EXPENSES</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Net Income Before Taxes	13,300		3,000		10,300
Income Tax Expense					-
<b>NET INCOME</b>	<b>13,300</b>		<b>3,000</b>		<b>10,300</b>

**COST OF GOODS - Details**

The % of S represents the specific cost divided by the net sales for that product.  
 The % after the Profit (Loss) represents the profit for that product divided by the total Gross Profit

<b>Chain Link</b>	<b>Actual</b>	<b>% of S</b>	<b>Budget</b>	<b>% of S</b>	<b>Difference</b>
Residential Material Cost	100	10.0%		-	100
Commercial Material Cost	100	10.0%		-	100
Retail Material Cost	100	10.0%		-	100
Labor Cost (wages/payroll)	100	10.0%		-	100
Incidental Cost (rentals, etc)	100	10.0%		-	100
Other	100	10.0%		-	100
<b>Cost of Goods Sold</b>	<b>600</b>	<b>60.0%</b>	<b>900</b>	<b>100.0%</b>	<b>(300)</b>
<b>Profit (Loss)</b>	<b>400</b>	<b>3.6%</b>	<b>-</b>	<b>-</b>	<b>400</b>

<b>Wood</b>	<b>Actual</b>	<b>% of S</b>	<b>Budget</b>	<b>% of S</b>	<b>Difference</b>
Residential Material Cost	200	10.0%		-	200
Commercial Material Cost	200	10.0%		-	200
Retail Material Cost	200	10.0%		-	200
Labor Cost (wages/payroll)	200	10.0%		-	200
Incidental Cost	200	10.0%		-	200
Other	200	10.0%		-	200
<b>Cost of Goods Sold</b>	<b>1,200</b>	<b>60.0%</b>	<b>1,900</b>	<b>100.0%</b>	<b>(700)</b>
<b>Profit (Loss)</b>	<b>800</b>	<b>7.1%</b>	<b>-</b>	<b>-</b>	<b>800</b>

<b>Ornamental</b>	<b>Actual</b>	<b>% of S</b>	<b>Budget</b>	<b>% of S</b>	<b>Difference</b>
Residential Material Cost	300	10.0%		-	300
Commercial Material Cost	300	10.0%		-	300
Retail Material Cost	300	10.0%		-	300
Labor Cost (wages/payroll)	300	10.0%		-	300
Incidental Cost	300	10.0%		-	300
Other	300	10.0%		-	300
<b>Cost of Goods Sold</b>	<b>1,800</b>	<b>60.0%</b>	<b>2,900</b>	<b>100.0%</b>	<b>(1,100)</b>
<b>Profit (Loss)</b>	<b>1,200</b>	<b>10.7%</b>	<b>-</b>	<b>-</b>	<b>1,200</b>

<b>Vinyl</b>	<b>Actual</b>	<b>% of S</b>	<b>Budget</b>	<b>% of S</b>	<b>Difference</b>
Residential Material Cost	400	10.0%		-	400
Commercial Material Cost	400	10.0%		-	400
Retail Material Cost	400	10.0%		-	400
Labor Cost (wages/payroll)	400	10.0%		-	400
Incidental Cost	400	10.0%		-	400
Other	400	10.0%		-	400
<b>Cost of Goods Sold</b>	<b>2,400</b>	<b>60.0%</b>	<b>3,900</b>	<b>100.0%</b>	<b>(1,500)</b>
<b>Profit (Loss)</b>	<b>1,600</b>	<b>14.3%</b>	<b>-</b>	<b>-</b>	<b>1,600</b>

<b>Agriculture</b>	<b>Actual</b>	<b>% of S</b>	<b>Budget</b>	<b>% of S</b>	<b>Difference</b>
Residential Material Cost	500	10.0%		-	500
Commercial Material Cost	500	10.0%		-	500
Retail Material Cost	500	10.0%		-	500
Labor (wages/payroll)	500	10.0%		-	500
Incidental Cost	500	10.0%		-	500
Other	500	10.0%		-	500
<b>Cost of Goods Sold</b>	<b>3,000</b>	<b>60.0%</b>	<b>4,900</b>	<b>100.0%</b>	<b>(1,900)</b>
<b>Profit (Loss)</b>	<b>2,000</b>	<b>17.9%</b>	<b>-</b>	<b>-</b>	<b>2,000</b>

<b>Automation</b>	<b>Actual</b>	<b>% of S</b>	<b>Budget</b>	<b>% of S</b>	<b>Difference</b>
Residential Material Cost	600	10.0%		-	600
Commercial Material Cost	600	10.0%		-	600
Retail Material Cost	600	10.0%		-	600
Labor (wages/payroll)	600	10.0%		-	600
Incidental Cost	600	10.0%		-	600
Other	600	10.0%		-	600
<b>Cost of Goods Sold</b>	<b>3,600</b>	<b>60.0%</b>	<b>5,900</b>	<b>100.0%</b>	<b>(2,300)</b>
<b>Profit (Loss)</b>	<b>2,400</b>	<b>21.4%</b>	<b>-</b>	<b>-</b>	<b>2,400</b>

<b>Other</b>	<b>Actual</b>	<b>% of S</b>	<b>Budget</b>	<b>% of S</b>	<b>Difference</b>
Material Cost	700	11.7%		-	700
Material Cost	700	11.7%		-	700
Material Cost	700	11.7%		-	700
Labor (wages/payroll)	700	11.7%		-	700
Incidental Cost	700	11.7%		-	700

	Other	700	11.7%		-	700			
	<b>Cost of Goods Sold</b>	<b>4,200</b>	70.0%	<b>6,900</b>	116.9%	<b>(2,700)</b>			
	<b>Profit (Loss)</b>	<b>2,800</b>	25.0%	<b>(1,000)</b>	-	3,800			

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