

PROJECTED BUDGET JUNE-DECEMBER 1971  
DRUM & SPEAR BOOKSTORE

Controllable Expenses

Salaries (6 people @ \$195.00 p/wk).....	\$21,571.26
Advertising (\$50.00 p/mo.).....	350.00
Bad debts (\$40.00 p/mo.).....	280.00
Auto & Gas (\$75.00 p/mo.).....	525.00
Travel (\$60.00 p/mo.).....	420.00
Legal & Acct. (Balance owed Le Counte).....	275.00
Display (\$20.00 p/mo.).....	140.00
Maintenance (\$30.00 p/mo.).....	210.00
Office supplies (\$40.00 p/mo.).....	280.00
Frieght (\$60.00 p/mo.).....	420.00
Misc. (\$50.00 p/mo.).....	350.00

Fixed Expenses

Rent (\$415.00 p/mo.).....	2,490.00
Utilities (\$200.00 p/mo.).....	1,400.00
Insurance (Burglary and Liability).....	518.00
Taxes.....	9,375.00

TOTAL PROJECTED BUDGET.....\$38,604.26

BASED ON EXPENSES FOR 1970 AND 1st QUATER 1971

TAX PAYMENT SCHEDULE JUNE-DEC. 1971  
DRUM & SPEAR BOOKSTORE

JUNE

Back Taxes  
Fed. Withholding.....\$2,500.00  
TOTAL.....\$2,500.00

JULY

Sales.....900.00  
Unemployment.....250.00  
D.C. withholding.....250.00  
Back Taxes  
Sales.....1,200.00  
Fed. Withholding.....600.00  
TOTAL.....3,200.00

AUGUST

Back Taxes  
Fed. Withholding.....600.00  
TOTAL.....600.00

SEPT.

Back Taxes  
Fed. Withholding.....600.00  
TOTAL.....600.00

OCT.

Sales.....900.00  
D.C Withholding.....225.00  
Unemployment.....250.00  
Back Taxes  
Fed. Withholding.....1,100.00  
TOTAL.....2,475.00

NOV.  
NONE

DEC.  
NONE

\*Dec. is end of quarter. Taxes due Jan. 31, 1972.

MONTHLY INCOME SALES JUNE-DEC. 1970  
 DRUM & SPEAR BOOKSTORE

JUNE

Register.....\$7,322.24  
 Payments.....1,479.12  
 TOTAL..... 8,801.36

Register- Over the counter and exhibit sales.

JULY

Register.....7,555.69  
 Payments.....1,548.20  
 TOTAL.....9,103.89

Payments- Credit accounts and mailorder sales.

AUGUST

Register.....6,923.84  
 Payments.....1,597.74  
 TOTAL.....8,521.58

SEPT.

Register.....7,316.60  
 Payments.....4,391.47  
 TOTAL.....11,708.07

OCT.

Register.....9,055.69  
 Payments.....3,513.94  
 TOTAL.....12,569.63

NOV.

Register.....7,918.78  
 Payments.....6,202.37  
 TOTAL.....14,121.15

DEC.

Register.....10,596.10  
 Payments.....1,069.21  
 TOTAL.....11,665.31

TOTAL INCOME.....76,490.99

PROJECTED MONTHLY CASH FLOW JUNE-DEC. 1971  
 DRUM & SPEAR BOOKSTORE

JUNE

Expenses.....\$4,590.50  
 Taxes..... 2,500.00  
 TOTAL PROJECTED EXPENSES.....\$7,090.50  
 PROJECTED INCOME.....8,801.36

ACTUAL EXPENSES.....  
 ACTUAL INCOME.....\$8,015.20

JULY

Expenses.....4,353.80  
 Taxes.....3,200.00  
 Insurance.....518.00  
 TOTAL PROJECTED EXPENSES.....8,071.80  
 PROJECTED INCOME.....9,103.89

ACTUAL EXPENSES.....  
 ACTUAL INCOME.....

AUGUST

Expenses.....3,691.04  
 Taxes.....600.00  
 TOTAL PROJECTED EXPENSES.....4,291.04  
 PROJECTED INCOME.....8,521.58

ACTUAL EXPENSES.....  
 ACTUAL INCOME.....

SEPT.

Expenses.....3,691.04  
 Taxes.....500.00  
 TOTAL PROJECTED EXPENSES.....4,291.04  
 PROJECTED INCOME.....11,708.07

ACTUAL EXPENSES.....  
 ACTUAL INCOME.....

\*EXPENSES-1) based on averages  
 2) does not include purchases



OCT.

Expenses.....4,353.80  
Taxes.....2,475.00  
TOTAL PROJECTED EXPENSES.....6,828.80  
PROJECTED INCOME.....12,569.63

ACTUAL EXPENSES.....  
ACTUAL INCOME.....

NOV.

Expenses.....3,691.04  
Taxes..... none  
TOTAL PROJECTED EXPENSES.....3,691.04  
PROJECTED INCOME.....14,121.15

ACTUAL EXPENSES.....  
ACTUAL INCOME.....

DEC.

Expenses.....4,353.80  
Taxes..... none  
TOTAL PROJECTED EXPENSES.....4,353.80  
TOTAL PROJECTE INCOME.....11,665.31

AUTUAL EXPENSES.....  
ACTUAL INCOME.....