

Your Best Trainer, Inc.
Projected Operating Statement

January 2000-December 2000

<u>Sales</u>	Jan-00	Feb-00	Mar-00	Apr-00	May-00	Jun-00	Jul-00	Aug-00	Sep-00	Oct-00	Nov-00	Dec-
Personal Training	\$34,320	\$23,760	\$27,360	\$33,120	\$42,300	\$38,880	\$51,000	\$53,580	\$57,600	\$52,920	\$60,720	\$42,2
Membership	\$11,700	\$12,025	\$12,350	\$13,000	\$13,650	\$13,975	\$14,300	\$14,950	\$14,950	\$14,300	\$14,300	\$14,3
Spa Services	\$420	\$960	\$1,380	\$1,860	\$2,340	\$2,820	\$3,300	\$3,720	\$4,200	\$4,680	\$5,160	\$5,5
Pro Shop	\$1,170	\$1,170	\$1,350	\$1,350	\$1,560	\$1,560	\$1,740	\$1,950	\$1,950	\$2,130	\$2,130	\$2,3
Group Classes	\$16,200	\$16,200	\$16,200	\$16,200	\$16,200	\$16,200	\$16,200	\$16,200	\$16,200	\$16,200	\$16,200	\$16,2
Total Sales	\$63,810	\$54,115	\$58,640	\$65,530	\$76,050	\$73,435	\$86,540	\$90,400	\$94,900	\$90,230	\$98,510	\$80,6
Cost of Sales												
Personal Training	\$15,444	\$10,692	\$12,312	\$14,904	\$19,035	\$17,496	\$22,950	\$24,111	\$25,920	\$23,814	\$27,324	\$19,0
Membership	\$1,400	\$1,400	\$1,400	\$1,400	\$1,400	\$1,400	\$1,400	\$1,400	\$1,400	\$1,400	\$1,400	\$1,40
Spa Services	\$315	\$720	\$1,035	\$1,395	\$1,755	\$2,115	\$2,475	\$2,790	\$3,150	\$3,510	\$3,870	\$4,1
Pro Shop	\$585	\$585	\$675	\$675	\$780	\$780	\$870	\$975	\$975	\$1,065	\$1,065	\$1,1
Group Classes	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,510	\$3,5
Total Cost of Sales	\$21,254	\$16,907	\$18,932	\$21,884	\$26,480	\$25,301	\$31,205	\$32,786	\$34,955	\$33,299	\$37,169	\$29,2
% of Total Sales	33.31%	31.24%	32.29%	33.40%	34.82%	34.45%	36.06%	36.27%	36.83%	36.90%	37.73%	36.2
Gross Profit	\$42,556	\$37,208	\$39,708	\$43,646	\$49,570	\$48,134	\$55,335	\$57,614	\$59,945	\$56,931	\$61,341	\$51,3
% of Total Sales	66.69%	68.76%	67.71%	66.60%	65.18%	65.55%	63.94%	63.73%	63.17%	63.10%	62.27%	63.7
Operating Expenses												
Accounting & Legal	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$27
Advertising	\$1,205	\$1,205	\$1,205	\$1,205	\$1,205	\$1,205	\$1,205	\$1,205	\$1,205	\$1,205	\$1,205	\$1,20
Admin Salaries	\$4,072	\$4,072	\$4,072	\$4,072	\$4,072	\$4,072	\$4,072	\$4,072	\$4,072	\$4,072	\$4,072	\$4,0
Auto Expenses	\$385	\$385	\$385	\$385	\$385	\$385	\$385	\$385	\$385	\$385	\$385	\$38
Bank Charges	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$35	\$3
Communications	\$1,207	\$1,207	\$1,207	\$1,207	\$1,207	\$1,207	\$1,207	\$1,207	\$1,207	\$1,207	\$1,207	\$1,20
Depreciation	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,50
Dues & Subscriptions	\$212	\$212	\$212	\$212	\$212	\$212	\$212	\$212	\$212	\$212	\$212	\$21
Entertainment	\$137	\$137	\$137	\$137	\$137	\$137	\$137	\$137	\$137	\$137	\$137	\$13
Equipment Leases	\$2,964	\$2,964	\$2,964	\$2,964	\$2,964	\$2,964	\$2,964	\$2,964	\$2,964	\$2,964	\$2,964	\$2,9
Freight	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$12
Gift	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$127	\$12
Insurance	\$659	\$659	\$659	\$659	\$659	\$659	\$659	\$659	\$659	\$659	\$659	\$65
Interest	\$824	\$824	\$824	\$824	\$824	\$824	\$824	\$824	\$824	\$824	\$824	\$82
Office Expenses	\$1,334	\$1,334	\$1,334	\$1,334	\$1,334	\$1,334	\$1,334	\$1,334	\$1,334	\$1,334	\$1,334	\$1,3
Refund	\$63	\$63	\$63	\$63	\$63	\$63	\$63	\$63	\$63	\$63	\$63	\$6
Rent	\$6,183	\$6,183	\$6,183	\$6,183	\$6,183	\$6,183	\$6,183	\$6,183	\$6,183	\$6,183	\$6,183	\$6,1
Taxes (non-Income Taxes)	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,050	\$1,0
Total Operating Expenses	\$22,360	\$22,360	\$22,360	\$22,360	\$22,360	\$22,360	\$22,360	\$22,360	\$22,360	\$22,360	\$22,360	\$22,3
% of Total Sales	35.04%	41.32%	38.13%	34.12%	29.40%	30.45%	25.84%	24.73%	23.56%	24.78%	22.70%	27.7
Income From Operations	\$20,196	\$14,848	\$17,348	\$21,286	\$27,210	\$25,774	\$32,975	\$35,254	\$37,585	\$34,571	\$38,981	\$29,0
% of Total Sales	31.65%	27.44%	29.58%	32.48%	35.78%	35.10%	38.10%	39.00%	39.61%	38.31%	39.57%	35.9
Net Income	\$20,196	\$14,848	\$17,348	\$21,286	\$27,210	\$25,774	\$32,975	\$35,254	\$37,585	\$34,571	\$38,981	\$29,0
% of Total Sales	31.65%	27.44%	29.58%	32.48%	35.78%	35.10%	38.10%	39.00%	39.61%	38.31%	39.57%	35.9