

Show Me The Money

Friday, November 18, 2022

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Ohio

**Small Business
Development Centers**
Cleveland State University

POWERED BY



U.S. Small Business
Administration

Revenue

WHAT VALUE DOES
YOUR PRODUCT OR
SERVICE PROVIDE
TO THE MARKET?

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Cost of Goods Sold

WHAT COSTS ARE THE EXACT SAME, EVERY SINGLE TIME YOU SELL A PRODUCT OR SERVICE?

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Personnel

WHO WILL WORK
FOR YOU, AND AT
WHAT RATE?

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Expenses

WHAT DO YOU NEED
TO PURCHASE IN
ORDER TO RUN THE
BUSINESS?

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Taxes

WHAT IS YOUR
BUSINESS TYPE AND
WHAT DOES THAT
MEAN FOR YOUR
TAX BURDEN?

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Profit & Loss Projections

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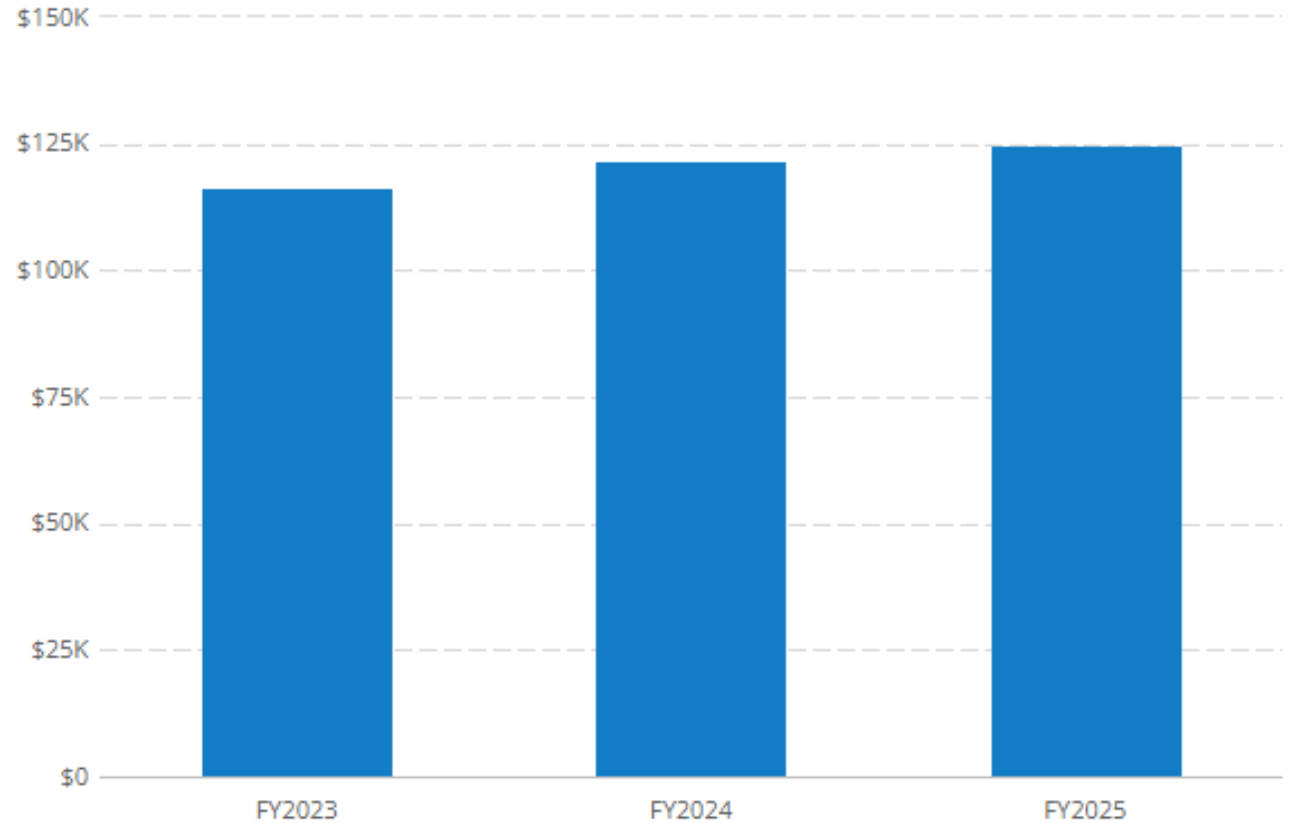
Profit and Loss January 1 - November 6, 2021

	TOTAL
▼ Income	
Services	35,083.59
Total Income	\$35,083.59
GROSS PROFIT	\$35,083.59
▼ Expenses	
Contractors	90.00
Insurance	713.86
Office Supplies & Software	1,190.26
Postage & Shipping	9.10
Professional Learning & Development	23.75
QuickBooks Payments Fees	47.38
Taxes & Licenses	70.95
Total Expenses	\$2,145.30
NET OPERATING INCOME	\$32,938.29
▼ Other Expenses	
Parking & Tolls	2.25
Total Other Expenses	\$2.25
NET OTHER INCOME	\$ -2.25
NET INCOME	\$32,936.04

Financial Forecasts

- ▶ - Year One:
 - ▶ Full Financials
- ▶ - Years Two & Three:
 - ▶ Summary Financials

Net Profit (or Loss) by Year



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Questions?