

Profit and Loss – Barrington Tennis Academy

	Year 2020	Year 2021
Sales		
Casual Attendance	53,100	53,100
Memberships	241,000	241,000
Equipment and Clothing	29,000	29,000
Total Sales	\$ 323,100	\$ 323,435
Direct Cost of Sales		
Equipment and Clothing	8,700	8,874
Total Cost of Sales	\$ 8,700	\$ 8,874
Gross Margin	\$ 314,400	\$ 314,561
Gross Margin %	97%	97%
Operating Expenses		
Advertising	117,000	134,550
Bank Service Charges	6,000	6,000
Credit Card Fees	3,000	3,003
Insurances	12,000	12,000
Miscellaneous	2,400	2,402
Head Office Contribution	–	–
Payroll	195,000	204,750
Team Building	15,500	17,050
Professional Fees	20,000	20,000
Rent or Lease	48,000	48,000
Subscription & Dues	3,000	3,000

Supplies	30,000	28,500
Taxes & Licenses	2,400	2,400
Utilities and Telephone	9,500	9,975
Equipment Leases	12,000	12,000
Maintenance	11,800	11,800
Total Operating Expenses	\$ 487,600	\$ 515,431
Profit before Interest and Taxes (EBIT)	\$ (173,200)	\$ (200,870)
Interest	–	–
Corporate Taxes	–	–
Net Profit (or Net Income)	\$ (173,200)	\$ (200,870)