|  | Expenses | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Customer Acquisition | Monthly totals: | \$12,275 | \$2,351 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$9,500 | \$0 |  | \$2,010 |
|  | Advertising | \$375 | \$1,362 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,737 | \$145 |
|  | Promotional | \$11,900 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$11,900 | \$992 |
|  | Meals at Ranch for donars | \$0 | \$989 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$9,500 | \$0 | \$10,489 | \$874 |
| Miscellaneous Cost of Service | Monthly totals: | \$3,158 | \$1,018 | \$4,917 | \$1,698 | \$18 | \$756 | \$6 | \$6 | \$229 | \$88 | \$5,601 | \$11 | \$17,507 | \$1,459 |
|  | Commissions \& FeesPAYPAL | \$53 | \$30 | \$44 | \$318 | \$18 | \$750 | \$0 | \$0 | \$223 | \$82 | \$300 | \$11 | \$1,829 | \$152 |
|  | Bank Charges | \$0 | \$0 | \$0 | \$0 | \$0 | \$6 | \$6 | \$6 | \$6 | \$6 | \$6 | \$0 | \$35 | \$3 |
|  | DuesPATH \& Certifications | \$0 | \$0 | \$0 | \$1,380 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,380 | \$115 |
|  | Disposal Fees | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  | Miscellaneous/Costco | \$3,105 | \$989 | \$4,873 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$5,295 | \$0 | \$14,262 | \$1,189 |
| Office/General Administrative | Monthly totals: | \$3,690 | \$3,928 | \$51,486 | \$16,817 | \$21,478 | \$5,587 | \$16,046 | \$6,535 | \$6,333 | \$6,171 | \$5,375 | \$14,899 | \$158,345 | \$13,195 |
|  | Internet | \$1,566 | \$1,566 | \$1,600 | \$1,900 | \$1,900 | \$1,800 | \$1,870 | \$1,800 | \$1,800 | \$1,832 | \$1,832 | \$1,581 | \$21,048 | \$1,754 |
|  | Land Lease | \$1,886 | \$1,862 | \$1,978 | \$2,449 | \$2,410 | \$2,280 | \$2,238 | \$2,235 | \$2,154 | \$2,140 | \$2,040 | \$2,014 | \$25,685 | \$2,140 |
|  | Phone | \$238 | \$500 | \$500 | \$500 | \$499 | \$507 | \$499 | \$500 | \$500 | \$699 | \$503 | \$499 | \$5,944 | \$495 |
|  | Stationary \& Printing USA | \$0 | \$0 | \$130 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$192 | \$322 | \$27 |
|  | Other General \& Admin Expenses | \$0 | \$0 | \$875 | \$1,870 | \$0 | \$0 | \$0 | \$0 | \$379 | \$0 | \$0 | \$0 | \$3,124 | \$260 |
|  | Utilities/Water | \$0 | \$0 | \$3,515 | \$0 | \$5,238 | \$1,000 | \$2,000 | \$2,000 | \$1,500 | \$1,500 | \$1,000 | \$1,500 | \$19,253 | \$1,604 |
|  | Solar/upgrades/maintence | \$0 | \$0 | \$946 | \$10,098 | \$6,256 | \$0 | \$9,440 | \$0 | \$0 | \$0 | \$0 | \$0 | \$26,739 | \$2,228 |
|  | Technology upgrades | \$0 | \$0 | \$41,942 | \$0 | \$5,175 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$9,113 |  |  |
| Cost of Goods/Cost of Services | Monthly totals: | \$38,756 | \$22,497 | \$26,570 | \$26,451 | \$34,858 | \$28,503 | \$22,392 | \$20,300 | \$92,536 | \$37,821 | \$32,342 | \$49,208 | \$232,783 | \$36,020 |
|  | Employee minus housing | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$6,220 | \$74,640 | \$6,220 |
|  | Farrier (horse shoeing) | \$0 | \$4,200 | \$0 | \$5,520 | \$5,520 | \$5,040 | \$0 | \$5,040 | \$4,680 | \$0 | \$4,800 | \$4,788 |  |  |
|  | Misc. Labor/cash | \$0 | \$1,400 | \$1,400 | \$0 | \$0 | \$0 | \$300 | \$0 | \$3,900 | \$11,200 | \$0 | \$0 |  |  |
|  | Fuel/Ranch Truck | \$4,313 | \$3,115 | \$4,276 | \$470 | \$1,381 | \$0 | \$0 | \$0 | \$553 | \$0 | \$760 | \$0 | \$14,868 | \$1,239 |
|  | Enercard | \$2,000 | \$1,000 | \$3,000 | \$0 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 | \$4,000 |  |  |
|  | Fuel USA | \$967 | \$962 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |  |
|  | Feed/grain | \$2,657 | \$5,600 | \$2,424 | \$3,056 | \$7,578 | \$5,040 | \$720 | \$5,040 | \$9,013 | \$7,730 | \$0 | \$5,183 | \$54,041 | \$4,503 |
|  | Alfalfa/Hay | \$0 | \$0 | \$1,800 | \$0 | \$0 | \$0 | \$0 | \$0 | \$51,840 | \$0 | \$0 | \$0 |  |  |
|  | Veternary Supplies | \$0 | \$0 | \$0 | \$4,473 | \$3,926 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$8,399 | \$700 |
|  | Veternarian Fees | \$0 | \$0 | \$0 | \$0 | \$5,037 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$22,504 | \$27,541 | \$2,295 |
|  | Horse Supplies USA | \$5,621 | \$0 | \$2,207 | \$3,532 | \$840 | \$6,461 | \$2,923 | \$0 | \$0 | \$3,773 | \$1,147 | \$199 |  |  |
|  | Building/Compentencia, etc. | \$16,197 | \$0 | \$4,703 | \$0 | \$356 | \$0 | \$964 | \$0 | \$11,384 | \$4,566 | \$11,803 | \$3,321 | \$53,294 | \$4,441 |
|  | Repair \& Maintenance USA | \$663 | \$0 | \$0 | \$3,180 | \$0 | \$1,471 | \$6,051 | \$0 | \$0 | \$0 | \$2,684 | \$2,993 | \$17,042 | \$1,420 |
|  | Vehicle Maintenance | \$118 | \$0 | \$540 | \$0 | \$0 | \$271 | \$1,215 | \$0 | \$946 | \$331 | \$928 | \$0 |  |  |
|  | Vehicle parts USA order | \$1,991 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$838 | \$0 |  |  |
|  | Vehicle registration USA | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |  |


|  | Expenses | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Travel | Monthly totals: | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | 0 |
|  | Airfare | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so |
|  | Hotels | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so | \$0 |
|  | Travel Meals | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so |
|  | Transportation | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so |
|  | Entertainment | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so |
|  | Other | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Legal | Monthly totals: | \$1,663 | \$1,663 | \$1,710 | \$2,185 | \$2,185 | \$1,995 | \$2,043 | \$1,995 | \$1,853 | \$1,900 | \$1,900 | \$5,885 | \$22,986 | 7.958333 |
|  | Accounting Fees | \$1,663 | \$1,663 | \$1,710 | \$2,185 | \$2,185 | \$1,995 | \$2,043 | \$1,995 | \$1,853 | \$1,900 | \$1,900 | \$1,895 | \$22,986 | \$1,915 |
|  | Legal Fees | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$3,990 |  |  |
| Insurance | Monthly totals: | \$596 | \$596 | \$2,591 | \$784 | \$5,050 | \$1,655 | \$5,668 | \$1,655 | \$5,651 | \$6,169 | \$5,646 | \$6,559 | \$42,620 | 51.680833 |
|  | Insurance - EmployeelMSS | \$0 | \$0 | \$1,995 | \$0 | \$4,266 | \$940 | \$4,922 | \$940 | \$4,974 | \$909 | \$4,952 | \$5,879 | \$29,777 | \$2,481 |
|  | Insurance - Liability | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  | Insurance - Errors \& Omissions | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  | Insurance/Car | \$596 | \$596 | \$596 | \$784 | \$784 | \$715 | \$746 | \$715 | \$677 | \$694 | \$694 | \$680 | \$8,278 | \$690 |
|  | Insurance/DL | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$4,566 | \$0 | \$0 |  |  |
| Other Expenses | Monthly totals: | \$0 | \$1,225 | \$0 | \$0 | \$0 | \$590 | \$232 | \$0 | \$0 | \$0 | \$0 | \$3,260 | \$5,307 | 442.2575 |
|  | Penalties \& Settlements | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so |
|  | Bad Debts | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so |
|  | Interest Expense | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so |
|  | Equine equipment/maintence | \$0 | \$0 | \$0 | \$0 | \$0 | \$590 | \$232 | \$0 | \$0 | \$0 | \$0 | \$3,260 | \$4,082 | \$340 |
|  | Refunds | \$0 | \$1,225 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |  |
| Taxes | Monthly totals: | \$0 | \$0 | \$68 | \$112 | \$65 | \$1,694 | \$2,318 | \$65 | \$87 | \$87 | \$65 | \$87 | \$4,648 | . 3333333 |
|  | Taxes/DUTY \& Licenses | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,607 | \$2,231 | \$0 | \$0 | \$0 | \$0 | \$0 | \$3,838 | \$320 |
|  | Employee taxes | \$0 | \$0 | \$68 | \$112 | \$65 | \$87 | \$87 | \$65 | \$87 | \$87 | \$65 | \$87 |  |  |
|  | State taxes | \$0 | \$0 | \$0 | \$637 | \$0 | \$0 | \$565 | \$0 | \$0 | \$524 | \$0 | \$0 |  |  |


|  | Income | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | Monthly totals: | \$27,234 | \$50,727 | \$25,857 | \$33,879 | \$34,776 | \$33,877 | \$25,224 | \$20,437 | \$21,902 | \$23,264 | \$41,964 | \$30,755 | \$369,896 | \$30,825 |
|  | Fees Billed: full sponsorship/horse | \$16,524 | \$26,919 | \$17,507 | \$22,379 | \$22,356 | \$20,437 | \$20,924 | \$20,437 | \$21,902 | \$19,464 | \$19,464 | \$19,786 | \$248,099 | \$20,675 |
|  | Partcial Sponsorship/horse | \$2,550 | \$2,625 | \$2,700 | \$9,200 | \$9,200 | \$6,300 | \$4,300 | \$0 | \$0 | \$3,000 | \$3,000 | \$4,988 | \$47,863 | \$3,989 |
|  | Student sponsorship | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  | Donation: Trail rides | \$4,760 | \$15,575 | \$2,500 | \$2,300 | \$3,220 | \$0 | \$0 | \$0 | \$0 | \$0 | \$14,700 | \$2,786 | \$45,841 | \$3,820 |
|  | Donation: Lessons | \$3,400 | \$4,300 | \$3,150 | \$0 | \$0 | \$7,140 | \$0 | \$0 | \$0 | \$800 | \$4,800 | \$3,195 | \$26,785 | \$2,232 |
|  | Swap Meet | \$0 | \$1,308 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |  |  |
| Other | Monthly totals: | \$4,760 | \$2,013 | \$37,340 | \$101,220 | \$24,190 | \$53,340 | \$55,040 | \$15,309 | \$20,612 | \$31,200 | \$19,000 | \$15,233 | \$379,256 | \$31,605 |
|  | Interest Earned | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
|  | Garments/Promotional sales | \$3,400 | \$875 | \$1,800 | \$5,520 | \$500 | \$210 | \$0 | \$0 | \$0 | \$800 | \$600 | \$718 | \$14,423 | \$1,202 |
|  | Fundraising Drives | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$3,200 | \$0 | \$3,200 | \$267 |
|  | Gift Certificates | \$0 | \$0 | \$1,540 | \$3,220 | \$0 | \$1,470 | \$0 | \$0 | \$0 | \$0 | \$0 | \$1,995 |  |  |
|  | Refunds | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | so | \$0 |
|  | Other donations | \$680 | \$1,138 | \$34,000 | \$92,480 | \$23,690 | \$51,660 | \$30,745 | \$15,309 | \$20,612 | \$30,400 | \$15,200 | \$12,520 | \$328,433 | \$27,369 |
|  | Exersize/Training donations | \$680 | \$0 | \$0 | \$0 | \$0 | \$0 | \$24,295 | \$0 | \$0 | \$0 | \$0 | \$0 |  |  |
|  | Donations from campers | \$0 | \$200 | \$500 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$300 | \$878 |  |  |

About this sheet
This sheet generates a summary of your spending based on data in the 'Expenses' and 'Income' tabs.
Make sure you've set a starting balance in the 'Configure' tab before beginning.

Note
Please don't edit this sheet.
It contains formulas and will update automatically.
$\$ 400,000$

## Summary

|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Income | \$31,994 | \$52,740 | \$63,197 | \$135,099 | \$58,966 | \$87,217 | \$80,264 | \$35,746 | \$42,514 | \$54,464 | \$60,964 | \$45,988 | \$749,152 | \$62,429 |
| Expenses | \$60,138 | \$33,279 | \$87,342 | \$48,047 | \$63,654 | \$40,781 | \$48,705 | \$30,556 | \$106,688 | \$52,235 | \$60,429 | \$79,909 | \$711,762 | \$59,314 |
| Net savings [1] | -\$28,144 | \$19,461 | -\$24,146 | \$87,052 | -\$4,688 | \$46,436 | \$31,559 | \$5,190 | -\$64,174 | \$2,229 | \$535 | -\$33,921 | \$37,390 | \$27,495 |
| Ending balance [2] | \$105,863 | \$125,324 | \$101,178 | \$188,231 | \$183,543 | \$229,979 | \$261,538 | \$266,728 | \$202,554 | \$204,783 | \$205,318 | \$171,397 |  | \$187,203 |

Income

|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales | \$27,234 | \$50,727 | \$25,857 | \$33,879 | \$34,776 | \$33,877 | \$25,224 | \$20,437 | \$21,902 | \$23,264 | \$41,964 | \$30,755 | \$369,896 | \$30,825 |
| Other | \$4,760 | \$2,013 | \$37,340 | \$101,220 | \$24,190 | \$53,340 | \$55,040 | \$15,309 | \$20,612 | \$31,200 | \$19,000 | \$15,233 | \$379,256 | \$31,605 |

Expenses

|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total | Average |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Customer Acquisition | \$12,275 | \$2,351 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$9,500 | \$0 |  | \$2,010 |
| Miscellaneous Cost of Service | \$3,158 | \$1,018 | \$4,917 | \$1,698 | \$18 | \$756 | \$6 | \$6 | \$229 | \$88 | \$5,601 | \$11 | \$17,507 | \$1,459 |
| Office/General Administrative | \$3,690 | \$3,928 | \$51,486 | \$16,817 | \$21,478 | \$5,587 | \$16,046 | \$6,535 | \$6,333 | \$6,171 | \$5,375 | \$14,899 | \$158,345 | \$13,195 |
| Cost of Goods/Cost of Services | \$38,756 | \$22,497 | \$26,570 | \$26,451 | \$34,858 | \$28,503 | \$22,392 | \$20,300 | \$92,536 | \$37,821 | \$32,342 | \$49,208 | \$232,783 | \$36,020 |
| Travel | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Legal | \$1,663 | \$1,663 | \$1,710 | \$2,185 | \$2,185 | \$1,995 | \$2,043 | \$1,995 | \$1,853 | \$1,900 | \$1,900 | \$5,885 | \$22,986 | \$2,248 |
| Insurance | \$596 | \$596 | \$2,591 | \$784 | \$5,050 | \$1,655 | \$5,668 | \$1,655 | \$5,651 | \$6,169 | \$5,646 | \$6,559 | \$42,620 | \$3,552 |
| Other Expenses | \$0 | \$1,225 | \$0 | \$0 | \$0 | \$590 | \$232 | \$0 | \$0 | \$0 | \$0 | \$3,260 | \$5,307 | \$442 |
| Taxes | \$0 | \$0 | \$68 | \$112 | \$65 | \$1,694 | \$2,318 | \$65 | \$87 | \$87 | \$65 | \$87 | \$4,648 | \$387 |


[1] Total of Income - Expenses
[2] This total includes the 'Starting Balance' from the 'Setup' tab.

