

Matchstick Goods Projected 2027 + 2028 Budgets (Based on 3-Year Strategic Plan)		2027 Projected Budget	2028 Projected Budget
Sales Revenue		\$67,416	\$79,551
COGS			
	COGS - Materials	\$9,775	\$11,137
	COGS - Labor Cost (Student and Graduate)	\$60,320	\$62,733
	COGS - Labor payroll taxes	\$4,705	\$4,893
Total COGS		\$74,800	\$78,763
Total Gross Profit		-\$7,384	\$788
Operating Expenses			
	Management Salary	\$45,552	\$47,374
	Management payroll taxes	\$3,553	\$3,695
	Additional wage costs	\$10,254	\$10,664
	Marketing & Regular Expenses	\$17,199	\$18,059
	New Expenses/New Initiatives	\$18,000	\$20,000
Total Operating Expenses		\$94,558	\$99,792
Total Expenses (Operating + COGS)		\$169,358	\$178,555
Net Operating Income		-\$101,942	-\$99,004
Other Income			
	Grant Income	\$10,000	\$12,000
	Transfer from CG	\$90,000	\$85,000
Total Other Income		\$100,000	\$97,000
Total Income		\$167,416	\$176,551
Net Income		-\$1,942	-\$2,004