



Analysis Worksheet

Income

Service Sales
Retail Sales
Gift Certificates
Miscellaneous
**Number of Stylist*

Total

Variable Expenses

Payroll – Service Commission (45%)
Payroll – Retail Commission (10%)
Payroll – Taxes (12.5% of payroll)
Cost of Retail Products (50%)
Cost of Salon Supplies (8%) **Service Charge 10%*
Sales Taxes (7%)
Gift Certificates Redeemed
Discounts
Refunds

Total

Gross Profit

Fixed Expenses

Accounting (.05%)
Advertising/Promotions (1.5%)
Bank Charges (.01%)
Credit Card Processing (.05%)
Cleaning
Dues & Subscriptions (.01%)
Education (.05%)
Equipment Rental (.01%)
Insurance – Workers Comp (1-3% of payroll)
Insurance – Health (.025%)
Insurance – Liability (.025%)
Internet (.02%)
Laundry
Legal (.01%)
Licenses & Permits (.01%)
Loan Payable
Meals & Entertainment (.01%)
Office Expenses/Supplies (.05%)
Payroll – Hourly/Salary (8%)
Payroll – Owner
Payroll Taxes (12.5% of payroll)
Payroll Processing (.05%)
Postage & Delivery (.05%)
Printing (.05%)
Retirement/IRA Plan
Rent (10%)
Repairs & Maintenance (.02%)
Telephone (1.5%)
Utilities – Water/Gas/Electric (.08%)
Miscellaneous (1%)
Total

Total Expenses

Net Profit

Profit % *10-12% average

Business Class