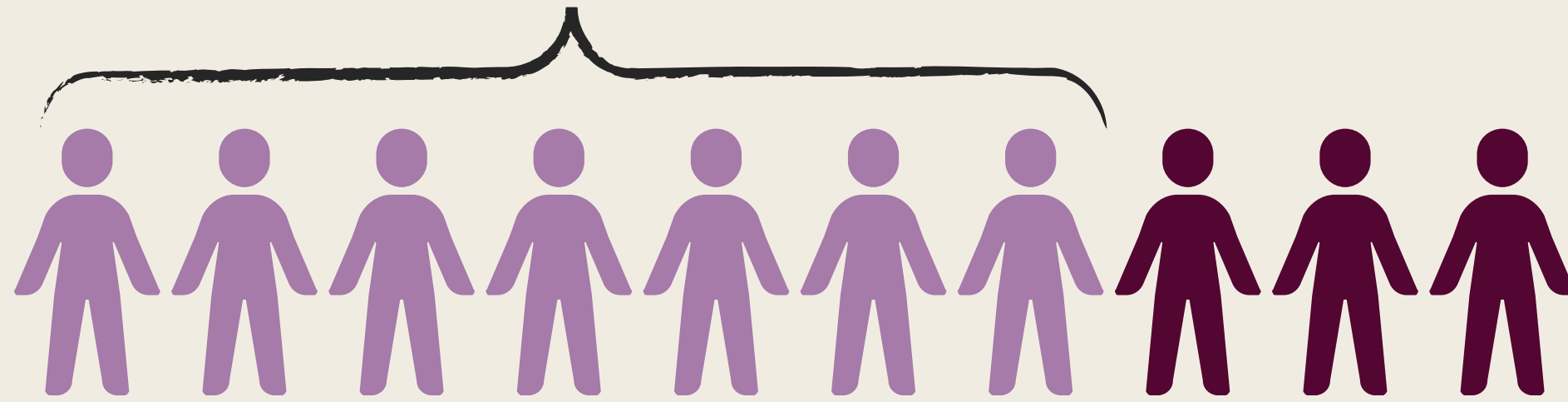


# SANSA



FINANCE COMPETITION  
2023-2024

**64%**



**7 OUT OF 10 GEN Z PREFER  
SUSTAINABLE BRANDS**

**59%**

**OF MILLENNIALS PREFER  
SUSTAINABLE BRANDS**

# MEET THE TEAM



DAMIAN  
HERNANDEZ  
MANAGER



JIYA  
SHARMA  
ASSOCIATE



BRIANA  
MONGE-LUCERO  
ASSOCIATE



MARIAH  
WATTREE  
DIRECTOR

# COMPANY OVERVIEW



OPENED FOR OPERATIONS  
IN OCTOBER 2023,  
BAKERSFIELD, CA

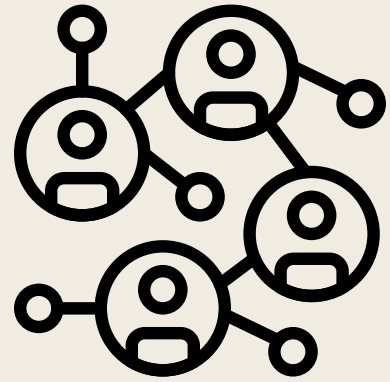


GRAPE  
POMACE



GRAPE LEATHER  
HANDBAG

# OVERVIEW



ESTABLISHED AS AN  
S - C O R P O R A T I O N



**\$50,000**

**Seed Money**

**\$150,000**

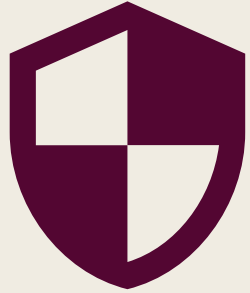
**Bank Loan**  
At prime plus 2%

**\$150,000**

**Angel Investors**  
\$50,000 each



28 EMPLOYEES



EXTRA LEGAL  
PROTECTION



AVOID DOUBLE  
TAXATION

# OUT OF NETWORK CONTRACT

THE  
OJAI  
VINEYARD

\$350,000 MONTHLY  
DECEMBER - APRIL



# FINANCIAL HIGHLIGHTS

Total Sales  
Revenue  
**2 Million**

As of 3/31

Total  
Revenue  
**2.5 Million**

For Fiscal Year

Cash Flow  
**Positive**

March 2024

# BREAK-EVEN ANALYSIS

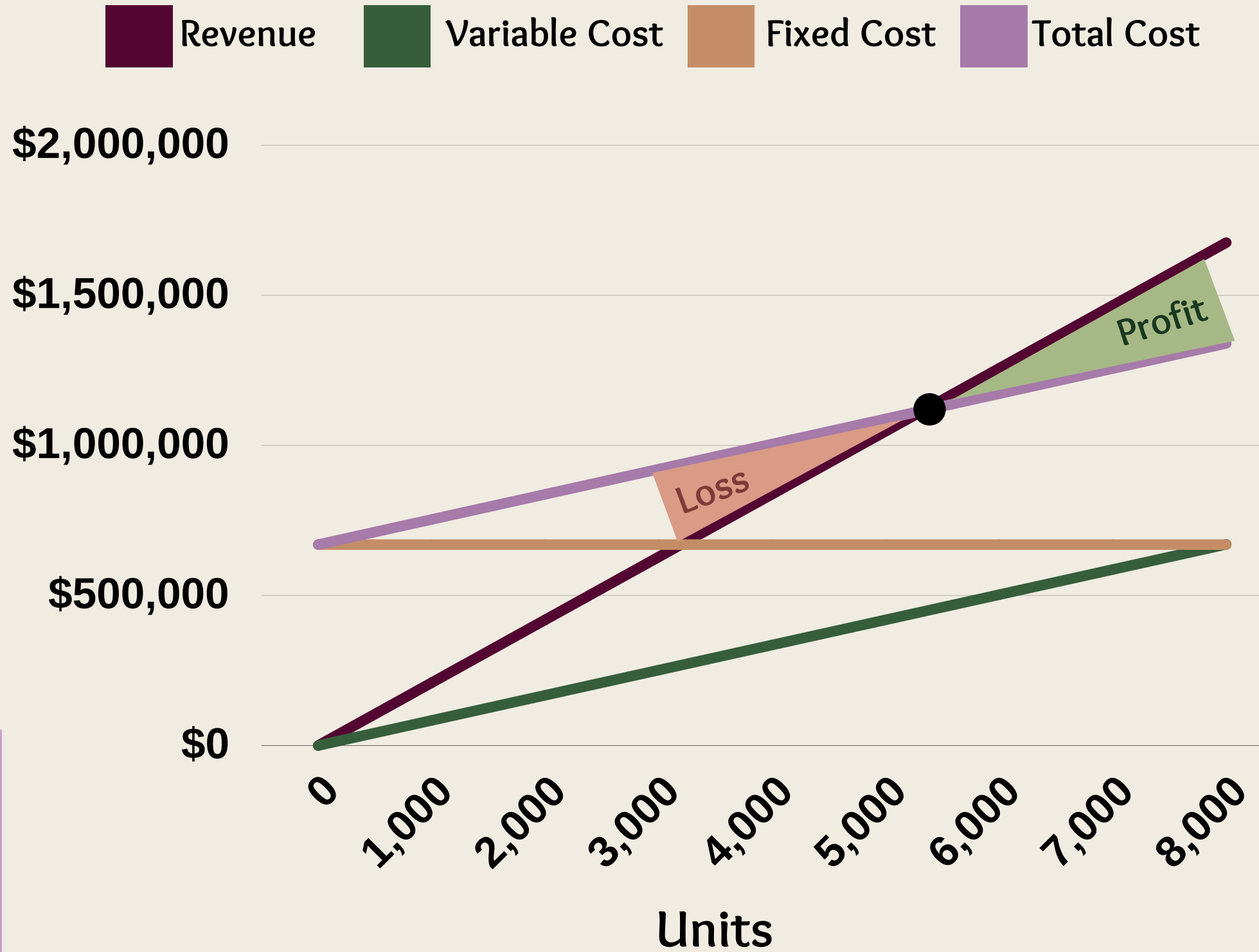
Average Selling Price: \$209

Average Cost of Goods Sold: \$84

Profit Margin: 60%

Annual Fixed Costs: \$669,476

Break Even: \$1,115,758  
or  
5,327 Units





# BALANCE SHEET AS OF MARCH 2024

## CURRENT ASSETS

CASH:	\$346,653
INVENTORY:	+ \$3,162
ACCOUNTS RECEIVABLE:	\$180,536
<b>TOTAL:</b>	<b>\$530,351</b>

## CURRENT LIABILITIES

ACCOUNTS PAYABLE:	\$121,674
ACCRUALS:	
-SALES TAX:	\$33,910
-PAYROLL TAX:	\$39,454
-401(K):	\$5,389
-PAYROLL:	+ \$81,600
<b>TOTAL:</b>	<b>\$282,027</b>

Fixed Assets	
Furniture & Fixtures	18,333
Less Accumulation Depreciation	(333)
Equipment - Office & Computers	27,500
Less Accumulation Depreciation	(500)
Equipment- Production	45,833
Less Accumulation Depreciation	(833)
<b>Total Fixed Assets</b>	<b>90,001</b>

## LONG-TERM LIABILITIES

BANK LOAN: \$140,215

**TOTAL LIABILITIES: \$422,242**

EQUITY	
Shareholder's Equity	200,000
Retained Earnings	(1,891)
<b>Total Equity</b>	<b>198,109</b>

Total Assets:

**\$620,351**

LIABILITIES & EQUITY:

**\$620,351**

# BALANCE SHEET AS OF MARCH 2024

**1.88**

**CURRENT  
RATIO**

**1.87**

**QUICK RATIO**

**0.76**

**INDUSTRY  
AVERAGE**

# PROFIT & LOSS

Income Statement	Oct 23 Actual	Nov 23 Actual	Dec 23 Actual	Jan 24 Actual	Feb 24 Actual	Mar 24 Actual	Apr 24 Proj.	Total
Business Contract	0	0	350,000	350,000	350,000	350,000	350,000	1,750,000
Trade Shows	0	107,393	50,462	98,374	0	58,350	120,000	434,579
Online Tradeshow	0	102,065	0	0	145,017	0	130,000	377,082
Web Sales	0	4,466	5,023	5,895	7,854	2,679	10,500	36,417
<b>Gross Sales</b>	<b>0</b>	<b>213,924</b>	<b>405,485</b>	<b>454,269</b>	<b>502,871</b>	<b>411,029</b>	<b>610,500</b>	<b>2,598,078</b>
Cost of Goods Sold	0	109,234	177,282	184,347	196,170	166,858	244,200	1,078,091
<b>Net Sales</b>		<b>104,690</b>	<b>228,203</b>	<b>269,922</b>	<b>306,701</b>	<b>244,171</b>	<b>366,300</b>	<b>1,519,987</b>
Accounting & Legal	5,000	0	0	0	0	0	5,000	10,000
Advertising & Promotion	0	23,532	44,603	49,970	55,316	45,213	67,155	285,789
Depreciation	0	1,666	1,666	1,666	1,666	1,666	1,666	9,996
Insurance	5,261	10,521	10,521	10,521	10,521	10,521	10,521	68,387
Lease (Rent)	1,295	2,589	2,589	2,589	2,589	2,589	2,589	16,829
Loan Interest	0	1,281	1,264	1,248	1,231	1,214	1,197	7,435
Maintainence & Supplies	1,625	750	750	750	750	750	750	6,125
Payroll (Net)	40,800	81,600	81,600	81,600	81,600	81,600	81,600	530,400
401 (K)	2,695	5,389	5,389	5,389	5,389	5,389	5,389	35,029
Payroll Taxes	19,727	39,454	39,454	61,469	39,454	39,454	39,974	278,986
Security	1,185	165	165	165	165	165	165	2,175
Shipping (Outbound)	0	10,923	17,728	18,435	19,617	16,686	24,420	107,809
Travel	0	0	1,000	0	1,000	1,000	25,000	28,000
Utilities	1,832	3,663	7,138	7,138	7,138	7,138	7,138	41,185
<b>Total Expenses</b>	<b>79,418</b>	<b>181,533</b>	<b>213,867</b>	<b>240,940</b>	<b>226,436</b>	<b>213,385</b>	<b>272,564</b>	<b>1,428,142</b>
<b>Net Profit</b>	<b>(79,418)</b>	<b>(76,843)</b>	<b>14,336</b>	<b>28,983</b>	<b>80,265</b>	<b>30,786</b>	<b>93,736</b>	<b>91,845</b>

**PROJECTED FISCAL NET PROFIT: \$91,845**

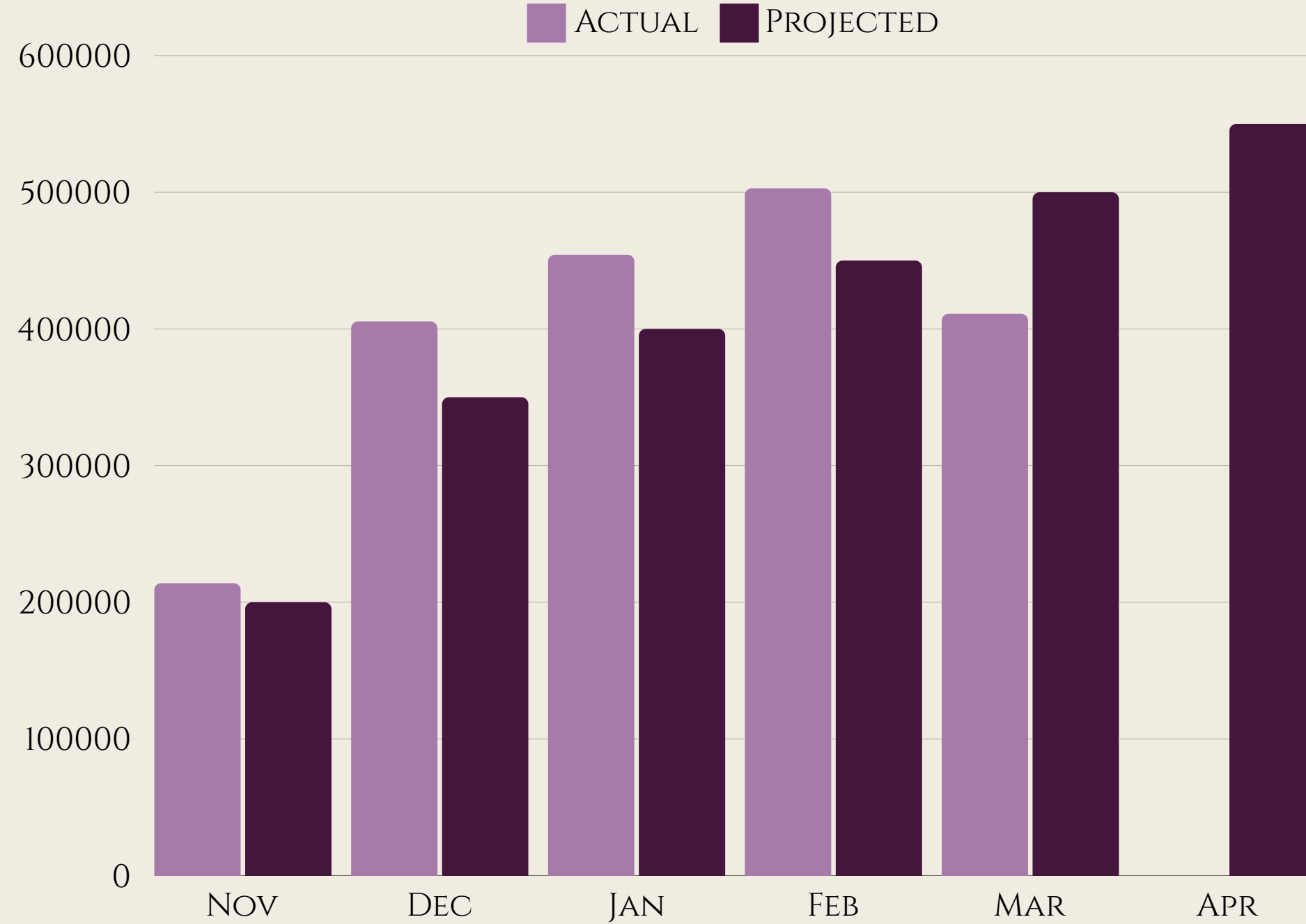
# SALES PROJECTIONS

FISCAL YEAR  
(PROJECTED)

**\$2,450,000**

APRIL  
(PROJECTED)

**\$550,000**



# CASH BUDGET

Cash Budget	Oct 23 Actual	Nov 23 Actual	Dec 23 Actual	Jan 24 Actual	Feb 24 Actual	Mar 24 Actual	Apr 24 Proj.	Total
Beginning Balance	0	350,000	193,480	207,541	236,233	316,190	346,653	1,650,097
<b>Receipts of Cash</b>								
Seed Money	50,000	0	0	0	0	0	0	50,000
Bank Loan	150,000	0	0	0	0	0	0	150,000
Angel Investors	150,000	0	0	0	0	0	0	150,000
Business Contract	0	0	350,000	350,000	350,000	350,000	350,000	1,750,000
Trade Show	0	107,393	50,462	98,374	0	58,350	120,000	434,579
Online Trade Show	0	102,065	0	0	145,017	0	130,000	377,082
Web Sales	0	4,466	5,023	5,895	7,854	2,679	10,500	36,417
Sales Tax (8.25%)	0	17,649	33,453	37,477	41,487	33,910	50,366	214,342
<b>Total Receipts</b>	<b>350,000</b>	<b>231,573</b>	<b>438,938</b>	<b>491,746</b>	<b>544,358</b>	<b>444,939</b>	<b>660,866</b>	<b>3,162,420</b>
Beginning Balance + Cash	350,000	581,573	632,417	699,287	780,591	761,129	1,007,519	4,812,517
<b>Total Payments</b>	<b>79,420</b>	<b>388,093</b>	<b>424,876</b>	<b>463,054</b>	<b>464,401</b>	<b>414,477</b>	<b>567,471</b>	<b>2,801,792</b>
<b>Ending Balance</b>	<b>350,000</b>	<b>193,480</b>	<b>207,541</b>	<b>236,233</b>	<b>316,190</b>	<b>346,653</b>	<b>440,048</b>	<b>2,090,144</b>
<b>Net Increase/Decrease in Cash</b>	<b>350,000</b>	<b>(156,520)</b>	<b>14,061</b>	<b>28,692</b>	<b>79,957</b>	<b>30,462</b>	<b>93,395</b>	<b>440,048</b>

**\$440,048**



BUSINESS EXPANSION

**Account details**

Account: Sansa (Budget Checking) - 631155473

Period: from 09/01/2023 until 03/31/2024 [Show](#) [Download account details \(Excel\)](#)

Date	Name/Description/Acct#	Ref#	Amount	Balance
March 31, 2024	Alana Johnson (US015707), Aurora, IL VE Checkout transaction #887556 03/31/2024 08:21 AM CT Acct #631219951	7488316	\$514.40	\$346,652.51

**\$346,652.51**

**ENDING BALANCE**



FROM POMACE TO PROGRESS  
SANSA



# SANSA

Sansa | 2023-24

## Q&A