**CU2M4 Develop a Sales Budget**

The sales budget is the initial step taken when starting the budget process. Sales budgets show the amount of sales that are expected for future time periods.

You will develop a sales budget using the following facts:

The Smith Tire Company makes racing tires for bicycles. Smith sells the tires for $45 each. Budgeted sales are 300 tires for January, with an expected increase of 2 tires per month for the rest of the year. Use the template provided.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | Smith Tire Company |  | | |  |
|  |  | Sales Budget |  | | |  |
|  |  | By month for the year ended December 31, 20XX | | | | | |
|  | Month | Budgeted tires to sell | | Price per tire $ | Total Sales $ | | | |  |
|  | January |  | |  |  | | | |  |
|  | February |  | |  |  | | | |  |
|  | March |  | |  |  | | | |  |
|  | April |  | |  |  | | | |  |
|  | May |  | |  |  | | | |  |
|  | June |  | |  |  | | | |  |
|  | July |  | |  |  | | | |  |
|  | August |  | |  |  | | | |  |
|  | September |  | |  |  | | | |  |
|  | October |  | |  |  | | | |  |
|  | November |  | |  |  | | | |  |
|  | December |  | |  |  | | | |  |
|  | Yearly Sales |  | |  |  | | | |