

## Cost of Goods Forecasting - 1 Year

Items	Month #1	Month #2	Month #3	Month #4	Month #5	Month #6	Month #7	Month #8	Month #9	Month #10	Month #11	Month #12
a) units sold of product/service #1												
b) cost of goods per unit product/service #1												
c) total cost of goods product/service #1 $a \times b=c$												
d) units sold of product/service #2												
e) cost of goods per unit product/service #2												
f) total cost of goods product/service #2 $d \times e=f$												
g) units sold of product/service #3												
h) cost of goods per unit product/Service #3												
i) total cost of goods product/service #3 $g \times h=i$												
j) units sold of product/service #4												
k) cost of goods per unit product/service #4												
l) total cost of goods product/service #4 $j \times k=l$												
m) units sold of product/service #5												
n) cost of goods per unit product/service sold #5												
o) total cost of goods product/service #5 $m \times n=o$												
p) Total cost of goods for all products/services $c + f + i + l + o=p$												

*When forecasting cost of goods sold, remember that your cost of goods may go down as the number of units you sell goes up (i.e, you'll reach a level of more efficient production and/or you'll be able to negotiate better terms from your vendors or suppliers)*