



ALASKA TRIBAL APPEALS, INC.  
 P.O. Box 71132  
 560 Front Street  
 Fairbanks, Alaska 99707  
 Phone (907) \_\_\_\_\_

RETAIL MARKETING

<u>Income</u>	<u>Monthly</u>	<u>Annually</u>
Craft Sales	\$ 12,197.00	\$ 146,364.00
National Market Craft Sales	4,063.00	48,756.00
National Market Paper Products	1,236.00	14,832.00
Paper Product Sales	4,680.00	56,160.00
Total Income	\$ 22,176.00	\$ 266,112.00
<u>Expenses</u>		
REnt	\$ 1,000.00	\$ 12,000.00
Utilities (phone, ele., water/sewer)	150.00	1,800.00
Heat	250.00	3,000.00
Secretary's Help	700.00	8,400.00
Typist	1,120.00	13,440.00
Sales Clerk 2 X S7 Hr.	2,240.00	26,880.00
Manager	3,000.00	36,000.00
Stock Purchase	7,600.00	91,200.00
Insurance	100.00	1,200.00
Travel	1,200.00	14,400.00
B/Accountant Help	700.00	8,400.00
Consultant	1,000.00	12,000.00
<u>Taxes 14%</u>	<u>3,104.00</u>	<u>37,248.00</u>
Total Expenses	\$ 22,164.00	\$ 265,968.00
Cash towards creating new businesses	\$ 12.00	\$ 144.00

The Barter System allows a means of creating jobs, our people to be independent from the welfare system, using our own resources. The many parts of retailing create self respect from the person making the craft to the person doing national marketing, this is a part of the counseling that allows the person to be independent through work/ self providing.