

## **NPC Financial Analysis System**

### **NPC Startup Projection**

#### **Instructions for filing out this spreadsheet**

This spreadsheet is for start-up businesses to use for initial projections. The input requires you to input your startup balance sheet and income statements, and output includes five years of projections, including balance sheet, cash flow statement, income statement, breakeven analysis, and ratio analysis. The format allows monthly input for year one, quarterly for years two and three, and annually for years four and five. You will move left to right in entering data on the sheets.

Before you get started, your computer may require some modifications. With Microsoft Excel you need to invoke an advanced feature, called ValuePak. Begin by going to Tools, selecting Add-Ins, and then Analysis Tool Pak. This should be all that is required to get your advanced formulas (dates, etc.) to work. Also, the program utilizes some Macros, and you will get a warning when you first load it. Simply select 'Invoke Macros' and proceed. You can be assured that we have not included virus or other harmful things for your computer.

Start by entering your beginning balance sheet information. Fields shown in blue boxes are data entry fields. Do not make changes to fields shown in black, as these have formulas which when altered may affect the integrity of the data. The program will automatically balance your balance sheet, but you can make adjustments as required. On the bottom of the spreadsheet enter the number years for depreciation for fixed assets. You may have to average for all asset categories. By entering the case name and starting date on the B Balance Sheet it should automatically update the rest of the pages.

If you will have a term loan you can enter the key information on the Loan Data sheet which is next. You will receive an Amortization printout on the Pmt Schedule sheet which follows.

Next, enter key income statement data for year one. This allows you to take seasonality and start-up sales into consideration. Most data entries for expenses will automatically be shown for all months to the right. Merely enter data over these fields to correct. Enter cost of sales percentage, marketing, and tax percentage adjustments on the bottom of the page.

The cash flow statement which follows allows you to make adjusting entries

for inventory increases, loan proceeds, fixed asset increases, owners draws, etc. Draws will automatically deduct from net worth, while other adjustments such as inventory increases will automatically make changes to inventory on the next balance sheet. Capital expenditures shown must be manually added to the next balance sheet in order to balance. Accts Receivable & Payable can be provided by input at the bottom of the cash flow page, with an input for percentage (100% would indicate all of a clients sales are on credit) and for the first year an estimate of timing for receipt of payment (ie: 50% in current month, 50% within 30 days). For subsequent years the A/R is input on days turns (ie: average collection period is 45 days) The same sytem is used for A/P. Other variables, such as interest income, loan proceeds and other cash receipts, will normally require adjustments to the following balance sheet. For example, loan proceeds would require the loan be shown on the next balance sheet, in order for your balance sheet to balance properly.

The breakeven analysis shown next does not require input, unless the shown fixed costs are not correct. You can manually make changes to the costs, which will change the breakeven as indicated.

The 1st Year Balance Sheet is next. The Excess Cash figure on the balance sheet indicates an "out of balance" situation. If the excess cash is a sizeable figure, you must find where the input may require fixing. The most typical place to find "excess" is in adjustments made to the cash flow sheet preceeding.

Input for years two through five in the sheets which follow. Years two and three will require quarterly input of sales and other variables. Typically, the projection can be updated easily using percentage variables shown at the bottom of the income statement. Increase sales by a given percent, along with cost increases. Loans shown during year one should not require any further input, and will show loan payments and depreciation of fixed assets over time. The cash flow statements will normally require input of owners draws, inventory increases, capital expenditures, and the like.

The RMA Analysis section requires you input (in Blue) the standards for the industry, provided by RMA or other source. Once you input the specific variables, the program compares your figures to the industry and shows a 'common size' comparison, which uses a percentage of the standard above or below.

Any page can be printed out individually, but the most typical projection will involve printing the consolidated reports shown at the end of the workbook,

including balance sheet, cash flow, income statement, ratios, breakeven analysis, analysis, and assumptions. For cases with a loan, a printout of the Pmt Schedule is also indicated.

Finally, before finishing, remember to save your file with a unique name. The workbook you are using is a template, and should not be saved with changes, unless you intend on making them permanent. Happy projecting!

This workbook was developed by the Small Business Development Center of Northland Pioneer College. It may be shared with clients or others interested in developing better projections for their small business. There is also a separate workbook which takes three years historical data or two years plus interim, and allows a five year projection on the same basis. Any comments or suggestions for improvement may be offered to Mark Engle at 520-532-6170.

**Business Name**  
**Beginning Balance Sheet**  
**For Year Beginning**  
**1/1/08**

<b>ASSETS</b>		<b>LIABILITIES</b>	
Current Assets		Current Liabilities	
Cash	0	CPLTD	0
Inventory	0	Trade Payable	0
Account Receivable	0	Accruals	0
Other Current Assets	0	Taxes Payable	0
Prepaid Expenses / Deposits	0	Other	0
<b>Total Current Assets</b>	<b>0</b>	<b>Total Current Liabilities</b>	<b>0</b>
Long Term Assets		Long Term Liabilities	
Land	0	Term Debt LTP	0
Buildings	0	Other	0
Equipment	0	<b>Total Long Term Liabilities</b>	<b>0</b>
Other Fixed Assets	0	<b>Total Liabilities</b>	<b>0</b>
Accum Depreciation	0	<b>OWNERS EQUITY</b>	Draws
<b>Total Long Term Assets</b>	<b>0</b>	Capital	0
<b>Total Assets</b>	<b>0</b>	<b>Total Owners Equity</b>	<b>0</b>
		<b>Total Liabilities and Owners Equity</b>	<b>0</b>

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<b>Loan Amortization</b>	
<b>Business Name</b>	
<b>Enter Your Loan Data:</b>	
Amount:	0
First Payment Date:	Feb-08
Annual Interest Rate:	5.00%
Length of Loan, Years:	15
Payments per Year:	12
<b>Calculated Payment:</b>	0.00

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<b>Payment Schedule</b>					
<b>Business Name</b>					
	<b>Calculated Payment:</b>	0.00	<b>Loan Amount:</b>	0	
	<b>Entered Payment:*</b>		<b>Years Amortization:</b>	15	
	<b>Start Table at Pmt No:</b>	1	<b>Interest Rate:</b>	5.00%	
	*Table uses entered payment if specified		<b>Payments per year:</b>	12	
<b>No.</b>	<b>Payment Date</b>	<b>Beginning Balance</b>	<b>Interest</b>	<b>Principal</b>	<b>Ending Balance</b>
1	02/29/08	0	0	0	0
2	03/29/08	0	0	0	0
3	04/29/08	0	0	0	0
4	05/29/08	0	0	0	0
5	06/29/08	0	0	0	0
6	07/29/08	0	0	0	0
7	08/29/08	0	0	0	0
8	09/29/08	0	0	0	0
9	10/29/08	0	0	0	0
10	11/29/08	0	0	0	0
11	12/29/08	0	0	0	0
12	01/29/09	0	0	0	0
13	03/01/09	0	0	0	0
14	03/29/09	0	0	0	0
15	04/29/09	0	0	0	0
16	05/29/09	0	0	0	0
17	06/29/09	0	0	0	0
18	07/29/09	0	0	0	0
19	08/29/09	0	0	0	0
20	09/29/09	0	0	0	0
21	10/29/09	0	0	0	0
22	11/29/09	0	0	0	0
23	12/29/09	0	0	0	0
24	01/29/10	0	0	0	0
25	03/01/10	0	0	0	0
26	03/29/10	0	0	0	0
27	04/29/10	0	0	0	0
28	05/29/10	0	0	0	0
29	06/29/10	0	0	0	0
30	07/29/10	0	0	0	0
31	08/29/10	0	0	0	0
32	09/29/10	0	0	0	0
33	10/29/10	0	0	0	0
34	11/29/10	0	0	0	0

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35	12/29/10	0	0	0	0
36	01/29/11	0	0	0	0
37	03/01/11	0	0	0	0
38	03/29/11	0	0	0	0
39	04/29/11	0	0	0	0
40	05/29/11	0	0	0	0
41	06/29/11	0	0	0	0
42	07/29/11	0	0	0	0
43	08/29/11	0	0	0	0
44	09/29/11	0	0	0	0
45	10/29/11	0	0	0	0
46	11/29/11	0	0	0	0
47	12/29/11	0	0	0	0
48	01/29/12	0	0	0	0
49	02/29/12	0	0	0	0
50	03/29/12	0	0	0	0
51	04/29/12	0	0	0	0
52	05/29/12	0	0	0	0
53	06/29/12	0	0	0	0
54	07/29/12	0	0	0	0
55	08/29/12	0	0	0	0
56	09/29/12	0	0	0	0
57	10/29/12	0	0	0	0
58	11/29/12	0	0	0	0
59	12/29/12	0	0	0	0
60	01/29/13	0	0	0	0
61	03/01/13	0	0	0	0
62	03/29/13	0	0	0	0
63	04/29/13	0	0	0	0
64	05/29/13	0	0	0	0
65	06/29/13	0	0	0	0
66	07/29/13	0	0	0	0
67	08/29/13	0	0	0	0
68	09/29/13	0	0	0	0
69	10/29/13	0	0	0	0
70	11/29/13	0	0	0	0
71	12/29/13	0	0	0	0
72	01/29/14	0	0	0	0

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**Business Name**  
**Income Statement**  
**For Year Ending**  
**12/31/08**

	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Oct-08
Gross Sales	0	0	0	0	0	0	0	0	0	0
Less: Ret. & Allow.	0	0	0	0	0	0	0	0	0	0
Net Sales	0	0	0	0	0	0	0	0	0	0
Cost of Goods	0	0	0	0	0	0	0	0	0	0
<b>GROSS PROFIT</b>	0	0	0	0	0	0	0	0	0	0
G & A Expenses										
Salary Expense	0	0	0	0	0	0	0	0	0	0
Rent	0	0	0	0	0	0	0	0	0	0
Payroll taxes	0	0	0	0	0	0	0	0	0	0
Travel & Enter.	0	0	0	0	0	0	0	0	0	0
Prof. & Acctg	0	0	0	0	0	0	0	0	0	0
Depreciation	0	0	0	0	0	0	0	0	0	0
Insurance	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0
Rep & Maint.	0	0	0	0	0	0	0	0	0	0
Util. & Phone	0	0	0	0	0	0	0	0	0	0
Office Supplies	0	0	0	0	0	0	0	0	0	0
Other Taxes	0	0	0	0	0	0	0	0	0	0
Marketing	0	0	0	0	0	0	0	0	0	0
Other Expense	0	0	0	0	0	0	0	0	0	0
<b>Total G&amp;A Exp.</b>	0	0	0	0	0	0	0	0	0	0
<b>Net Income BT</b>	0	0	0	0	0	0	0	0	0	0
<b>Income Taxes</b>	0	0	0	0	0	0	0	0	0	0
<b>Net Income AT</b>	0	0	0	0	0	0	0	0	0	0

**Enter Factors Below:**

Cost of Good percentage	50.0%
Marketing percentage	7.00%
Payroll Tax percentage	
FICA	7.65%
SUTA	1.00%
FUTA	1.00%
State Compensation	2.00%
Total Payroll Tax percentage	11.65%
Return & Allowance %	0.5%
Income Tax %	30%

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**Business Name**  
**Cash Flow Statement**  
**For Year Ending**  
**12/31/08**

	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08
<b>Cash Receipts</b>								
Sales	0	0	0	0	0	0	0	0
Credit Sales	0	0	0	0	0	0	0	0
Cash Sales	0	0	0	0	0	0	0	0
Collections Current Month	0	0	0	0	0	0	0	0
Collections 30-60 days	0	0	0	0	0	0	0	0
Collections 60-90 days	0	0	0	0	0	0	0	0
Collections 90 & over	0	0	0	0	0	0	0	0
Total Collections	0	0	0	0	0	0	0	0
<b>Financing Income</b>								
Interest Income	0	0	0	0	0	0	0	0
<b>Loan Proceeds</b>	0	0	0	0	0	0	0	0
Other Cash Receipts	0	0	0	0	0	0	0	0
Total Cash Receipts	0	0	0	0	0	0	0	0
<b>Cash Outflows</b>								
Cost of Goods	0	0	0	0	0	0	0	0
COD or cash payments	0	0	0	0	0	0	0	0
A/P Purchases	0	0	0	0	0	0	0	0
A/P Payments - 0 to 30 days	0	0	0	0	0	0	0	0
A/P Payments - 30 - 60 days	0	0	0	0	0	0	0	0
A/P Payments - over 60 days	0	0	0	0	0	0	0	0
Total Cash Payments	0	0	0	0	0	0	0	0
Operating expenses	0	0	0	0	0	0	0	0
Salary expenses	0	0	0	0	0	0	0	0
Income taxes	0	0	0	0	0	0	0	0
Principal Loan Payments	0	0	0	0	0	0	0	0
Interest Loan Payments	0	0	0	0	0	0	0	0
<b>Capital Expenditures</b>	0	0	0	0	0	0	0	0
<b>A/P Dec(Inc)rease</b>	0	0	0	0	0	0	0	0
<b>Inventory Inc(Dec)rease</b>	0	0	0	0	0	0	0	0
Owners Draw	0	0	0	0	0	0	0	0
Total cash Outflows	0	0	0	0	0	0	0	0
Net Cash Flow	0	0	0	0	0	0	0	0

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<b>Business Name</b>	
<b>Breakeven Analysis</b>	
<b>For Year Ending</b>	
<b>12/31/08</b>	
<b>Projected Revenues</b>	0
<b>Fixed Costs:</b>	
Salary Expense	0
Rent	0
Payroll taxes	0
Travel & Enter.	0
Prof. & Acctg	0
Depreciation	0
Insurance	0
Interest	0
Rep & Maint.	0
Util. & Phone	0
Office Supplies	0
Other Taxes	0
Other Expense	0
<b>Total Fixed Costs</b>	0
<b>Cost of Goods Sold Percentage</b>	#DIV/0!
<b>Breakeven Sales Level</b>	#DIV/0!

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**Business Name**  
**Balance Sheet**  
**For Year Ending**  
**12/31/08**

<b>ASSETS</b>		<b>LIABILITIES</b>	
Current Assets		Current Liabilities	
Cash	0	CPLTD	
Inventory	0	Trade Payable	
Account Receivable	0	Accruals	
Excess Cash	0	Taxes Payable	
Other Current Assets	0	Other	
Prepaid Expenses / Deposits	<u>0</u>		
Total Current Assets	0	Total Current Liabilities	
Long Term Assets		Long Term Liabilities	
Land	0	Term Debt LTP	
Buildings	0	Other	
Equipment	0	Total Long Term Liabilities	
Other Fixed Assets	0		
Accum Depreciation	<u>0</u>	<b>Total Liabilities</b>	
Total Net Fixed Assets	0		
		<b>OWNERS EQUITY</b>	Owners Draws
		Capital	
		<b>Total Owners Equity</b>	
<b>Total Assets</b>	<u><u>0</u></u>	<b>Total Liabilities and Owners Equity</b>	

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**Business Name**  
**Income Statement**  
**For Year Ending**  
**12/31/09**

	1st quarter	2nd quarter	3rd quarter	4th quarter	TOTAL
Gross Sales	0	0	0	0	0
Less return & allowances	0	0	0	0	0
Net Sales	0	0	0	0	0
Cost of Goods	0	0	0	0	0
<b>GROSS PROFIT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
G & A Expenses					
Salary Expense	0	0	0	0	0
Rent	0	0	0	0	0
Payroll taxes	0	0	0	0	0
Travel & Enter.	0	0	0	0	0
Prof. & Acctg	0	0	0	0	0
Depreciation	0	0	0	0	0
Insurance	0	0	0	0	0
Interest	0	0	0	0	0
Rep & Maint.	0	0	0	0	0
Util. & Phone	0	0	0	0	0
Office Supplies	0	0	0	0	0
Other Taxes	0	0	0	0	0
Marketing	0	0	0	0	0
Other Expenses	0	0	0	0	0
<b>Total G&amp;A Exp.</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Income BT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Income Taxes</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Income AT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Enter Assumptions Below:**

Sales change	10.0%	FICA	7.65%
General expense change	5.0%	SUTA	1.00%
Cost of Good percentage	50%	FUTA	1.00%
Marketing percentage	5.0%	State Compensation	2.00%
Return & Allowance %	0.5%	Total Tax percentage	11.65%
Income Taxes	30%		

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**Business Name**  
**Cash Flow Statement**  
**For Year Ending**  
**12/31/09**

	1st quarter	2nd quarter	3rd quarter	4th quarter
<b>Cash Receipts</b>				
Sales	0	0	0	0
A/R Sales	0	0	0	0
A/R Collections	0	0	0	0
<b>Total Cash from Sales</b>	0	0	0	0
<b>Income from Financing</b>				
Interest Income	0	0	0	0
Loan Proceeds	0	0	0	0
Other Cash Receipts	0	0	0	0
<b>Total Cash Receipts</b>	0	0	0	0
<b>Cash Disbursements</b>				
<b>Expenses</b>				
Cost of Goods	0	0	0	0
A/P Purchases	0	0	0	0
A/P Payments	0	0	0	0
<b>Total Cash Payables</b>	0	0	0	0
Operating expenses	0	0	0	0
Salary expenses	0	0	0	0
Income Taxes	0	0	0	0
Loan payments, principal	0	0	0	0
Loan payments, interest	0	0	0	0
Other Capital Expenses	0	0	0	0
A/P Dec(Inc)rease	0	0	0	0
Inventory Inc(Dec)rease	0	0	0	0
Owners Draw	0	0	0	0
<b>Total cash disbursements</b>	0	0	0	0
<b>Net Cash Flow</b>	0	0	0	0
Opening Cash Balance	0	0	0	0
Cash Receipts	0	0	0	0
Cash Disbursements	0	0	0	0
<b>ENDING CASH BALANCE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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**Business Name**  
**Balance Sheet**  
**For Year Ending**  
**12/31/09**

<b>ASSETS</b>		<b>LIABILITIES</b>
Current Assets		Current Liabilities
Cash	0	CPLTD
Inventory	0	Trade Payable
Account Receivable	0	Accruals
Excess Cash	0	Taxes Payable
Other Current Assets	0	Other
Prepaid Expenses / Deposits	0	
<b>Total Current Assets</b>	<b>0</b>	<b>Total Current Liabilities</b>
		Long Term Liabilities
Land	0	Term Debt LTP
Buildings	0	Other
Equipment	0	<b>Total Long Term Liab</b>
Other Fixed Assets	0	
Accum Depreciation	0	<b>Total Liabilities</b>
<b>Total Net Fixed Assets</b>	<b>0</b>	<b>OWNERS EQUITY</b>
		Capital
		<b>Total Owners Equity</b>
<b>Total Assets</b>	<b>0</b>	<b>Total Liabilities and O</b>

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		0
		0
		0
		0
		0
Total Current Liabilities		0
		0
		0
Total Long Term Liabilities		0
		0
Owners Draws		0
		0
<b>Total Owners Equity</b>		<b>0</b>
<b>Total Liabilities and Owners Equity</b>		<b>0</b>

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**Business Name**  
**Income Statement**  
**For Year Ending**  
**12/31/10**

	1st quarter	2nd quarter	3rd quarter	4th quarter
Gross Sales	0	0	0	0
Less return & allowances	0	0	0	0
Net Sales	0	0	0	0
Cost of Goods	0	0	0	0
<b>GROSS PROFIT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
G & A Expenses				
Salary Expense	0	0	0	0
Rent	0	0	0	0
Payroll taxes	0	0	0	0
Travel & Enter.	0	0	0	0
Prof. & Acctg	0	0	0	0
Depreciation	0	0	0	0
Insurance	0	0	0	0
Interest	0	0	0	0
Rep & Maint.	0	0	0	0
Util. & Phone	0	0	0	0
Office Supplies	0	0	0	0
Other Taxes	0	0	0	0
Marketing	0	0	0	0
Other Expenses	0	0	0	0
<b>Total G&amp;A Exp.</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Income BT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Income Taxes</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Net Income AT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Enter Assumptions Below**

Sales change	10.0%	FICA	7.65%
General expense change	5.0%	SUTA	1.00%
Cost of Good percentage	50%	FICA	1.00%
Marketing percentage	5.0%	State Compensation	2.00%
Return & Allowance %	1.0%	Total Tax percentage	11.65%
Income Taxes	30%		

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**Business Name**  
**Cash Flow Statement**  
**For Year Ending**  
**12/31/10**

	1st quarter	2nd quarter	3rd quarter	4th quarter
<b>Cash Receipts</b>				
Cash Sales	0	0	0	0
A/R Sales	0	0	0	0
A/R Collections	0	0	0	0
<b>Total Cash from Sales</b>	0	0	0	0
<b>Income from Financing</b>				
Interest Income	0	0	0	0
Loan Proceeds	0	0	0	0
Other Cash Receipts	0	0	0	0
<b>Total Cash Receipts</b>	0	0	0	0
<b>Cash Disbursements</b>				
<b>Expenses</b>				
Cost of Goods	0	0	0	0
A/P Purchases	0	0	0	0
A/P Payments	0	0	0	0
<b>Total Cash Payables</b>	0	0	0	0
Operating expenses	0	0	0	0
Salary expenses	0	0	0	0
Income Taxes	0	0	0	0
Loan payment, principal	0	0	0	0
Loan payment, interest	0	0	0	0
Other Capital Expenses	0	0	0	0
A/P Dec(inc)rease	0	0	0	0
Inventory Inc(Dec)rease	0	0	0	0
Owners Draw	0	0	0	0
<b>Total cash disbursements</b>	0	0	0	0
<b>Net Cash Flow</b>	0	0	0	0
Opening Cash Balance	0	0	0	0
Cash Receipts	0	0	0	0
Cash Disbursements	0	0	0	0
<b>ENDING CASH BALANCE</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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**Business Name**  
**Balance Sheet**  
**For Year Ending**  
**12/31/10**

<b>ASSETS</b>		<b>LIABILITIES</b>
Current Assets		Current Liabilities
Cash	0	CPLTD
Inventory	0	Trade Payable
Account Receivable	0	Accruals
Excess Cash	0	Taxes Payable
Other Current Assets	0	Other
Prepaid Expenses / Deposits	0	
Total Current Assets	0	Total Current Liabilities
		Long Term Liabilities
Land	0	Term Debt LTP
Buildings	0	Other
Equipment	0	Total Long Term Liabilities
Other Fixed Assets	0	
Accum Depreciation	0	<b>Total Liabilities</b>
Total Net Fixed Assets	0	<b>OWNERS EQUITY</b> Owners Draws
		Capital
		<b>Total Owners Equity</b>
<b>Total Assets</b>	0	<b>Total Liabilities and Owners Equ</b>

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<b>Business Name</b>	
<b>Income Statement</b>	
<b>For Year Ending</b>	
<b>12/31/11</b>	
	Total
Gross Sales	0
Less return & allowances	0
Net Sales	0
Cost of Goods	0
<b>GROSS PROFIT</b>	<b>0</b>
G & A Expenses	
Salary Expense	0
Rent	0
Payroll taxes	0
Travel & Enter.	0
Prof. & Acctg	0
Depreciation	0
Insurance	0
Interest	0
Rep & Maint.	0
Util. & Phone	0
Office Supplies	0
Other Taxes	0
Marketing	0
Other Expenses	0
<b>Total G&amp;A Exp.</b>	<b>0</b>
<b>Net Income BT</b>	<b>0</b>
<b>Income Taxes</b>	<b>0</b>
<b>Net Income AT</b>	<b>0</b>

**Enter Assumptions Here:**

Sales change	10.0%	FICA	7.65%
General expense change	5.0%	SUTA	1.00%
Cost of Good percentage	50%	FUTA	1.00%
Marketing percentage	5.0%	State Compensation	2.00%
Return & Allowance %	1.0%	Total Tax percentage	11.65%
Income Taxes	30%		

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<b>Business Name</b>	
<b>Cash Flow Statement</b>	
<b>For Year Ending</b>	
<b>12/31/11</b>	
<b>Cash Receipts</b>	
Sales	0
A/R Sales	0
A/R Collections	0
<b>Total Cash from Sales</b>	<b>0</b>
<b>Income from Financing</b>	
Interest Income	0
Loan Proceeds	0
Other Cash Receipts	0
<b>Total Cash Receipts</b>	<b>0</b>
<b>Cash Disbursements</b>	
<b>Expenses</b>	
Cost of Goods	0
A/P Purchases	0
A/P Payments	0
<b>Total cash payables</b>	<b>0</b>
Operating expenses	0
Salary expenses	0
Income Taxes	0
Loan payment, principal	0
Loan payment, interest	0
Other Capital Expenses	0
A/P Dec(Inc)rease	0
Inventory Inc(Dec)rease	0
Owners Draw	0
<b>Total cash disbursements</b>	<b>0</b>
<b>Net Cash Flow</b>	<b>0</b>
Opening Cash Balance	0
Cash Receipts	0
Cash Disbursements	0
<b>ENDING CASH BALANCE</b>	<b>0</b>

**Enter assumption:**

A/R percentage	0%
A/R Turns (days to collect)	0
A/P percentage	0%
A/P Turns (days to pay)	0

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quarter

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**Business Name**  
**Balance Sheet**  
**For Year Ending**  
**12/31/11**

<b>ASSETS</b>		<b>LIABILITIES</b>
Current Assets		Current Liabilities
Cash	0	
Inventory	0	
Account Receivable	0	
Excess Cash	0	
Other Current Assets	0	
Prepaid Expenses / Deposits	0	
Total Current Assets	0	Total Current Liabilities
		Long Term Liabilities
Land	0	
Buildings	0	
Equipment	0	<b>Total Long Term Liabil</b>
Other Fixed Assets	0	
Accum Depreciation	0	<b>Total Liabilities</b>
Total Net Fixed Assets	0	
		<b>OWNERS EQUITY</b>
		Capital
		Total Owners Equity
<b>Total Assets</b>	<b>0</b>	<b>Total Liabilities and Ow</b>

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	CPLTD	0
	Trade Payable	0
	Accruals	0
	Taxes Payable	0
	Other	0
		0
	Term Debt LTP	0
	Other	0
<b>Total Long Term Liabilities</b>		<b>0</b>
		0
	Owners Draws	0
		0
		0
<b>Total Liabilities and Owners Equity</b>		<b>0</b>

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<b>Business Name</b>	
<b>Income Statement</b>	
<b>For Year Ending</b>	
<b>12/31/12</b>	
	Total
Gross Sales	0
Less: Ret. & Allow.	0
Net Sales	0
Cost of Goods	0
<b>GROSS PROFIT</b>	<b>0</b>
G & A Expenses	
Salary Expense	0
Rent	0
Payroll taxes	0
Travel & Enter.	0
Prof. & Acctg.	0
Depreciation	0
Insurance	0
Interest	0
Rep & Maint.	0
Util. & Phone	0
Office Supplies	0
Other Taxes	0
Marketing	0
Other Expenses	0
<b>Total G&amp;A Exp.</b>	<b>0</b>
<b>Net Income BT</b>	<b>0</b>
<b>Income Taxes</b>	<b>0</b>
<b>Net Income AT</b>	<b>0</b>

**Enter Assumptions Here**

Sales change	10.0%	FICA	7.65%
General expense change	5.0%	SUTA	1.00%
Cost of Good percentage	50%	FUTA	1.00%
Marketing percentage	7.0%	State Compensation	2.00%
Return & Allowance %	1.0%	Total Tax percentage	11.65%
Income Taxes	30%		

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<b>Business Name</b>	
<b>Cash Flow Statement</b>	
<b>For Year Ending</b>	
<b>12/31/12</b>	
<b>Cash Receipts</b>	
Sales	0
A/R Sales	0
A/R Collections	0
<b>Total Cash from Sales</b>	<b>0</b>
<b>Income from Financing</b>	
Interest Income	0
Loan Proceeds	0
Other Cash Receipts	0
<b>Total Cash Receipts</b>	<b>0</b>
Cash Disbursements	
Expenses	
Cost of Goods	0
A/P Purchases	0
A/P Payments	0
<b>Total cash payables</b>	<b>0</b>
Operating expenses	0
Salary expenses	0
Income Taxes	0
Loan payment, principal	0
Loan payment, interest	0
Other Capital Expenses	0
A/P Dec(Inc)rease	0
Inventory Inc(Dec)rease	0
Owners Draw	0
<b>Total cash disbursements</b>	<b>0</b>
<b>Net Cash Flow</b>	<b>0</b>
Opening Cash Balance	0
Cash Receipts	0
Cash Disbursements	0
<b>ENDING CASH BALANCE</b>	<b>0</b>

**Enter Assumption:**

A/R percentage	0%
A/R Turns (Days to collect)	0
A/P percentage	0%
A/P Turns (Days to pay)	0

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**Business Name**  
**Balance Sheet**  
**For Year Ending**  
**12/31/12**

<b>ASSETS</b>		<b>LIABILITIES</b>	
Current Assets		Current Liabilities	
Cash	0	CPLTD	
Inventory	0	Trade Payable	
Account Receivable	0	Accruals	
Excess Cash	0	Taxes Payable	
Other Current Assets	0	Other	
Prepaid Expenses / Deposits	0		
Total Current Assets	0	Total Current Liabilities	
		Long Term Liabilities	
Land	0	Term Debt LTP	
Buildings	0	Other	
Equipment	0	Total Long Term Liabilit	
Other Fixed Assets	0		
Accum Depreciation	0	Total Liabilities	
Total Net Fixed Assets	0		
		<b>OWNERS EQUITY</b>	
		Capital	
		Total Owners Equity	
<b>Total Assets</b>	<b>0</b>	<b>Total Liabilities and Ow</b>	

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**Business Name**  
**Cash Flow Statement**  
**For Year Ending**

	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Oct-08
<b>Cash Receipts</b>										
Sales	0	0	0	0	0	0	0	0	0	0
Credit Sales	0	0	0	0	0	0	0	0	0	0
Total Collections	0	0	0	0	0	0	0	0	0	0
<b>Financing Income</b>										
Interest Income	0	0	0	0	0	0	0	0	0	0
<b>Loan Proceeds</b>	0	0	0	0	0	0	0	0	0	0
Other Cash Receipts	0	0	0	0	0	0	0	0	0	0
Total Cash Receipts	0	0	0	0	0	0	0	0	0	0
<b>Cash Outflows</b>										
Cost of Goods	0	0	0	0	0	0	0	0	0	0
Total Cash Payments	0	0	0	0	0	0	0	0	0	0
Operating expenses	0	0	0	0	0	0	0	0	0	0
Salary expenses	0	0	0	0	0	0	0	0	0	0
Income taxes	0	0	0	0	0	0	0	0	0	0
Principal Loan Payments	0	0	0	0	0	0	0	0	0	0
Interest Loan Payments	0	0	0	0	0	0	0	0	0	0
<b>Capital Expenditures</b>	0	0	0	0	0	0	0	0	0	0
<b>A/P Dec(Inc)rease</b>	0	0	0	0	0	0	0	0	0	0
<b>Inventory Inc(Dec)rease</b>	0	0	0	0	0	0	0	0	0	0
Owners Draw	0	0	0	0	0	0	0	0	0	0
Total cash Outflows	0	0	0	0	0	0	0	0	0	0
Net Cash Flow	0	0	0	0	0	0	0	0	0	0
Opening Cash Balance	0	0	0	0	0	0	0	0	0	0

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**Business Name**  
**Income Statement**  
**For Year Ending**

	Jan-08	Feb-08	Mar-08	Apr-08	May-08	Jun-08	Jul-08	Aug-08	Sep-08	Oct-08	Nov-08
<b>Gross Sales</b>	0	0	0	0	0	0	0	0	0	0	0
Less: Ret & Allow	0	0	0	0	0	0	0	0	0	0	0
Net Sales	0	0	0	0	0	0	0	0	0	0	0
Cost of Goods	0	0	0	0	0	0	0	0	0	0	0
<b>GROSS PROFIT</b>	0	0	0	0	0	0	0	0	0	0	0
<b>G &amp; A Expenses</b>											
Salary Expense	0	0	0	0	0	0	0	0	0	0	0
Rent	0	0	0	0	0	0	0	0	0	0	0
Payroll taxes	0	0	0	0	0	0	0	0	0	0	0
Travel & Enter.	0	0	0	0	0	0	0	0	0	0	0
Prof. & Acctg.	0	0	0	0	0	0	0	0	0	0	0
Depreciation Exp.	0	0	0	0	0	0	0	0	0	0	0
Insurance Exp.	0	0	0	0	0	0	0	0	0	0	0
Interest	0	0	0	0	0	0	0	0	0	0	0
Rep & Maint.	0	0	0	0	0	0	0	0	0	0	0
Util. & Phone	0	0	0	0	0	0	0	0	0	0	0
Office Supplies	0	0	0	0	0	0	0	0	0	0	0
Other Taxes	0	0	0	0	0	0	0	0	0	0	0
Marketing	0	0	0	0	0	0	0	0	0	0	0
Other Expenses	0	0	0	0	0	0	0	0	0	0	0
<b>Total G&amp;A Exp.</b>	0	0	0	0	0	0	0	0	0	0	0
Net Income BT	0	0	0	0	0	0	0	0	0	0	0
Income Taxes	0	0	0	0	0	0	0	0	0	0	0
<b>Net Income AT</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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**Business Name**  
**Income Statement**  
**For Year Ending**

	12/31/08		12/31/09		12/31/10		12/31/11		12/31/12	
	%		%		%		%		%	
<b>Gross Sales</b>	0	100.00%	0	100.00%	0	100.00%	0	100.00%	0	100.00%
Less: Ret & Allow	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Net Sales	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Cost of Goods	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
<b>GROSS PROFIT</b>	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
<b>G &amp; A Expenses</b>										
Salary Expense	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Rent	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Payroll taxes	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Travel & Enter.	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Prof. & Acctg.	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Depreciation Exp.	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Insurance Exp.	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Interest	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Rep & Maint.	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Util. & Phone	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Office Supplies	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Other Taxes	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Marketing	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Other Expense	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
<b>Total G&amp;A Exp.</b>	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Net Income BT	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
Income Taxes	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!	0	#DIV/0!
<b>Net Income AT</b>	<b>0</b>	<b>#DIV/0!</b>	<b>0</b>	<b>#DIV/0!</b>	<b>0</b>	<b>#DIV/0!</b>	<b>0</b>	<b>#DIV/0!</b>	<b>0</b>	<b>#DIV/0!</b>

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**Business Name**  
**Balance Sheet**  
**For Year Ending**

	1/1/08	12/31/08	12/31/09	12/31/10	12/31/11	12/31/12
<b>ASSETS</b>						
Current Assets						
Cash	0	0	0	0	0	0
Inventory	0	0	0	0	0	0
Account Receivable	0	0	0	0	0	0
Excess Cash		0	0	0	0	0
Other Current Assets	0	0	0	0	0	0
Prepaid / Deposits	0	0	0	0	0	0
Total Current Assets	0	0	0	0	0	0
Land	0	0	0	0	0	0
Buildings	0	0	0	0	0	0
Equipment	0	0	0	0	0	0
Other Fixed Assets	0	0	0	0	0	0
Accum Depreciation	0	0	0	0	0	0
Total Net Fixed Assets	0	0	0	0	0	0
Total Assets	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>LIABILITIES</b>						
Current Liabilities						
CPLTD	0	0	0	0	0	0
Trade Payable	0	0	0	0	0	0
Accruals	0	0	0	0	0	0
Taxes Payable	0	0	0	0	0	0
Other	0	0	0	0	0	0
Total Current Liabilities	0	0	0	0	0	0
Long Term Liabilities						
Term Debt LTP	0	0	0	0	0	0
Other	0	0	0	0	0	0
Total Long Term Liabilities	0	0	0	0	0	0
Total Liabilities	0	0	0	0	0	0
<b>OWNERS EQUITY</b>						
Capital	0	0	0	0	0	0
Total Owners Equity	0	0	0	0	0	0
Total Liabilities and Owners Equity	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

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<b>Business Name</b>						
<b>RMA Analysis</b>						
<b>For Year Ending</b>						
	<b>RMA</b>	<b>12/31/08</b>	<b>12/31/09</b>	<b>12/31/10</b>	<b>12/31/11</b>	<b>12/31/12</b>
	<b>Std. Ind.</b>	<b>----- Common Size (%) -----</b>				
<b>LIQUIDITY</b>						
Current Ratio	1.20	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Acid Test Ratio	0.80	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
A/R Turnover days	30	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Inventory days	45	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
A/P turnover days	30	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>SOLVENCY</b>						
Debt to Worth	1.200	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Debt to Assets	1.800	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>PROFITABILITY</b>						
Return on Equity	0.12	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Return on Assets	0.06	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

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**Business Name****Assumptions to Projections**

Depreciable years for Fixed Assets	15		
Loan Amount	0		
Interest Rate Assumption	5.00%		
Amortization in Years	15		
Payment (Principal & Interest)	\$0.00		
	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>
Gross Revenues	0	0	0
Revenues Percent Increase		10%	10%
General Expense Percent Increase		5%	5%
COGS Percent	50%	50%	50%
Marketing Expense Percent	7.0%	5.0%	5.0%
Total Payroll Tax Percent	11.65%	11.65%	11.65%
Returns & Allowance Percent	0.5%	0.5%	1.0%
Income Tax Percent	30%	30%	30%
A/R Turnover Days	#DIV/0!	0	0
A/R Sales Percentage	0%	0%	0%
A/P Turnover Days	#DIV/0!	0	0
A/P Payment Percentage	0%	0%	0%
Inventory Turnover Days	#DIV/0!	#DIV/0!	#DIV/0!
<u>Cash Flow Coverage Ratio</u>			
Net Profit after taxes	0	0	0
Depreciation & Amortization	0	0	0
Cash Available for Debt Service	0	0	0
Less: Payments on Loans	0	0	0
Net Cash Flow	0	0	0
Cash Flow Coverage (times)	#DIV/0!	#DIV/0!	#DIV/0!

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Year 4	Year 5
0	0
10%	10%
5%	5%
50%	50%
5.0%	7.0%
11.65%	11.65%
1.0%	1.0%
30%	30%
0	0
0%	0%
0	0
0%	0%
#DIV/0!	#DIV/0!
0	0
0	0
0	0
0	0
0	0
#DIV/0!	#DIV/0!

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<b>Business Name</b>						
<b>Financial Ratios</b>						
<b>For Year Ending</b>						
	<b>1/1/08</b>	<b>12/31/08</b>	<b>12/31/09</b>	<b>12/31/10</b>	<b>12/31/11</b>	<b>12/31/12</b>
<b>LIQUIDITY</b>						
Current Ratio	#####	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Acid Test Ratio	#####	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
A/R Turnover days		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Inventory days		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
A/P turnover days		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>SOLVENCY</b>						
Debt to Worth	#####	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Debt to Assets	#####	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
<b>PROFITABILITY</b>						
Return on Equity		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Return on Assets		#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

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