

Sample Co

Forecasted Balance Sheets

For the twelve months January 2014 through December 2014
3 Year Projection

	Forecast January	Forecast February	Forecast March	Forecast April	Forecast May	Forecast June	Forecast July	Forecast August	Forecast September	Forecast October	Forecast November	Forecast December
Assets												
Current Assets												
Cash and cash equivalents	\$133,554	\$9,883	\$28,281	\$64,753	\$101,681	\$138,851	\$176,504	\$214,621	\$253,200	\$292,247	\$331,727	\$371,651
Accounts receivable	258,242	262,959	265,103	267,247	269,365	271,503	273,644	275,786	277,902	280,037	282,177	284,317
Inventory	105,184	107,819	106,979	107,866	108,741	109,628	110,515	111,404	112,280	113,167	114,078	114,968
Prepaid expense	4,310	2,943	19,049	17,627	16,177	14,698	13,189	11,650	10,080	8,479	6,846	5,180
Total Current Assets	501,290	383,604	419,412	457,493	495,964	534,680	573,852	613,461	653,462	693,930	734,828	776,116
Property and Equipment												
Assets												
Land	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000	58,000
Buildings and improvements	157,378	307,378	307,378	307,378	307,378	307,378	307,378	307,378	307,378	307,378	307,378	307,378
Equipment	296,525	301,525	301,525	301,525	301,525	301,525	301,525	301,525	301,525	301,525	301,525	301,525
Office equipment	179,965	179,965	179,965	179,965	179,965	179,965	179,965	179,965	179,965	179,965	179,965	179,965
Autos	65,210	65,210	65,210	65,210	65,210	65,210	65,210	65,210	65,210	65,210	65,210	65,210
Total Assets	757,078	912,078	912,078	912,078	912,078	912,078	912,078	912,078	912,078	912,078	912,078	912,078
Accumulated depreciation	(182,644)	(188,955)	(195,259)	(201,563)	(207,874)	(214,178)	(220,482)	(226,793)	(233,097)	(239,401)	(245,712)	(252,016)
Total Property and Equipment	574,434	723,123	716,819	710,515	704,204	697,900	691,596	685,285	678,981	672,677	666,366	660,062
Other Assets												
Other receivables	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100
Total Other Assets	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100
Total	\$1,087,824	\$1,118,827	\$1,148,331	\$1,180,108	\$1,212,268	\$1,244,680	\$1,277,548	\$1,310,846	\$1,344,543	\$1,378,707	\$1,413,294	\$1,448,278
Liabilities and Equity												
Current Liabilities												

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	Forecast January	Forecast February	Forecast March	Forecast April	Forecast May	Forecast June	Forecast July	Forecast August	Forecast September	Forecast October	Forecast November	Forecast December
Accounts payables	169,802	172,993	172,608	\$174,008	\$175,378	\$176,747	\$178,127	\$179,547	\$180,904	\$182,289	\$183,736	\$185,118
Withheld and accrued taxes	3,262	3,349	3,316	3,343	3,369	3,396	3,422	3,449	3,476	3,502	3,529	3,556
Total Current Liabilities	173,064	176,342	175,924	177,351	178,747	180,143	181,549	182,996	184,380	185,791	187,265	188,674
Long Term Liabilities												
Note payable	176,990	176,038	175,079	174,113	173,140	172,160	171,173	170,179	169,178	168,170	167,155	166,133
Total Long Term Liabilities	176,990	176,038	175,079	174,113	173,140	172,160	171,173	170,179	169,178	168,170	167,155	166,133
Stockholders' Equity												
Common stock	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000	125,000
Retained Earnings	612,770	641,447	672,328	703,644	735,381	767,377	799,826	832,671	865,985	899,746	933,874	968,471
Total Stockholders' Equity	737,770	766,447	797,328	828,644	860,381	892,377	924,826	957,671	990,985	1,024,746	1,058,874	1,093,471
Total	\$1,087,824	\$1,118,827	\$1,148,331	\$1,180,108	\$1,212,268	\$1,244,680	\$1,277,548	\$1,310,846	\$1,344,543	\$1,378,707	\$1,413,294	\$1,448,278

Sample Co

Forecasted Statement of Operations

For the twelve months January 2014 through December 2014

3 Year Projection

	Forecast January	Forecast February	Forecast March	Forecast April	Forecast May	Forecast June	Forecast July	Forecast August	Forecast September	Forecast October	Forecast November	Forecast December	Forecast Total
Revenue													
Sales	\$235,847	\$237,808	\$239,770	\$241,732	\$243,693	\$245,655	\$247,616	\$249,578	\$251,540	\$253,501	\$255,463	\$257,425	\$2,959,628
Returns and allowances	(12,028)	(12,152)	(12,276)	(12,401)	(12,550)	(12,676)	(12,802)	(12,928)	(13,080)	(13,207)	(13,335)	(13,463)	(152,898)
Total Revenue	223,819	225,656	227,494	229,331	231,143	232,979	234,814	236,650	238,460	240,294	242,128	243,962	2,806,730
Cost of Sales													
COS Subtotal													
Purchases	61,550	63,184	62,561	63,066	63,564	64,069	64,574	65,079	65,577	66,081	66,585	67,090	772,980
Direct Labor	32,622	33,488	33,157	33,425	33,689	33,957	34,224	34,492	34,756	35,023	35,290	35,558	409,681
Total COS Subtotal	94,172	96,672	95,718	96,491	97,253	98,026	98,798	99,571	100,333	101,104	101,875	102,648	1,182,661
Supplies	11,012	11,147	11,261	11,375	11,488	11,602	11,717	11,833	11,947	12,063	12,203	12,320	139,968
Total Cost of Sales	105,184	107,819	106,979	107,866	108,741	109,628	110,515	111,404	112,280	113,167	114,078	114,968	1,322,629
Gross Profit	\$118,635	\$117,837	\$120,515	\$121,465	\$122,402	\$123,351	\$124,299	\$125,246	\$126,180	\$127,127	\$128,050	\$128,994	\$1,484,101
Sales and Marketing expenses													
Commissions	22,382	22,566	22,749	22,933	23,114	23,298	23,481	23,665	23,846	24,029	24,213	24,396	280,672
Total Sales and Marketing expense	22,382	22,566	22,749	22,933	23,114	23,298	23,481	23,665	23,846	24,029	24,213	24,396	280,672
G&A Expense													
Data processing	750	750	750	750	750	750	750	750	750	750	750	750	9,000
Total G&A Expense	750	750	750	750	750	750	750	750	750	750	750	750	9,000
Operating Expenses													
Subtotal 1													
Administrative wages	16,566	16,580	16,566	16,566	16,580	16,795	16,795	16,809	16,795	16,795	16,809	16,795	200,451
Commissions	22,024	22,272	22,522	22,796	23,045	23,298	23,552	23,831	24,084	24,342	24,624	24,884	281,274
Depreciation	6,304	6,311	6,304	6,304	6,311	6,304	6,304	6,311	6,304	6,304	6,311	6,304	75,676
Insurance	1,340	1,367	1,394	1,422	1,450	1,479	1,509	1,539	1,570	1,601	1,633	1,666	17,970
Total Subtotal 1	46,234	46,530	46,786	47,088	47,386	47,876	48,160	48,490	48,753	49,042	49,377	49,649	575,371

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Subtotal 2													
Internet services	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Miscellaneous expense	862	861	900	900	900	900	900	900	900	900	900	900	10,723
Payroll taxes	3,262	3,349	3,316	3,343	3,369	3,396	3,422	3,449	3,476	3,502	3,529	3,556	40,969
Rent	4,363	4,363	4,363	4,363	4,363	4,363	4,363	4,363	4,363	4,363	4,363	4,363	52,356
Telephone	1,012	1,013	1,012	1,012	1,013	1,012	1,012	1,013	1,012	1,012	1,013	1,012	12,148
Total Subtotal 2	9,999	10,086	10,091	10,118	10,145	10,171	10,197	10,225	10,251	10,277	10,305	10,331	122,196
Travel and entertainment	2,820	2,823	2,820	2,820	2,823	2,820	2,820	2,823	2,820	2,820	2,823	2,820	33,852
Repairs and maintenance	249	249	249	249	249	249	249	249	249	249	249	249	2,988
Utilities	4,312	4,317	4,312	4,312	4,317	4,312	4,312	4,317	4,312	4,312	4,317	4,312	51,764
Total Operating Expenses	63,614	64,005	64,258	64,587	64,920	65,428	65,738	66,104	66,385	66,700	67,071	67,361	786,171
Income(Loss) from Operations	\$31,889	\$30,516	\$32,758	\$33,195	\$33,618	\$33,875	\$34,330	\$34,727	\$35,199	\$35,648	\$36,016	\$36,487	\$408,258
Other Income(Expense)													
Interest expense on debt from hom	11,111												11,111
Interest expense	(1,260)	(1,254)	(1,247)	(1,240)	(1,233)	(1,226)	(1,219)	(1,212)	(1,205)	(1,198)	(1,191)	(1,184)	(14,669)
Total Other Income(Expense)	9,851	(1,254)	(1,247)	(1,240)	(1,233)	(1,226)	(1,219)	(1,212)	(1,205)	(1,198)	(1,191)	(1,184)	(3,558)
Net Income	\$41,740	\$29,262	\$31,511	\$31,955	\$32,385	\$32,649	\$33,111	\$33,515	\$33,994	\$34,450	\$34,825	\$35,303	\$404,700

Sample Co

Forecasted Statement of Cash Flows

For the twelve months January 2014 through December 2014
3 Year Projection

	Forecast January	Forecast February	Forecast March	Forecast April	Forecast May	Forecast June	Forecast July	Forecast August	Forecast September	Forecast October	Forecast November	Forecast December
Cash Flows from Operating Activities												
Operating revenues	\$223,819	\$225,656	\$227,494	\$229,331	\$231,143	\$232,979	\$234,814	\$236,650	\$238,460	\$240,294	\$242,128	\$243,962
Change in Accounts receivable	(17,280)	(4,717)	(2,144)	(2,144)	(2,118)	(2,138)	(2,141)	(2,142)	(2,116)	(2,135)	(2,140)	(2,140)
Cash received from customers	206,539	220,939	225,350	227,187	229,025	230,841	232,673	234,508	236,344	238,159	239,988	241,822
Operating expenses	185,626	188,829	188,432	189,832	191,214	192,800	194,180	195,612	196,957	198,342	199,801	201,171
Change in Accounts payables	(20,177)	(3,191)	385	(1,400)	(1,370)	(1,369)	(1,380)	(1,420)	(1,357)	(1,385)	(1,447)	(1,382)
Cash from interest expense on debt	(11,111)											
Cash from interest expense	1,260	1,254	1,247	1,240	1,233	1,226	1,219	1,212	1,205	1,198	1,191	1,184
Change in Inventory	(68,566)	2,635	(840)	887	875	887	887	889	876	887	911	890
Change in Prepaid expense	(1,340)	(1,367)	16,106	(1,422)	(1,450)	(1,479)	(1,509)	(1,539)	(1,570)	(1,601)	(1,633)	(1,666)
Change in Withheld and accrued ta	12,377	(87)	33	(27)	(26)	(27)	(26)	(27)	(27)	(26)	(27)	(27)
Cash Provided(Used) by Cash Flows from Operating Activities												
Cash Flows from Investment Activities												
Change in Buildings and improvem		(150,000)										
Change in Equipment		(5,000)										
Cash Provided(Used) by Cash Flows from Investment Activities												
Cash Flows from Financing Activities												
Change in Note payable	(946)	(952)	(959)	(966)	(973)	(980)	(987)	(994)	(1,001)	(1,008)	(1,015)	(1,022)
Distribution/Adj to retained earnings:	(835)	(585)	(630)	(639)	(648)	(653)	(662)	(670)	(680)	(689)	(697)	(706)
Cash Provided(Used) by Cash Flows from Financing Activities												
Net Increase(Decrease) in Cash	204,758	64,402	223,761	225,582	227,404	229,208	231,024	232,844	234,663	236,462	238,276	240,094
Cash at Beginning of Period	26,865	133,554	9,883	28,281	64,753	101,681	138,851	176,504	214,621	253,200	292,247	331,727
Cash at End of Period	\$231,623	\$197,956	\$233,644	\$253,863	\$292,157	\$330,889	\$369,875	\$409,348	\$449,284	\$489,662	\$530,523	\$571,821