



# PROJECTION & FORECAST OF THREE YEARS INCOME & EXPENSES

Net Sales.....	\$ _____	\$ _____	\$ _____
Beginning Inventory.....	\$ _____	\$ _____	\$ _____
Purchase (or cost of manufacture).....	\$ _____	\$ _____	\$ _____
Ending Inventory.....	\$ _____	\$ _____	\$ _____
Cost of Goods Sold.....	\$ _____	\$ _____	\$ _____
Gross Profit.....	\$ _____	\$ _____	\$ _____
Variable Expenses			
Salaries.....	\$ _____	\$ _____	\$ _____
Owners.....	\$ _____	\$ _____	\$ _____
Employees.....	\$ _____	\$ _____	\$ _____
Accounting and Legal Fees.....	\$ _____	\$ _____	\$ _____
Advertising.....	\$ _____	\$ _____	\$ _____
Travel and Entertainment.....	\$ _____	\$ _____	\$ _____
Delivery.....	\$ _____	\$ _____	\$ _____
Bad Debts.....	\$ _____	\$ _____	\$ _____
Supplies.....	\$ _____	\$ _____	\$ _____
Other Expenses.....	\$ _____	\$ _____	\$ _____
Total Variable Expenses.....	\$ _____	\$ _____	\$ _____
Fixed Expenses			
Rent.....	\$ _____	\$ _____	\$ _____
Heat.....	\$ _____	\$ _____	\$ _____
Light.....	\$ _____	\$ _____	\$ _____
Taxes.....	\$ _____	\$ _____	\$ _____
Repairs.....	\$ _____	\$ _____	\$ _____
Depreciation.....	\$ _____	\$ _____	\$ _____
Insurance.....	\$ _____	\$ _____	\$ _____
Interest.....	\$ _____	\$ _____	\$ _____
Other Expenses.....	\$ _____	\$ _____	\$ _____
Total Fixed Expenses.....	\$ _____	\$ _____	\$ _____
Research and Development.....	\$ _____	\$ _____	\$ _____
Total Expenses.....	\$ _____	\$ _____	\$ _____
Net Profit Before Taxes.....	\$ _____	\$ _____	\$ _____
Income Taxes.....	\$ _____	\$ _____	\$ _____
Net Profit After Taxes.....	\$ _____	\$ _____	\$ _____
Owner's Draw (if not included above).....	\$ _____	\$ _____	\$ _____
Net Profit Remaining for Loan Payment.....	\$ _____	\$ _____	\$ _____
Fixed Asset Expenditure Above Annual Depreciation.....	\$ _____	\$ _____	\$ _____

Signature \_\_\_\_\_

Date \_\_\_\_\_

Explain assumptions made on separate sheet.