

**ESTIMATED PROJECTIONS OF INCOME & EXPENSES FOR TWO YEARS**

|  | YEAR 1 |         | YEAR 2 |         |
|--|--------|---------|--------|---------|
|  | \$     | %       | \$     | %       |
| Net Sales                              |        | 100.00% |        | 100.00% |
| Cost of Goods Sold                     |        |         |        |         |
| <b>GROSS PROFIT</b>                    |        |         |        |         |
| <b>OPERATING EXPENSES:</b>             |        |         |        |         |
| Depreciation & Amort.                  |        |         |        |         |
| Accounting & Legal                     |        |         |        |         |
| Advertising                            |        |         |        |         |
| Bad Debt Expense                       |        |         |        |         |
| Dues & Subscriptions                   |        |         |        |         |
| Insurance                              |        |         |        |         |
| Miscellaneous *                        |        |         |        |         |
| Officers Salaries                      |        |         |        |         |
| Payroll Taxes                          |        |         |        |         |
| Rent                                   |        |         |        |         |
| Repairs                                |        |         |        |         |
| Salaries                               |        |         |        |         |
| Selling expenses                       |        |         |        |         |
| Supplies                               |        |         |        |         |
| Taxes                                  |        |         |        |         |
| Telephone                              |        |         |        |         |
| Travel/Entertainment                   |        |         |        |         |
| Utilities                              |        |         |        |         |
| Other                                  |        |         |        |         |
| <b>TOTAL OPERATING EXPENSES</b>        |        |         |        |         |
| <b>OPERATING PROFIT (Before Taxes)</b> |        |         |        |         |
| Interest Expense                       |        |         |        |         |
| Other Expense                          |        |         |        |         |
| Other Income                           |        |         |        |         |
| Est. Income Taxes                      |        |         |        |         |
| Owners Draw/Dividends                  |        |         |        |         |
| <b>NET PROFITS</b>                     |        |         |        |         |

*\*If the miscellaneous expense exceeds two percent (2%) of Gross Income please itemize with an attached schedule*

**ASSUMPTIONS**

**A. REVENUE:**

**B. EXPENSES:**

**C. NET PROFIT:**

**I CERTIFY THE FOREGOING ESTIMATE FAIRLY REPRESENTS THE FINANCIAL PROJECTIONS TO THE BEST OF MY KNOWLEDGE.**

SIGNATURE: \_\_\_\_\_  
DATE: \_\_\_\_\_

TITLE: \_\_\_\_\_