

BUSINESS PLAN -- FINANCIAL DATA WORKSHEET

1. START-UP EXPENSES

Legal _____
 Stationery _____
 Brochures _____
 Consultants _____
 Insurance _____
 Rent _____
 Equipment _____
 Other _____

TOTAL _____

ASSETS _____

Cash _____
 Start-up Inventory _____
 Equipment _____
 Real Estate _____

2. GENERAL ASSUMPTIONS

Short term interest rate _____
 Long term interest rate _____
 Tax rate percent _____
 Expenses in cash _____
 Sales on credit _____

3. PERSONNEL

Year 1 Number of employees _____
 Rate per hour _____
 Hours per week _____
Year 2 Number of employees _____
 Rate per hour _____
 Hours per week _____
Year 3 Number of employees _____
 Rate per hour _____
 Hours per week _____

4. SALES FORECAST

JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
_____	_____	_____	_____	_____	_____

JULY	AUGUST	SEPT.	OCTOBER	NOV.	DEC.
_____	_____	_____	_____	_____	_____

TOTAL **YEAR 1** _____
 YEAR 2 _____
 YEAR 3 _____

5. INCOME STATEMENT

Cost of sales (as a percent) _____

Operating Expenses:
 Advertising _____
 Travel _____
 Utilities _____
 Phone _____
 Insurance _____
 Rent _____
 Consultants _____
 Depreciation _____
 Miscellaneous _____
 Other _____

6. LOAN

USE OF FUNDS

Land _____
 Building _____
 Equipment _____
 Inventory _____
 Working Capital _____
 Renovation _____
 Length of Loan _____

TOTAL _____