



Synergy Tanzania Company Ltd.
P.O.BOX 80218
Dar Es Salaam – Tanzania

BUSINESS PLAN

Business ideas are all around us but one of the challenges that aspiring entrepreneurs are confronted with is how to know a business that can become profitable and successful.

The rule of thumb in choosing business to launch is to look out for a business whose products or services are needed in our everyday life; a business whose products can be purchased by the rich as well as poor and a business that is less competitive in your location.

Why Start a Mining Business?

Mining a leading industrial sector in Tanzania with the value of mineral exports constantly increasing for the past several years. The sector is comprised of both small- and large-scale operations. Mining in Tanzania includes metals (gold, iron ore, nickel, copper, cobalt, silver), industrial minerals (diamonds, tanzanite, ruby, garnet, limestone, soda ash, gypsum, salt, phosphate, gravel, sand, dimension stones and graphite), and fuel minerals (coal, uranium). Tanzania is also home to many rare earth and critical minerals that are currently in the exploration stage.

1. Industry Overview

Tanzania earned around 2.3 billion U.S. dollars with minerals exports in 2019, a significant increase over 2018 level of 1.6 billion U.S. dollars. Gold had the highest contribution to the value of mineral exports. Tanzania is the 4th largest gold producer in Africa after South Africa, Ghana and Mali and is the world's sole producer of the precious stone Tanzanite. Gold

production currently stands at roughly 40 tonnes a year, copper at 2980 tonnes, silver at 10 tonnes and diamond at 112,670 carats.

Mining and quarrying activities had a very large contribution to Tanzania's Gross Domestic Product (GDP) growth in the first quarter of 2021. The sector recorded 10.2 percent of the GDP equivalent to 1,473,804 million TZS.

The Tanzania mining industry remains attractive to investors, given the next few years of significant diversification to the mining of nickel, uranium and coal. There is also availability of investment incentives and supply chain opportunities in the mining sector.

2. Executive Summary

STCL is a licensed mining company that is based in Dar es Salaam – Tanzania. Although we intend starting out on a small scale as a cottage company, but that will not in any way stop us from maximizing our potential in the coal mining industry.

Our business goal as a best mining company who is exploring in various mineral like Coal, Graphite, Lithium, Nickel, Iron Ore are to become the number one choice for production of electricity, battery of electric equipment we intend supplying mineral to our country's industries and also to neighboring countries even to other Asian country.

As a business, we are willing to go the extra mile to invest in owning our own world – class and environmental friendly mines and also to hire efficient and dedicated employees. We have been able to secure permits and licenses from all relevant departments both at local government.

Synergy Tanzania Company Limited is set to redefine how mining business should be run in the whole of the Tanzania. This is why we have put plans in place for continuous training of all our staff at regular intervals.

No doubt the demand for Coal is going to rise any time soon as some of neighboring countries and some of Asian region feeling electricity crisis also development are at very high speed.

That is why we have put plans in place to continue to explore all available market around where we intend supplying our products. In the nearest future, we will ensure that we create a wide range of distribution channels all across the Tanzania. With that, we know we will be able to maximize profits in our business.

Synergy Tanzania Company Limited will at all-time demonstrate her commitment to sustainability, both individually and as a firm, by actively participating in our communities and integrating sustainable business practices wherever possible. We will ensure that we hold ourselves accountable to the highest standards by meeting our customers' needs precisely and completely.

3. Our Products and Services

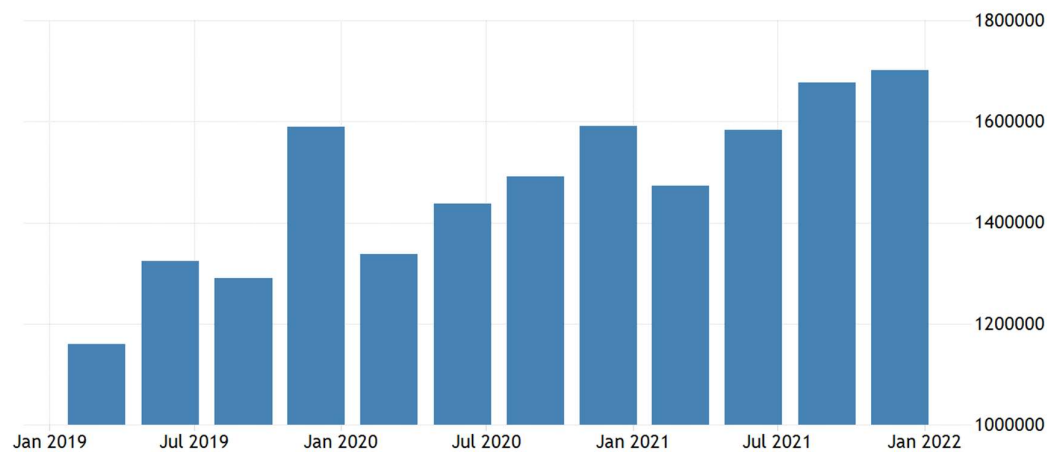
Synergy Tanzania Company Limited is established with the aim of maximizing profits in the mining industry. We want to compete favourably with the leaders in the industry which is why we have but in place a competent team that will ensure that our products are of high standard.

We will work hard to ensure that Synergy Tanzania Company Limited is not just accepted in Tanzania, all across the Africa where we intend supplying our Coal products.

4. Our Mission and Vision Statement

- Our vision as a mining company is to engage in national distribution of coal all across the Tanzania, African and Asian region.
- Our mission is to establish a standard and world class, environmental friendly mining company that in our own capacity will favorably compete with leaders in the industry on the global stage. We want to build a mining company that will be listed amongst the top 10 mining company brands in the Tanzania.

GDP From Mining in Tanzania



TRADINGECONOMICS.COM | NATIONAL BUREAU OF STATISTICS (NBS) - TANZANIA

Our Business Structure

As part of our plans to build a top flight mining company in Tanzania that will favourably compete with leaders in the industry, we have perfected plans to get it right from the onset which is why we are going the extra mile to ensure that we have competent employees to occupy all the available positions in our company.

The picture of the kind of mining company we intend building and the business goals we want to achieve is what informed the amount we are ready to spend to ensure that we build a business with dedicated workforce and robust distribution network.

In view of that, we have decided to hire qualified and competent hands to occupy the following positions at Synergy Tanzania Company Limited;

- Chief Executive Officer (Owner)
- Sr. Mining Engineer – 2
- Jr. Mining Engineer - 2
- Mining Developing Manager - 2
- Quality Manager - 1
- Safety Manager - 1
- Human Resources and Admin Manager - 1
- Sales and Marketing Officer - 2

- Accountants/Cashiers - 2
- Mining Casual Workers – 100
- Truck/Tipper Drivers - 10

5. Job Roles and Responsibilities

Chief Executive Officer – CEO:

- Increases management’s effectiveness by recruiting, selecting, orienting, training, coaching, counseling, and disciplining managers; communicating values, strategies, and objectives; assigning accountabilities; planning, monitoring, and appraising job results; developing incentives; developing a climate for offering information and opinions; providing educational opportunities.
- Creates, communicates, and implements the organization’s vision, mission, and overall direction – i.e. leading the development and implementation of the overall organization’s strategy.
- Responsible for fixing prices and signing business deals
- Responsible for signing checks and documents on behalf of the company
- Evaluates the success of the organization

Mining Site Manager

- Maps out strategy that will lead to efficiency amongst workers in the organization
- Ensures that our mining site meets the expected safety and health standard at all times.
- Assess the mines to ensure they are safe for people, live stock, environment and surroundings.

Human Resources and Admin Manager

- Responsible for overseeing the smooth running of HR and administrative tasks for the organization
- Defines job positions for recruitment and managing interviewing process
- Carries out induction for new team members
- Responsible for training, evaluation and assessment of employees

- Oversees the smooth running of the daily business activities

Sales and Marketing Manager

- Manages external research and coordinate all the internal sources of information to retain the organizations' best customers and attract new ones
- Models demographic information and analyze the volumes of transactional data generated by customer purchases
- Identifies, prioritize, and reach out to new partners, and business opportunities et al
- Responsible for supervising implementation, advocate for the customer's needs, and communicate with customers
- Develops, executes and evaluates new plans for increasing sales
- Documents all customer contact and information
- Represents the company in strategic meetings
- Helps to increase sales and growth for the company

Mining Casual Workers

- Responsible for operating excavators and other machines and equipment in the coal mining site
- Responsible for handling the mining of bituminous coal and lignite surface mining, bituminous coal and lignite underground mining and anthracite mining
- Assists in loading and offloading of coals into and out of the trucks

Accountant/Cashier

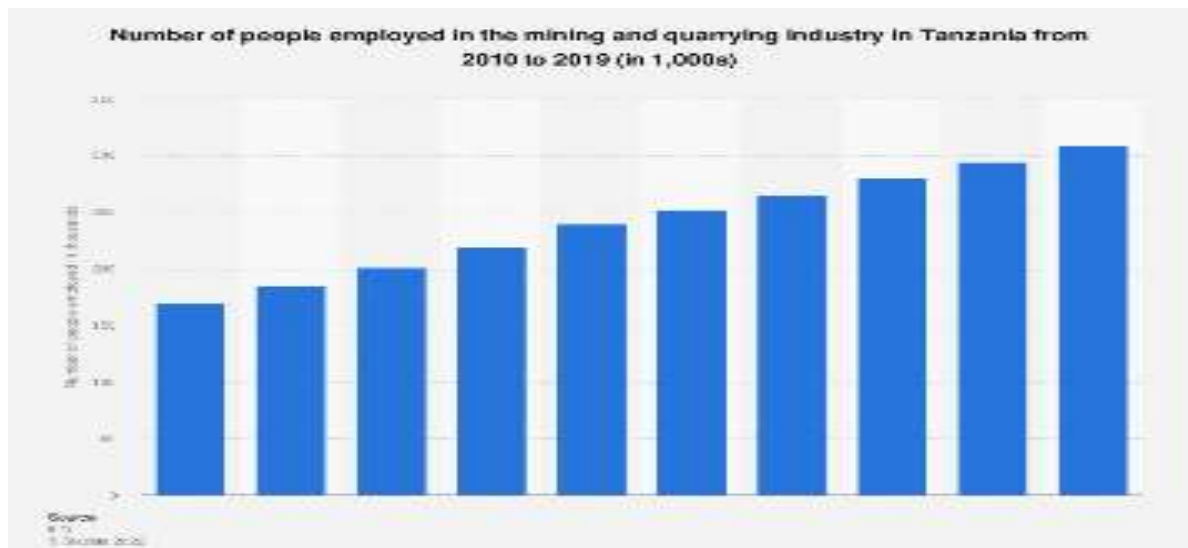
- Responsible for preparing financial reports, budgets, and financial statements for the organization
- Provides managements with financial analyses, development budgets, and accounting reports; analyzes financial feasibility for the most complex proposed projects; conducts market research to forecast trends and business conditions.
- Responsible for financial forecasting and risks analysis.
- Performs cash management, general ledger accounting, and financial reporting

- Responsible for developing and managing financial systems and policies
- Responsible for administering payrolls
- Ensures compliance with taxation legislation
- Handles all financial transactions for the organization
- Serves as internal auditor for the organization

Distribution Truck/Tipper Drivers

- Assists in loading and unloading mineral extracted from mines.
- Maintains a logbook of their driving activities to ensure compliance with regulations governing the rest and work periods for operators.
- Keeps a record of vehicle inspections and make sure the truck is equipped with safety equipment
- Assists the transport and logistics manager in planning their route according to a delivery schedule.
- Inspects vehicles for mechanical items and safety issues and perform preventative maintenance
- Complies with truck driving rules and regulations (size, weight, route designations, parking, break periods etc.) as well as with company policies and procedures
- Collects and verifies delivery instructions
- Reports defects, accidents or violations

Employed in Mining Industry in Tanzania



6. SWOT Analysis

Because of our drive for excellence, we were able to engage some of the finest business consultants in Tanzania to look through our business concept and together we were able to critically examine the business and ourselves to be sure that we have what it takes to run a standard mining business.

In view of that, we were able to take stock of our strengths, our weakness, our opportunities and also the threats that we are likely going to be exposed to in the Tanzania. Here is a of what we got from the critically conducted SWOT Analysis Synergy Tanzania Company Limited;

- **Strength:**

Our strength lies in the fact that we have state of the art mining equipment and trucks that will position us to meet the demand of our clients even if the demand if we have a massive order to meet and emergency need.

Another factor that counts to our advantage is the background of our Chief Executive Officers and other Board Member; they have robust experience in the Mining industry as they also have done mining of Aggregate & Gold in various area of Tanzania. We are not ignoring the fact that our team of highly qualified and dedicated workers will also serve as strength for our organization.

- **Weakness:**

We do not take for granted the facts that we have weaknesses. In fact, the reality that we are setting up mining company with other mining businesses might likely pose a challenge for us in breaking into as they have already set up their business from long time. In essence our chosen location might be our weakness.

- **Opportunities:**

The opportunities available to us are unlimited. As everyone aware fossil fuel price is increasing because of which people need another option for their transportation which can be electric vehicle for that they need Lithium, Graphite, Cobalt, Nickle where we want to explore ourselves. At

the same time electricity crisis is every where can be solve by use of coal instead of fossil fuel to become cost effective. And all what we are going to do to push our products to them is already perfected.

- **Threat:**

The threat that is likely going to confront us is the fact that we are competing with already established mining companies and there are other entrepreneurs who are likely going to launch similar business who is outside of Tanzania and also financial strong. We do not have infrastructure for processing for some mineral. Of course, they will compete with us in winning over the available market. Another threat that we are likely going to face is unfavorable government policies and economic downturn.

7. MARKET ANALYSIS

- **Market Trends**

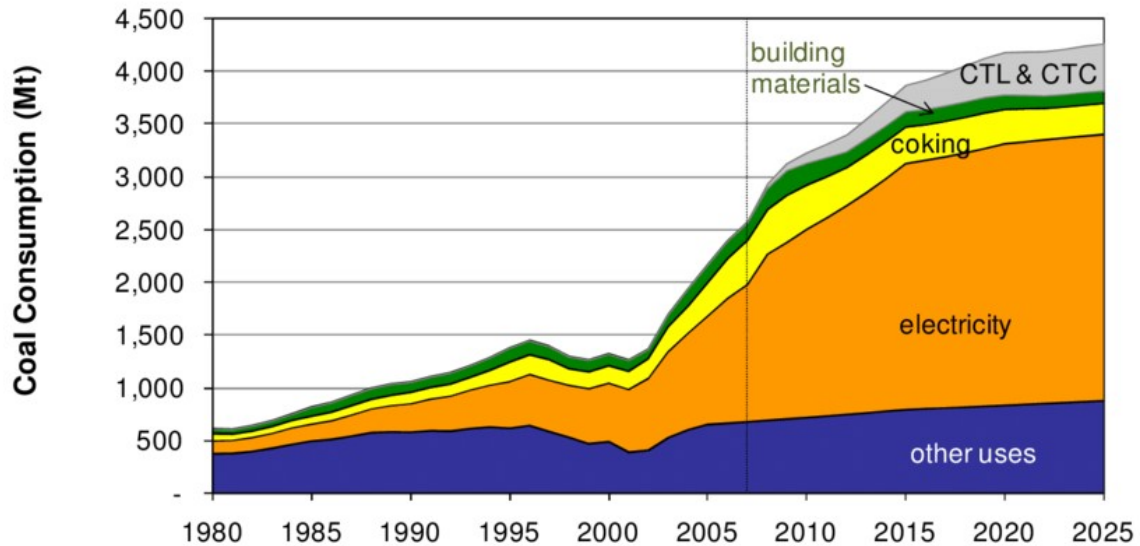
We have to still edit this section

A slowing Chinese economy and relatively mild winters in the United States have reduced demand for coal, so also natural gas is increasingly challenging coal's role in power generation and the Coal Mining industry is anticipated to bounce back slightly in the next five years

It is common trend in the coal mining line of business to find coal companies positioning their business in locations and communities where they can easily have access to coal mines and of course cheap labor. If you make the mistake of positioning this type of business in a location where you would have to travel a distance before you can access coal mines in commercial quantities, then you would have to struggle to make profits and maintain your overhead and logistics.

Another trend in this line of business is that most registered and well organized coal mining companies look beyond the market within their locations or state; they ensure that they strike business deals with leading road construction companies in the Tanzania.

The truth is that if as a coal mining company you are able to become a vendor to one or more road construction giants in the Tanzania, you will always continue to smile to the bank.



Mineral	Driving Factors
Coal	<p>1)Growth of industry which are consuming electricity as main source of energy.</p> <p>2)EU sanctions against Russia, who is main exporters of coal in EU.</p>

8. Our Target Market

When it comes to supplying product from mines, there is indeed a wide range of available customers. This goes to show that the target market for products from mining companies are far reaching, you can create your own make niche yourself to serve a specific purpose.

We are in business to engage in supply of coal.

- Cement, Electricity Generation,
- Batteries Manufacturer, Brake linings, Steel making
- For export

Our competitive advantage

Some of our competitive advantage are availability of resource, ability to find new resource deposits and of course, economies of scale.

So also, as a standard mining company, we know that gaining a competitive edge requires a detailed analysis of the demographics of the surrounding area and the nature of existing competitors. And even if you are successful at first, new competitors could enter your market at any time to steal your regular customers. Hence we will not hesitate to adopt successful and workable strategies from our competitors.

Another competitive advantage that we have is the vast experience of our management team, we have people on board who are highly experienced and understand how to grow business from the scratch to becoming a national phenomenon. Our large and robust distribution network and of course our excellent customer service culture will definitely count as a strong strength for the business.

Lastly, our employees will be well taken care of, and their welfare package will be among the best within our category in the industry, meaning that they will be more than willing to build the business with us and help deliver our set goals and achieve all our aims and objectives. We will also give good working conditions and commissions to freelance sales agents that we will recruit from time to time.

9. SALES AND MARKETING STRATEGY

- **Sources of Income**

Synergy Tanzania Company Limited is established with the aim of maximizing profits in throughout key cities in the Tanzania. We are going to go all the way to ensure that we do all it takes to sell our products to a wide range of customers.

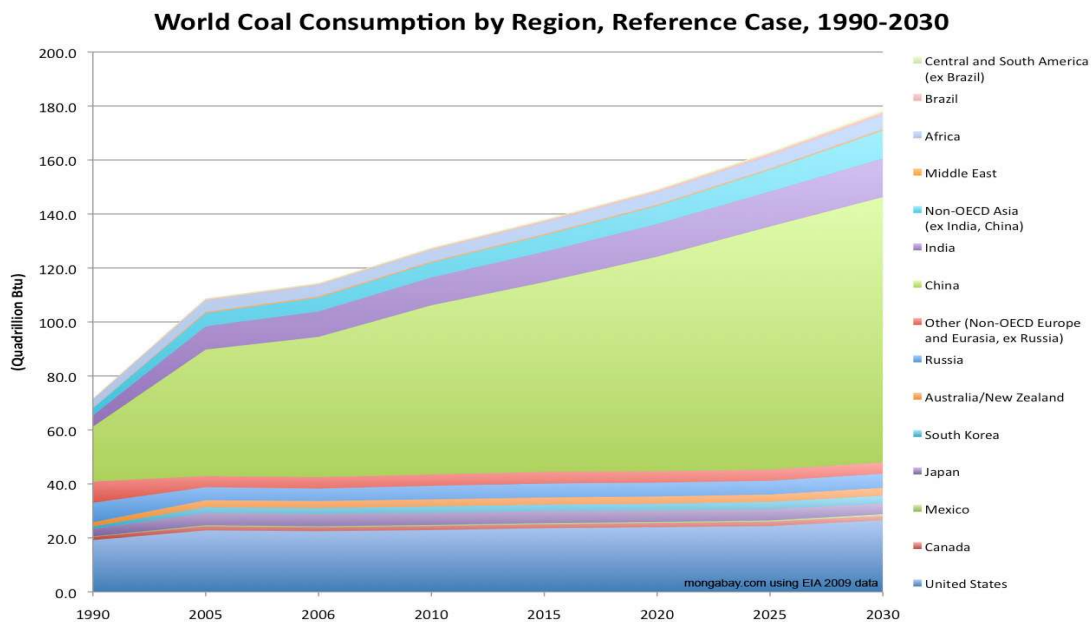
Synergy Tanzania Company Limited will generate income by simply supplying the Coal.

10. Sales Forecast

One thing is certain when it comes to mining business, if your business is strategically positioned and you have good relationship with players in the various industry, you will always attract customers.

We are well positioned to take on the available market in and around Tanzania and we are quite optimistic that we will meet our set target of generating enough profits from our first One Year of operation and grow the business and our clientele base.

We have been able to critically examine the mining line of business, we have analyzed our chances in the industry and we have been able to come up with the following sales forecast. The sales projections are based on information gathered on the field and some assumptions that are peculiar to start ups.



- **Marketing Strategy and Sales Strategy**

Before choosing a location to start Synergy Tanzania Company Limited, we conducted a thorough market survey and feasibility studies in order for us to penetrate the available market in Tanzania. We have detailed information and data that we were able to utilize to structure our business to attract the number of customers we want to attract per time and also to compete with other mining companies.

We hired experts who have good understanding of the mining line of business to help us develop marketing strategies that will help us achieve our business goal of winning a larger percentage of the available market for our products.

In order to continue to be in business and grow, we must continue to sell our products to the available market which is why we will go all out to empower our sales and marketing team to deliver our corporate sales goals. In summary, Synergy Tanzania Company Limited will adopt the following sales and marketing approach to sell our product;

- Introduce our business by sending introductory letters to cement companies, electricity generating companies, and other stakeholders in and around Tanzania.
- Open our business with a party so as to capture the attention of residents who are our first targets
- Engage in roadshows in targeted communities from time to time
- Leverage on the internet to promote our product cum business
- Engage in direct marketing and sales
- Encourage the use of Word of mouth marketing (referrals)

11. Publicity and Advertising Strategy

Regardless of the fact that our mining company is a standard one that can favourably compete with other leading mining companies in Tanzania and in any part of the world, we will still go ahead to intensify publicity for all our products and brand. We are going to explore all available means to promote Synergy Tanzania Company Limited.

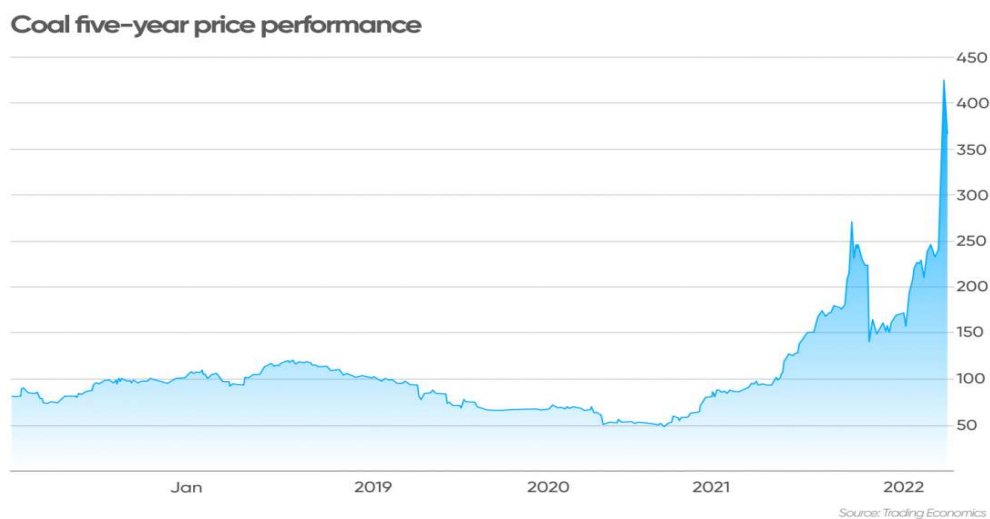
Synergy Tanzania Company Limited has a long term plan of exporting our product all across the Tanzania.

As a matter of fact, our publicity and advertising strategy is not solely for selling our products but to also effectively communicate our brand. Here are the platforms we intend leveraging on to promote and advertise Synergy Tanzania Company Limited;

- Sponsor relevant community programs
- Leverage on the internet and social media platforms like Instagram, Facebook, Twitter, et al to promote our brand
- Engage in roadshows from time to time in targeted communities
- Ensure that all our staff members wear our customized clothes, and all our official cars and distribution trucks are customized and well branded.

12. Our Pricing Strategy

At Synergy Tanzania Company Limited, we will keep the prices of our products below the average market rate by keeping our overhead low and by collecting payment in advance from well – established companies that would require constant supply of our products. In addition, we will also offer special discounted rates to all our customers at regular intervals.



- **Payment Options**

The payment policy adopted by Synergy Tanzania Company Limited is all inclusive because we are quite aware that different customers prefer different payment options as it suits them but at the same time, we will ensure that we abide by the financial rules and regulation of the Tanzania.

Here are the payment options that Synergy Tanzania Company Limited will make available to her clients;

- Payment via bank transfer
- Payment with cash
- Payment via online bank transfer
- Payment via mobile money platforms
- Payment via check
- Payment via bank draft

In view of the above, we have chosen banking platforms that will enable our client make payment for our product without any stress on their part. Our bank account numbers will be made available on our website and promotional materials to clients who may want to deposit cash or make online transfer for the purchase of our products.

Generating Capital for Synergy Tanzania Company Limited

No matter how fantastic your business idea might be, if you don't have the required money to finance the business, the business might not become a reality. Finance is a very important factor when it comes to starting a business.

These are the areas we intend generating our startup capital;

- Generate part of the startup capital from soft loan from sister company
- Apply for loan from the Bank

14. Sustainability and Expansion Strategy

The future of a business lies in the number of loyal customers that they have, the capacity and competence of their employees, their investment strategy and their business structure.

One of our major goals of starting Synergy Tanzania Company Limited is to build a business that will survive off its own cash flow without needing to inject finance from external sources once the business is officially running. We know that one of the ways of gaining approval and winning customers over is to supply our coals a little bit cheaper than what is obtainable in the market and we are well prepared to survive on lower profit margin for a while.

Synergy Tanzania Company Limited will make sure that the right foundation, structures and processes are put in place to ensure that our staff welfare are well taken of. Our company's corporate culture is designed to drive our business to greater heights and training and retraining of our workforce is at the top burner.

As a matter of fact, profit-sharing arrangement will be made available to all our management staff and it will be based on their performance for a period of three years or more. We know that if that is put in place, we will be able to successfully hire and retain the best hands we can get in the industry; they will be more committed to help us build the business of our dreams.



SYNERGY TANZANIA LTD.

PROFIT AND LOSS PROJECTION

INCOME					
	2023	2024	2025	2026	2027
Revenue					
COAL	\$ 10,500,000	\$ 11,130,000	\$ 11,797,800	\$ 12,505,668	\$ 13,256,008
Total revenue	\$ 10,500,000	\$ 11,130,000	\$ 11,797,800	\$ 12,505,668	\$ 13,256,008
Cost of Sales					
COAL	\$ 4,200,000	\$ 4,494,000	\$ 4,808,580	\$ 5,145,181	\$ 5,505,343
Cost of goods sold	\$ 4,200,000	\$ 4,494,000	\$ 4,808,580	\$ 5,145,181	\$ 5,505,343
Gross Profit	\$ 6,300,000	\$ 6,636,000	\$ 6,989,220	\$ 7,360,487	\$ 7,750,665
Non-Operation Income					
TOTAL INCOME	\$ 6,300,000	\$ 6,636,000	\$ 6,989,220	\$ 7,360,487	\$ 7,750,665
EXPENSES					
Operating expenses					
Sales and marketing	\$ 250,000	\$ 267,500	\$ 286,225	\$ 306,261	\$ 327,699
Depreciation	\$ 342,000	\$ 340,260	\$ 404,460	\$ 394,402	\$ 415,695
Insurance	\$ 15,000	\$ 16,050	\$ 17,174	\$ 18,376	\$ 19,662
Payroll and Payroll Tax	\$ 75,000	\$ 80,250	\$ 85,868	\$ 91,878	\$ 98,310
Property taxes	\$ 30,000	\$ 32,100	\$ 34,347	\$ 36,751	\$ 39,324
Maintenance, repair, and overhaul	\$ 150,000	\$ 45,475	\$ 45,475	\$ 45,475	\$ 45,475
Utilities & Royalti Payment	\$ 4,775,000	\$ 5,109,250	\$ 5,316,898	\$ 5,772,699	\$ 6,021,055
Administrative fees	\$ 120,000	\$ 128,400	\$ 137,388	\$ 147,005	\$ 157,296
Interest expense on long-term debt	\$ 39,984	\$ 32,465	\$ 24,269	\$ 15,335	\$ 5,598
Other	\$ 60,000	\$ 64,200	\$ 68,694	\$ 73,503	\$ 78,648
Total operating expenses	\$ 5,856,984	\$ 6,115,950	\$ 6,420,796	\$ 6,901,685	\$ 7,208,761
Non-Recurring Expenses					
Total Non-Recurring Expenses	\$ -	\$ -	\$ -	\$ -	\$ -
TOTAL EXPENSES	\$ 5,856,984	\$ 6,115,950	\$ 6,420,796	\$ 6,901,685	\$ 7,208,761
TAXES					
Income Tax	\$ 132,905	\$ 156,015	\$ 170,527	\$ 137,641	\$ 162,571
TOTAL TAXES	\$ 132,905	\$ 156,015	\$ 170,527	\$ 137,641	\$ 162,571
NET PROFIT	\$ 310,111	\$ 364,035	\$ 397,897	\$ 321,162	\$ 379,333



SYNERGY TANZANIA LTD.

BALANCE SHEET PROJECTION

ASSETS

Current Assets	2023	2024	2025	2026	2027
Cash and short-term investments	\$ 50,000	\$ 35,000	\$ 55,000	\$ 60,000	\$ 100,000
Accounts receivable	\$ 50,000	\$ 150,000	\$ 175,000	\$ 275,000	\$ 310,000
Total inventory	\$ 25,000	\$ 50,000	\$ 130,000	\$ 175,000	\$ 300,000
Other current assets	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Total current assets	\$ 130,000	\$ 240,000	\$ 365,000	\$ 515,000	\$ 715,000
Property and Equipment	2023	2024	2025	2026	2027
Buildings	\$ 1,440,000	\$ 1,440,000	\$ 1,440,000	\$ 1,440,000	\$ 1,440,000
Land	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Capital improvements	\$ 100,000	\$ 400,000	\$ 353,000	\$ 452,500	\$ 500,000
Machinery and equipment	\$ 170,000	\$ 170,000	\$ 170,000	\$ 170,000	\$ 170,000
Less Accumulated depreciation exp	\$ 342,000	\$ 340,260	\$ 404,460	\$ 394,402	\$ 415,695
Total Property and Equipment	\$ 1,418,000	\$ 1,719,740	\$ 1,608,540	\$ 1,718,098	\$ 1,744,305
Other Assets	2023	2024	2025	2026	2027
Long-term investments	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000	\$ 250,000
Other long-term assets	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000
Total Other Assets	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000	\$ 350,000
TOTAL ASSETS	\$ 1,898,000	\$ 2,309,740	\$ 2,323,540	\$ 2,583,098	\$ 2,809,305

LIABILITIES

Current Liabilities	2023	2024	2025	2026	2027
Accounts payable	\$ 196,335	\$ 335,105	\$ 50,269	\$ 96,861	\$ 61,667
Notes payable/short-term debt	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000	\$ 50,000
Other current liabilities	\$ 100	\$ 100	\$ 100	\$ 100	\$ 100
Total Current Liabilities	\$ 246,435	\$ 385,205	\$ 100,369	\$ 146,961	\$ 111,767

Debt	2023	2024	2025	2026	2027
Long-term debt/loan	\$ 416,454	\$ 325,388	\$ 226,127	\$ 117,932	\$ -
Other long-term debt	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000	\$ 500,000
Total Debt	\$ 916,454	\$ 825,388	\$ 726,127	\$ 617,932	\$ 500,000

Other Liabilities	2023	2024	2025	2026	2027
Total Other Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -

TOTAL LIABILITIES	\$ 1,162,889	\$ 1,210,593	\$ 826,497	\$ 764,893	\$ 611,767
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EQUITY

	2023	2024	2025	2026	2027
Owner's equity (common)	\$ 425,000	\$ 425,000	\$ 425,000	\$ 425,000	\$ 425,000
Paid-in capital	\$ -	\$ -	\$ -	\$ -	\$ -
Preferred equity	\$ -	\$ -	\$ -	\$ -	\$ -
Retained earnings	\$ 310,111	\$ 674,147	\$ 1,072,043	\$ 1,393,205	\$ 1,772,538
TOTAL EQUITY	\$ 735,111	\$ 1,099,147	\$ 1,497,043	\$ 1,818,205	\$ 2,197,538

TOTAL LIABILITIES AND EQUITY	\$ 1,898,000	\$ 2,309,740	\$ 2,323,540	\$ 2,583,098	\$ 2,809,305
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SYNERGY TANZANIA LTD.

CASH FLOW PROJECTION

Operating activities	2023	2024	2025	2026	2027
Net income	\$ 310,111	\$ 364,035	\$ 397,897	\$ 321,162	\$ 379,333
Depreciation	\$ 342,000	\$ 340,260	\$ 404,460	\$ 394,402	\$ 415,695
Accounts receivable	\$ -50,000	\$ -100,000	\$ -25,000	\$ -100,000	\$ -35,000
Inventories	\$ -	\$ -25,000	\$ -80,000	\$ -45,000	\$ -125,000
Accounts payable	\$ -96,335	\$ -138,770	\$ 284,835	\$ -46,591	\$ 35,194
Total operating activities	\$ 505,777	\$ 440,525	\$ 982,192	\$ 523,972	\$ 670,222

Investing activities	Year 1	Year 2	Year 3	Year 4	Year 5
Capital expenditures	\$ -100,000	\$ -400,000	\$ -353,000	\$ -452,500	\$ -500,000
Acquisition of business	\$ 100,000	\$ 200,000	\$ 500,000	\$ -	\$ -
Total investing activities	\$ -	\$ -200,000	\$ 147,000	\$ -452,500	\$ -500,000

Financing activities	Year 1	Year 2	Year 3	Year 4	Year 5
Long-term debt/financing	\$ -83,546	\$ -91,065	\$ -99,261	\$ -108,195	\$ -117,932
Total financing activities	\$ -83,546	\$ -91,065	\$ -99,261	\$ -108,195	\$ -117,932

Cumulative cash flow	\$ 422,230	\$ 149,460	\$ 1,029,931	\$ -36,723	\$ 52,289
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Beginning cash balance	\$ 50,000	\$ 472,230	\$ 621,690	\$ 1,651,621	\$ 1,614,899
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Ending cash balance	\$ 472,230	\$ 621,690	\$ 1,651,621	\$ 1,614,899	\$ 1,667,188
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