



BUSINESS PLAN

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Plot #1 Block #1 Mkata, Handeni. Tanzania

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Business Overview

Galvanized Corrugated Sheets are manufactured using best grade steel and is widely applied in construction industry. Galvanized Corrugated Sheets have excellent corrosion resistance, these Sheets have become the most preferred material for various construction purposes, particularly roofing and walling.

The demand for corrugated iron sheet depends mainly on the performance of its end-user (i.e., the construction sector or more specifically the building construction sector). Therefore, the demand for the products under consideration is a derived demand, which depends directly on the performance of its major end – user.

The corrugated galvanized iron sheets are extensively used in various fields e.g., industries sheds, dairy farm sheds, poultry farm sheds etc. for roofing purpose. In recent years, a lot of multi scale projects have taken up the industry by a storm and these levels have given a larger scope for steel companies. The galvanised plain coils / sheets and corrugated sheets (GP/GC) are value - added steel products which are tough, sturdy, light weight, bright and corrosion resistant.

The construction sector of the country has undergone tremendous changes and development in recent years. Tanzania's construction industry remained relatively strong in 2020, as it expanded by 9.1% - although this reflects a slowdown from the annual average growth of 14.3% between 2016-2019.

In recent years, construction has been a major contributor to economic growth with increased investments in infrastructure, such as the construction of railways, roads, and airport, as well as spending on improving the provision of a wider and more reliable electricity network, the improvement of transportation services, and the increase in the extraction of minerals, especially gold and coal.

Executive Summary

Hape Brothers Group Limited is an innovative manufacturer of corrugated roof sheet established in 2022 by experienced players in the manufacturing and construction industry having a combined experience of over 20 years in the field of production, procurement, fabrication, construction, marketing, and projects management.

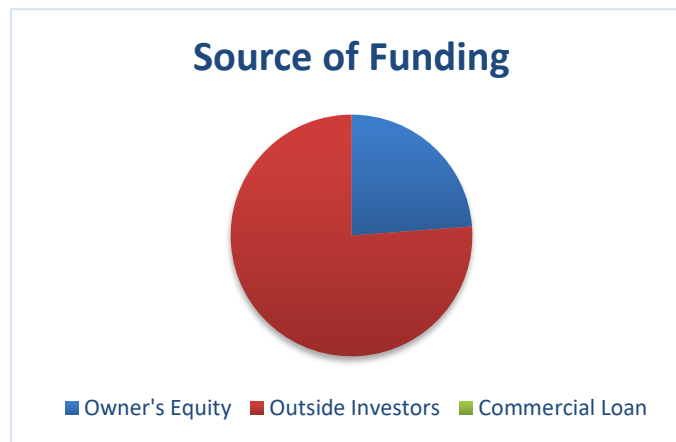
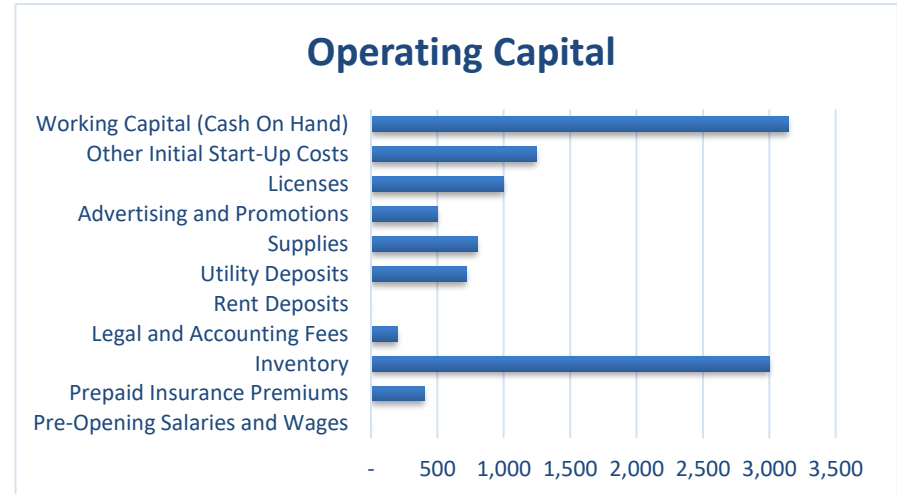
We intend to capitalise on the opportunities that exist in the Tanzanian construction market by producing corrugated roofing sheets which can be used for a vast number of applications i.e., House/building roofing, industrial sheds, farm sheds, etc. Our products and services distinguish themselves from the norm roofing products being used across the country as current forms of roofing aren't durable and don't give users value for their money. Our products provide users with protection, comfort, and convenience while we maintain good customer service. Setting up a manufacturing plant here in Tanzania enables us to cut down on the cost of having to ship these products into the country as we can easily produce and market the products straight from our warehouse. With this, we can contribute to the growth of the economy and reduce its dependency on imported products.

We intend to commence commercial production in 2023 upon completion of our manufacturing plant and warehouse and drive marketing extensively to reach customers across Tanzania and in the future scale up to export to other countries, generating FOREX for the country, becoming a one-stop solution provider for steel structure, ware houses, factory sheets and allied products.

Hape Brothers Group Limited estimates a total start-up cost of \$105,000.00. The CEO, Mr Ibrahim Hape, is investing a sum of \$25,000.00, we are seeking an additional \$80,000.00 in investments to enable us fully start up the company. The funding will enable us purchase a 10,000 sqm land to be used for our operations, construct a warehouse and set up the production plant. The investment terms, ROI, and other covenants are to be determined at the time of negotiation.

To meet up with investment ROI and generate income for the business, we anticipate a sales turnover of \$277,814.34.00 with a gross profit of \$185,312.34 and a net profit of \$2,351.32 in year 1, increasing to \$287,762.12 by year five.

Below are charts of our expenditure(s) and source of funding.



Vision

We have a vision of providing all building, construction sites, businesses, and factories across Tanzania with quality corrugated roofing sheets at an affordable price.

Mission

To be the go-to brand for the purchase of quality corrugated roofing products and accessories.

Key Strengths

- Experienced Management Team
- Registration and certification by the Tanzania Investment Centre and other regulatory bodies
- Strong Range of Products, strong brand image
- One-stop solution for steel structure, shed and roof covering.
- Extensive and Cost beneficial Manufacturing Facility

Company Description

Hape Brothers Group Limited plans to start off its operations with the production of roofing sheets and expand to the production of roofing accessories i.e., Colour Coated Roof Sheets, FRP Roof Sheets, Polycarbonate Sheets. Providing roofing solutions to a large number of valuable customers, under one roof. Our key product remains corrugated roofing sheets and allied products as we aim to build a solid reputation as a manufacturing company for roofing solutions.



Our manufacturing facility is situated at Plot #1 Block #1 Mkata, Handeni, Tanzania. Our products are made on automatic and semi - automatic roll forming machines, trapezoid roof sheet machine, Single layers glazed tile making Machine, and many others.

We plan on having an installed capacity to manufacture 500 tons on a monthly basis. However, we will only be able to utilize 50% of the installed capacity within the first year of operation and increase our production year on year.

Management Team



Mr David Hape – CEO

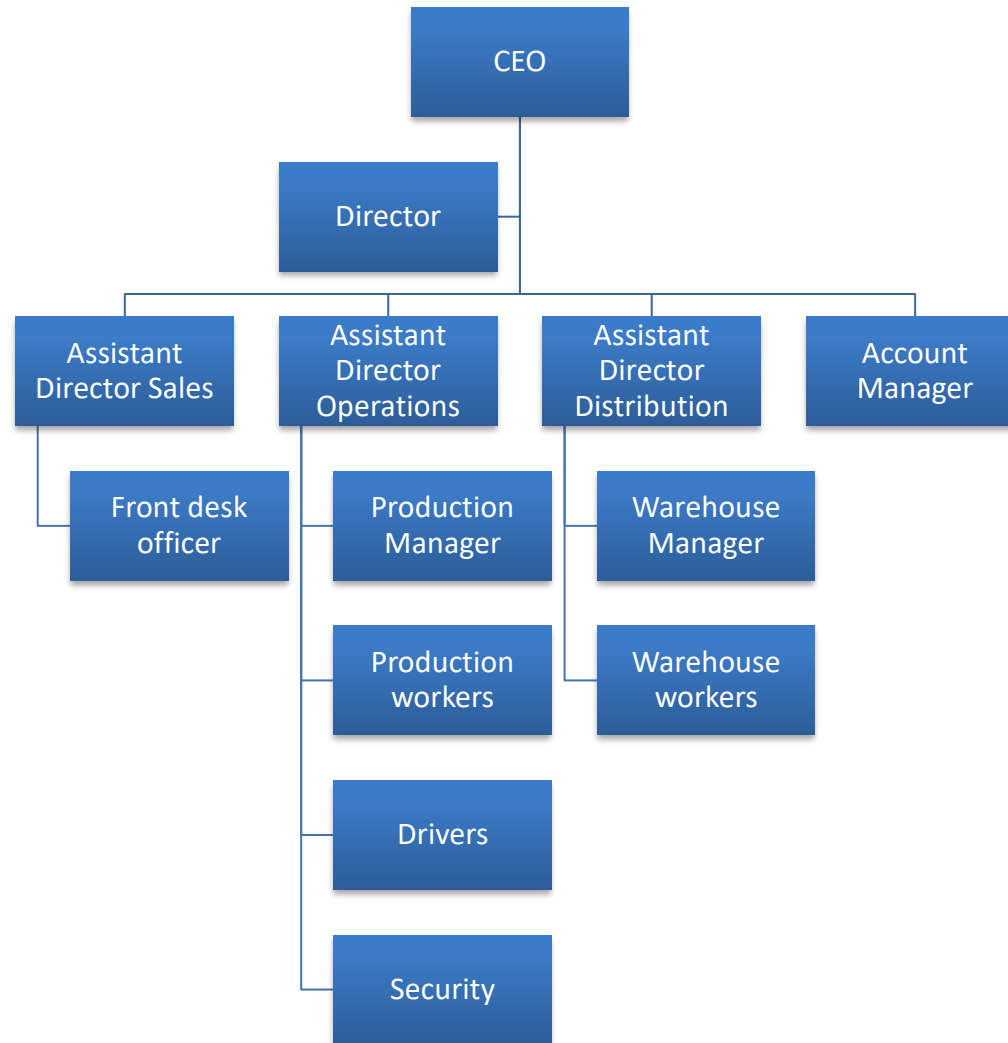
- He is the Chairman & Managing Director of the company.
- He holds a Bachelor's Degree in Engineering
- He is the founder of the company and heads its operation alongside other companies since inception.
- He has more than 10 years of experience in various business activities ranging from engineering, trading, distribution, manufacturing and consulting.
- He is responsible to strategize new business plans with industry trends and consumer preference in mind.

Mr John Magwe – Director

- He holds a bachelor's degree in Arts (English Entire) from Tumaini University
- He is responsible for internal operations and staff support services of the Company.




Management Structure




Milestones

Dec., 2022 - Reached out to a Chinese supplier of machinery for purchase.



Jan., 2023 - Finalized on machinery to be purchased and got quotation.



Jan., 2023 - Working on securing land for operations



Feb., 2023 - Get licensed by the Tanzania Investment Center



Mar., 2023 - Get funding for business and commence operations.

Our Location & Facilities

We plan to purchase a 10,000SQM land at Plot #1 Block #1 Mkata, Handeni. Tanzania to be used for all our operations. We will be constructing a warehouse alongside the manufacturing plant and other units needed for our smooth operation. Some of the machinery at our plant includes:



GLAZED TILE ROOF PANEL ROLL FORMING MACHINE

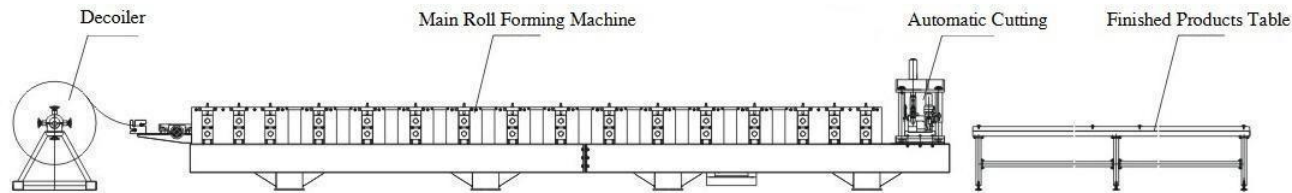
Specifications:

- Single layers glazed tile making Machine.
- Precise Forming
- Reliable Quality
- Professional Service
- CE&ISO Certificates



1. PROCESSING FLOW DIAGRAM

Decoiler → Feeding Material into Machine → Roll Forming Machine → Measure Length → Hydraulic Cutting → Finished Products



2. TECHNICAL PARAMETERS

1	Configurations	Decoiler, Guiding Platform, Main Machine of Roll Forming, Cutting Device, Output table, Electric Motor, Hydraulic Station, PLC Control System
2	Processing Material	Aluminium, PPGI, GI Sheet/Coil
3	Material Thickness	0.2-0.8mm
4	Feeding width	1250mm
5	Number of Roller Station	Sixteen roller stations
6	Roller Material	45# steel with hard chrome plating on the surface of roller
7	Shaft diameter	φ70mm Solid shaft
8	Shaft Material	45# carbon wrought steel
9	Main Motor Power	4kw
10	Production Speed	4-5m/min
11	Control System	PLC computer control famous brand Delta
12	Cutter Material	Cr12 with quenched treatment
13	Voltage	380V, 50Hz, 3 phrases or as required

3. ILLUSTRATION OF EVERY PARTS

Manual Decoiler



1. Material coil inner diameter: 450mm-550 mm
2. Max coil width: 1300mm
3. Carrying capacity: 5000kg

It is used to support the steel coil and uncoil it in a turn able way. Passive uncoil pulled by roll forming system.

Brake system: manual brake, proper resistance can be applied to the rotation of the steel coil to avoid the steel coil falling off due to too fast rotation

Feeding flat



Several stainless-steel rollers with built-in bearings and two groups nylon wheels can protect the paint surface of the coil and make coil enter into roll forming machine smoothly.

Hand wheels on both sides can adjust the feeding width easily.




The front manual cutter can cut off the irregular part at the beginning of the coil and cut the coil when the order quantity is completed to avoid material waste. Different feeding inlet for your choice.

Roller Wheel



Roller shaft, spacer and rollers. Import components of roll forming machine. All shafts have undergone rough machining, rough grinding, finishing, fine grinding processes, the size is more accurate, the hardness is improved by heat treatment, and it is strong and durable. Strong solid steel shaft with key-way, the machine runs more stable. It takes a long time to process and electroplate the forming roller wheel of the equipment, and the antirust effect of the equipment is good.

1. Shaft material: 45# steel with head treatment outer diameter 70mm
2. Roller material: 45#steel
3. Middle plate thickness: 14mm
4. Main motor power: 4kw

	<ol style="list-style-type: none"> 5. Forming speed: 8-15m/min 6. Chains transmission 1 inch 7. Stand: 300# H steel welding 8. Voltage : 380v,50Hz,3 phases etc. 9. Size of machine: About 7500mm×1400mm ×1400mm(L*W*H)
<p>Shearing System</p> 	<ol style="list-style-type: none"> 1. Hydraulic cutting system 2. Advanced Guide Pillar cutter style 3. Blade and mould material: Cr12 with quenched treatment 60-62°C 4. Cutting system: Advanced hydraulic drive, automatic cutting after forming, no distorting and wasting, high level safety factor. <p>The cutting system consists of cutting frame, cutting die, guide device and cutting cylinder.</p>
<p>Control System</p> 	<ol style="list-style-type: none"> 1. Screen: Touching Screen 2. PLC system Delta brand 3. Automatic length measurement 4. Automatic quantity measurement 5. Computer is used to control length and quantity. Machine will automatically cut to length and stop when required quantity is achieved, Portable, control panel and screen installed on the machine frame 6. Length inaccuracy can be amended easily 7. Language: Chinese--English or at requirement
<p>Counter</p>	<p>The use of high-precision counter, counter wheel wear resistance is good</p>



Hydraulic System



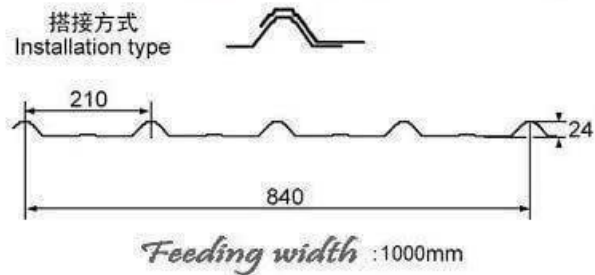
1. Adopt advanced Air-cooling hydraulic system
2. Motor: 4kw
The vane pump has high working pressure, small flow pulsation, stable operation, low noise and long service life.
3. Hydraulic oil: 46#



TRAPEZOID ROOF PANEL ROLL FORMING MACHINE

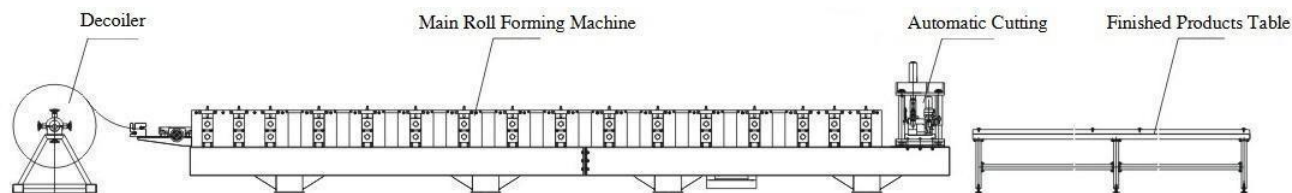
Specifications:

- Single layers glazed tile making Machine.
- Precise Forming
- Reliable Quality
- Professional Service
- CE & ISO Certificates



1. PROCESSING FLOW DIAGRAM

Decoiler → Feeding Material into Machine → Roll Forming Machine → Measure Length → Hydraulic Cutting → Finished Products.









2. TECHNICAL PARAMETERS

1	Configurations	Decoiler, Guiding Platform, Main Machine of Roll Forming, Cutting Device, Output table, Electric Motor, Hydraulic Station, PLC Control System
2	Processing Material	Aluminium, PPGI, GI Sheet/Coil
3	Material Thickness	0.2-0.8mm
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9	Main Motor Power	4kw
10	Production Speed	8--12m/min
11	Control System	PLC computer control famous brand Delta
12	Cutter Material	Cr12 with quenched treatment
13	Voltage	380V, 50Hz, 3 phrases or as required

3. ILLUSTRATION OF EVERY PARTS

Manual Decoiler	<ol style="list-style-type: none"> 1. Material coil inner diameter: 450mm-550 mm 2. Max coil width: 1300mm 3. Carrying capacity: 5000kg
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	<p>It is used to support the steel coil and uncoil it in a turn able way. Passive uncoil pulled by roll forming system. Brake system: manual brake, proper resistance can be applied to the rotation of the steel coil to avoid the steel coil falling off due to too fast rotation</p>
<p>Feeding flat</p> 	<p>Several stainless-steel rollers with built-in bearings and two groups nylon wheels can protect the paint surface of the coil and make coil enter into roll forming machine smoothly. Hand wheels on both sides can adjust the feeding width easily. The front manual cutter can cut off the irregular part at the beginning of the coil and cut the coil when the order quantity is completed to avoid material waste. Different feeding inlet for your choice.</p>
<p>Roller Wheel</p> 	<p>Roller shaft, spacer and rollers. Import components of roll forming machine. All shafts have undergone rough machining, rough grinding, finishing, fine grinding processes, the size is more accurate, the hardness is improved by heat treatment, and it is strong and durable. Strong solid steel shaft with key-way, the machine runs more stable. It takes a long time to process and electroplate the forming roller wheel of the equipment, and the antirust effect of the equipment is good.</p> <ol style="list-style-type: none"> 1. Shaft material: 45# steel with head treatment outer diameter 70mm 2. Roller material: 45#steel 3. Middle plate thickness: 14mm 4. Main motor power: 4kw 5. Forming speed: 8-15m/min

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Hydraulic System



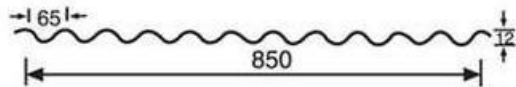
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CORRUGATED ROOF PANEL ROLL FORMING MACHINE

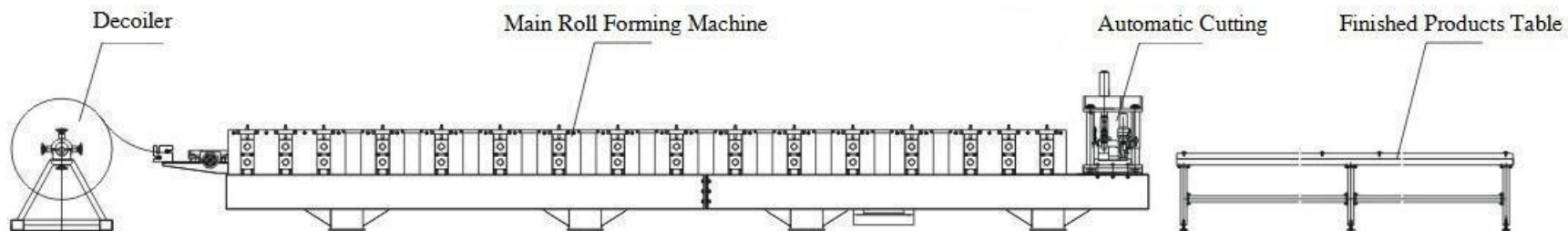
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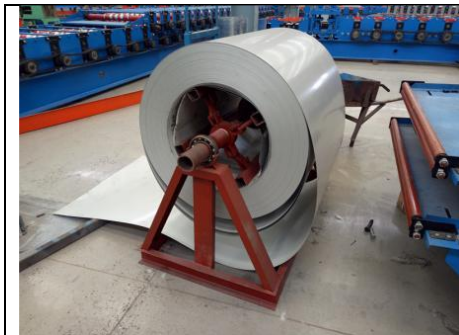


2. TECHNICAL PARAMETERS

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2	Processing Material	Aluminium, PPGI, GI Sheet/Coil
3	Material Thickness	0.2-0.8mm
4	Feeding width	1250mm
5	Number of Roller Station	9 roller stations
6	Roller Material	45# steel with hard chrome plating on the surface of roller
7	Shaft diameter	φ70mm Solid shaft
8	Shaft Material	45# carbon wrought steel
9	Main Motor Power	4kw
10	Production Speed	8--12m/min
11	Control System	PLC computer control famous brand Delta
12	Cutter Material	Cr12 with quenched treatment
13	Voltage	380V, 50Hz, 3 phrases or as required

3. ILLUSTRATION OF EVERY PARTS

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3. Carrying capacity: 5000kg

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Hydraulic System



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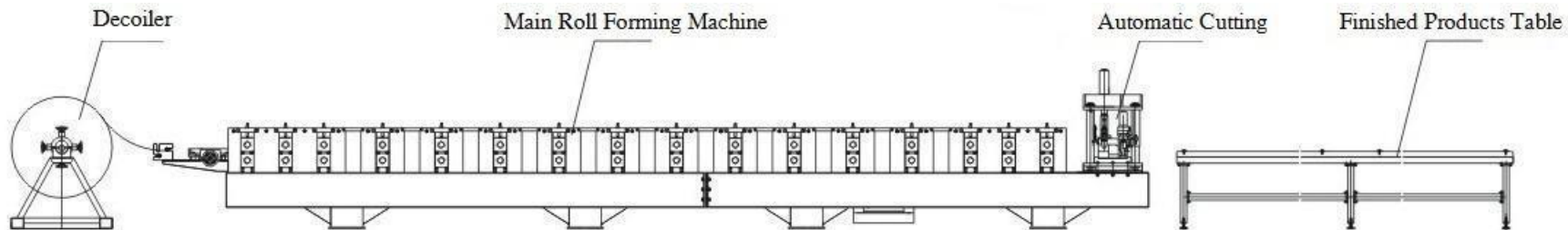
CORRUGATED ROOF PANEL ROLL FORMING MACHINE

Specifications:

- Single layers glazed tile making Machine
- Precise Forming
- Reliable Quality
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Shearing System

1. Hydraulic cutting system
2. Advanced Guide Pillar cutter style
3. Blade and mould material: Cr12 with quenched treatment 60-62°C



4. Cutting system: Advanced hydraulic drive, automatic cutting after forming, no distorting and wasting, high level safety factor.

The cutting system consists of cutting frame, cutting die, guide device and cutting cylinder.

Control System



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Hydraulic System



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3. Hydraulic oil: 46#

Raw Materials

Raw materials for our production are Al – Zn Alloy Coated Steel combination - 55% aluminium; 43.4% zinc & 1.6% silicon.

Features

- Good design & secure fastening system ensure the security and weather tight performance of Coated Steel Roofing during extreme weather conditions.
- Coated Steel Sheet is fire resistant.
- Excellent thermal properties to keep your building cooler in summer and in warmer in winter.
- Galvanised Steel Sheets which are widely used in construction.

Technical Specification

1. Material coil inner diameter: 450mm-550 mm
2. Max coil width: 1300mm
3. Carrying capacity: 5000kg

Manufacturing Process

In the corrugation process sheet metal is pulled off huge rolls and through rolling dies that form the corrugation. After the sheet metal passes through the rollers, it is automatically sheared off at a desired length. The standard shape of corrugated material is the round wavy style, but can be easily modified to a variety of shapes and sizes by simply changing the dies.

Automatic Roll Forming Line consists following parts, while the coil stock is passing through succession contoured rolls the material bends to its desired shape, after final shape is achieved profile straighter gives straightness to outgoing profile.

1. De Coiler (5 Ton)

2. Loop System
3. Entry gauge and Roll Forming machine
4. Cutting unite
5. Run out table
6. Integrated Hydraulic power Pack system
7. P L C control system

Decoiler: Decoiler is provided to load Raw material coil on it's arms & Hold the coil and also generates drag tension in process.

Loop System: Loop System is incorporated in between 2-line equipment's to synchronise line speed or some time to eliminate tension, stretch, on passing material.

Roll Forming Line: Roll forming consists pairs of contoured roll tools. While the coil stock is passing through succession contoured rolls the material bends to its desired shape, after final shape is achieved profile straighter gives straightness to outgoing profile.

Cutting System: Cutting as Stop Forming line Cuts length +/- 4 mm and very hay line speed cuts the blank or profile single word. Press is designed to accept type die or trapping die without slug while cutting.

Integrated Hydraulic Power Pack System: To Supply pressurized fluid to all hyd. actuators at Desired pressure and quantity.

Key Strengths

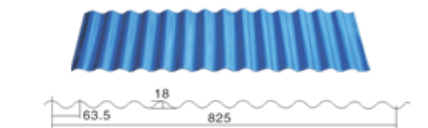


Our Products

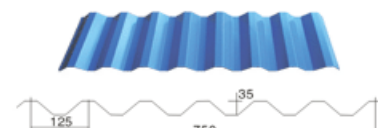
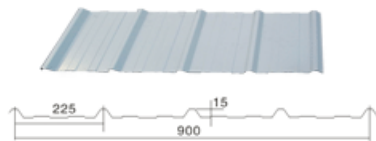
Corrugated sheets are roll formed by roll forming machines, the thickness and colour can be different, these panels are featured with easy installation, high strength, more economic, (low lost). They are widely use as the wall or roof of homes, factory, warehouse, garage, exhibition centre, cinema etc. Other products such as Floor Decking Steel Sheet, C & Z Purlin are also roll formed by roll forming machine,

Corrugated sheet in different models:

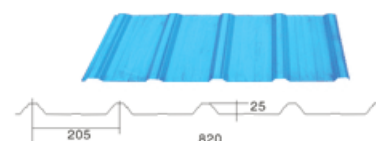
1. Direct overlapped model
2. Screw hidden model
3. Self-locked model



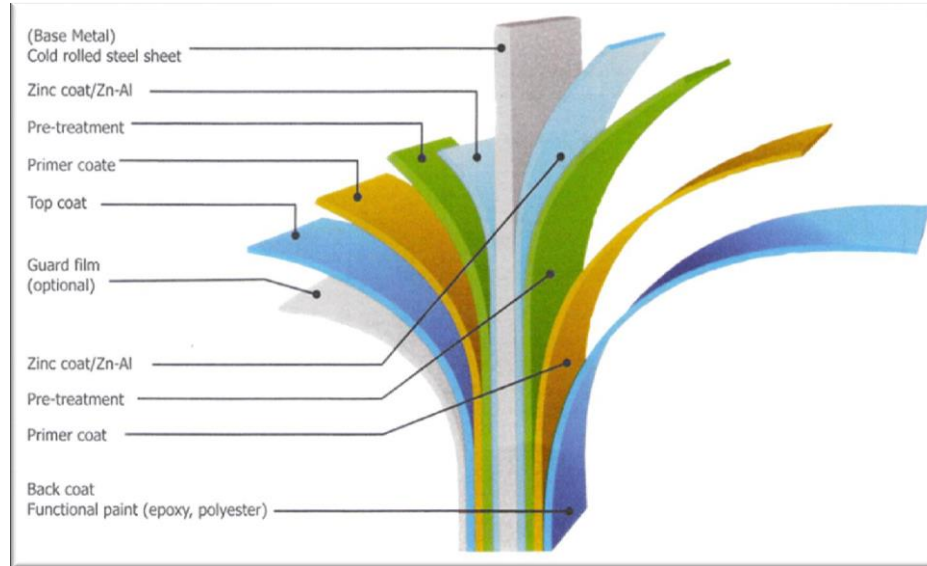
Model	Coil (mm)	Thick-ness	I (cm ² /m)	W ± (cm ² /m)	Usage
WLYX 18-63.5-825	1000	0.25	3.49	1.90	Roof Panel
		0.30	4.19	2.23	
		0.40	5.58	2.97	



Model	Coil (mm)	Thick-ness	I (cm ² /m)	W ± (cm ² /m)	Usage
WLYX 35-125-750	1000	0.40	9.42	4.98	Wall & Roof Panel
		0.60	13.85	7.48	
		0.80	18.83	10.0	



Colour – Coated Roofing Sheets



Colour Coated Roofing Sheets are highly durable roofing sheets which have high quality colour coating throughout the roof or cladding. The thickness of coating depends on the weather conditions and its use. These roofing sheets come with lining enamel which is used as internal lining.

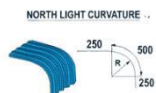
Applications:

1. Residential and Commercial buildings
2. Airport, Railways, Power houses
3. Shopping Malls
4. Barricading
5. Manufacturing Industries
6. Warehouses
7. Cold storages
8. Auditorium

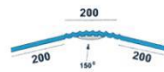
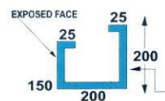
Accessories



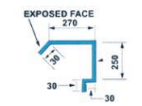
North Light Curvature



Roof Gutter



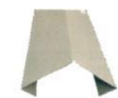
Crimped Ridge



Gable End Flashing



Plain Ridge



Corner Flashing



Market Analysis

Market Summary

The market for roofing sheets is highly dependent on the level and growth of the construction industry in the country, Tanzania in recent years has witnessed growth in the construction industry. This includes both private projects such as residential and commercial real estate as well public projects such as construction of roads, railways, bridges, water systems, telecommunications, and air transport networks to name a few.

There has been a consistent, yearly increase in government spending on infrastructure this past decade which has acted as a stimulant for continued inflows of investments in the construction industry. The infrastructure sector has been the key beneficiary of 2021-22 budget as Tanzania commences the third phase of country's Five-Year Development Plan (FYTDP III).

Projects to be financed by the government under the plan include the construction of the Standard Gauge Railway (included in the TZS 1.19 trillion allocated for railways), construction of Julius Nyerere Hydropower Project (2,115 MW) (included in TZS 2.34 trillion allocated to power projects), strengthening Air Tanzania Company Ltd, and construction of Crude Oil Pipeline Project from Hoima (Uganda) to Chongoleani, Tanga (Tanzania), and the Busisi bridge in Mwanza.

Tanzania's real estate sector contributed 3.1 % to the country's real GDP with USD 1.5 billion in 2019, compared to USD 1.2 billion in 2015, an increase of 25%. The large residential housing market is dominated by individual homebuilders who account for over 70% of the total supply.

Housing demand is increasing by about 200,000 units annually, with the current housing deficit estimated at about 3 million units, according to Tanzania Ministry of Lands, Housing and Human Settlements Development.

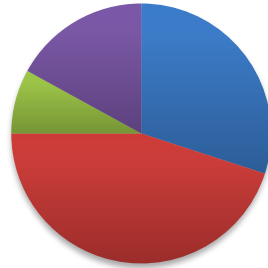
Commercial real estate is also on the rise as the country emerges as a middle-income economy. Dar es Salaam is the main area of office and retail activity with a retail stock of 153,000 sqm. The main premium malls are Mlimani City Mall in Mwenge, Aura Mall in Upanga, and Mkuki Mall in Kisutu.

According to the Bank of Tanzania's (BoT) quarterly economic bulletin, commercial banks' lending to the private sector declined by 2.3% in March 2021, owing to the impact of the COVID-19 outbreak on the demand and supply of various products. Building and construction, trade, agriculture, manufacturing, mining, and quarrying were among the economic activities that saw negative growth rates. Construction credit declined at 11.9%, while commerce credit and farm credit declined at 10.3% and 8.1%, respectively.

Tanzania's heavy investment in building infrastructure has raised its indebtedness in recent years, as more infrastructure projects are being built around the country. Fiscal spending in 2021 was USD 15.7 billion, with donors covering only 8% of the total. From 2021 to 2023, the government anticipates the economy to grow at a rate of 6.3%. Tanzania was promoted from a low-income country to a lower-middle-income country in July 2020, with the government hoping to reach middle-income status by 2030. Tanzania's government is working to develop its infrastructure, energy, and agriculture sectors to grow its economy and expand export opportunities.

Tanzania's industrial construction has played a key role in boosting national self-sufficiency and enhancing the domestic market for agriculture, livestock, fishery, forestry, minerals, and precious raw materials. Industrial construction is critical for job creation, technological transfer, and increased processed goods exports, in addition to enhancing self-sufficiency and boosting the domestic raw materials market. Through the TEMDO initiative, the value chain for several commodities and products has increased over the last decade, particularly for sugar and hemp. The TEMDO project entails the creation of cutting-edge technology for the manufacturing and processing of sugarcane and hemp products.

Target Market



■ Real Estate ■ Construction Companies ■ Individuals ■ Wholesalers

SWOT Analysis

STRENGTHS

- ❖ Competent workforce
- ❖ Vast Industry experience
- ❖ Modern business model and mode of operation
- ❖ Affordability

WEAKNESS

- ❖ Lack of marketing
- ❖ Limited funding
- ❖ New Start-up

OPPORTUNITY

- ❖ Growing construction industry
- ❖ High demand for quality roofing materials and metal sheet
- ❖ Vast application of product across several industries

THREATS

- ❖ Fire outbreak
- ❖ Equipment breakdown
- ❖ Stronger competitor coming into our environment

Marketing Strategy

Marketing is crucial for any industry, and the ours is no exception. Whether a big or small company creating and implementing an effective marketing plan will help to attract new clients, retain the existing ones and maintain relationships with our staff and clients. An effective marketing strategy will play an integral role in increasing revenue, building patient trust, improving online reputation and expanding your reach.

Our marketing strategies include:



Promotional Discounts

We will be offering our customers discounts from time to time. This price discount will enable them cover their bill easily.



Online Presence

We will be setting up social media handle to reach out to larger number people online and establish a strong presence online.



First-timer Treatment

When entering new markets, we will create various promotional materials to capture their attention and entice them to contact us for business.



Constant Promotion

Regular promotion will be done online and offline to catch the attention of potential clients and notify about them about what we offer.

Promotion

The AIDAR model (A - Awareness, I - Interest, D - Desire, A - Action, R - Retention) will be utilized in all our marketing and promotional medium to create awareness of our products to existing and potential customers, get them interested in the products and the company as a whole, create a desire within them for our products, make them take action to patronize us, and retain them as loyal customers through amazing products, pricing, and customer service.

To increase the sales potential of its products, Hape Brothers Group Limited will assure presence and visibility at yearly trade shows. Furthermore, trade exhibitions allow us to see what our rivals are providing and create market and customer networks with both potential customers and other industry representatives. New trends and concepts are frequently introduced during trade exhibits before being incorporated into the industry.

A budget for advertising the company's products in electronic and print media will be granted. Several promotions will be undertaken to publicise the company's operation to gain recognition. Additional promotions will be utilised to establish a positive image and show appreciation to customers.

Sales Plan

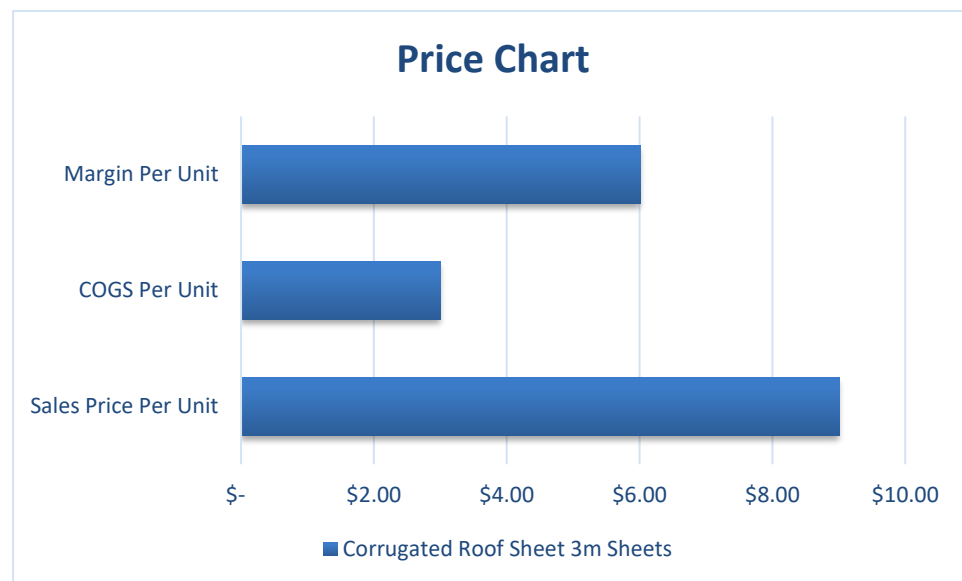
Hape Brothers Group Limited will hire an in-house salesperson with outstanding qualifications and knowledge of sales and marketing. The customer's demands will be prioritised at all times. During the next twelve months, both the CEO and the sales and marketing personnel will be crucial in establishing contact with potential clients.

Sales personnel will be paid a reasonably standard base salary as well as a semi-annual "bonus" based on sales value benchmarks. Sales personnel will be required to provide weekly reports documenting initial interactions and follow-ups. All sales personnel shall present written semi-annual targets by the second and seventh months of each year, and the prior period's actual to budget ratio will be examined at the same time.

Hape Brothers Group Limited sales team will be guided by professionalism in both look and manner. The chief executive officer and sales and marketing manager will have monthly sales meetings to strengthen their understanding of consumer demands, Hape Brothers Group Limited goods, and rivals' products.

Pricing

Our product pricing will be in line with industry standards and we will occasionally offer different price incentives to all our customers as a way of winning them over. Our pricing strategy is designed to allow us to gain a fair market share as early as feasible.



Sales Forecast

We intend to increase our sales margins from the start of the company, which will be accomplished through effective marketing, pricing, product quality, customer service, and networking capacity. With this, we can be certain that customers will be waiting in line, ready to purchase our products.

Through these, we are sure to hit the ground running and drive sales aggressively at all times to meet and even surpass our set sales target of generating enough income/profits from the year of operation and building the business to be a sustainable one.

After extensive sales analysis based on information gathered from existing companies, market surveys, and research we have been able to come up with the following sales forecast. The projection is fully based on information gathered from the market and assumptions concerning the nature of the market and how players operate within it.

Sales Forecast (Year 1)

Product Lines	March	April	May	June	July	August	September	October	November	December	January	February	Annual Totals	Category Breakdown	Category / Total
Corrugated Roof Sheet															
3m Sheets Sold	2,800	2,104	1,962	2,713	2,856	2,337	2,636	2,856	2,443	2,287	2,699	3,141	30,834		100.0%
Total Sales	25,228	18,957	17,678	24,444	25,733	21,056	23,750	25,733	22,011	20,606	24,318	28,300	\$ 277,814.34	100.0%	100.0%
Total COGS	8,400	6,312	5,886	8,139	8,568	7,011	7,908	8,568	7,329	6,861	8,097	9,423	\$ 92,502.00	33.3%	100.0%
Total Margin	16,828	12,645	11,792	16,305	17,165	14,045	15,842	17,165	14,682	13,745	16,221	18,877	\$ 185,312.34	66.7%	100.0%
Total Units Sold	2,800	2,104	1,962	2,713	2,856	2,337	2,636	2,856	2,443	2,287	2,699	3,141	30,834		
Total Sales	\$ 25,228.00	\$ 18,957.04	\$ 17,677.62	\$ 24,444.13	\$ 25,732.56	\$ 21,056.37	\$ 23,750.36	\$ 25,732.56	\$ 22,011.43	\$ 20,605.87	\$ 24,317.99	\$ 28,300.41	\$ 277,814.34		
Total Cost of Goods Sold	\$ 8,400.00	\$ 6,312.00	\$ 5,886.00	\$ 8,139.00	\$ 8,568.00	\$ 7,011.00	\$ 7,908.00	\$ 8,568.00	\$ 7,329.00	\$ 6,861.00	\$ 8,097.00	\$ 9,423.00	\$ 92,502.00		
Total Margin	\$ 16,828.00	\$ 12,645.04	\$ 11,791.62	\$ 16,305.13	\$ 17,164.56	\$ 14,045.37	\$ 15,842.36	\$ 17,164.56	\$ 14,682.43	\$ 13,744.87	\$ 16,220.99	\$ 18,877.41	\$ 185,312.34		

Sales Forecast (Year 2)

Product Lines	Year 1 Totals	March	April	May	June	July	August	September	October	November	December	January	February	Year 2 Totals	Category Breakdown	Category / Total
Corrugated Roof Sheet																
3m Sheets Sold	30834	3,640	2,735	2,551	3,527	3,713	3,038	3,427	3,713	3,176	2,973	3,509	4,083	40,084		100.0%
Total Sales	\$ 277,814.34	\$ 32,796	\$ 24,644	\$ 22,981	\$ 31,777	\$ 33,452	\$ 27,373	\$ 30,875	\$ 33,452	\$ 28,615	\$ 26,788	\$ 31,613	\$ 36,791	\$ 361,158.64	100.0%	100.0%
Total COGS	\$ 92,502.00	\$ 10,920	\$ 8,206	\$ 7,652	\$ 10,581	\$ 11,138	\$ 9,114	\$ 10,280	\$ 11,138	\$ 9,528	\$ 8,919	\$ 10,526	\$ 12,250	\$ 120,252.60	33.3%	100.0%
Total Margin	\$ 185,312.34	\$ 21,876	\$ 16,439	\$ 15,329	\$ 21,197	\$ 22,314	\$ 18,259	\$ 20,595	\$ 22,314	\$ 19,087	\$ 17,868	\$ 21,087	\$ 24,541	\$ 240,906.04	66.7%	100.0%
Total Units Sold	30834	3,640	2,735	2,551	3,527	3,713	3,038	3,427	3,713	3,176	2,973	3,509	4,083	40,084		
Total Sales	\$ 277,814.34	\$ 32,796.40	\$ 24,644.15	\$ 22,980.91	\$ 31,777.37	\$ 33,452.33	\$ 27,373.28	\$ 30,875.47	\$ 33,452.33	\$ 28,614.86	\$ 26,787.63	\$ 31,613.39	\$ 36,790.53	\$ 361,158.64		
Total Cost of Goods Sold	\$ 92,502.00	\$ 10,920.00	\$ 8,205.60	\$ 7,651.80	\$ 10,580.70	\$ 11,138.40	\$ 9,114.30	\$ 10,280.40	\$ 11,138.40	\$ 9,527.70	\$ 8,919.30	\$ 10,526.10	\$ 12,249.90	\$ 120,252.60		
Total Margin	\$ 185,312.34	\$ 21,876.40	\$ 16,438.55	\$ 15,329.11	\$ 21,196.67	\$ 22,313.93	\$ 18,258.98	\$ 20,595.07	\$ 22,313.93	\$ 19,087.16	\$ 17,868.33	\$ 21,087.29	\$ 24,540.63	\$ 240,906.04		

Sales Forecast (Year 3)

March	April	May	June	July	August	September	October	November	December	January	February	Year 3 Totals	Category Breakdown	Category / Total
5,460	4,103	3,826	5,290	5,569	4,557	5,140	5,569	4,764	4,460	5,263	6,125	60,126		100.0%
49,195	36,966	34,471	47,666	50,178	41,060	46,313	50,178	42,922	40,181	47,420	55,186	\$ 541,737.96	100.0%	100.0%
16,380	12,308	11,478	15,871	16,708	13,671	15,421	16,708	14,292	13,379	15,789	18,375	\$ 180,378.90	33.3%	100.0%
32,815	24,658	22,994	31,795	33,471	27,388	30,893	33,471	28,631	26,802	31,631	36,811	\$ 361,359.06	66.7%	100.0%
5,460	4,103	3,826	5,290	5,569	4,557	5,140	5,569	4,764	4,460	5,263	6,125	60,126		
\$ 49,194.60	\$ 36,966.23	\$ 34,471.36	\$ 47,666.05	\$ 50,178.49	\$ 41,059.92	\$ 46,313.20	\$ 50,178.49	\$ 42,922.29	\$ 40,181.45	\$ 47,420.08	\$ 55,185.80	\$ 541,737.96		
\$ 16,380.00	\$ 12,308.40	\$ 11,477.70	\$ 15,871.05	\$ 16,707.60	\$ 13,671.45	\$ 15,420.60	\$ 16,707.60	\$ 14,291.55	\$ 13,378.95	\$ 15,789.15	\$ 18,374.85	\$ 180,378.90		
\$ 32,814.60	\$ 24,657.83	\$ 22,993.66	\$ 31,795.00	\$ 33,470.89	\$ 27,388.47	\$ 30,892.60	\$ 33,470.89	\$ 28,630.74	\$ 26,802.50	\$ 31,630.93	\$ 36,810.95	\$ 361,359.06		

Sales Forecast (Year 4)

March	April	May	June	July	August	September	October	November	December	January	February	Year 4 Totals	Category Breakdown	Category / Total
8,190	6,154	5,739	7,936	8,354	6,836	7,710	8,354	7,146	6,689	7,895	9,187	90,189		100.0%
73,792	55,449	51,707	71,499	75,268	61,590	69,470	75,268	64,383	60,272	71,130	82,779	\$ 812,606.94	100.0%	100.0%
24,570	18,463	17,217	23,807	25,061	20,507	23,131	25,061	21,437	20,068	23,684	27,562	\$ 270,568.35	33.3%	100.0%
49,222	36,987	34,490	47,693	50,206	41,083	46,339	50,206	42,946	40,204	47,446	55,216	\$ 542,038.59	66.7%	100.0%
8,190	6,154	5,739	7,936	8,354	6,836	7,710	8,354	7,146	6,689	7,895	9,187	90,189		
\$ 73,791.90	\$ 55,449.34	\$ 51,707.04	\$ 71,499.08	\$ 75,267.74	\$ 61,589.88	\$ 69,469.80	\$ 75,267.74	\$ 64,383.43	\$ 60,272.17	\$ 71,130.12	\$ 82,778.70	\$ 812,606.94		
\$ 24,570.00	\$ 18,462.60	\$ 17,216.55	\$ 23,806.58	\$ 25,061.40	\$ 20,507.18	\$ 23,130.90	\$ 25,061.40	\$ 21,437.33	\$ 20,068.43	\$ 23,683.73	\$ 27,562.28	\$ 270,568.35		
\$ 49,221.90	\$ 36,986.74	\$ 34,490.49	\$ 47,692.51	\$ 50,206.34	\$ 41,082.71	\$ 46,338.90	\$ 50,206.34	\$ 42,946.11	\$ 40,203.74	\$ 47,446.40	\$ 55,216.42	\$ 542,038.59		

Sales Forecast (Year 5)

March	April	May	June	July	August	September	October	November	December	January	February	Year 5 Totals	Category Breakdown	Category / Total
12,285	9,231	8,608	11,903	12,531	10,254	11,565	12,531	10,719	10,034	11,842	13,781	135,284		100.0%
110,688	83,174	77,561	107,249	112,902	92,385	104,205	112,902	96,575	90,408	106,695	124,168	\$ 1,218,910.42	100.0%	100.0%
36,855	27,694	25,825	35,710	37,592	30,761	34,696	37,592	32,156	30,103	35,526	41,343	\$ 405,852.53	33.3%	100.0%
73,833	55,480	51,736	71,539	75,310	61,624	69,508	75,310	64,419	60,306	71,170	82,825	\$ 813,057.89	66.7%	100.0%
12,285	9,231	8,608	11,903	12,531	10,254	11,565	12,531	10,719	10,034	11,842	13,781	135,284		
\$ 110,687.85	\$ 83,174.01	\$ 77,560.56	\$ 107,248.62	\$ 112,901.61	\$ 92,384.82	\$ 104,204.70	\$ 112,901.61	\$ 96,575.15	\$ 90,408.25	\$ 106,695.18	\$ 124,168.05	\$ 1,218,910.42		
\$ 36,855.00	\$ 27,693.90	\$ 25,824.83	\$ 35,709.86	\$ 37,592.10	\$ 30,760.76	\$ 34,696.35	\$ 37,592.10	\$ 32,155.99	\$ 30,102.64	\$ 35,525.59	\$ 41,343.41	\$ 405,852.53		
\$ 73,832.85	\$ 55,480.11	\$ 51,735.73	\$ 71,538.76	\$ 75,309.51	\$ 61,624.06	\$ 69,508.35	\$ 75,309.51	\$ 64,419.16	\$ 60,305.62	\$ 71,169.59	\$ 82,824.64	\$ 813,057.89		

Operational Expenses & Capitalization

Hape Brothers Group Limited has big ambitions; thus, it will require adequate funding for every element of its business. The CEO is investing a sum of \$25,000 in the business to get the essentials and kick-start the company. We are seeking additional funds to boost our operations; we need an additional \$80,000.00. The management team believes that the funding will be adequate to carry the company through to initial profitability.

We aim to maintain an average profit margin of 70% on all product and gradually grow the production by a minimum volume of 30% year-on-year.

Financial Assumptions

- i. Get essential funding for operation
- ii. 28% of total funding to be used in land purchase and construction
- iii. Increase production by 30% in second year
- iv. Have a total of 24 employees by the end of the fiscal year and have an average salary higher than the minimum wage.
- v. Employees' salaries are reviewed yearly and an average salary increase of 10% is given to qualified employees

Financial Plan (Appendices)

Funding

Fixed Assets	Amount	Depreciation (years)	Notes	
Land	4,288	Not Depreciated	have a 10,000sqm land for all our operation	
Buildings Construction	25,000	20	unit, warehouse, storage units, and other	
Leasehold Improvements	300	5	rent aspects of the facility before operation	
Equipment	39,200	6	purchase of machinery to be used for production	
Furniture and Fixtures	10,000	5	Electrical installation and related costs	
Vehicles	14,500	5	purchase of a forklift to move items around the	
Other	700	4	be setting some funds aside to cover miscellaneous	
Total Fixed Assets	\$ 93,988.16			
Operating Capital	Amount	Notes		
Pre-Opening Salaries and Wages	-	Our construction and equipment cost covers salary and wages		
Prepaid Insurance Premiums	400	We will be getting insurance for the business.		
Inventory	3,000	We intend on stocking up on 5tons of our products.		
Legal and Accounting Fees	200	be consulting a legal practitioner to help direct all legal aspects of the		
Rent Deposits	-			
Utility Deposits	720	Monthly electricity bills and cost of running generator		
Supplies	800	the funds will be used to get necessary inputs to ensure we run smoothly		
Advertising and Promotions	500	for setting up online and offline ads for the business and setting up signage		
Licenses	1,000	For registration at Tanzania investment center		
Other Initial Start-Up Costs	1,250	be used to cover up additional costs to be incurred while setting up the		
Working Capital (Cash On Hand)	3,142	serving some funds for use down the line as the business starts to generate		
Total Operating Capital	\$ 11,011.84			
Total Required Funds	\$ 105,000.00			
Sources of Funding	Percentage	Totals	Loan Rate	Term in Months
Owner's Equity	23.81%	25,000		
Outside Investors	76.19%	80,000		
Additional Loans or Debt				
Commercial Loan	0.00%	-	9.00%	60
Total Sources of Funding	100.00%	\$ 105,000.00	Cell D 42 must equal cell C31	

Payroll

Payroll – Year 1

Employee Types	Number of Owners /Employees	Average Hourly Pay (to 2 decimal places, ex. \$15.23)	Estimated Hrs./Week (per person)	Estimated Pay/Month (Total)
Owner(s)	1	8.65	40	\$ 1,500.00
Full-Time Employees	24	1.68	40	\$ 7,000.00
Part-Time Employees	0	0.00	10	\$ -
Independent Contractors	0	0.00	0	\$ -
Total Salaries and Wages	25	\$ 10.34	90	\$ 8,500.00

Employee Position

Positions	No per Position	Salary per Position per month	Monthly Total	Yearly Salary/staff	Hourly Salary/staff
Assistant Director Sales	1	500	500	6,000	2.88
Assistant Director Marketing	1	500	500	6,000	2.88
Assistant Director Distribution	1	500	500	6,000	2.88
Account Manager	1	300	300	3,600	1.73
Front Desk Officer	1	300	300	3,600	1.73
Warehouse Manager	1	300	300	3,600	1.73
Warehouse worker(s)	3	250	750	9,000	4.33
Production Manager	1	450	450	5,400	2.60
Production Worker(s)	6	300	1800	21,600	10.38
Security	5	200	1000	12,000	5.77
Driver	3	200	600	7,200	3.46
Total	24	\$ 3,800	\$ 7,000	\$ 84,000	\$ 40

Payroll – Year 1 - 5

Employee Types	Year 1 Totals	Growth Rate 1 to 2	Second Year	Growth Rate 2 to 3	Third Year	Growth Rate 3 to 4	Fourth Year	Growth Rate 4-5	Fifth Year
Owner(s)	18,000	10.0%	19,800	10.0%	21,780	10.0%	23,958	10.0%	26,354
Full-Time Employees	84,000	10.0%	92,400	10.0%	101,640	10.0%	111,804	10.0%	122,984
Part-Time Employees	-	10.0%	-	10.0%	-	10.0%	-	10.0%	-
Independent Contractors	-	3.0%	-	3.0%	-	3.0%	-	3.0%	-
Total Salaries and Wages	\$ 102,000.00		\$ 112,200.00		\$ 123,420.00		\$ 135,762.00		\$ 149,338.20

Operational Expenses

Operational Expenses – Year 1

	March	April	May	June	July	August	September	October	November	December	January	February	Annual Totals
Expenses													
Advertising	-	820	820	820	820	820	820	820	820	820	820	820	\$ 9,020.00
Car and Truck Expenses	500	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000.00
Commissions and Fees	540	540	540	540	540	540	540	540	540	540	540	540	\$ 6,480.00
Contract Labor (Not included in payroll)	250	250	250	250	250	250	250	250	250	250	250	250	\$ 3,000.00
Insurance (other than health)	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Legal and Professional Services	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Office Expense	750	750	750	750	750	750	750	750	750	750	750	750	\$ 9,000.00
Rent or Lease -- Vehicles, Machinery, Equipment	-	-	-	-	1,500	-	-	-	1,500	-	-	-	\$ 3,000.00
Rent or Lease -- Other Business Property	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Repairs and Maintenance	-	120	120	120	120	120	120	120	120	120	120	120	\$ 1,320.00
Supplies	-	850	850	850	850	850	850	850	850	850	850	850	\$ 9,350.00
Travel, Meals and Entertainment	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600.00
Utilities	-	800	800	800	800	800	800	800	800	800	800	800	\$ 8,800.00
Miscellaneous	100	100	100	100	100	100	100	100	100	100	100	100	\$ 1,200.00
Total Expenses	\$ 2,440.00	\$ 5,030.00	\$ 5,030.00	\$ 5,030.00	\$ 6,530.00	\$ 5,030.00	\$ 5,030.00	\$ 5,030.00	\$ 6,530.00	\$ 5,030.00	\$ 5,030.00	\$ 5,030.00	\$ 60,770.00
Other Expenses													
Depreciation	1,077	1,077	1,077	1,077	1,077	1,077	1,077	1,077	1,077	1,093	1,093	1,104	\$ 12,978.75
Interest													
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Line of Credit	-	30	30	32	40	40	40	40	40	40	40	40	\$ 412.36
Bad Debt Expense	505	379	354	489	515	421	475	515	440	412	486	566	\$ 5,556.29
Total Other Expenses	\$ 1,581.09	\$ 1,485.22	\$ 1,459.63	\$ 1,597.78	\$ 1,631.29	\$ 1,537.77	\$ 1,591.65	\$ 1,631.29	\$ 1,556.87	\$ 1,545.42	\$ 1,619.67	\$ 1,709.73	\$ 18,947.40
Total Fixed Operating Expenses	\$ 4,021.09	\$ 6,515.22	\$ 6,489.63	\$ 6,627.78	\$ 8,161.29	\$ 6,567.77	\$ 6,621.65	\$ 6,661.29	\$ 8,086.87	\$ 6,575.42	\$ 6,649.67	\$ 6,739.73	\$ 79,717.40

Operational Expenses – Year 1 - 5

Line Item	2023	Growth Rate 1 to 2	2024	Growth Rate 2 to 3	2025	Growth Rate 3 to 4	2026	Growth Rate 2 to 3	2027
Advertising	9,020	15.0%	10,373	15.0%	11,929	15.0%	13,718	15.0%	15,776
Car and Truck Expenses	6,000	3.0%	6,180	3.0%	6,365	3.0%	6,556	3.0%	6,753
Commissions and Fees	6,480	5.0%	6,804	5.0%	7,144	5.0%	7,501	5.0%	7,876
Contract Labor (Not included in payroll)	3,000	3.0%	3,090	3.0%	3,183	3.0%	3,278	3.0%	3,377
Insurance (other than health)	-	10.0%	400	10.0%	440	10.0%	484	10.0%	532
Legal and Professional Services	-	3.0%	-	3.0%	-	3.0%	-	3.0%	-
Licenses	-	5.0%	-	5.0%	-	5.0%	-	5.0%	-
Office Expense	9,000	5.0%	9,450	5.0%	9,923	5.0%	10,419	5.0%	10,940
Rent or Lease -- Vehicles, Machinery, Equipment	3,000	3.0%	3,090	3.0%	3,183	3.0%	3,278	3.0%	3,377
Rent or Lease -- Other Business Property	-	3.0%	-	3.0%	-	3.0%	-	3.0%	-
Repairs and Maintenance	1,320	3.0%	1,360	3.0%	1,400	3.0%	1,442	3.0%	1,486
Supplies	9,350	10.0%	10,285	10.0%	11,314	10.0%	12,445	10.0%	13,689
Travel, Meals and Entertainment	3,600	3.0%	3,708	3.0%	3,819	3.0%	3,934	3.0%	4,052
Utilities	8,800	5.0%	9,240	5.0%	9,702	5.0%	10,187	5.0%	10,696
Miscellaneous	1,200	3.0%	1,236	3.0%	1,273	3.0%	1,311	3.0%	1,351
Total Expenses	\$ 60,770.00		\$ 65,215.60		\$ 69,674.66		\$ 74,554.49		\$ 79,904.48
Other Expenses									
Depreciation	12,979		27,868		71,768		172,814		246,809
Interest									
Commercial Loan	-		-		-		-		-
Commercial Mortgage	-		-		-		-		-
Credit Card Debt	-		-		-		-		-
Vehicle Loans	-		-		-		-		-
Other Bank Debt	-		-		-		-		-
Line of Credit	412		481		481		40		40
Bad Debt Expense	5,556								
Total Other Expenses	\$ 18,947.40		\$ 28,349.68		\$ 72,249.68		\$ 172,854.28		\$ 246,848.61
Total Operating Expenses	\$ 79,717.40		\$ 93,565.28		\$ 141,924.34		\$ 247,408.77		\$ 326,753.09

Cash Flow

Cash Flow – Year 1

	March	April	May	June	July	August	September	October	November	December	January	February	Totals
Beginning Balance	\$ 3,141.84	\$ -	\$ 749.06	\$ -	\$ -	\$ 602.00	\$ 2,997.78	\$ 3,629.71	\$ 5,565.57	\$ 6,540.13	\$ 5,998.50	\$ 6,322.01	
Cash Inflows													
Cash Sales	5,046	3,791	3,536	4,889	5,147	4,211	4,750	5,147	4,402	4,121	4,864	5,660	\$ 55,562.87
Accounts Receivable	-	17,660	15,288	13,891	18,525	19,968	16,798	18,310	19,913	17,467	16,185	18,671	\$ 192,675.43
Total Cash Inflows	\$ 5,045.60	\$ 21,451.01	\$ 18,823.69	\$ 18,779.72	\$ 23,671.61	\$ 24,179.60	\$ 21,548.14	\$ 23,456.27	\$ 24,315.11	\$ 21,587.78	\$ 21,048.62	\$ 24,331.14	\$ 248,238.29
Cash Outflows													
Investing Activities													
New Fixed Asset Purchases	-	-	-	-	-	-	-	-	-	1,200	-	500	\$ 1,700.00
Additional Inventory													\$ -
Cost of Goods Sold	1,680	7,142	6,436	6,379	8,000	8,214	7,346	7,950	8,254	7,359	7,155	8,239	\$ 84,153.90
Operating Activities													
Operating Expenses	2,440	5,030	5,030	5,030	6,530	5,030	5,030	5,030	6,530	5,030	5,030	5,030	\$ 60,770.00
Payroll	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	\$ 102,000.00
Taxes	-	-	-	-	-	-	-	-	16	-	-	253	\$ 269.62
Financing Activities													
Loan Payments	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Owners Distribution													\$ -
Line of Credit Interest		30	30	32	40	40	40	40	40	40	40	40	\$ 412.36
Line of Credit Repayments													\$ -
Dividends Paid													\$ -
Total Cash Outflows	\$ 12,620.00	\$ 20,701.95	\$ 19,995.15	\$ 19,941.57	\$ 23,069.61	\$ 21,783.81	\$ 20,916.21	\$ 21,520.41	\$ 23,340.55	\$ 22,129.41	\$ 20,725.11	\$ 22,562.10	\$ 249,305.88
Net Cash Flows	\$ -7,574.40	\$ 749.06	\$ -1,171.46	\$ -1,161.84	\$ 602.00	\$ 2,395.78	\$ 631.92	\$ 1,935.86	\$ 974.56	\$ -541.63	\$ 323.51	\$ 1,769.05	\$ -1,067.59
Operating Cash Balance	\$ -4,432.56	\$ 749.06	\$ -422.40	\$ -1,161.84	\$ 602.00	\$ 2,997.78	\$ 3,629.71	\$ 5,565.57	\$ 6,540.13	\$ 5,998.50	\$ 6,322.01	\$ 8,091.05	
Line of Credit Drawdown	\$ 4,432.56	\$ -	\$ 422.40	\$ 1,161.84	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,016.80
Ending Cash Balance	\$ -	\$ 749.06	\$ -	\$ -	\$ 602.00	\$ 2,997.78	\$ 3,629.71	\$ 5,565.57	\$ 6,540.13	\$ 5,998.50	\$ 6,322.01	\$ 8,091.05	
Line of Credit Balance	\$ 4,432.56	\$ 4,432.56	\$ 4,854.96	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	

Cash Flow – Year 2

	Year 1 Totals	March	April	May	June	July	August	September	October	November	December	January	February	Year 2 Totals
Beginning Balance		\$ 8,091.05	\$ 11,033.18	\$ 15,173.03	\$ 15,274.85	\$ 15,612.45	\$ 20,203.12	\$ 24,473.24	\$ 27,152.81	\$ 31,527.50	\$ 36,030.70	\$ 38,744.65	\$ 41,023.27	
Cash Inflows														
Cash Sales	\$ 55,562.87	6,559	4,929	4,596	6,355	6,690	5,475	6,175	6,690	5,723	5,358	6,323	7,358	\$ 72,231.73
Accounts Receivable	\$ 192,675.43	21,756	25,222	19,875	18,058	24,083	25,959	21,837	23,803	25,887	22,707	21,041	24,272	\$ 274,497.81
Total Cash Inflows	\$ 248,238.29	\$ 28,315.01	\$ 30,150.34	\$ 24,470.80	\$ 24,413.64	\$ 30,773.10	\$ 31,433.48	\$ 28,012.58	\$ 30,493.16	\$ 31,609.64	\$ 28,064.11	\$ 27,363.21	\$ 31,630.49	\$ 346,729.54
Cash Outflows														
Investing Activities														
New Fixed Asset Purchases	\$ 1,700.00	958	958	958	958	958	958	958	958	958	958	958	958	\$ 11,500.00
Additional Inventory	\$ -													\$ -
Cost of Goods Sold	\$ 84,153.90	9,590	10,227	8,366	8,293	10,399	10,678	9,550	10,335	10,730	9,567	9,302	10,710	\$ 117,748.17
Operating Activities														
Operating Expenses	\$ 60,770.00	5,435	5,435	5,435	5,435	5,435	5,435	5,435	5,435	5,435	5,435	5,435	5,435	\$ 65,215.60
Payroll	\$ 102,000.00	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	\$ 112,200.00
Taxes	\$ 269.62	-	-	220	-	-	702	-	-	593	-	-	579	
Financing Activities														
Loan Payments	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Owners Distribution	\$ -													\$ -
Line of Credit Interest	\$ 412.36	40	40	40	40	40	40	40	40	40	40	40	40	\$ 481.34
Line of Credit Repayments	\$ -													\$ -
Dividends Paid	\$ -													\$ -
Total Cash Outflows	\$ 249,305.88	\$ 25,372.88	\$ 26,010.50	\$ 24,368.97	\$ 24,076.04	\$ 26,182.43	\$ 27,163.35	\$ 25,333.01	\$ 26,118.47	\$ 27,106.44	\$ 25,350.17	\$ 25,084.58	\$ 27,072.10	\$ 307,145.11
Net Cash Flows	\$ -1,067.59	\$ 2,942.13	\$ 4,139.84	\$ 101.83	\$ 337.60	\$ 4,590.67	\$ 4,270.12	\$ 2,679.57	\$ 4,374.69	\$ 4,503.20	\$ 2,713.95	\$ 2,278.63	\$ 4,558.39	\$ 39,584.43
Operating Cash Balance		\$ 11,033.18	\$ 15,173.03	\$ 15,274.85	\$ 15,612.45	\$ 20,203.12	\$ 24,473.24	\$ 27,152.81	\$ 31,527.50	\$ 36,030.70	\$ 38,744.65	\$ 41,023.27	\$ 45,581.66	
Line of Credit Drawdown	\$ 6,016.80	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,016.80
Ending Cash Balance		\$ 11,033.18	\$ 15,173.03	\$ 15,274.85	\$ 15,612.45	\$ 20,203.12	\$ 24,473.24	\$ 27,152.81	\$ 31,527.50	\$ 36,030.70	\$ 38,744.65	\$ 41,023.27	\$ 45,581.66	
Line of Credit Balance		\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	

Cash Flow – Year 3

March	April	May	June	July	August	September	October	November	December	January	February	Year 3 Totals
\$ 45,581.66	\$ 52,751.49	\$ 64,323.52	\$ 69,166.49	\$ 75,299.51	\$ 87,812.13	\$ 98,990.50	\$ 108,636.47	\$ 120,825.12	\$ 132,436.08	\$ 142,133.62	\$ 151,178.18	
9,839	7,393	6,894	9,533	10,036	8,212	9,263	10,036	8,584	8,036	9,484	11,037	\$ 108,347.59
28,282	37,379	29,812	27,087	36,124	38,938	32,756	35,704	38,830	34,060	31,561	36,409	\$ 406,942.77
38,121	44,773	36,706	36,620	46,160	47,150	42,019	45,740	47,414	42,096	41,045	47,446	\$ 515,290.36
1,917	1,917	1,917	1,917	1,917	1,917	1,917	1,917	1,917	1,917	1,917	1,917	\$ 23,000.00
												\$ -
12,904	15,153	12,549	12,439	15,599	16,017	14,325	15,503	16,096	14,351	13,952	16,065	\$ 174,952.64
5,806	5,806	5,806	5,806	5,806	5,806	5,806	5,806	5,806	5,806	5,806	5,806	\$ 69,674.66
10,285	10,285	10,285	10,285	10,285	10,285	10,285	10,285	10,285	10,285	10,285	10,285	\$ 123,420.00
-	-	1,266	-	-	1,907	-	-	1,660	-	-	1,556	\$ 6,388.50
-	-	-	-	-	-	-	-	-	-	-	-	\$ -
												\$ -
40	40	40	40	40	40	40	40	40	40	40	40	\$ 481.34
												\$ -
												\$ -
\$ 30,951.54	\$ 33,200.67	\$ 31,863.24	\$ 30,487.44	\$ 33,647.03	\$ 35,971.84	\$ 32,372.90	\$ 33,551.09	\$ 35,803.49	\$ 32,398.64	\$ 32,000.25	\$ 35,669.02	\$ 397,917.13
\$ 7,169.82	\$ 11,572.04	\$ 4,842.96	\$ 6,133.02	\$ 12,512.62	\$ 11,178.37	\$ 9,645.97	\$ 12,188.65	\$ 11,610.96	\$ 9,697.54	\$ 9,044.56	\$ 11,776.71	\$ 117,373.23
\$ 52,751.49	\$ 64,323.52	\$ 69,166.49	\$ 75,299.51	\$ 87,812.13	\$ 98,990.50	\$ 108,636.47	\$ 120,825.12	\$ 132,436.08	\$ 142,133.62	\$ 151,178.18	\$ 162,954.89	
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 52,751.49	\$ 64,323.52	\$ 69,166.49	\$ 75,299.51	\$ 87,812.13	\$ 98,990.50	\$ 108,636.47	\$ 120,825.12	\$ 132,436.08	\$ 142,133.62	\$ 151,178.18	\$ 162,954.89	
\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	

Cash Flow – Year 4

March	April	May	June	July	August	September	October	November	December	January	February	Year 4 Totals
\$ 162,954.89	\$ 178,256.80	\$ 200,162.04	\$ 211,352.02	\$ 225,098.73	\$ 248,414.84	\$ 269,342.31	\$ 288,358.44	\$ 311,188.59	\$ 332,999.33	\$ 352,092.81	\$ 370,206.83	
14,758	11,090	10,341	14,300	15,054	12,318	13,894	15,054	12,877	12,054	14,226	16,556	\$ 162,521.39
42,424	56,069	44,718	40,631	54,186	58,407	49,134	53,556	58,245	51,090	47,341	54,613	\$ 610,414.15
57,182	67,159	55,059	54,931	69,239	70,725	63,028	68,610	71,122	63,144	61,567	71,169	\$ 772,935.54
4,958	4,958	4,958	4,958	4,958	4,958	4,958	4,958	4,958	4,958	4,958	4,958	\$ 59,500.00
												\$ -
19,355	22,729	18,824	18,659	23,399	24,025	21,487	23,255	24,144	21,526	20,928	24,098	\$ 262,428.95
6,213	6,213	6,213	6,213	6,213	6,213	6,213	6,213	6,213	6,213	6,213	6,213	\$ 74,554.49
11,314	11,314	11,314	11,314	11,314	11,314	11,314	11,314	11,314	11,314	11,314	11,314	\$ 135,762.00
-	-	2,520	-	-	3,248	-	-	2,643	-	-	2,252	\$ 10,663.08
-	-	-	-	-	-	-	-	-	-	-	-	\$ -
												\$ -
40	40	40	40	40	40	40	40	40	40	40	40	\$ 481.34
												\$ -
												\$ -
\$ 41,880.13	\$ 45,253.82	\$ 43,869.32	\$ 41,183.98	\$ 45,923.36	\$ 49,797.85	\$ 44,012.16	\$ 45,779.45	\$ 49,310.96	\$ 44,050.77	\$ 43,453.19	\$ 48,874.87	\$ 543,389.87
\$ 15,301.92	\$ 21,905.24	\$ 11,189.98	\$ 13,746.71	\$ 23,316.11	\$ 20,927.47	\$ 19,016.14	\$ 22,830.15	\$ 21,810.73	\$ 19,093.48	\$ 18,114.02	\$ 22,293.72	\$ 229,545.67
\$ 178,256.80	\$ 200,162.04	\$ 211,352.02	\$ 225,098.73	\$ 248,414.84	\$ 269,342.31	\$ 288,358.44	\$ 311,188.59	\$ 332,999.33	\$ 352,092.81	\$ 370,206.83	\$ 392,500.56	
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 178,256.80	\$ 200,162.04	\$ 211,352.02	\$ 225,098.73	\$ 248,414.84	\$ 269,342.31	\$ 288,358.44	\$ 311,188.59	\$ 332,999.33	\$ 352,092.81	\$ 370,206.83	\$ 392,500.56	
\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	

Cash Flow – Year 5

March	April	May	June	July	August	September	October	November	December	January	February	Year 5 Totals
\$ 392,500.56	\$ 365,747.33	\$ 328,430.79	\$ 291,518.66	\$ 265,121.80	\$ 232,746.48	\$ 189,036.78	\$ 157,788.87	\$ 125,629.41	\$ 82,618.48	\$ 48,553.37	\$ 18,642.01	
22,138	16,635	15,512	21,450	22,580	18,477	20,841	22,580	19,315	18,082	21,339	24,834	\$ 243,782.08
-	-	-	-	-	-	-	-	-	-	-	-	\$ -
22,138	16,635	15,512	21,450	22,580	18,477	20,841	22,580	19,315	18,082	21,339	24,834	\$ 243,782.08
714	714	714	714	714	714	714	714	714	714	714	714	\$ 8,570.00
												\$ -
29,033	34,094	28,236	27,989	35,098	36,038	32,231	34,882	36,215	32,289	31,393	36,147	\$ 393,643.43
6,659	6,659	6,659	6,659	6,659	6,659	6,659	6,659	6,659	6,659	6,659	6,659	\$ 79,904.48
12,445	12,445	12,445	12,445	12,445	12,445	12,445	12,445	12,445	12,445	12,445	12,445	\$ 149,338.20
-	-	4,330	-	-	6,291	-	-	6,253	-	-	6,537	\$ 23,411.04
-	-	-	-	-	-	-	-	-	-	-	-	\$ -
												\$ -
40	40	40	40	40	40	40	40	40	40	40	40	\$ 481.34
												\$ -
												\$ -
\$ 48,890.80	\$ 53,951.34	\$ 52,424.24	\$ 47,846.58	\$ 54,955.64	\$ 62,186.67	\$ 52,088.85	\$ 54,739.78	\$ 62,325.96	\$ 52,146.76	\$ 51,250.40	\$ 62,541.47	\$ 655,348.49
\$ -26,753.23	\$ -37,316.54	\$ -36,912.13	\$ -26,396.85	\$ -32,375.32	\$ -43,709.71	\$ -31,247.91	\$ -32,159.46	\$ -43,010.93	\$ -34,065.11	\$ -29,911.36	\$ -37,707.86	\$ -411,566.41
\$ 365,747.33	\$ 328,430.79	\$ 291,518.66	\$ 265,121.80	\$ 232,746.48	\$ 189,036.78	\$ 157,788.87	\$ 125,629.41	\$ 82,618.48	\$ 48,553.37	\$ 18,642.01	\$ -19,065.85	
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 19,065.85	\$ 19,065.85
\$ 365,747.33	\$ 328,430.79	\$ 291,518.66	\$ 265,121.80	\$ 232,746.48	\$ 189,036.78	\$ 157,788.87	\$ 125,629.41	\$ 82,618.48	\$ 48,553.37	\$ 18,642.01	\$ -	
\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 6,016.80	\$ 25,082.66	

Income Statement
Income Statement – Year 1

	March	April	May	June	July	August	September	October	November	December	January	February	Annual Totals
Revenue													
Corrugated Roof Sheet	25,228	18,957	17,678	24,444	25,733	21,056	23,750	25,733	22,011	20,606	24,318	28,300	\$ 277,814.34
Product 2	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 3	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 4	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 5	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 6	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Total Revenue	\$ 25,228.00	\$ 18,957.04	\$ 17,677.62	\$ 24,444.13	\$ 25,732.56	\$ 21,056.37	\$ 23,750.36	\$ 25,732.56	\$ 22,011.43	\$ 20,605.87	\$ 24,317.99	\$ 28,300.41	\$ 277,814.34
Cost of Goods Sold													
Corrugated Roof Sheet	8,400	6,312	5,886	8,139	8,568	7,011	7,908	8,568	7,329	6,861	8,097	9,423	\$ 92,502.00
Product 2	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 3	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 4	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 5	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Product 6	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Total Cost of Goods Sold	\$ 8,400.00	\$ 6,312.00	\$ 5,886.00	\$ 8,139.00	\$ 8,568.00	\$ 7,011.00	\$ 7,908.00	\$ 8,568.00	\$ 7,329.00	\$ 6,861.00	\$ 8,097.00	\$ 9,423.00	\$ 92,502.00
Gross Margin	\$ 16,828.00	\$ 12,645.04	\$ 11,791.62	\$ 16,305.13	\$ 17,164.56	\$ 14,045.37	\$ 15,842.36	\$ 17,164.56	\$ 14,682.43	\$ 13,744.87	\$ 16,220.99	\$ 18,877.41	\$ 185,312.34
Payroll	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 8,500.00	\$ 102,000.00
Operating Expenses													
Advertising	-	820	820	820	820	820	820	820	820	820	820	820	\$ 9,020.00
Car and Truck Expenses	500	500	500	500	500	500	500	500	500	500	500	500	\$ 6,000.00
Commissions and Fees	540	540	540	540	540	540	540	540	540	540	540	540	\$ 6,480.00
Contract Labor (Not included in payroll)	250	250	250	250	250	250	250	250	250	250	250	250	\$ 3,000.00
Insurance (other than health)	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Legal and Professional Services	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Office Expense	750	750	750	750	750	750	750	750	750	750	750	750	\$ 9,000.00
Rent or Lease -- Vehicles, Machinery, Equipment	-	-	-	-	1,500	-	-	-	1,500	-	-	-	\$ 3,000.00
Rent or Lease -- Other Business Property	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Repairs and Maintenance	-	120	120	120	120	120	120	120	120	120	120	120	\$ 1,320.00
Supplies	-	850	850	850	850	850	850	850	850	850	850	850	\$ 9,350.00
Travel, Meals and Entertainment	300	300	300	300	300	300	300	300	300	300	300	300	\$ 3,600.00
Utilities	-	800	800	800	800	800	800	800	800	800	800	800	\$ 8,800.00
Miscellaneous	100	100	100	100	100	100	100	100	100	100	100	100	\$ 1,200.00
Other Expense 1													
Other Expense 2													
Total Operating Expenses	\$ 2,440.00	\$ 5,030.00	\$ 5,030.00	\$ 5,030.00	\$ 6,530.00	\$ 5,030.00	\$ 5,030.00	\$ 5,030.00	\$ 6,530.00	\$ 5,030.00	\$ 5,030.00	\$ 5,030.00	\$ 60,770.00
Income (Before Other Expenses)	\$ 5,888.00	\$ -884.96	\$ -1,738.38	\$ 2,775.13	\$ 2,134.56	\$ 515.37	\$ 2,312.36	\$ 3,634.56	\$ -347.57	\$ 214.87	\$ 2,690.99	\$ 5,347.41	\$ 22,542.34
Other Expenses													
Amortized Start-up Expenses	81	81	81	81	81	81	81	81	81	81	81	81	\$ 974.00
Depreciation	1,077	1,077	1,077	1,077	1,077	1,077	1,077	1,077	1,077	1,093	1,093	1,104	\$ 12,978.75
Interest													
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	\$ -
Line of Credit	-	30	30	32	40	40	40	40	40	40	40	40	\$ 412.36
Bad Debt Expense	505	379	354	489	515	421	475	515	440	412	486	566	\$ 5,556.29
Total Other Expenses	\$ 1,662.25	\$ 1,566.39	\$ 1,540.80	\$ 1,678.94	\$ 1,712.46	\$ 1,618.93	\$ 1,672.81	\$ 1,712.46	\$ 1,638.04	\$ 1,626.59	\$ 1,700.83	\$ 1,790.90	\$ 19,921.40
Net Income Before Income Tax	\$ 4,225.75	\$ -2,451.35	\$ -3,279.18	\$ 1,096.19	\$ 422.10	\$ -1,103.56	\$ 639.55	\$ 1,922.10	\$ -1,985.61	\$ -1,411.72	\$ 990.16	\$ 3,556.51	\$ 2,620.94
Income Tax	\$ 323.02	\$ -177.76	\$ -145.25	\$ -	\$ 31.45	\$ -31.45	\$ 8.82	\$ 150.25	\$ -142.83	\$ -16.24	\$ -	\$ 269.62	\$ 269.62
Net Profit/Loss	\$ 3,902.73	\$ -2,273.58	\$ -3,133.92	\$ 1,096.19	\$ 390.65	\$ -1,072.11	\$ 630.72	\$ 1,771.86	\$ -1,842.77	\$ -1,395.48	\$ 990.16	\$ 3,286.89	\$ 2,351.32

Income Statement – Year 1-5

Revenue	2023		2024		2025		2026		2027	
Corrugated Roof Sheet	277,814		361,159		541,738		812,607		1,218,910	
Product 2	-		-		-		-		-	
Product 3	-		-		-		-		-	
Product 4	-		-		-		-		-	
Product 5	-		-		-		-		-	
Product 6	-		-		-		-		-	
Total Revenue	\$ 277,814.34	100%	\$ 361,158.64	100%	\$ 541,737.96	100%	\$ 812,606.94	100%	\$ 1,218,910.42	100%
Cost of Goods Sold										
Corrugated Roof Sheet	92,502		120,253		180,379		270,568		405,853	
Total Cost of Goods Sold	92,502	33%	120,253	33%	180,379	33%	270,568	33%	405,853	33%
Gross Margin	185,312	67%	240,906	67%	361,359	67%	542,039	67%	813,058	67%
Payroll	102,000		112,200		123,420		135,762		149,338	
Operating Expenses										
Advertising	9,020		10,373		11,929		13,718		15,776	
Car and Truck Expenses	6,000		6,180		6,365		6,556		6,753	
Commissions and Fees	6,480		6,804		7,144		7,501		7,876	
Contract Labor (Not included in payroll)	3,000		3,090		3,183		3,278		3,377	
Insurance (other than health)	-		400		440		484		532	
Legal and Professional Services	-		-		-		-		-	
Licenses	-		-		-		-		-	
Office Expense	9,000		9,450		9,923		10,419		10,940	
Rent or Lease -- Vehicles, Machinery, Equipment	3,000		3,090		3,183		3,278		3,377	
Rent or Lease -- Other Business Property	-		-		-		-		-	
Repairs and Maintenance	1,320		1,360		1,400		1,442		1,486	
Supplies	9,350		10,285		11,314		12,445		13,689	
Travel, Meals and Entertainment	3,600		3,708		3,819		3,934		4,052	
Utilities	8,800		9,240		9,702		10,187		10,696	
Miscellaneous	1,200		1,236		1,273		1,311		1,351	
Other Expense 1										
Other Expense 2										
Total Operating Expenses	\$ 60,770.00	22%	\$ 65,215.60	18%	\$ 69,674.66	13%	\$ 74,554.49	9%	\$ 79,904.48	7%
Income (Before Other Expenses)	\$ 22,542.34	8%	\$ 63,490.44	18%	\$ 168,264.41	31%	\$ 331,722.10	41%	\$ 583,815.21	48%
Other Expenses										
Amortized Start-up Expenses	974		974		974		974		974	
Depreciation	12,979		27,868		71,768		172,814		246,809	
Interest										
Commercial Loan	-		-		-		-		-	
Commercial Mortgage	-		-		-		-		-	
Credit Card Debt	-		-		-		-		-	
Vehicle Loans	-		-		-		-		-	
Other Bank Debt	-		-		-		-		-	
Line of Credit	412		481		481		481		481	
Bad Debt Expense	5,556		7,223		10,835		16,252		24,378	
Total Other Expenses	\$ 19,921.40	7%	\$ 36,546.85	10%	\$ 84,058.44	16%	\$ 190,521.65	23%	\$ 272,642.05	22%
Net Income Before Income Tax	\$ 2,620.94	1%	\$ 26,943.59	7%	\$ 84,205.97	16%	\$ 141,200.45	17%	\$ 311,173.16	26%
Income Tax	\$ 269.62		\$ 2,093.82		\$ 6,388.50		\$ 10,663.08		\$ 23,411.04	
Net Income/Loss	\$ 2,351.32	1%	\$ 24,849.77	7%	\$ 77,817.47	14%	\$ 130,537.37	16%	\$ 287,762.12	24%

Balance Sheet

ASSETS	2023	2024	2025	2026	2025
Current Assets					
Cash	8,091	45,582	162,955	392,501	-
Accounts Receivable	24,020	31,226	46,839	70,258	1,021,008
Inventory	3,000	3,000	3,000	3,000	3,000
Prepaid Expenses	2,896	2,172	1,448	724	-
Other Initial Costs	1,000	750	500	250	-
Total Current Assets	\$ 39,006.81	\$ 82,729.35	\$ 214,741.42	\$ 466,732.35	\$ 1,024,007.92
Fixed Assets					
Real Estate -- Land	4,288	4,288	4,288	4,288	4,288
Real Estate -- Buildings	25,000	25,000	25,000	25,000	25,000
Leasehold Improvements	300	5,300	11,300	26,300	28,100
Equipment	40,400	43,400	43,400	68,400	69,200
Furniture and Fixtures	10,000	11,000	16,000	26,000	31,000
Vehicles	14,500	16,000	23,000	25,000	25,670
Other	1,200	2,200	7,200	14,700	15,000
Total Fixed Assets	\$ 95,688.16	\$ 107,188.16	\$ 130,188.16	\$ 189,688.16	\$ 198,258.16
(Less Accumulated Depreciation)	\$ 12,978.75	\$ 40,847.08	\$ 112,615.42	\$ 285,429.58	\$ 532,238.08
Total Assets	\$ 121,716.00	\$ 149,070.00	\$ 232,314.00	\$ 370,990.00	\$ 690,027.00
LIABILITIES & EQUITY					
Liabilities					
Accounts Payable	8,348	10,853	16,279	24,418	36,627
Commercial Loan Balance	-	-	-	-	-
Commercial Mortgage Balance	-	-	-	-	-
Credit Card Debt Balance	-	-	-	-	-
Vehicle Loans Balance	-	-	-	-	-
Other Bank Debt Balance	-	-	-	-	-
Line of Credit Balance	6,017	6,017	6,017	6,017	25,083
Total Liabilities	\$ 14,364.90	\$ 16,869.33	\$ 22,295.60	\$ 30,435.00	\$ 61,709.95
Equity					
Common Stock	105,000	105,000	105,000	105,000	105,000
Retained Earnings	2,351	427,201.09	105,019	235,556	523,318
Dividends Dispersed/Owners Draw	-	-	-	-	-
Total Equity	\$ 107,351.32	\$ 132,201.09	\$ 210,018.56	\$ 340,555.93	\$ 628,318.05
Total Liabilities and Equity	\$ 121,716.00	\$ 149,070.00	\$ 232,314.00	\$ 370,990.00	\$ 690,027.00
Balance sheet in or out of balance?	\$ -	\$ -	\$ -	\$ -	\$ -
	Balanced!	Balanced!	Balanced!	Balanced!	Balanced!

Breakeven Analysis

Gross Margin % of Sales	
Gross Margin	\$ 185,312.34
Total Sales	\$ 277,814.34
Gross Margin/Total Sales	66.7%
Total Fixed Expenses	
Payroll	\$ 102,000.00
Operating Expenses	\$ 79,717.40
Operating + Payroll	\$ 181,717.40
Breakeven Sales in Dollars (Annual)	
Gross Margin % of Sales	66.7%
Total Fixed Expenses	\$ 181,717.40
Yearly Breakeven Amount	\$ 272,424.92
Monthly Breakeven Amount	\$ 22,702.08