

## PROJECTION AND FORECAST OF THREE YEARS INCOME AND EXPENSES

Name of Business: \_\_\_\_\_

	Year 1	Year 2	Year 3
Net Sales .....	\$ _____	\$ _____	\$ _____
Cost of Goods Sold.....	_____	_____	_____
Gross Profit .....	\$ _____	\$ _____	\$ _____
<b>Variable Expenses</b>			
Employee Salaries & Tax.....	\$ _____	\$ _____	\$ _____
Sales Tax .....	_____	_____	_____
Supplies .....	_____	_____	_____
Bank/Credit Card Fees .....	_____	_____	_____
_____ .....	_____	_____	_____
Other Variable Expenses .....	_____	_____	_____
Total Variable Expenses.....	\$ _____	\$ _____	\$ _____
<b>Fixed Expenses</b>			
Rent Expense .....	\$ _____	\$ _____	\$ _____
Lease Payments .....	_____	_____	_____
Accounting/Legal.....	_____	_____	_____
Advertising.....	_____	_____	_____
Telephone and Utilities.....	_____	_____	_____
Insurance .....	_____	_____	_____
Personal Property Tax .....	_____	_____	_____
Real Estate Taxes and Licenses .....	_____	_____	_____
Travel & Entertainment .....	_____	_____	_____
Repairs and Maintenance .....	_____	_____	_____
Owner's Draw .....	_____	_____	_____
Depreciation .....	_____	_____	_____
Debt Service (Principal & Interest) .....	_____	_____	_____
Office Expense .....	_____	_____	_____
_____ .....	_____	_____	_____
_____ .....	_____	_____	_____
Other Fixed Expense .....	_____	_____	_____
Total Fixed Expenses .....	\$ _____	\$ _____	\$ _____
Total Expenses.....	\$ _____	\$ _____	\$ _____
Net Profit Before Taxes & Other Income.	\$ _____	\$ _____	\$ _____
Other Income or (Expense) Net .....	\$ _____	\$ _____	\$ _____
Net Profit .....	\$ _____	\$ _____	\$ _____
<b>Fixed Asset Expenditure Above</b>			
Annual Depreciation .....	\$ _____	\$ _____	\$ _____

\_\_\_\_\_  
Signature and Date

Explain assumptions made  
on separate sheet.