

# ESTIMATED PROJECTION AND FORECAST FOR TWO YEARS EARNINGS

(Attach Narrative Explaining Basis for the Figures You are Showing Such as Your Market, Sales, Expenses, and Profit.)

	Year_____	% of Sales	Year_____	% of Sales
<b>Gross Receipts:</b>	_____	_____	_____	_____
<b>Cost of Goods Sold:</b>				
Opening Inventory	_____	_____	_____	_____
Purchases	_____	_____	_____	_____
Freight on Purchases	_____	_____	_____	_____
Direct Labor	_____	_____	_____	_____
Less Ending Inventory	_____	_____	_____	_____
<b>Total Cost of Goods Sold:</b>	_____	_____	_____	_____
<b>Gross Profit</b>	_____	_____	_____	_____
<b>Expenses:</b>				
Officers' Salaries (if corporation)	_____	_____	_____	_____
Employees' Wages	_____	_____	_____	_____
Accounting & Legal Fees	_____	_____	_____	_____
Advertising	_____	_____	_____	_____
Rent	_____	_____	_____	_____
Depreciation	_____	_____	_____	_____
Supplies	_____	_____	_____	_____
Electricity	_____	_____	_____	_____
Telephone	_____	_____	_____	_____
Interest	_____	_____	_____	_____
Repairs	_____	_____	_____	_____
Taxes	_____	_____	_____	_____
Insurance	_____	_____	_____	_____
Bad Debts	_____	_____	_____	_____
*Miscellaneous (Postage, etc)	_____	_____	_____	_____
<b>Total Expenses</b>	_____	_____	_____	_____
Net Profit:	_____	_____	_____	_____
Less Federal Income Taxes	_____	_____	_____	_____
Less State Income Taxes	_____	_____	_____	_____
Net Profit After Taxes	_____	_____	_____	_____
Less Withdrawals	_____	_____	_____	_____
Proprietorship/Partnership	_____	_____	_____	_____
Net Profit Remaining for Loan Payment	_____	_____	_____	_____

\*If sum is large, please itemize.

Signature of Borrower	Title	Date
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