

Business Plan Master v2.7 \*  
 Microsoft Works (DOS) Version \*  
**Proforma Financial Statements** \*  
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My Company  
**CASH FLOW PROJECTIONS**  
 (000s)

	<b>YEAR 1</b>	
	<b>Jan</b>	<b>Feb</b>
	-----	
<b>Sales:</b>		
1st Product or Service	0.00	20.00
2nd Product or Service	0.00	10.00
3rd Product or Service	0.00	5.00
4th Product or Service	0.00	5.00
Total Sales	0.00	40.00
<b>Cash Receipts:</b>		
Month of Shipment	0%	0.00 0.00
First Month	100%	0.00 0.00
Second Month	0%	0.00 0.00
Third Month	0%	0.00 0.00
Fourth Month	0%	0.00 0.00
Total Receipts	0.00	0.00
<b>Cash Expenses:</b>		
Rent	2.50	2.50
Utilities	0.50	0.50
Telephone	0.75	0.75

	Salaries	5.00	5.00
	Payroll	2.00	2.00
	Withholding	2.10	2.10
#1	Inventory	0.00	0.00
	Freight-In	0.00	0.00
#2	Inventory	0.00	0.00
	Freight-In	0.00	0.00
#3	Inventory	3.35	3.35
	Freight-In	0.17	0.17
#4	Inventory	3.35	3.35
	Freight-In	0.17	0.17
	Office Expense	0.50	0.50
	Vehicle Expense	1.00	1.00
	Office Supplies	0.25	0.25
	Postage	0.20	0.20
	Advertising	1.00	1.00
	Professionals	0.00	0.00
	Commissions	0.00	4.00
	Insurance	0.00	0.00
	Travel & Entertainment	0.00	0.00
	Research	0.00	0.00
	Miscellaneous	35.00	0.00
	State Taxes	0.00	0.00
	Federal Taxes	0.00	0.00
	<b>Total Expenses</b>	57.84	26.84
	Net Cash From Operations	-57.84	-26.84
	Beginning Cash	120.00	62.17
	Cash on Hand	62.17	35.33
	Bank Loan Required	0.00	0.00
	Loan Repayment	0.00	0.00
	Ending Cash	62.17	35.33

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CASH FLOW VARIABLES

Beg Cash	120
Mark Up1	100.00%
Mark Up2	100.00%
Mark Up3	33.00%
Mark Up4	33.00%
FrtPct1	0.00%
FrtPct2	0.00%
FrtPct3	5.00%
FrtPct4	5.00%
CommRt	10.00%
Withhold Rate	30.00%
Cash Reserve	10.00

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**Simple Loan Repayment Calculator**

Principal	###
No. of Payments	24
Interest Rate	12.00%
Payment	128.46

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**START UP COSTS**

My Company  
(000's)

Organizational Costs	5.00
Constant Inventory	25.00
Professionals	5.00
Misc.	0.00
Misc.	0.00
Misc.	0.00

TOTAL 35.00

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ASSET WORKSHEET  
(000's)  
My Company

Fixed Assets

Equipment	10.00
Automotive, trucks	15.00
Buildings	25.00
Fixtures	5.00
Machinery	12.00
Leasehold improvements	15.00
Start Up Costs	35.00
Miscellaneous #2	0.00
Miscellaneous #3	0.00

**Total Fixed Assets**

Intangible Assets

Goodwill	5.00
Other	0.00

**Total Intangible Assets**

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**INCOME STATEMENT**

(000's)  
My Company

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>
<b>Revenue:</b>			
Gross Sales:	440.00	480.00	480.00
Less returns, discounts	0.00	0.00	0.00
<b>Net Sales</b>	<b>440.00</b>	<b>480.00</b>	<b>480.00</b>
<b>Cost of Goods Sold:</b>			
Beginning inventory	25.00	32.04	32.04
Purchases	80.40	80.40	73.70
Freight	4.02	4.02	3.69
Total goods available	109.42	116.46	109.42
Ending inventory	32.04	32.04	25.00
Total Cost of Goods Sold	77.39	84.42	84.42
<b>Gross Profit</b>	<b>362.62</b>	<b>395.58</b>	<b>395.58</b>
<b>Operating Expenses:</b>			
<b>Selling Expenses</b>			
Advertising	12.00	12.00	12.00
Commissions	44.00	48.00	48.00
Travel & Entertainment	0.00	0.00	0.00
Total	56.00	60.00	60.00
<b>Administrative</b>			
Salaries	60.00	60.00	60.00
Payroll	24.00	24.00	24.00
Withholding	25.20	25.20	25.20
Insurance	0.00	0.00	0.00
Total	109.20	109.20	109.20
<b>General</b>			
Rent	30.00	30.00	30.00
Utilities	6.00	6.00	6.00
Telephone	9.00	9.00	9.00
Office Expenses	6.00	6.00	6.00
Vehicle Expenses	12.00	12.00	12.00

Office Supplies	3.00	3.00	3.00
Postage	2.40	2.40	2.40
Professionals	0.00	0.00	0.00
Research	0.00	0.00	0.00
Misc.	35.00	0.00	0.00
Total	103.40	68.40	68.40
<b>Total Operating Expenses</b>	<b>268.60</b>	<b>237.60</b>	<b>237.60</b>
Total Operating Income	94.02	157.98	157.98
State Taxes	0.00	0.00	0.00
Pretax Income	94.02	157.98	157.98
Federal Taxes	0.00	0.00	0.00
<b>Net Income</b>	<b>94.02</b>	<b>157.98</b>	<b>157.98</b>

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### BALANCE SHEET

(000's)

My Company

Year 1 Year 2 Year 3

#### ASSETS

Cash	166.98	324.96	590.39
Accounts Receivable	40.00	40.00	40.00
Notes Receivable	0.00	0.00	0.00
Inventory	32.04	32.04	25.00
Total Current Assets	239.02	397.00	655.39
Total Fixed Assets	82.00	82.00	82.00
Less: accum. deprec.	0.00	0.00	0.00
Net Fixed assets	82.00	82.00	82.00
Intangible Assets	5.00	5.00	5.00

**Total Assets** 326.02 484.00 742.39

**LIABILITIES**

Accounts payable	0.00	0.00	0.00
Bank notes	0.00	0.00	0.00
Notes payable	0.00	0.00	0.00
CPLTD	0.00	0.00	0.00
Total Current Liabilities	0.00	0.00	0.00
Total non-current liabilities	0.00	0.00	0.00
<b>Total Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

**NET WORTH**

Paid in Capital	120.00	120.00	120.00
Retained Earnings	94.02	252.00	409.98
Additional Value	112.00	112.00	212.41
<b>Total Net Worth</b>	<b>326.02</b>	<b>484.00</b>	<b>742.39</b>

**TOTAL LIABILITIES & NET WORTH** 326.02 484.00 742.39

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**RATIO ANALYSIS**

My Company

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>
Current Ratio	#N/A	#N/A	#N/A
Acid Ratio	#N/A	#N/A	#N/A
Debt Ratio	#N/A	#N/A	#N/A
TIE			

Inventory Turnover	149.03	136.61	106.61
Average Collection Period	32.73	30.00	30.00
Total Asset Turnover	1.35	0.99	0.65
Gross Margin	82.41%	82.41%	82.41%
Net Margin	21.37%	32.91%	32.91%
Return on Assets	28.84%	32.64%	21.28%
Return on Equity	28.84%	32.64%	21.28%
Off. Comp./Sales	13.64%	12.50%	12.50%

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**Dun & Bradstreet  
Industry Norms**

	Year1	
	\$	%
CASH	166.98	51.2
ACCOUNTS RECEIVABLE	40.00	12.3
NOTES RECEIVABLE	0.00	0.0
INVENTORY	32.04	9.8
OTHER CURRENT		0.0
TOTAL CURRENT	239.02	73.3
FIXED ASSETS	82.00	25.2
OTHER NON-CURRENT	5.00	1.5
TOTAL ASSETS	326.02	100.0
ACCOUNTS PAYABLE	0.00	0.0
BANK LOANS	0.00	0.0



NOTES PAYABLE	0.00	0.0
OTHER CURRENT	0.00	0.0
TOTAL CURRENT	0.00	0.0
OTHER LONG TERM	0.00	0.0
DEFERRED CREDITS		
NET WORTH	326.02	100.0
TOTAL LIAB&NET WORTH	326.02	100.0
NET SALES	440.00	100.0
GROSS PROFIT	362.62	82.4
NET PROFIT AFTER TAX	94.02	21.4
WORKING CAPITAL	239.02	54.3

RATIOS

SOLVENCY

QUICK RATIO (TIMES)	#N/A
CURRENT RATIO (TIMES)	#N/A
CURR LIAB TO NW (%)	0.00%
CURR LIAB TO INV (%)	0.00%
TOTAL LIAB TO NW (%)	0.00%
FIXED ASSETS TO NW (%)	25.15%

EFFICIENCY

COLL PERIOD (DAYS)	33.18
SALES TO INV (TIMES)	13.73
ASSETS TO SALES (%)	74.09%
SALES TO NWC (TIMES)	1.84
ACCTS PAY TO SALES (%)	0.00%

PROFITABILITY

RETURN ON SALES (%)	21.37%
RETURN ON ASSETS (%)	28.84%
RETURN ON NW (%)	28.84%

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**Year 1 Year 2**

ASSETS		
Cash & Equivalents	51.2	67.1
Trade Receivables - (net)	12.3	8.3
Inventory	9.8	6.6
All Other Current	0.0	0.0
Total Current	73.3	82.0
Fixed Assets (net)	0.0	0.0
All Other Non-Current	1.5	1.0
Total	100.0	100.0
LIABILITIES		
Notes-Payable-Short Term	0.0	0.0
Cur. Mat.-L/T/D	0.0	0.0
Trade Payables	0.0	0.0
Income Taxes-Payable	0.0	0.0
All Other Current	0.0	0.0
Total Current	0.0	0.0
Long Term Debt	0.0	0.0
Deferred Taxes	0.0	0.0
All Other Non-Current	0.0	0.0
Total Liabilities & Net Worth	100.0	100.0
INCOME DATA		
Net Sales	100.0	100.0
Gross Profit	82.4	82.4
Operating Expenses	61.0	49.5
Operating Profit	21.4	32.9
All Other Expenses (net)	0.0	0.0
Profit Before Taxes	21.4	32.9
RATIOS		
Current	#N/A	#N/A
Quick	#N/A	#N/A
Sales/Receivables	11.00	12.00
Cost of Sales/Inventory	4.16	4.51
Cost of Sales/Payables	#N/A	#N/A

Sales/Working Capital	1.84	1.21
EBIT/Interest	0.00	0.00
Net Profit + Depr., Dep., Amort./Cur. Mat. L/T/D	0.00	0.00
Fixed/Worth	0.25	0.17
Debt/Worth	0.00	0.00
% Profit Before Taxes/ Tangible Net Worth	28.84%	32.64%
% Profit Before Taxes/ Total Assets	28.84%	32.64%
Sales/Net Fixed Assets	#N/A	#N/A
Sales/Total Assets	1.35	0.99
% Depr., Dep., Amort/Sales	0.00%	0.00%
% Officer's Comp./Sales	13.64%	12.50%

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### STOCK ANAL!

My Comp

No. of Shares	100,000	
		Year 1
Earnings		94,015
EPS		0.94
Outside Investors	30.00%	
Initial Investment	30,000	28,205
Initial Price	1.00	

Value of Investment

30000.00

97,805

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**RANGE NAMES & LOCATIONS**

ASSET WORKSHEET	A122:E145
BALANCE SHEET	A216:G260
Beg Cash	B83:B83
CASH FLOW	A12:AL78
Cash Reser	B94:B94
CommRt	B92:B92
D & B	A291:I349
Fed Tax	N161:N161
FrtPct1	B88:B88
FrtPct2	B89:B89
FrtPct3	B90:B90
FrtPct4	B91:B91
INCOME STATEMEN	A150:G211
Mark Up1	B84:B84
Mark Up2	B85:B85
Mark Up3	B86:B86
Mark Up4	B87:B87
RATIO ANALYSIS	A264:G285
Returns	N159:N159
RMA	A355:E404
START UP COSTS	A106:D117
State Tax	N160:N160
STOCK ANALYSIS	A410:F430
VARIABLES	A83:B94
Withhold R	B93:B93
Withhold R	B93:B93



5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
2.10	2.10	2.10	2.10	2.10	2.10	2.10	2.10	2.10
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35
0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17
3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35
0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17
0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
0.20	0.20	0.20	0.20	0.20	0.20	0.20	0.20	0.20
1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
26.84	26.84	26.84	26.84	26.84	26.84	26.84	26.84	26.84
13.17	13.17	13.17	13.17	13.17	13.17	13.17	13.17	13.17
35.33	48.50	61.66	74.83	87.99	101.16	114.32	127.49	140.65
48.50	61.66	74.83	87.99	101.16	114.32	127.49	140.65	153.82
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
48.50	61.66	74.83	87.99	101.16	114.32	127.49	140.65	153.82

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82.00

5.00

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Percent Change

\* \*  
\*



Yr1-Yr2 Yr2-Yr3

9.09% 0.00%  
#N/A #N/A

**9.09% 0.00%**

28.14% 0.00%  
0.00% -8.33%  
0.00% -8.33%  
6.43% -6.04%  
0.00% ###  
9.09% 0.00%

**9.09% 0.00%**

0.00% 0.00%  
9.09% 0.00%  
#N/A #N/A  
7.14% 0.00%

0.00% 0.00%  
0.00% 0.00%  
0.00% 0.00%  
#N/A #N/A  
0.00% 0.00%

0.00% 0.00%  
0.00% 0.00%  
0.00% 0.00%  
0.00% 0.00%  
0.00% 0.00%

\* **State**  
\*  
\* Returns  
\* State T  
\* Fed Tax  
\*  
\* \*

0.00% 0.00%  
0.00% 0.00%  
#N/A #N/A  
#N/A #N/A  
### #N/A  
### 0.00%

**### 0.00%**

68.04% 0.00%  
#N/A #N/A

68.04% 0.00%  
#N/A #N/A

**68.04% 0.00%**

\*\*\*\*\*

Percent Change  
Yr1-Yr2 Yr2-Yr3

% %  
94.61% 81.68%  
0.00% 0.00%  
#N/A #N/A  
0.00% ###

66.10% 65.09%

0.00% 0.00%  
0.00% 0.00%

**48.46% 53.39%**

#N/A #N/A

#N/A #N/A

#N/A #N/A

#N/A #N/A

#N/A #N/A

#N/A #N/A

**#N/A #N/A**

### 62.69%

0.00% 89.65%

**48.46% 53.39%**

**48.46% 53.39%**

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Percent Change  
Yr1-Yr2Yr2-Yr3

#N/A #N/A

#N/A #N/A

#N/A #N/A

-8.33% ###

-8.33% 0.00%  
### ###

0.00% 0.00%  
54.03% 0.00%  
13.19% ###  
13.19% ###

-8.33% 0.00%

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Year2		Year3	
\$	%	\$	%
324.96	67.1	590.39	79.5
40.00	8.3	40.00	5.4
0.00	0.0	0.00	0.0
32.04	6.6	25.00	3.4
	0.0		0.0
397.00	82.0	655.39	88.3
82.00	16.9	82.00	11.0
5.00	1.0	5.00	0.7
484.00	100.0	742.39	100.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0

0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
0.00	0.0	0.00	0.0
484.00	100.0	742.39	100.0
484.00	100.0	742.39	100.0
480.00	100.0	480.00	100.0
395.58	82.4	395.58	82.4
157.98	32.9	157.98	32.9
397.00	82.7	655.39	136.5

#N/A	#N/A
#N/A	#N/A
0.00%	0.00%
0.00%	0.00%
0.00%	0.00%
16.94%	11.05%

30.42	30.42
14.98	19.20
###	###
8.84	1.21
0.00%	0.00%

32.91%	32.91%
32.64%	21.28%
32.64%	21.28%

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**Year 3**

79.5  
5.4  
3.4  
0.0  
88.3  
0.0  
0.7  
100.0

0.0  
0.0  
0.0  
0.0  
0.0  
0.0  
0.0  
0.0  
0.0  
0.0  
100.0

100.0  
82.4  
49.5  
32.9  
0.0  
32.9

#N/A  
#N/A  
12.00  
5.78  
#N/A

0.73  
0.00

0.00  
0.11  
0.00

21.28%

21.28%  
#N/A  
0.65  
0.00%  
12.50%

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**YSIS**

any

Year 2 Year 3

### ##

1.58 1.58

47,394 47,394

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**YEAR 2**

**Dec      Jan      Feb      Mar      Apr      May      Jun      Jul      Aug**

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20.00   20.00   20.00   20.00   20.00   20.00   20.00   20.00   20.00

10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00

5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00

5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00

0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00

0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00

0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00

0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00

2.50    2.50    2.50    2.50    2.50    2.50    2.50    2.50    2.50

0.50    0.50    0.50    0.50    0.50    0.50    0.50    0.50    0.50

0.75    0.75    0.75    0.75    0.75    0.75    0.75    0.75    0.75

5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
2.10	2.10	2.10	2.10	2.10	2.10	2.10	2.10	2.10
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35
0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17
3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35
0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17
0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
0.20	0.20	0.20	0.20	0.20	0.20	0.20	0.20	0.20
1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

26.84 26.84 26.84 26.84 26.84 26.84 26.84 26.84 26.84

13.17 13.17 13.17 13.17 13.17 13.17 13.17 13.17 13.17

153.82 166.98 180.15 193.31 206.48 219.64 232.81 245.97 259.14

166.98 180.15 193.31 206.48 219.64 232.81 245.97 259.14 272.30

0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00

0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00

166.98 180.15 193.31 206.48 219.64 232.81 245.97 259.14 272.30

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## ent Variables

0.00%

5.00%

30.00%

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**YEAR 3**

**Sep      Oct      Nov      Dec      Jan      Feb      Mar      Apr      May**

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20.00   20.00   20.00   20.00   20.00   20.00   20.00   20.00   20.00

10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00   10.00

5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00

5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00    5.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00

0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00

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0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00

2.50    2.50    2.50    2.50    2.50    2.50    2.50    2.50    2.50

0.50    0.50    0.50    0.50    0.50    0.50    0.50    0.50    0.50

0.75    0.75    0.75    0.75    0.75    0.75    0.75    0.75    0.75

5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00	5.00
2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
2.10	2.10	2.10	2.10	2.10	2.10	2.10	2.10	2.10
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35
0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17
3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35	3.35
0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17	0.17
0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25	0.25
0.20	0.20	0.20	0.20	0.20	0.20	0.20	0.20	0.20
1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

26.84 26.84 26.84 26.84 26.84 26.84 26.84 26.84 26.84

13.17 13.17 13.17 13.17 13.17 13.17 13.17 13.17 13.17

272.30 285.47 298.63 311.80 324.96 338.13 351.29 364.46 377.62

285.47 298.63 311.80 324.96 338.13 351.29 364.46 377.62 390.79

0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00

0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00

285.47 298.63 311.80 324.96 338.13 351.29 364.46 377.62 390.79

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**Jun      Jul      Aug      Sep      Oct      Nov      Dec**

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20.00   20.00   20.00   20.00   20.00   20.00   20.00  
10.00   10.00   10.00   10.00   10.00   10.00   10.00  
5.00    5.00    5.00    5.00    5.00    5.00    5.00  
5.00    5.00    5.00    5.00    5.00    5.00    5.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00

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40.00   40.00   40.00   40.00   40.00   40.00   40.00   40.00  
0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00  
0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00  
0.00    0.00    0.00    0.00    0.00    0.00    0.00    0.00

40.00   40.00   40.00   40.00   40.00   40.00   40.00

2.50    2.50    2.50    2.50    2.50    2.50    2.50  
0.50    0.50    0.50    0.50    0.50    0.50    0.50  
0.75    0.75    0.75    0.75    0.75    0.75    0.75

5.00	5.00	5.00	5.00	5.00	5.00	5.00
2.00	2.00	2.00	2.00	2.00	2.00	2.00
2.10	2.10	2.10	2.10	2.10	2.10	2.10
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
3.35	3.35	3.35	3.35	3.35	3.35	0.00
0.17	0.17	0.17	0.17	0.17	0.17	0.00
3.35	3.35	3.35	3.35	3.35	3.35	0.00
0.17	0.17	0.17	0.17	0.17	0.17	0.00
0.50	0.50	0.50	0.50	0.50	0.50	0.50
1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.25	0.25	0.25	0.25	0.25	0.25	0.25
0.20	0.20	0.20	0.20	0.20	0.20	0.20
1.00	1.00	1.00	1.00	1.00	1.00	1.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
4.00	4.00	4.00	4.00	4.00	4.00	4.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00

26.84 26.84 26.84 26.84 26.84 26.84 19.80

13.17 13.17 13.17 13.17 53.67 53.67 39.60

390.79 403.95 417.12 430.28 443.45 497.12 550.79

403.95 417.12 430.28 443.45 497.12 550.79 590.39

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403.95 417.12 430.28 443.45 497.12 550.79 590.39

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0.00	0.00	0.00
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