

Youngry LLC

**Required Start-Up Funds for a New Business or
Opening Balance Sheet for an Existing Business**

Required Start-Up Funds	Amount	Totals	Depreciation	Notes
Fixed Assets				
Real Estate+Land	\$ -			
Buildings	-		20.00 years	
Leasehold Improvements	-		7.00 years	
Equipment	10,000		7.00 years	
Furniture and Fixtures	2,000		5.00 years	
Vehicles	-		5.00 years	
Other Fixed Assets	-		5.00 years	
Total Fixed Assets		12,000		

Operating Capital	Amount	Totals
Pre-Opening Salaries and Wages	10,000	
Prepaid Insurance Premiums	-	
Inventory	20,000	
Legal and Accounting Fees	1,500	
Rent Deposits	-	
Utility Deposits	-	
Supplies	1,000	
Advertising and Promotions	50,000	
Licenses	2,500	
Other Initial Start-Up Costs	-	
Working Capital (Cash On Hand)	-	
Total Operating Capital		85,000

Total Required Funds \$ 97,000

For existing businesses = Cash+Ppd Exp+A/R-A/P-Accrd Exp See Note below#

Sources of Funding	Amount	Totals	Loan Rate	Term in Months	Monthly Payments
Owner's Equity	0.00%	-			
Outside Investors	100.00%	1,000,000			
Additional Loans or Debt					
Commercial Loan	0.00%	-	7.00%	84.00	\$0.00

Commercial Mortgage	0.00%	-	8.00%	240.00	\$0.00
Credit Card Debt	0.00%	-	7.00%	60.00	\$0.00
Vehicle Loans	0.00%	-	6.00%	48.00	\$0.00
Other Bank Debt	0.00%	-	5.00%	36.00	\$0.00
Total Sources of Funding	100.00%	\$ 1,000,000			\$0.00
A line of credit is also required in the amount of		\$	179,630		

Note#: For existing businesses, this should be the "bucket" of cash plus receivables that will be turned into cash or payables paid out in cash in the near term (i.e. in the first month of the plan)

Youngry LLC
Fixed Operating Expenses

	Monthly	Year One	Year Two	Year Three	Notes
Fixed Operating Expenses					
Percent Change		20.00%	20.00%		
Expenses	\$				
Advertising	25,000	300,000	360,000	432,000	
Car and Truck Expenses	-	-	-	-	
Bank & Merchant Fees	-	-	-	-	
Contract Labor	5,000	60,000	72,000	86,400	
Conferences & Seminars	-	-	-	-	
Customer Discounts and Refunds	-	-	-	-	
Dues and Subscriptions	1,000	12,000	14,400	17,280	
Miscellaneous	-	-	-	-	
Insurance (Liability and Property)	1,000	12,000	14,400	17,280	
Licenses/Fees/Permits	500	6,000	7,200	8,640	
Legal and Professional Fees	500	6,000	7,200	8,640	
Office Expenses & Supplies	500	6,000	7,200	8,640	
Postage and Delivery	5,000	60,000	72,000	86,400	
Rent (on business property)	-	-	-	-	
Rent of Vehicles and Equipment	-	-	-	-	
Sales & Marketing	10,000	120,000	144,000	172,800	
Taxes-Other	-	-	-	-	
Telephone and Communications	500	6,000	7,200	8,640	
Travel	1,000	12,000	14,400	17,280	
Utilities	-	-	-	-	
Total Expenses	50,000	600,000	720,000	864,000	
Other Expenses					
Depreciation	152	1,829	1,829	1,829	
Interest	-	-	-	-	
Commercial Loan	-	-	-	-	
Commercial Mortgage	-	-	-	-	
Line of Credit	945	11,344	-	-	
Credit Card Debt	-	-	-	-	
Vehicle Loans	-	-	-	-	
Other Bank Debt	-	-	-	-	

Total Other Expenses	1,098	13,173	1,829	1,829
Total Fixed Operating Expenses	<u>51,098</u>	<u>613,173</u>	<u>721,829</u>	<u>865,829</u>

Variable Costs	<u>94,874</u>	
Gross Margin	537,622	
Overhead Expenses	<u>175,132</u>	
Profit	<u>362,490</u>	57.31%
Breakeven Sales Revenue \$	206,037.18	
Breakeven Sales Units	25,787	

Youngry LLC
Projected Sales Forecast - Page 2

Products and Services **Assumptions**

Product/Service C

Price Per Unit	\$	100.00%
Variable Cost Per Unit	\$	0.00%
Gross Margin Per Unit	\$	0.00%
Projected Unit Sales	-	
Seasonality Factor		
Year One		
Year Two Growth	10.00%	
Year Three Growth	10.00%	
Overhead Exp Allocation	16.67%	

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Price Per Unit	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Variable Cost Per Unit	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Margin Per Unit	-	-	-	-	-	-	-	-	-	-	-	-	-
Projected Unit Sales	-	-	-	-	-	-	-	-	-	-	-	-	-
Seasonality Factor	-	-	-	-	-	-	-	-	-	-	-	-	-
Year One	-	-	-	-	-	-	-	-	-	-	-	-	-
Year Two Growth	-	-	-	-	-	-	-	-	-	-	-	-	-
Year Three Growth	-	-	-	-	-	-	-	-	-	-	-	-	-
Overhead Exp Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-

Projected Revenue	\$	-
Variable Costs	-	-
Gross Margin		175,132
Overhead Expenses		(175,132)
Profit		

Projected Revenue	\$	-	0.00%
Variable Costs	-	-	0.00%
Gross Margin		175,132	0.00%
Overhead Expenses		(175,132)	0.00%
Profit			0.00%

Breakeven Sales Revenue \$ -
 Breakeven Sales Units -

Product/Service D

Price Per Unit	\$	100.00%
Variable Cost Per Unit	\$	0.00%
Gross Margin Per Unit	\$	0.00%
Projected Unit Sales	-	
Seasonality Factor		
Year One		
Year Two Growth	10.00%	
Year Three Growth	10.00%	
Overhead Exp Allocation	16.67%	

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Price Per Unit	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Variable Cost Per Unit	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Margin Per Unit	-	-	-	-	-	-	-	-	-	-	-	-	-
Projected Unit Sales	-	-	-	-	-	-	-	-	-	-	-	-	-
Seasonality Factor	-	-	-	-	-	-	-	-	-	-	-	-	-
Year One	-	-	-	-	-	-	-	-	-	-	-	-	-
Year Two Growth	-	-	-	-	-	-	-	-	-	-	-	-	-
Year Three Growth	-	-	-	-	-	-	-	-	-	-	-	-	-
Overhead Exp Allocation	-	-	-	-	-	-	-	-	-	-	-	-	-

Projected Revenue \$ -

Variable Costs	-	
Gross Margin	-	
Overhead Expenses	175,132	
Profit	(175,132)	0.00%
Breakeven Sales Revenue	\$ -	
Breakeven Sales Units	-	

Youngry LLC Cash Receipts and Disbursements

Accounts Receivable Collections

Percent of Collections	100.00%
0 to 30 days	0.00%
31 to 60 days	0.00%
More than 60 days	0.00%
Total Collections Percentage	100.00%

Accounts Payable Disbursements

Number of Days to Pay Suppliers	100.00%
0 to 30 days	0.00%
31 to 60 days	0.00%
More than 60 days	0.00%
Total Disbursements Percentage	100.00%

Line of Credit Assumptions

Desired Minimum Cash Balance	\$ -
Line of Credit Interest Rate	8.00%

Income Tax Assumptions

Effective Income Tax Rate	20.00%
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Amortization of Start-Up Expenses

Amortization Period in Years	3.00
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Youngry LLC
 Projected Income Statement - Year One

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Sales & Marketing	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Taxes-Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone and Communications	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Travel	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Fixed Business Expenses	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	600,000
Other Expenses													
Amortized Start-up Expenses	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	21,667
Depreciation	152	152	152	152	152	152	152	152	152	152	152	152	1,829
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit	-	346	648	897	1,081	1,187	1,198	1,198	1,198	1,198	1,198	1,198	11,344
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Expenses	1,958	2,304	2,606	2,855	3,039	3,145	3,155	3,155	3,155	4,479	25,253	33,817	63,549
Net Income	(53,850)	(47,281)	(39,285)	(29,576)	(17,810)	(3,577)	13,620	34,269	59,047	84,302	99,208	133,462	232,530

Youngry LLC
 Projected Cash Flow Statement - Year One

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Beginning Cash Balance	-	-	-	-	-	-	-	15,578	51,804	112,809	203,548	329,968	1,819,516
Cash Inflows													
Income from Sales	45,970	55,164	66,197	79,436	95,323	114,388	137,266	164,719	197,663	237,195	284,634	341,561	1,819,516
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Inflows	45,970	55,164	66,197	79,436	95,323	114,388	137,266	164,719	197,663	237,195	284,634	341,561	1,819,516
Cash Outflows													
Investing Activities													
New Fixed Assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventory Addition to Bal.Shea	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales	11,394	13,673	16,407	19,689	23,627	28,352	34,022	40,827	48,992	58,791	70,549	84,658	450,980
Operating Activities													
Salaries and Wages	36,468	36,468	36,468	36,468	36,468	36,468	36,468	36,468	36,468	36,468	36,468	36,468	437,617
Fixed Business Expenses	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	600,000
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	63,549
Financing Activities													
Loan Payments	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Interest	-	346	648	897	1,081	1,187	1,198	1,198	1,198	1,198	1,198	1,198	11,344
Line of Credit Repayments	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	97,862	100,487	103,524	107,054	111,176	116,007	121,688	128,492	136,658	146,456	158,214	168,214	1,563,490
Cash Flow	(51,892)	(45,323)	(37,327)	(27,618)	(15,852)	(1,619)	15,578	36,226	61,005	90,739	126,420	105,688	256,025
Operating Cash Balance	(51,892)	(45,323)	(37,327)	(27,618)	(15,852)	(1,619)	15,578	51,804	112,809	203,548	329,968	435,656	
Line of Credit Drawdowns	51,892	45,323	37,327	27,618	15,852	1,619	-	-	-	-	-	-	179,630
Ending Cash Balance	-	-	-	-	-	-	15,578	51,804	112,809	203,548	329,968	435,656	

Youngry LLC
Balance Sheet - Year One

	<u>Base Period</u>	<u>End of Year One</u>
Assets		
Current Assets		
Cash	-	435,696
Accounts Receivable	-	-
Inventory	20,000	20,000
Prepaid Expenses	65,000	43,333
Other Current	-	-
Total Current Assets	<u>85,000</u>	<u>498,989</u>
Fixed Assets		
Real Estate-Land	-	-
Buildings	-	-
Leasehold Improvements	-	-
Equipment	10,000	10,000
Furniture and Fixtures	2,000	2,000
Vehicles	-	-
Other Fixed Assets	-	-
Total Fixed Assets	<u>12,000</u>	<u>12,000</u>
Less: Accumulated Depreciation	-	1,829
Total Assets	<u><u>97,000</u></u>	<u><u>509,160</u></u>
Liabilities and Owner's Equity		
Liabilities		
Accounts Payable	-	(0)
Loan Payable	-	-
Mortgage Payable	-	-
Credit Card Debt	-	-
Vehicle Loans	-	-

**Youngry LLC
Balance Sheet - Year One**

	<u>Base Period</u>	<u>End of Year One</u>
Other Bank Debt	-	-
Line of Credit Balance	-	179,630
Total Liabilities	-	179,630
Owner's Equity		
Common Stock	1,000,000	1,000,000
Retained Earnings	-	232,530
Dividends Dispersed	-	-
Total Owner's Equity	1,000,000	1,232,530
Total Liabilities and Owner's Equity	1,000,000	1,412,160
	Does Not Balance	Does Not Balance

**Youngry LLC
Year End Summary**

	Year One	%	Year Two	%	Year Three	%
Income						
Product/Service - Apparel & Swag	1,187,019		1,424,423		1,709,308	
Product/Service E-Books	632,496		695,746		765,321	
	-		-		-	
Total Income	1,819,516	100.00%	2,120,169	100.00%	2,474,628	100.00%
Cost of Sales						
Product/Service - Apparel & Swag	356,106		427,327		512,792	
Product/Service E-Books	94,874		104,362		114,798	
	-		-		-	
Total Cost of Sales	450,980	24.79%	531,689	25.08%	627,590	25.36%
Gross Margin	1,368,535	75.21%	1,588,480	74.92%	1,847,038	74.64%
Total Salary and Wages	437,617	24.05%	524,650	24.75%	629,091	25.42%
Fixed Business Expenses						
Advertising	300,000		360,000		432,000	
Car and Truck Expenses	-		-		-	
Bank & Merchant Fees	-		-		-	
Contract Labor	60,000		72,000		86,400	
Conferences & Seminars	-		-		-	
Customer Discounts and Refunds	-		-		-	
Dues and Subscriptions	12,000		14,400		17,280	
Miscellaneous	-		-		-	
Insurance (Liability and Property)	12,000		14,400		17,280	
Licenses/Fees/Permits	6,000		7,200		8,640	
Legal and Professional Fees	6,000		7,200		8,640	
Office Expenses & Supplies	6,000		7,200		8,640	
Postage and Delivery	60,000		72,000		86,400	

Youngry LLC
Year End Summary

	Year One	%	Year Two	%	Year Three	%
Rent (on business property)	-		-		-	
Rent of Vehicles and Equipment	-		-		-	
Sales & Marketing	120,000		144,000		172,800	
Taxes-Other	-		-		-	
Telephone and Communications	6,000		7,200		8,640	
Travel	12,000		14,400		17,280	
Utilities	-		-		-	
Total Fixed Business Expenses	600,000	32.98%	720,000	33.96%	864,000	34.91%
Operating Income (before Other Expenses) [EBITDA]	330,918	18.19%	343,830	16.22%	353,947	14.30%
Other Expenses						
Amortized Start-up Expenses	21,667		21,667		21,667	
Depreciation	1,829		1,829		1,829	
Interest	-		-		-	
Commercial Loan	-		-		-	
Commercial Mortgage	-		-		-	
Line of Credit	11,344		14,370		14,370	
Credit Card Debt	-		-		-	
Vehicle Loans	-		-		-	
Other Bank Debt	-		-		-	
Taxes	63,549		65,526		67,550	
Total Other Expenses	98,388	5.41%	103,392	4.88%	105,415	4.26%
Net Income	232,530	12.78%	240,438	11.34%	248,532	10.04%

Youngry LLC
 Projected Income Statement - Year Two

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Sales & Marketing	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,000
Taxes-Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone and Communications	600	600	600	600	600	600	600	600	600	600	600	600	7,200
Travel	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400
Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Fixed Business Expenses	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	720,000
Other Expenses													
Amortized Start-up Expenses	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	21,667
Depreciation	152	152	152	152	152	152	152	152	152	152	152	152	1,829
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	14,370
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Other Expenses	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	65,526
Net Income	(66,743)	(58,717)	(49,085)	(37,527)	(23,657)	(7,013)	12,960	36,927	65,688	100,201	114,714	152,690	240,438

Youngry LLC
 Projected Cash Flow Statement - Year Two

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	
Beginning Cash Balance	435,656	370,870	314,111	266,984	231,415	209,717	204,662	219,579	258,464	326,110	428,269	571,843	699,589	1,856,236
Cash Inflows														
Income from Sales	53,566	64,279	77,135	92,562	111,074	133,289	159,947	191,937	230,324	276,389	331,667	398,000	398,000	2,120,169
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Inflows	53,566	64,279	77,135	92,562	111,074	133,289	159,947	191,937	230,324	276,389	331,667	398,000	398,000	2,120,169
Cash Outflows														
Investing Activities														
New Fixed Assets Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventory Addition to Bal. She	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales	13,433	16,120	19,344	23,212	27,865	33,426	40,111	48,133	57,760	69,312	83,174	99,809	99,809	531,689
Operating Activities														
Salaries and Wages	43,721	43,721	43,721	43,721	43,721	43,721	43,721	43,721	43,721	43,721	43,721	43,721	43,721	524,650
Fixed Business Expenses	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	60,000	720,000
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-	65,526
Financing Activities														
Loan Payments	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Interest	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	14,370
Line of Credit Repayments	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	118,352	121,038	124,262	128,131	132,773	138,344	145,029	153,052	162,678	174,230	188,093	270,254	270,254	1,856,236
Cash Flow	(64,786)	(56,759)	(47,127)	(35,569)	(21,699)	(5,055)	14,918	38,885	67,646	102,159	143,574	127,746	127,746	263,933
Operating Cash Balance	370,870	314,111	266,984	231,415	209,717	204,662	219,579	258,464	326,110	428,269	571,843	699,589	699,589	1,856,236
Line of Credit Drawdowns	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Balance	370,870	314,111	266,984	231,415	209,717	204,662	219,579	258,464	326,110	428,269	571,843	699,589	699,589	1,856,236

Youngry LLC
Balance Sheet - Year Two

	<u>End of Year One</u>	<u>End of Year Two</u>
Assets		
Current Assets		
Cash	435,656	699,589
Accounts Receivable	-	-
Inventory	20,000	20,000
Prepaid Expenses	43,333	21,667
Other Current	-	-
Total Current Assets	<u>498,989</u>	<u>741,256</u>
Fixed Assets		
Real Estate-Land	-	-
Buildings	-	-
Leasehold Improvements	-	-
Equipment	10,000	10,000
Furniture and Fixtures	2,000	2,000
Vehicles	-	-
Other Fixed Assets	-	-
Total Fixed Assets	<u>12,000</u>	<u>12,000</u>
Less: Accumulated Depreciation	1,829	3,657
Total Assets	<u><u>509,160</u></u>	<u><u>749,598</u></u>
Liabilities and Owner's Equity		
Liabilities		
Accounts Payable	-	-
Notes Payable	-	-
Mortgage Payable	-	-
Credit Card Debt	-	-
Vehicle Loans	-	-
	(0)	-

**Youngry LLC
Balance Sheet - Year Two**

	<u>End of Year One</u>	<u>End of Year Two</u>
Other Bank Debt	-	-
Line of Credit Balance	179,630	179,630
Total Liabilities	<u>179,630</u>	<u>179,630</u>
Owner's Equity		
Common Stock	1,000,000	1,000,000
Retained Earnings	232,530	472,968
Dividends Dispersed	-	-
Total Owner's Equity	<u>1,232,530</u>	<u>1,472,968</u>
Total Liabilities and Owner's Equity	<u><u>1,412,160</u></u>	<u><u>1,652,598</u></u>
	Does Not Balance	Does Not Balance

Youngry LLC
 Projected Income Statement - Year Three

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	14,400	172,800
Sales & Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes-Other	720	720	720	720	720	720	720	720	720	720	720	720	8,640
Telephone and Communications	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	1,440	17,280
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-
Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Fixed Business Expenses	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	864,000
Other Expenses													
Amortized Start-up Expenses	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	1,806	21,667
Depreciation	152	152	152	152	152	152	152	152	152	152	152	152	1,829
Interest	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Commercial Mortgage	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	14,370
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	23,359
Total Other Expenses	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	3,155	44,191	67,550
Net Income	(80,914)	(71,581)	(60,382)	(46,942)	(30,814)	(11,461)	11,762	39,631	73,073	113,203	138,001	174,957	248,532

Youngry LLC
 Projected Cash Flow Statement - Year Three

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Beginning Cash Balance	699,589	620,633	551,009	492,586	447,602	418,745	409,242	422,962	464,550	539,581	654,742	818,060	818,060
Cash Inflows													
Income from Sales	62,521	75,026	90,031	108,037	129,644	155,573	186,688	224,025	268,831	322,597	387,116	464,539	2,474,628
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Inflows	62,521	75,026	90,031	108,037	129,644	155,573	186,688	224,025	268,831	322,597	387,116	464,539	2,474,628
Cash Outflows													
Investing Activities													
New Fixed Assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Inventory Addition to Bal.Sheet	-	-	-	-	-	-	-	-	-	-	-	-	-
Cost of Sales	15,856	19,027	22,833	27,399	32,879	39,455	47,346	56,815	68,178	81,814	98,176	117,812	627,590
Operating Activities													
Salaries and Wages	52,424	52,424	52,424	52,424	52,424	52,424	52,424	52,424	52,424	52,424	52,424	52,424	629,091
Fixed Business Expenses	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	72,000	864,000
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	67,550
Financing Activities													
Loan Payments	-	-	-	-	-	-	-	-	-	-	-	-	-
Line of Credit Interest	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	1,198	14,370
Line of Credit Repayments	-	-	-	-	-	-	-	-	-	-	-	-	-
Dividends Paid	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Cash Outflows	141,478	144,649	148,454	153,021	158,501	165,077	172,968	182,437	193,800	207,435	223,798	310,983	2,202,601
Cash Flow	(78,956)	(69,623)	(58,424)	(44,984)	(28,856)	(9,503)	13,720	41,589	75,031	115,161	163,318	153,556	272,027
Operating Cash Balance	620,633	551,009	492,586	447,602	418,745	409,242	422,962	464,550	539,581	654,742	818,060	971,616	971,616
Line of Credit Drawdowns	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Cash Balance	620,633	551,009	492,586	447,602	418,745	409,242	422,962	464,550	539,581	654,742	818,060	971,616	971,616

Youngry LLC
Balance Sheet - Year Three

	<u>End of Year Two</u>	<u>End of Year Three</u>
Assets		
Current Assets		
Cash	699,589	971,616
Accounts Receivable	-	-
Inventory	20,000	20,000
Prepaid Expenses	21,667	(0)
Other Current	-	-
Total Current Assets	<u>741,256</u>	<u>991,616</u>
Fixed Assets		
Real Estate-Land	-	-
Buildings	-	-
Leasehold Improvements	-	-
Equipment	10,000	10,000
Furniture and Fixtures	2,000	2,000
Vehicles	-	-
Other Fixed Assets	-	-
Total Fixed Assets	<u>12,000</u>	<u>12,000</u>
Less: Accumulated Depreciation	3,657	5,486
Total Assets	<u><u>749,598</u></u>	<u><u>998,130</u></u>
Liabilities and Owner's Equity		
Liabilities		
Accounts Payable	-	-
Notes Payable	-	-
Mortgage Payable	-	-
Credit Card Debt	-	-
Vehicle Loans	-	-

**Youngry LLC
Balance Sheet - Year Three**

	<u>End of Year Two</u>	<u>End of Year Three</u>
Other Bank Debt	-	-
Line of Credit Balance	179,630	179,630
Total Liabilities	<u>179,630</u>	<u>179,630</u>
Owner's Equity		
Common Stock	1,000,000	1,000,000
Retained Earnings	472,968	721,500
Dividends Dispersed	-	-
Total Owner's Equity	<u>1,472,968</u>	<u>1,721,500</u>
Total Liabilities and Owner's Equity	<u><u>1,652,598</u></u>	<u><u>1,901,130</u></u>
	Does Not Balance	Does Not Balance

Youngry LLC
Financial Ratios

Ratio	Year One	Year Two	Year Three	RMA Industry Norms
Liquidity				
Current Ratio	2.8	4.1	5.5	
Quick Ratio	2.4	3.9	5.4	
Safety				
Debt to Equity Ratio	0.1	0.1	0.1	
Debt to Coverage Ratio	1.3	1.3	1.4	
Profitability				
Sales Growth	0.0%	16.5%	16.7%	
COGS to Sales	24.8%	25.1%	25.4%	
Gross Profit Margin	75.2%	74.9%	74.6%	
SG&A to Sales	57.0%	58.7%	60.3%	
Net Profit Margin	12.8%	11.3%	10.0%	
Return on Equity	18.9%	16.3%	14.4%	
Return on Assets	45.7%	32.1%	24.9%	
Owner's Compensation to Sales	6.6%	6.8%	7.0%	
Efficiency				
Days in Receivables	0.0	0.0	0.0	
Accounts Receivable Turnover	0.0	0.0	0.0	
Days in Inventory	16.0	13.5	11.5	
Inventory Turnover	22.5	26.6	31.4	
Sales to Total Assets	3.6	2.8	2.5	

Youngry LLC

Breakeven Analysis

Breakeven Analysis		Dollars	Percent
Annual Sales Revenue	\$ 1,819,516	100.00%	
Cost of Sales	450,980	24.79%	
Gross Margin	1,368,535	75.21%	
Salaries and Wages	437,617		
Fixed Operating Expenses	613,173		
Total Fixed Business Expenses	1,050,790		
Breakeven Sales Calculation	1,050,790		
	75.21%		
Breakeven Sales in Dollars	\$ 1,397,062		

Interest
Principal
Loan Balance

- - - - -
- - - - -
- - - - -

Other Bank Debt

Principal Amount \$ -
Interest Rate 5.00%
Loan Term in Months 36.00
Monthly Payment Amou \$0.00

Year One

Interest
Principal
Loan Balance

- - - - -
- - - - -
- - - - -

Year Two

Interest
Principal
Loan Balance

- - - - -
- - - - -
- - - - -

Year Three

Interest
Principal
Loan Balance

- - - - -
- - - - -
- - - - -

Youngry LLC Financial Diagnostics

This sheet performs a few tests on your numbers to see if they seem within certain reasonable ranges. Remember, no computer can tell whether your projections are truly well-constructed, only a human can do that. But these tests can at least look for values that are critically out of range.

Financial Diagnostics	Value	Findings
General Financing Assumptions		
Owner's Cash Injection into the Business	0.0%	Owner's injection might be too low in relation to the amount of money r
Cash Request as Percent of Total Required Funds	0.0%	Cash request seems reasonable with respect to total request
Loan Assumptions		
Commercial Loan Interest rate	7.0%	Interest rate seems reasonable
Commercial Loan Term in Months	84	Loan term seems within range for this type of loan
Commercial Mortgage Interest rate	8.0%	Interest rate seems reasonable
Commercial Mortgage Term in Months	240	Loan term seems within range for this type of loan
Loan Payments as a Percent of Projected Sales	0.0%	Calculated loan payments as a percent of sales seem reasonable
Income Statement		
Gross Margin as a Percent of Sales	75.2%	Gross margin percentage seems reasonable
Owner's Compensation Lower Limit Check	\$ 120,000	An owner's compensation amount has been established
Owner's Compensation Upper Limit Check	51.6%	Owner's compensation seems reasonable
Advertising Expense Levels as a Percent of Sales	16.5%	Advertising as a percent of sales may be too low
Profitability Levels	\$ 232,530	The business is showing a profit
Profitability as a Percent of Sales	12.8%	The projection does not seem highly unreasonable
Cash Flow Statement		
Desired Operating cash Flow Levels	\$ 179,630	The financial projection does not provide the desired level of cash flow
Line of Credit Drawdowns	\$ 179,630	The business will need at least this level of a line of credit
Accounts Receivable Ratio to Sales	0.0%	Accounts receivable amount as a percent of sales seems reasonable

Balance Sheet

Does the Base Period Balance Sheet Balance?	Does the Final Balance Sheet Balance	Debt to Equity Ratio	Breakeven Analysis	Breakeven Levels	
	(903,000)				The balance sheet is not in balance
	(903,000)	14.6%			The balance sheet is not in balance The debt to equity ratio seems reasonable
				\$ 422,454	The sales projection exceeds the projected break-even sales level

if cash flow

peper