

**PROJECTION OF REVENUE AND EARNINGS**

<i>Proforma Year</i>	<b>Year 1</b> 20 __	<b>Year 2</b> 20 __	<b>Year 3</b> 20 __
<b>Total Sales</b>	\$ _____	\$ _____	\$ _____
Less Returns & Allowances	\$ _____	\$ _____	\$ _____
<b>Net Sales</b>	\$ _____	\$ _____	\$ _____
<b>Cost of Goods Sold</b>			
Opening Inventory	\$ _____	\$ _____	\$ _____
Materials	\$ _____	\$ _____	\$ _____
Direct labor	\$ _____	\$ _____	\$ _____
Subcontract Cost	\$ _____	\$ _____	\$ _____
Purchase	\$ _____	\$ _____	\$ _____
Overhead	\$ _____	\$ _____	\$ _____
Less Ending Inventory	\$ _____	\$ _____	\$ _____
Miscellaneous/Other	\$ _____	\$ _____	\$ _____
<b>Total Cost of Goods Sold</b>	\$ _____	\$ _____	\$ _____
<b>Gross Profit</b>	\$ _____	\$ _____	\$ _____
<b>Expenses</b>			
Officers' Salaries	\$ _____	\$ _____	\$ _____
Employee Wages	\$ _____	\$ _____	\$ _____
Payroll Taxes	\$ _____	\$ _____	\$ _____
Miscellaneous/Other	\$ _____	\$ _____	\$ _____
<b>Total Salaries &amp; Compensation</b>	\$ _____	\$ _____	\$ _____
Repairs	\$ _____	\$ _____	\$ _____
Bad Debt	\$ _____	\$ _____	\$ _____

Expenses continued onto the next page

**PROJECTION OF REVENUE AND EARNINGS**

<i>Proforma Year</i>	<b>Year 1</b> 20__	<b>Year 2</b> 20__	<b>Year 3</b> 20__
Taxes & Licenses	\$ _____	\$ _____	\$ _____
Depreciation	\$ _____	\$ _____	\$ _____
Insurance	\$ _____	\$ _____	\$ _____
Advertising & Selling	\$ _____	\$ _____	\$ _____
Pension, Profit Sharing, Etc. Plans	\$ _____	\$ _____	\$ _____
Employee Benefit Program	\$ _____	\$ _____	\$ _____
Miscellaneous/Other	\$ _____	\$ _____	\$ _____
<b>Total Other Operating Expenses</b>	\$ _____	\$ _____	\$ _____
<b>Total Expenses</b>	\$ _____	\$ _____	\$ _____
<b>Total Operating Profit (Loss)</b>	\$ _____	\$ _____	\$ _____
<b>Interest Expense (Income)</b>	\$ _____	\$ _____	\$ _____
<b>Earnings (Loss) Before Taxes</b>	\$ _____	\$ _____	\$ _____
<b>Less: Federal Income Taxes</b>	\$ _____	\$ _____	\$ _____
<b>Less: State Income Taxes</b>	\$ _____	\$ _____	\$ _____
<b>Net Profit After Taxes</b>	\$ _____	\$ _____	\$ _____
<b>Net Profit Remaining for Loan Payments</b>	\$ _____	\$ _____	\$ _____
<b>Less Withdrawals/Dividends (Proprietorship/Partnership)</b>	\$ _____	\$ _____	\$ _____
<b>Number of Employees</b>	# _____	# _____	# _____

\_\_\_\_\_  
**Name**

\_\_\_\_\_  
**Title**

\_\_\_\_\_  
**Date**