

Table 1: Projected Five Year Revenues

Item	2010	2011	2012	2013	2014
Product 1					
Number of units sold					
Average price per unit					
Total revenues for Product 1					
Less variable costs					
Unit production costs					
Unit packaging costs					
Unit distribution costs					
Total variable costs					
Total net revenues for Product 1					
Product 2					
Number of units sold					
Average price per unit					
Total revenues for Product 2					
Less variable costs					
Unit production costs					
Unit packaging costs					
Unit distribution costs					
Total variable costs					
Total net revenues for Product 2					
Total gross revenues					
Total variable costs					
Total net revenues					

Table 2: Projected Five Year Marketing Expenses

Item	2010	2011	2012	2013	2014
Media buys					
Number of ads					
Average cost/ad (including production)					
Total costs					
Direct mail					
Pieces mailed out					
Productions costs/unit					
Postage/unit					
Total costs					
Trade shows					
Number of shows					
Booth costs (@ \$500/show)					
Staff expenses (2@ \$500 per)					
Materials (@ \$200 per)					
Total costs					
Other marketing expenses					
Total marketing costs					

Table 3: Projected Five Year Personnel Expenses

Item	2010	2011	2012	2013	2014
Board fees & expenses					
C.E.O./President					
Chief Operating Officer					
Marketing manager					
Research & planning manager					
Admin. Manager					
U.S. sales manager					
Sub-total					
Support & Technical					
Clerical and office support					
Technologist/Webmaster					
Sales staff					
Sub-total					
Total staffing costs					
Benefit costs (@20%)					
Total salaries and benefits					

Table 4: Projected Five Year Income Statement

Item	2010	2011	2012	2013	2014
REVENUES					
Product 1					
Product 2					
Product 3					
Product 4					
Product 5					
Product 6					
Grants/sponsorships					
Miscellaneous (e.g., interest)					
Total gross revenues					
Less: variable costs					
Production & distribution (Table 1)					
Marketing expenses (Table 2)					
Total net revenues					
ADMIN. & OVERHEAD					
Advertising and promotion					
Automotive/equipment					
Bank charges and interest					
Custom work & machines					
Depreciation					
Insurance (general)					
Land rent					
Licenses, fees & subscriptions					
Maintenance & repairs					
Office supplies					
Professional/consulting fees					
Property taxes					
Rentals/leases					
Research & development					
Telephone and utilities					
Telecom & Internet					
Travel					
Total administration					
Wages and benefits (Table 3)					
Total fixed expenses					
Net income before taxes					
Provision for taxes (20%)					
Net income (loss)					
Cumulative (To retained earnings)					

Table 5: Projected Five Year Balance Sheet

Item	2010	2011	2012	2013	2014
ASSETS					
Current Assets					
Cash & short-term investments					
Accounts receivable					
Inventory (at market values)					
Product 1					
Product 2					
Product 3					
Total inventory					
Total current assets					
Fixed Assets					
Land					
Buildings					
Improvements					
Equipment					
Vehicles and trailers					
Less accumulated depr.					
Total fixed assets					
Total assets					
LIABILITIES AND EQUITY					
Current					
Accounts payable					
Corporate taxes payable					
Total current liabilities					
Long term					
Shareholder's loan					
Bank loan					
Total long term liabilities					
Total liabilities					
Shareholder Equity					
Share capital					
Retained earnings					
Total liabilities and equity					

Table 6: Projected Five Year Assets Purchases

Item	2010	2011	2012	2013	2014
Land					
Land (10 acres)					
Other land					
Total land					
Buildings					
Machine shop					
Other buildings					
Office building					
Total buildings					
Improvements					
Office renovations					
Total improvements					
Equipment					
Tractor and with loader					
Total equipment					
Vehicles & trailers					
Trailers (2)					
Trucks (2)					
Total vehicles & trailers					
Total new assets					

Table 7: Projected Five Year Cash Flow Summary

Item	2010	2011	2012	2013	2014
Cash In					
Cash from sales					
Starting cash					
Equity investment (after fees)					
Bank loan					
Total cash income (cash in)					
Cash Out					
Total variable costs					
Total fixed costs					
Less: depreciation					
Taxes - corporate					
Land & equipment purchases					
Inventory purchases					
Total cash outflows (cash out)					
Net cash flow					
Cash on hand (accumulated)					