

EZ LOOK PAGE

AAA Integrators
ASSUMPTIONS & KEY OUTCOMES
 for the 12 mos ending Dec 31 2008

Assumptions & Key Outcomes Summary

EZ LOOK tab of TLM Financial Planning Worksheet

thru month #...

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Annual Sales Projected

1,451,170

Net Profit Projected

323,969

22.32%

Net Worth Projected

219,597

0.68 debt:equity ratio

Cash Flow

242,746

Funding Surplus/(Deficit)

inventory open-to-buy >>

+/- cash

+/- Line of Credit and/or

+/- Notes Payable >>

+/- Long Term Debt

+/- Monthly Principal

Bonuses/other

Cash To/(From) Owners

Capital Expenditures

Changes to admin wages

Key Outcomes

Cash Balance

Cust Deposit balance

Cash-to-deposits "spread"

Accts Rec Balance

AR Days Modifier

Inventory

Inventory Days Modifier

A/P Balance

A/P Days Modifier

Line of Credit Balance

Long Term Debt Balance

Monthly Sales

Monthly Net Income

P&L Assumptions

Avg Monthly Labor (from COGS & GP) 10,928

Monthly Sales & Admin Wages 14,309

TL Comp Projected at

37.7% of GP

Intrest % 9%

Misc 100

prior yr >> 821

Monthly Other (Income)/Expense

years 5

Commission %

Benefits % of pay 20%

Monthly admin 7,500

Monthly occupancy 2,000

Sales expense % 6.0%

Monthly depreciation (500)

prior yr

Balance Sheet Default Assumptions

Cash (min target before monthly plug) 50,000

A/R Days 28

0.00% Target Inventory (specify amount or days) 60

20.14% Other Assets (% of sales) 2.0%

A/P Days | CC Days 25 5

Customer Deposit days 5 cc days^

6.04% Other Curr Liab (% sales) 12%

(710) Monthly Principal Payments as of yr-end 1,880

(710) **enter monthly payment changes in line 24, below**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
inventory open-to-buy >>	65,823	35,558	22,232	132,779	46,950	44,914	39,868	75,463	44,980	26,247	14,346	59,097
+/- cash	(1,090)	104	(3,874)	32,564	2,946	16,678	76,367	73,361	85,609	57,814	75,646	63,237
+/- Line of Credit and/or												
+/- Notes Payable >>				(25,000)	(20,000)			40,000			(20,000)	(23,101)
+/- Long Term Debt												
+/- Monthly Principal												
Bonuses/other												
Cash To/(From) Owners		10,000			30,000	20,000		15,000	20,000		20,000	30,000
Capital Expenditures												
Changes to admin wages								376				
Key Outcomes												
Cash Balance	80,499	16,861	18,775	159,222	85,180	94,445	62,178	16,084	22,235	96,102	18,614	113,237
Cust Deposit balance	53,341	40,609	38,020	239,422	216,281	174,255	101,112	24,646	14,895	12,350	11,480	20,155
Cash-to-deposits "spread"	27,158	(23,748)	(19,245)	(80,200)	(131,101)	(79,810)	(38,934)	(8,562)	7,340	83,752	7,134	93,082
Accts Rec Balance	73,782	70,880	130,736	147,083	111,668	102,387	95,356	122,006	192,768	159,805	262,631	137,960
AR Days Modifier												
Inventory	173,959	171,414	151,815	231,829	212,633	213,841	201,979	204,277	193,738	156,799	104,724	98,783
Inventory Days Modifier												
A/P Balance	62,622	19,723	13,763	50,392	8,574	19,426	29,502	17,088	22,977	52,402	2,272	21,679
A/P Days Modifier												10
Line of Credit Balance	37,972	36,833	45,804	20,595	269	50	1	40,002	39,008	42,794	23,101	-
Long Term Debt Balance	99,826	97,689	96,308	94,530	92,740	90,938	89,122	87,295	85,454	83,194	81,734	79,854
Monthly Sales	82,818	76,437	115,874	94,970	98,001	134,917	113,441	151,259	140,423	148,932	146,284	147,814
Monthly Net Income	(4,116)	(4,326)	45,042	22,460	(2,047)	73,166	46,717	40,451	43,358	32,190	49,848	(18,774)