

Worksheet 1: Pro-forma for Proposed Business

Name of Project:

Reviewer:

Industry Standard Used

Item	Year 1 Applicant Projection	% of Total Revenues	Industry Standard
1. Sales/Revenues			
2. Cost of Goods Sold			
a. Purchase			
b. Production Labor - beneficiaries			
c. Production Labor - other			
d. Production Overhead			
3. Gross Profit (Line 1 minus Line 2)			
4. Operating Expenses			
a. Selling Expenses			
b. General Expenses			
c. Administrative			
d. Rent			
e. Depreciation			
f. Owner's Salary			
5. Total Operating Expenses			
6. Operating Profit (Line 3 Minus Line 5)			
7. Interest			
8. Earnings before Taxes (Line 6 Minus Line 7)			
9. Taxes			
10. Profit after Taxes (Line 8 Minus Line 9)			

Analytical Questions

1. Do the actual revenue and expenses, or the assumptions which the pro-form's revenues and assumptions
2. Are sales growing, or projected to grow, year over year?
3. If losses are projected, when is the company expecting to achieve profitability?
4. Are there resources available in case sales are lower, or expense higher than projected?
5. How to the actual or projected fross profit and net profit margins compare to other companies in the

Notes:

Worksheet 2: Ratio Analysis

Name of Project:

Reviewer:

Industry Standard Used:

Item	Ratio Equation	Input A - First Number of Equation	Input B - Second Number of Equation	Applicant Value	Industry Standard
Working Capital	Current Assets-Current Liabilities				
Current Ratio	Current Assets/Current Liabilities				
Quick Ratio	(Cash+Investments+ Accounts Receivable)/Current Liabilities				
% of Sales	Current Liabilities/Total Sales				
Days operation in cash	(Cash + Investments)/(Operating Expenses/365)				
Days sales in cash	(Cash + Investments)/(Total Sales/365)				
Debt Coverage Ratio	(Net Change in cash + interest expense)/Current Maturities Long Term Debt				
Debt to Net Worth	Total Liabilities/Total Net Worth				
Current Liabilities to Net Worth	Total Current Liabilities/Total Net Worth				
Fixed Assets to Net Worth	Fixed Assets/Total Net Worth				
Collection Period in Days	Accounts Receivable/ Sales per Day (Sales per day = Annual sales/365)				
Payables Period in Days	Accounts Payable/(Cost of Goods Sold/365)				
Inventory Turnover	Cost of Goods Sold/Inventory at the end of the year				
Fixed Asset Turnover	Total Sales/Net Fixed Assets				
Profit Margin	Profit after Taxes/Total Sales				
Return on Assets	Profit after Taxes/ Total Assets				
Return on Net Worth	Profit After Taxes/Total Net Worth				