

The Business Analyzer
a Financial & Operational Analysis Model

Version 3.3

Enter / Update / View Schedules

Financial & Operational Data Entry
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ABC Industries of Colorado Springs
5148 Stillwater Drive
Colorado Springs, CO 80918-7603

Financial & Operational Analysis

For Period Ending
12/31/2004

ABC Industries of Colorado Springs

Financial & Operational Analysis

For Period Ending
12/31/2004

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ABC Industries of Colorado Springs

Financial & Operational Analysis

For Period Ending

12/31/2004

Profit & Loss Statement

	<u>\$</u>	<u>% of Category</u>	<u>% of Sales</u>	<u>Ind. Std.</u>	<u>% Variance</u>
Sales					
Credit Sales:	2,875,099	82.53%	82.53%		
Cash Sales:	608,579	17.47%	17.47%		
Total Sales	3,483,678	100.00%	100.00%	100.0%	
Cost of Sales					
Cost of Sales, Material:	872,316	52.96%	25.04%		
Cost of Sales, Labor:	651,627	39.56%	18.71%		
Cost of Sales, Other:	123,305	7.49%	3.54%		
Total Cost of Sales	1,647,248	100.00%	47.28%	45.1%	4.8%
Gross Profit	1,836,430		52.72%	54.9%	-4.0%
Selling Expenses					
Variable:	92,318	11.36%			
Fixed:	219,506	27.01%			
Total	311,824	38.37%	8.95%		
General & Administrative Exp.	358,386	44.10%	10.29%		
Other Operating Expenses	142,370	17.52%	4.09%		
Total Operating Expenses	812,580	100.00%	23.33%	25.2%	-7.4%
Operating Profit	1,023,850		29.39%	29.7%	-1.0%
Non-Operating Exp. & (Rev.)	38,746		1.11%	0.9%	23.3%
Net Profit Before Taxes(NPBT)	985,104		28.28%	28.8%	-1.8%
Taxes	371,910		10.68%		
Earnings after Taxes	613,194		17.60%	15.6%	12.8%

ABC Industries of Colorado Springs

Financial & Operational Analysis

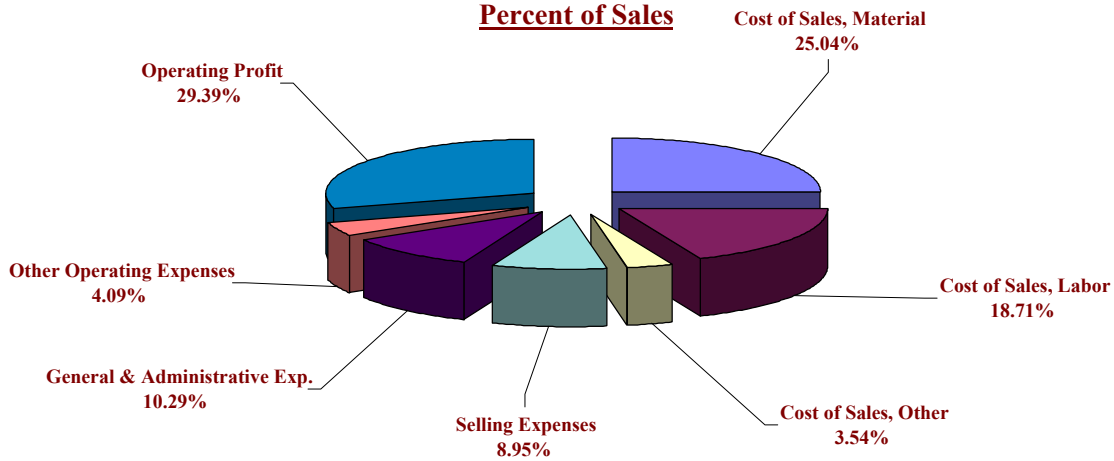
For Period Ending

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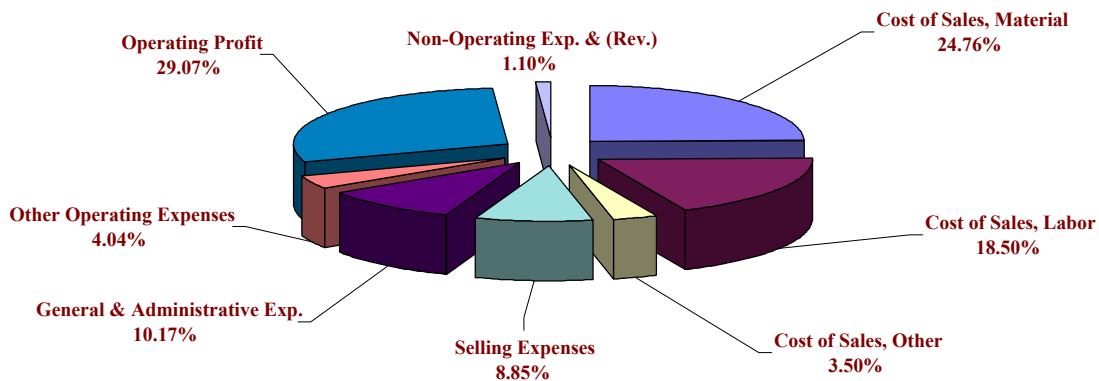
Profit & Loss Statement

	<u>*** Sales ***</u>		<u>*** Total Revenues ***</u>	
	<u>\$</u>	<u>%</u>	<u>\$</u>	<u>%</u>
	3,483,678	100.00%	3,522,424	100.00%
Cost of Sales, Material	872,316	25.04%		24.76%
Cost of Sales, Labor	651,627	18.71%		18.50%
Cost of Sales, Other	123,305	3.54%		3.50%
Selling Expenses	311,824	8.95%		8.85%
General & Administrative Exp	358,386	10.29%		10.17%
Other Operating Expenses	142,370	4.09%		4.04%
Operating Profit	1,023,850	29.39%		29.07%
Non-Operating Exp. & (Rev.)	38,746			1.10%

Percent of Sales



Percent of Total Revenues



ABC Industries of Colorado Springs

Financial & Operational Analysis

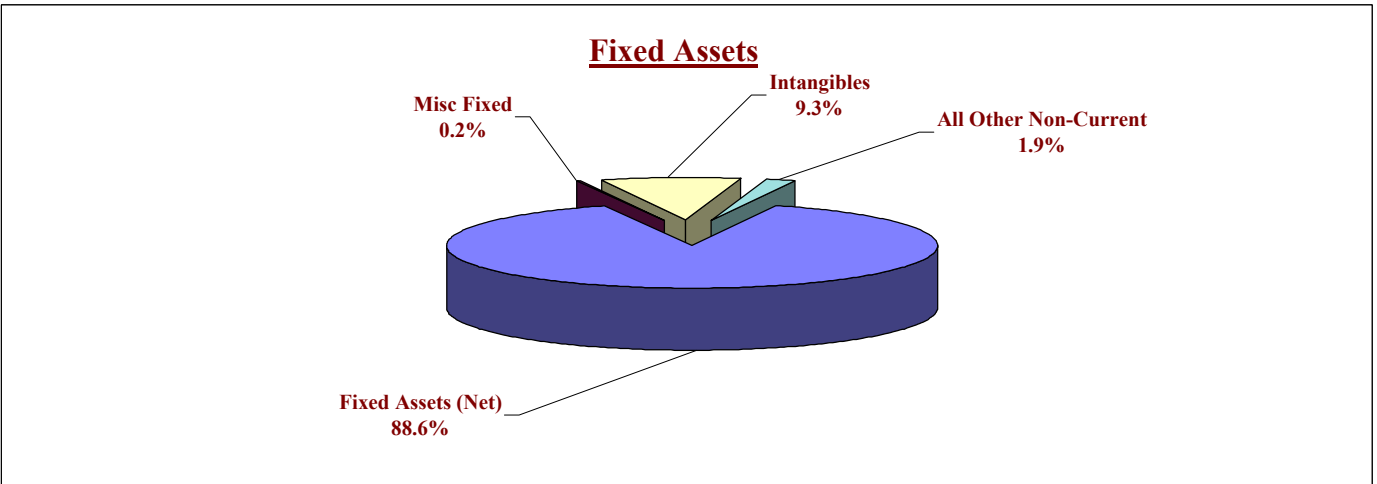
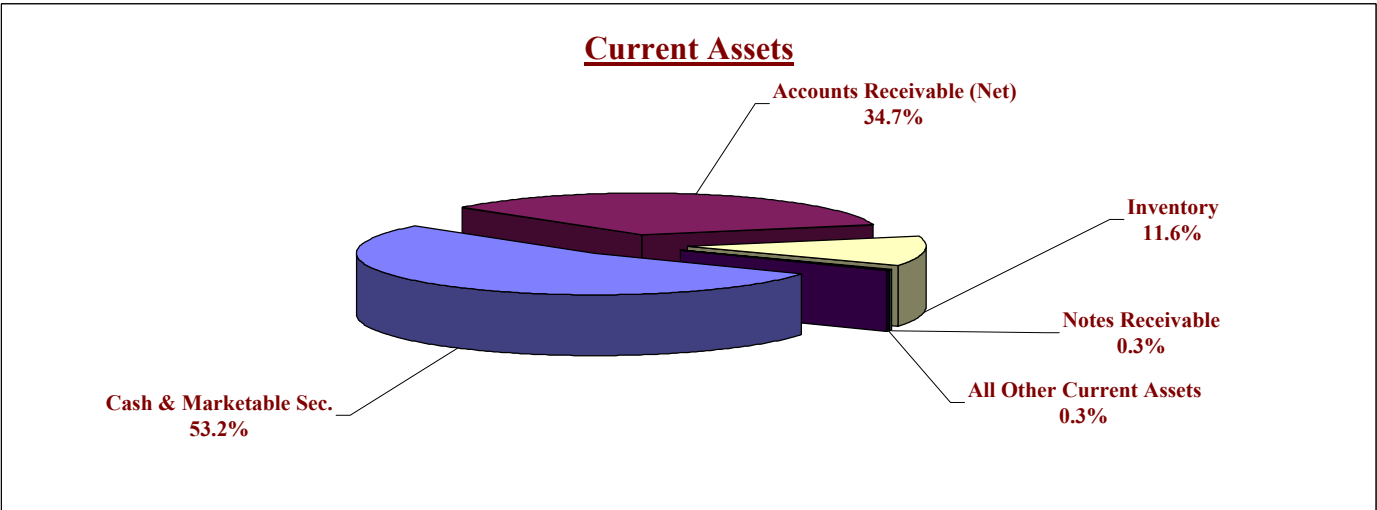
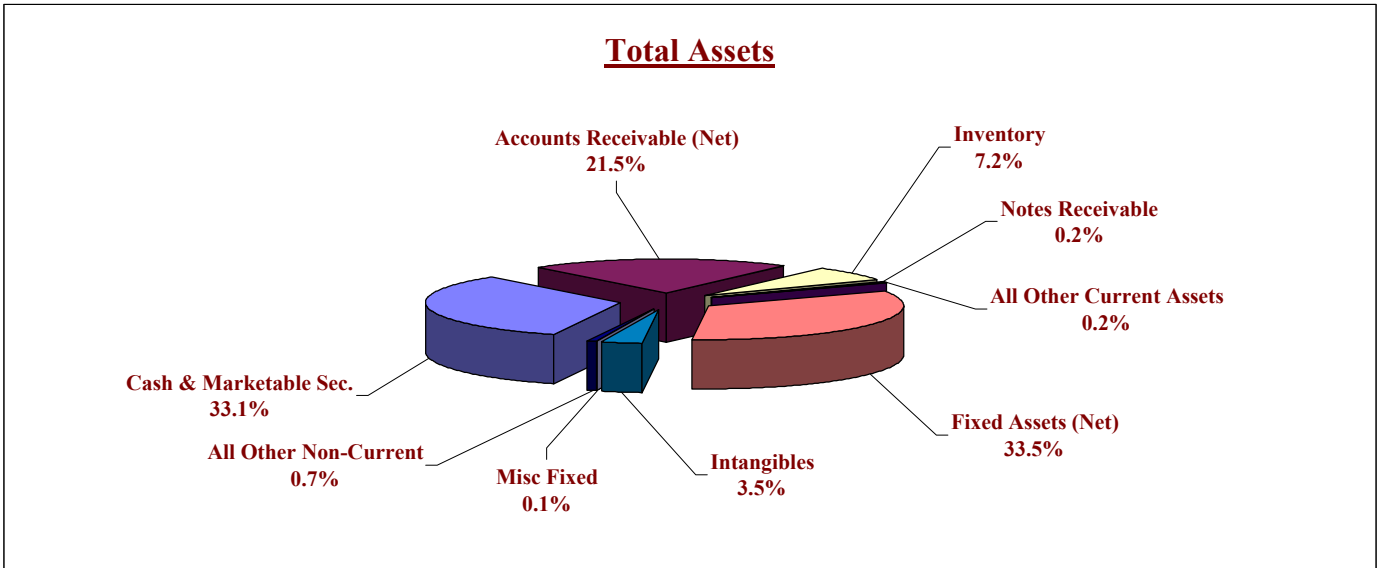
Balance Sheet

as of:
12/31/2004

		%	%	Industry Standard	%	%
<u>Assets</u>	\$	of Class	of Total	of Total		Variance
Current Assets						
Cash & Marketable Sec.	702,135	53.2%	33.1%	14.8%		123.6%
Accounts Receivable (Net)	457,731	34.7%	21.5%	18.5%		16.2%
Inventory	152,785	11.6%	7.2%	6.9%		4.3%
Notes Receivable	3,950	0.3%	0.2%	0.2%		0.0%
All Other Current Assets	4,250	0.3%	0.2%	2.1%		-90.5%
Total	1,320,851	100.0%	62.2%	42.5%		46.4%
Fixed Assets						
Fixed Assets (Net)	712,000	88.6%	33.5%	48.7%		-31.2%
Intangibles	75,000	9.3%	3.5%	1.7%		105.9%
Misc Fixed	1,365	0.2%	0.1%			
All Other Non-Current	15,000	1.9%	0.7%	7.1%		-90.1%
Total	803,365	100.0%	37.8%	57.5%		-34.3%
Total	2,124,216		100.0%	100.0%		
Liabilities						
<u>Liabilities</u>	\$	%	%	%		%
		of Class	of Total	of Total		Variance
Current Liabilities						
Accounts Payable	86,055	56.6%	4.1%	17.6%		-76.7%
Notes Payable - Short Term	36,000	23.7%	1.7%	4.8%		-64.6%
Current Maturities - L/T/D	12,000	7.9%	0.6%	3.4%		-82.4%
Income Tax Payable	12,400	8.1%	0.6%	0.2%		200.0%
Bank Loans	2,100	1.4%	0.1%	6.3%		-98.4%
All Other Current Debt	3,600	2.4%	0.2%			
Total	152,155	100.0%	7.2%	32.3%		-77.7%
Long Term Debt						
Long Term Debt	450,000	93.5%	21.2%	10.2%		107.8%
Deferred Taxes	26,000	5.4%	1.2%	0.6%		100.0%
Deferred Credits	3,750	0.8%	0.2%	2.9%		-93.1%
Misc	450	0.1%	0.0%			
All Other Non-Current	1,250	0.3%	0.1%	1.7%		-94.1%
Total	481,450	100.0%	22.7%	15.4%		47.4%
Total Liabilities	633,605		29.8%	47.7%		-37.5%
Net Worth	1,490,611		70.2%	52.3%		34.2%
Total	2,124,216		100.0%	100.0%		

ABC Industries of Colorado Springs
Financial & Operational Analysis
Balance Sheet Graphs - Assets

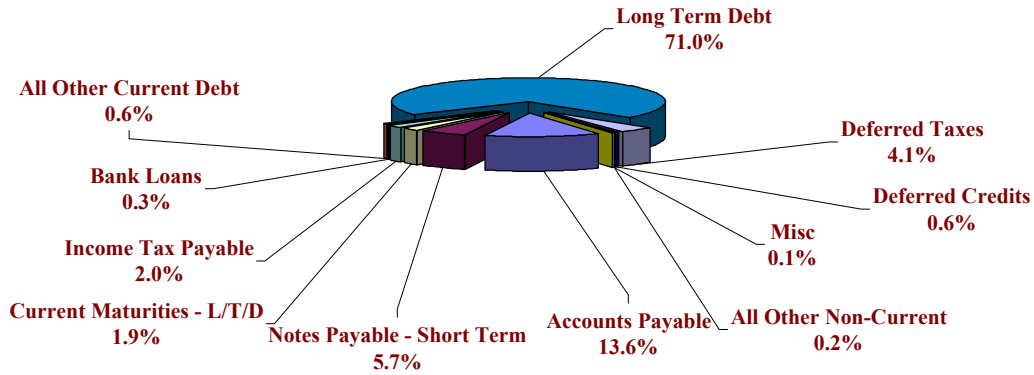
as of:
 12/31/2004



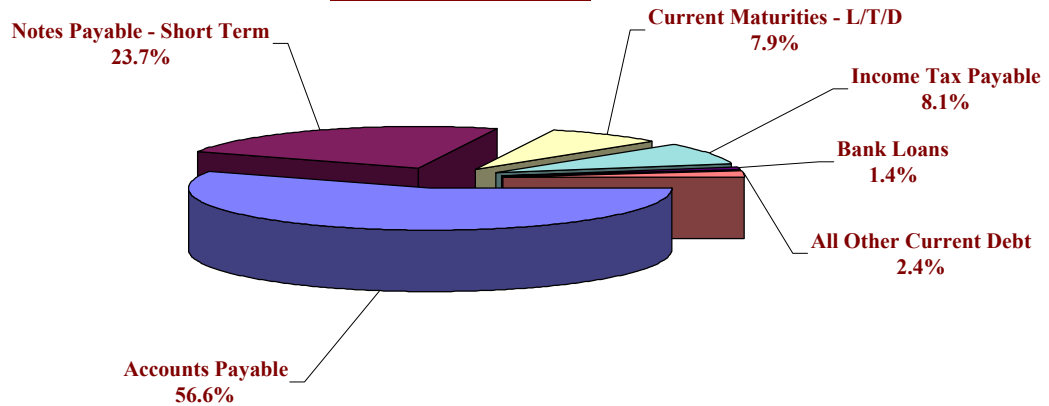
ABC Industries of Colorado Springs
Financial & Operational Analysis
Balance Sheet Graphs - Liabilities

As of
 12/31/2004

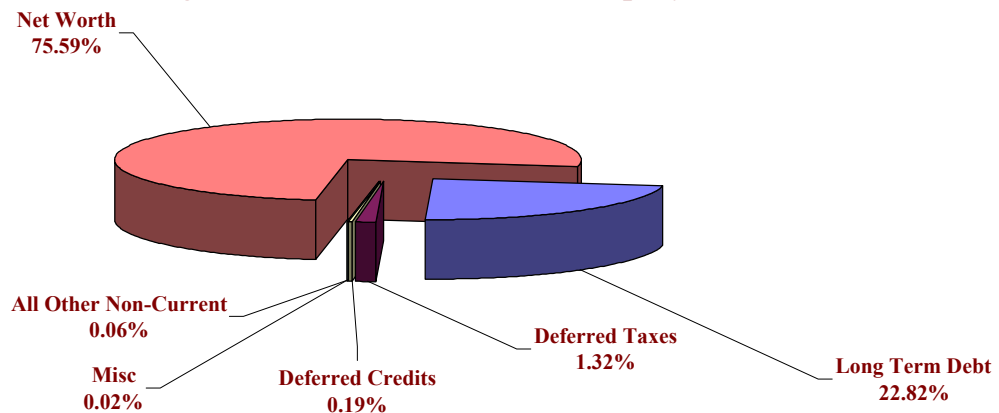
Total Liabilities



Current Liabilities



Long Term Debt & Stock Holder Equity



ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Performance Analysis

(1 OF 3)

		<u>Industry Standard</u>	<u>% Variance</u>
<u>Liquidity & Solvency</u>			
Net Working Capital	\$ 1,168,696		
Net Worth (Total Assets - Total Liabilities)	\$ 1,490,611		
Total Debt	\$ 633,605		
Current Ratio	8.7	2.4	262.5%
Quick Ratio	7.6	0.9	744.4%
Doomsday Ratio	4.6		
Fixed Asset Ratio (Total Fixed Assets / Tangible Net Worth)	0.6	20.0	-97.0%
Total Fixed Assets as a % of Net Worth	53.9%		
Current Liabilities as a % of Net Worth	10.2%		
Current Liabilities as a % of Inventory	99.6%		
Current Liabilities as a % of Total Assets	7.2%		
Inventory as a % of Current Assets:	11.6%		
Inventory / Net Working Capital	0.1		
Working Capital / Total Assets	0.6		
<u>Debt Analysis</u>			
Net Profit Before Taxes (NPBT)	\$ 985,104		
Interest Expense	\$ 5,855		
NPBT Plus Interest Expense	\$ 990,959		
Depreciation, Depletion, Amortization	\$ 22,800		
NPBT + Depreciation + Depletion + Amortization	\$ 1,007,904		
Current Maturities (Long Term Debt)	\$ 12,000		
(NPBT + Depr. + Dep. + Amort.) / Current Mat. (L/T/D)	84.0	58.0	191.9%
Times Interest Earned (Coverage Ratio)	169.3		
Total Liabilities to Tangible Net Worth	0.4		
Total Liabilities as a % of Net Worth	42.5%	50.0%	-15.0%
Current Liabilities as a % of Total Liabilities	24.0%		
Long Term Debt as a % of Fixed Assets	59.9%		
Long Term Debt as a % of Total Assets	22.7%		
Debt Ratio (Total Liabilities as a % of Total Assets)	29.8%		
Long Term Debt as a % of Net Worth	32.3%		
Long Term Debt Ratio (Fixed Assets / Long Term Debt)	1.7		
Long Term Debt to Current Liability Ratio	3.2		
Net Worth / Fixed Assets	1.9		
Net Worth / Total Assets	0.7		
<u>Profitability (NPBT)</u>			
% Return on Assets (ROA)	46.4%	12.7%	265.4%
% Return on Tangible Net Worth	69.6%	25.1%	177.3%
Financial Leverage	1.4		
% Return on Net Worth (ROE)	66.1%	23.7%	178.9%
% Return on Net Worth before Interest	66.5%		
% Return on Accounts Receivable	215.2%		
% Return on Gross Profit	53.6%		
% Return on Net Working Capital	84.3%		
% Return on Sales (ROS)	28.3%		

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Performance Analysis

(2 OF 3)

		<u>Industry Standard</u>	<u>% Variance</u>
Performance & Efficiency			
Total Sales	\$ 3,483,678		
Tangible Net Worth	\$ 1,415,611		
Loans from Principals	\$ 225,000		
Tangible Net Worth + Loans from Principals	\$ 1,640,611		
Total Fixed Assets less Intangibles	\$ 728,365		
Working Capital Turnover (Sales to Net Working Capital)	3.0	5.5	-45.5%
Fixed Assets Turnover Rate (Sales to Fixed Assets)	4.3	49.2	-91.3%
Total Asset Turnover (Sales to Total Assets)	1.6	3.9	-59.0%
Accounts Payable as a % of Sales	2.5%		
Assets as a % of Sales	61.0%		
Sales to Inventory	22.8		
Sales to Long Term Debt	7.2		
Sales / Net Worth	2.3		
Sales / Total Liabilities	5.5		
Current Asset Turnover Rate	2.6		
Equity Ratio (%)	74.6%		
Fixed Assets less Intangibles Turnover Rate	4.8		
Inventory to Sales Ratio	0.0		
Operating Margin (%)	28.9%		
Average Daily Sales	\$ 9,544		
Average Daily Credit Sales	\$ 7,877		
Average Daily Cash Sales	\$ 1,667		
% Supplier Financing of Assets	4.1%		
<u>External Comparisons</u>			
Accounts Receivable Turnover Rate	7.6	11.3	-32.6%
Days Receivable (Average Collection Period)	48.0	32.3	48.6%
Inventory Turnover Rate	10.8	11.5	-6.2%
Days Inventory	33.9	31.7	6.7%
Accounts Payable Turnover Rate	19.1	17.8	7.5%
Days Payables (Average Payment Period)	19.1	20.5	-7.0%
<u>Internal Comparisons</u>			
Modified Accounts Receivable Turnover Rate	6.3		
Modified Days Receivable (Average Collection Period)	58.1	0.0	
% of Normal Customer Credit Terms	193.7%	100.0%	93.7%
Modified Inventory Turnover Rate	5.7		
Modified Days Inventory	63.9	0.0	
Modified Accounts Payable Turnover Rate	11.6		
Modified Days Payables (Average Payment Period)	31.5	0.0	
% of Normal Vendor Credit Terms	104.9%	100.0%	4.9%
Defensive Interval	587.8		
Operating Cycle (Days Inventory + Days Receivable)	122.0	0.0	
Cash Cycle (Operating Cycle - Days Payable)	90.6	0.0	

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Performance Analysis

(3 OF 3)

		<u>Industry Standard</u>	<u>% Variance</u>
<u>Operational</u>			
% Depr., Depl. & Amort. of Sales	0.7%	50.0%	-98.6%
% Officer's Salaries & Benefits of Sales	6.9%	1.7%	305.9%
Total Fixed Assets to Current Assets Ratio	0.6		
% Fixed Assets less Intangibles of Net Worth	48.9%		

Credit Rating

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Risk Management Association

Analysis

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	\$	%	Industry Standard	% Variance
Assets				
Cash & Marketable Sec.	702,135	33.1%	14.8%	123.6%
Accounts Receivable (Net)	457,731	21.5%	18.5%	16.2%
Inventory	152,785	7.2%	6.9%	4.3%
All Other Current	8,200	0.4%	2.3%	-82.6%
Total Current	1,320,851	62.2%	42.5%	46.4%
Fixed Assets (Net)	712,000	33.5%	48.7%	-31.2%
Intangibles	75,000	3.5%	1.7%	105.9%
All Other Non-Current	16,365	0.8%	7.1%	-88.7%
Total Fixed	803,365	37.8%	57.5%	-34.3%
Total	2,124,216	100.0%	100.0%	
Liabilities				
Notes Payable - Short Term	36,000	1.7%	4.8%	-64.6%
Current Maturities - L/T/D	12,000	0.6%	3.4%	-82.4%
Accounts Payable	86,055	4.1%	17.6%	-76.7%
Income Tax Payable	12,400	0.6%	0.2%	200.0%
All Other Current	5,700	0.3%	6.3%	-95.2%
Total Current	152,155	7.3%	32.3%	-77.4%
Long Term Debt	450,000	21.2%	10.2%	107.8%
Deferred Taxes	26,000	1.2%	0.6%	100.0%
All Other Non-Current	5,450	0.3%	4.6%	-93.5%
Total Long Term	481,450	22.7%	15.4%	47.4%
Net Worth	1,490,611	70.0%	52.3%	33.8%
Total	2,124,216	100.0%	100.0%	
Income Data				
Net Sales	3,483,678	100.0%	100.0%	
Cost of Sales	1,647,248	47.3%	45.1%	4.9%
Gross Profit	1,836,430	52.7%	54.9%	-4.0%
Operating Expense	812,580	23.3%	25.2%	-7.5%
Operating Profit	1,023,850	29.4%	29.7%	-1.0%
All Other Expenses (Net)	38,746	1.1%	0.9%	22.2%
Profit Before Taxes	985,104	28.3%	28.8%	-1.7%

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Risk Management Association

Analysis

(Page 2 of 2)

		<u>Industry Standard</u>	<u>% Variance</u>
Liquidity Ratios			
Net Working Capital	\$ 1,168,696		
Net Worth (Total Assets - Total Liabilities)	\$ 1,490,611		
Total Debt	\$ 633,605		
Current Ratio	8.7	2.4	262.5%
Quick Ratio	7.6	0.9	744.4%
Accounts Receivable Turnover Rate	7.6	11.3	-32.6%
Days Receivable (Average Collection Period)	48.0	32.3	48.5%
Inventory Turnover Rate	10.8	11.5	-6.2%
Days Inventory	33.9	31.7	6.7%
Accounts Payable Turnover Rate	19.1	17.8	7.5%
Days Payables (Average Payment Period)	19.1	20.5	-7.0%
Working Capital Turnover (Sales to Net Working Capital)	3.0	5.5	-45.5%
Coverage Ratios			
Net Profit Before Taxes (NPBT)	\$ 985,104		
Interest Expense	\$ 5,855		
Earnings Before Interest & Taxes (EBIT)	\$ 990,959		
Depreciation, Depletion, Amortization	\$ 22,800		
NPBT + Depreciation + Depletion + Amortization	\$ 1,007,904		
Current Maturities (Long Term Debt)	\$ 12,000		
Times Interest Earned (Coverage Ratio)	169.3	58.0	191.9%
(NPBT + Depr. + Dep. + Amort.) / Current Mat. (L/T/D)	84.0	83.0	1.2%
Leverage Ratios			
Tangible Net Worth	\$ 1,415,611		
Fixed Asset Ratio (Total Fixed Assets / Tangible Net Worth)	0.6	20.0	-97.0%
Total Liabilities to Tangible Net Worth	0.4	1.1	-59.3%
Operating Ratios			
% Return on Tangible Net Worth	69.6%	25.1%	177.3%
% Return on Assets (ROA)	46.4%	12.7%	265.4%
Fixed Assets Turnover Rate (Sales to Fixed Assets)	4.3	49.2	-91.3%
Total Asset Turnover (Sales to Total Assets)	1.6	3.9	-59.0%
Expense to Sales Ratios			
% Depr., Depl. & Amort. of Sales	0.7%	50.0%	-98.6%
% Officer's Salaries & Benefits of Sales	6.9%	1.7%	305.9%

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Dun & Bradstreet

Analysis

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<u>Assets</u>	\$	% of Total	Industry Standard	% Variance
<u>Current Assets</u>				
Cash & Marketable Sec.	702,135	33.1%	29.0%	14.1%
Accounts Receivable (Net)	457,731	21.5%	22.3%	-3.6%
Notes Receivable	3,950	0.2%	0.2%	0.0%
Inventory	152,785	7.2%	7.6%	-5.3%
All Other Current Assets	4,250	0.2%	0.3%	-33.3%
Total	1,320,851	62.2%	59.4%	4.7%
<u>Fixed Assets</u>				
Fixed Assets (Net)	712,000	33.5%	38.9%	-13.9%
All Other Non-Current	91,365	4.3%	1.7%	152.9%
Total	803,365	37.8%	40.6%	-6.9%
Total	2,124,216	100.00%	100.0%	
<u>Liabilities</u>				
<u>Current Liabilities</u>				
Accounts Payable	86,055	4.1%	3.9%	5.1%
Bank Loans	2,100	0.1%	0.1%	0.0%
Notes Payable - Short Term	36,000	1.7%	4.7%	-63.8%
All Other Current Debt	28,000	1.3%	0.2%	550.0%
Total	152,155	7.2%	8.9%	-19.1%
<u>Long Term Debt</u>				
All Other Non-Current	477,700	22.5%	20.3%	10.8%
Deferred Credits	3,750	0.2%	0.2%	0.0%
Total	481,450	22.7%	20.5%	10.7%
Total Liabilities	633,605	29.8%	29.4%	1.4%
Net Worth	1,490,611	70.2%	70.6%	-0.6%
Total	2,124,216	100.00%	100.0%	
<u>Income Data</u>				
	\$	%	Industry Standard	% Variance
Net Sales	3,483,678	100.0%		
Gross Profit	1,836,430	52.7%	54.9%	-4.0%
Net Profit After Taxes	613,194	17.6%	28.8%	-38.9%

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Dun & Bradstreet

Analysis

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		<u>Industry Standard</u>	<u>% Variance</u>
Solvency			
Net Worth (Total Assets - Total Liabilities)	\$ 1,490,611		
Total Liabilities	\$ 633,605		
Net Working Capital	\$ 1,168,696	1,235,689	-5.4%
Quick Ratio	7.6	0.9	744.4%
Current Ratio	8.7	2.4	262.5%
Current Liabilities as a % of Net Worth	10.2%	9.7%	5.2%
Current Liabilities as a % of Inventory	99.6%	98.3%	1.3%
Total Liabilities as a % of Net Worth	42.5%	50.0%	-15.0%
Fixed Assets as a % of Net Worth	47.8%	48.7%	-1.8%
Efficiency			
Accounts Receivable Turnover Rate	7.6		
Average Collection Period (Days Receivable)	48.0	41.0	17.0%
Sales to Inventory (times)	22.8	21.6	5.6%
Assets as a % of Sales	61.0%	58.3%	4.6%
Sales to Net Working Capital (Working Capital Turnover)	3.0	5.5	-45.5%
Accounts Payable as a % of Sales	2.5%	3.1%	-20.3%
Profitability (After Taxes)			
Net Profit After Taxes	\$ 613,194		
% Return on Sales	17.6%	12.5%	40.8%
% Return on Assets (ROA)	28.9%	12.7%	127.6%
% Return on Net Worth	41.1%	25.1%	63.7%

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

"Almanac of Business and Industrial Financial Ratios" by Leo Troy, Ph.D

Analysis

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<u>Revenues (Averages)</u>	\$	%	<u>Industry Standard</u> %	% <u>Variance</u>
Net Sales	3,483,678	99.9%	99.2%	0.7%
Interest Income	2,300	0.1%	0.1%	0.0%
Rents				
Royalties				
Other Portfolio Income			0.2%	-100.0%
Other Receipts			0.5%	-100.0%
Total Receipts	3,485,978	100.0%	100.0%	

<u>Operating Costs / Operating Income (%)</u>	\$	%	%	
Cost of Operations	1,647,248	47.3%	45.2%	4.6%
Salaries & Wages	425,000	12.2%	11.9%	2.5%
Taxes Paid	3,851	0.1%	0.1%	0.0%
Interest Paid	5,855	0.2%	0.2%	0.0%
Depreciation	16,800	0.5%	0.4%	25.0%
Amortization and Depletion	6,000	0.2%	0.1%	100.0%
Pensions and Other Deferred Compensation	47,153	1.4%	1.3%	7.7%
Employee Benefits	15,863	0.5%	0.5%	0.0%
Advertising	45,800	1.3%	1.3%	0.0%
Other Expenses	6,258	0.2%	0.1%	100.0%
Officers' Compensation	240,000	6.9%	7.0%	-1.4%
Total Operating Expenses	812,580	23.3%	22.9%	1.7%
Operating Margin	1,026,150	29.5%	31.9%	-7.4%
Operating Margin Before Officers' Compensation	1,266,150	36.3%	38.9%	-6.6%

<u>Assets</u>	\$	%	<u>Industry Standard</u> %	
Net Receivables	457,731	21.5%	22.7%	-5.3%
Inventories	152,785	7.2%	6.9%	4.3%
Net Property, Plant and Equipment	712,000	33.5%	31.8%	5.3%
Total Assets	2,124,216			

<u>Liabilities</u>	\$	%	%	
Notes and Loans Payable	36,000	1.7%	2.2%	-22.7%
All Other Liabilities	597,605	28.1%	30.5%	-7.9%
Net Worth	1,490,611	70.2%	67.3%	4.3%

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

"Almanac of Business and Industrial Financial Ratios" by Leo Troy, Ph.D

Analysis

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		<u>Industry Standard</u>	<u>% Variance</u>
Financial Ratios			
Net Working Capital	\$ 1,168,696		
Earnings Before Interest & Taxes (EBIT)	\$ 990,959		
Cash Receipts	\$ 3,107,482		
Cash Disbursements	\$ 2,515,782		
Cash Flow	\$ 591,700		
Current Ratio	8.7	2.4	262.5%
Quick Ratio	7.6	0.9	744.4%
Net Sales to Working Capital (Working Capital Turnover)	3.0	4.3	-30.2%
Coverage Ratio (Times Interest Earned)	169.3	58.0	191.9%
Total Asset Turnover (Sales to Total Assets)	1.6	2.8	-42.9%
Inventory Turnover	10.8	11.5	-6.1%
Receivable Turnover	7.6	11.3	-32.7%
Total Liabilities to Net Worth	0.4	0.3	33.3%
Current Asset To Working Capital	1.1	1.0	10.0%
Current Liabilities to Working Capital	0.1	0.1	0.0%
Working Capital To Net Sales	0.3	0.2	50.0%
Inventory to Working Capital	0.1	0.2	-50.0%
Total Receipts to Cash Flow	5.3	5.2	1.9%
Cost of Goods to Cash Flow	2.8	2.7	3.7%
Cash Flow to Total Debt	0.9	0.8	12.5%
Financial Percentages			
Debt Ratio (Total Liabilities as a % of Total Assets)	29.8%	28.6%	4.2%
Return on Total Assets	46.4%	47.5%	-2.3%
Return on Equity Before Income Taxes	66.1%	65.3%	1.2%
Return on Equity After Income Taxes	41.1%	40.8%	0.7%
Profit Margin (Before Income Tax)	28.3%	25.6%	10.5%
Profit Margin (After Income Tax)	17.6%	18.5%	-4.9%

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Cash Flow Analysis

Cash Flow from Operations

Net Profit Before Taxes	\$	985,104
Depreciation, Depletion, Amortization	\$	22,800
Interest Expense	\$	5,855
Other Non-Cash Outflows/Expenses	\$	3,500
Rental Income (sample special cash flow)	\$	12,500
Total Cash available from Operations (CFO)	\$	<u>1,029,759</u>
Total Debt		633,605
Cash From Operation to Debt Ratio		1.6

Current Non-Income Statement Cash Outflows

Notes Payable - Short Term		36,000
Current Maturities - L/T/D		12,000
Total Non-Income Cash Out Flow		<u>48,000</u>
Cash Flow Coverage		21.5

Proposed Loan Payment Schedule

Principal Amount	\$	850,000
Annual Interest Rate		
Years		5
Annual Payment	\$	170,000
Months		60
Monthly Payment	\$	14,167
Proposed Total Non-Income Cash Out Flow		218,000
Proposed Cash Flow Coverage		4.7

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Operational Analysis

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Volumes

Systems :	1,200	Prod. Sq. Feet :	10,000	Production Employees :	18
Sales Orders :	750	Warehouse Sq. Feet :	400	Warehouse Employees :	2
Customers :	1,000	Admin. Sq. Feet :	3,000	Sales Support Staff :	2
Sales Reps :	5	Sales Sq. Feet :	600	Administrative Employees :	5
Production Man-Hours :	20,000	Total Sq. Feet :	14,000	Total Emp.s & Sales Rep's :	32

Sales

	<u>\$</u>		<u>\$</u>
Total Sales :	3,483,678	Avg. Sales / Prod. Sq. Ft. :	348
Avg. Sales / Customer :	3,484	Avg. Sales / Whse. Sq. Ft. :	8,709
Avg. Sales / Sales Rep :	696,736	Avg. Sales / Admin. Sq. Ft. :	1,161
Avg. Sales / Systems :	2,903	Avg. Sales / Sales Sq. Ft. :	5,806
Avg. Sales / Sales Order :	4,645	Avg. Sales / Total Sq. Ft. :	249
Avg. Sales / Prod. Man-Hour :	174	Avg. Sales / Employee :	108,865
		Avg. Sales / Prod. Employee :	193,538

Cost of Sales

	<u>\$</u>		<u>\$</u>
Total Cost of Sales :	1,647,248	Avg. COS / Prod. Man-Hour :	82
Avg. COS / Customer :	1,647	Avg. COS / Prod. Sq. Ft. :	165
Avg. COS / Sales Rep :	329,450	Avg. COS / Whse. Sq. Ft. :	4,118
Avg. COS / Systems :	1,373	Avg. COS / Admin. Sq. Ft. :	549
Avg. COS / Sales Order :	2,196	Avg. COS / Sales Sq. Ft. :	2,745
Avg. COS / Employee :	51,477	Avg. COS / Total Sq. Ft. :	118
Avg. COS / Prod. Employee :	91,514	Total COS to Total Ops. Expense Ratio :	2.03
		Total COS to Current Liability Ratio :	10.83

Gross Margin

	<u>\$</u>		<u>\$</u>
Total Gross Margin :	1,836,430	Margin / Prod. Sq. Ft. :	184
Margin / Customer :	1,836	Margin / Whse. Sq. Ft. :	4,591
Margin / Sales Rep :	367,286	Margin / Admin. Sq. Ft. :	612
Margin / Systems :	1,530	Margin / Sales Sq. Ft. :	3,061
Margin / Sales Order :	2,449	Margin / Total Sq. Ft. :	131
Margin / Prod. Man-Hour :	92	Margin / Employee :	57,388
		Margin / Prod. Employee :	102,024

Selling Expenses

	<u>\$</u>		<u>\$</u>
Total Sales Expense :	311,824	Sales Exp. / Employee :	9,745
Sales Exp. / Customer :	312	Sales Exp. / Prod. Employee :	17,324
Sales Exp. / Sales Rep :	62,365	Sales Exp. / Sales Staff Emp. :	155,912
Sales Exp. / Systems :	260	Sales Exp. / Sales Sq. Ft. :	520
Sales Exp. / Sales Order :	416	Sales Exp. / Total Sq. Ft. :	22
Sales Exp. / Prod. Man-Hour :	16	Sales Expense Ratio :	0.09
		Sales Exp. as a % of Gross Profit :	17.0%
		Sales Exp. as a % of Total Exp. :	38.4%
	<u>\$</u>		<u>\$</u>
Sales Personnel Expense :	192,314	Sales Pers. Exp. / Customer :	192
Sales Pers. Productivity Ratio :	0.10	Sales Pers. Exp. / Sales Rep :	38,463
Sales Pers. Efficiency Ratio :	0.06	Sales Pers. Expense / Systems :	160
Sales Pers. Productivity Index :	9.55	Sales Pers. Exp. / Order :	256

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004

Balance Sheet as of: 12/31/2004

Operational Analysis

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Other Operating Expenses

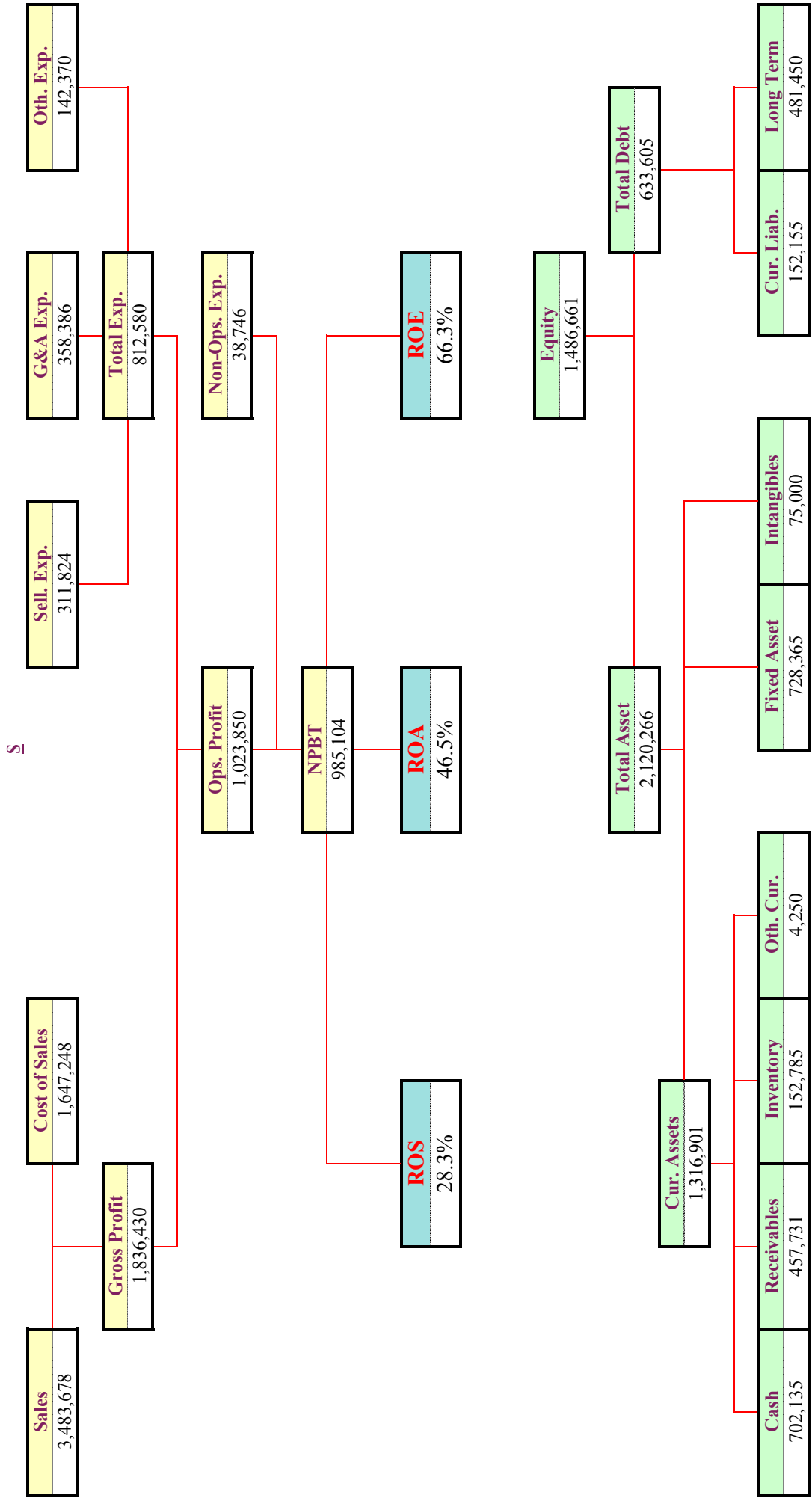
	<u>\$</u>		<u>\$</u>
Total Operating Expenses :	812,580	Total Exp. / Prod. Man-Hour :	41
Total Exp. / Customer :	813	Total Exp. / Prod. Sq. Ft. :	81
Total Exp. / Sales Rep :	162,516	Total Exp. / Whse. Sq. Ft. :	2,031
Total Exp. / Systems :	677	Total Exp. / Admin. Sq. Ft. :	271
Total Exp. / Sales Order :	1,083	Total Exp. / Sales Sq. Ft. :	1,354
Total Exp. / Employee :	25,393	Total Exp. / Total Sq. Ft. :	58
Total Exp. / Prod. Employee :	45,143	Total Exp. % of Gross Profit :	44.2%
		Total Expense Ratio :	0.23
	<u>\$</u>		
Other Operating Expenses	142,370	Oth. Exp. % of Gross Profit	7.8%
General & Administrative Exp.	358,386	G&A Exp. % of Gross Profit	19.5%
G&A Exp. / Admin. Emp. :	71,677		
	<u>\$</u>		<u>\$</u>
Total Personnel Expenses :	697,914	Total Pers. Exp. / Customer :	698
Return on Emp. Compensation :	141.1%	Total Pers. Exp. / Sales Rep :	139,583
Personnel Productivity Ratio :	0.38	Total Pers. Exp. / Sales Order :	931
Personnel Efficiency Ratio :	0.20	Total Personnel. Exp. / Systems :	582
Personnel Productivity Index :	2.63	Total Pers. Exp. / Prod. Man-Hour :	35
		Total Pers. Exp. / Employee :	21,810
		Total Pers. Exp. / Prod. Employee :	38,773
	<u>\$</u>		
Non-Personnel Expenses :	114,666	Non-Personnel Exp. % of Gross Profit :	6.2%
		Productivity Index on Expenses :	16.02
	<u>\$</u>		
Depreciation Expense :	22,800	Depreciation Rate :	2.8%
Bad Debt Expense :	4,665	Bad Debt Expense Ratio :	0.1%
		Bad Debt as a % of AR :	1.0%
	<u>\$</u>		
Assets per Employee :	66,382	Sales Orders per Sales Rep :	150.0
Assets per Prod. Employee :	118,012	Sales Orders per Prod. Employee :	41.7
Inventory per Prod. Sq. Ft. :	15	Sales Orders per Customer :	0.8
Inventory per Whse. Sq. Ft. :	382	Sales Orders per Employee :	23.4
Man Hours / Systems :	16.7	Prod. Sq. Ft. per Prod. Employee :	555.6

Net Profit Before Taxes (NPBT)

	<u>\$</u>		<u>\$</u>
Net Profit Before Taxes :	985,104	NPBT / Prod. Sq. Ft. :	99
NPBT / Customer :	985	NPBT / Whse. Sq. Ft. :	2,463
NPBT / Sales Rep :	197,021	NPBT / Admin. Sq. Ft. :	328
NPBT / Systems :	821	NPBT / Sales. Sq. Ft. :	1,642
NPBT / Sales Order :	1,313	NPBT / Total. Sq. Ft. :	70
NPBT / Prod. Man-Hour :	49	NPBT / Employee :	30,785
		NPBT / Prod. Employee :	54,728

ABC Industries of Colorado Springs Financial & Operational Analysis

P & L for period ending: 12/31/2004
Balance Sheet as of: 12/31/2004



ABC Industries of Colorado Springs Financial & Operational Analysis

P & L for period ending: 12/31/2004
Balance Sheet as of: 12/31/2004

Sensitivity Analysis

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Breakeven Analysis & Simulations

		Breakeven Points			
		Annual	Per Quarter	Per Month	Per Week
Total Variable Costs:	\$ 1,739,566				
Total Fixed Costs:	720,262				
Sales:	3,483,678				
Marginal Income Ratio:	0.5007				
Volumes					
Systems :	1,200				
Sales Orders :	750				
Production Man-Hours :	20,000				
Customers :	1,000				
Sales Reps :	5				
Production Employees :	18				
Production Square Feet :	10,000				
Assumptions					
Average Price per Unit:	\$ 2,903				
If the Price per Unit is:	3,000				
Average Sales per Sales Order:	4,645				
If the Average Sales per Sales Order:	5,000				
Average Sales per Customer:	3,484				
If the average Sales per Customer:	3,500				
Average Sales per Prod. Man-Hour:	174				
If the average Sales per Prod. Man-Hour:	200				
Average Sales per Sales Rep:	696,736				
If the average Sales per Sales Rep:	774,151				
Average Sales per Prod. Employee:	193,538				
If the average Sales per Prod. Employee:	211,132				
Average Sales per Prod. Square Foot:	348				
If the average Sales per Prod. Square Foot:	379				
Summary					
In Total Sales:	1,438,510	359,628	119,876	27,664	
In Unit Sales:	496	124.0	41.3	9.5	
In Sales Orders:	310	77.5	25.8	6.0	
In Customers:	288	72.0	24.0	5.5	
In Prod. Man-Hours:	411	102.8	34.3	7.9	
In Prod. Man-Hours:	8,267	2,066.8	688.9	159.0	
In Sales Rep:	7,193	1,798.3	599.4	138.3	
In Sales Rep:	2.1				
In Prod. Employees:	1.9				
In Prod. Employees:	7.4				
In Prod. Square Feet:	6.8				
In Prod. Square Feet:	4,134				
In Prod. Square Feet:	3,796				

Profit to Sales Simulation

		Sales Required			Net Change				
		Annual	Per Quarter	Per Month	Per Week	Annual	Per Quarter	Per Month	Per Week
Net Change	\$ 1,014,896								
Profit desired:	\$ 2,000,000								
Fixed Cost + Desired Profit:	2,720,262								
In Total Sales:	5,432,918	1,358,230	452,743	104,479	37,485				
In Unit Sales:	1,871	467.8	155.9	36.0	12.9				
In Unit Sales:	1,811	452.8	150.9	34.8	11.8				
In Sales Orders:	1,170	292.5	97.5	22.5	8.1				
In Sales Orders:	1,087	271.8	90.6	20.9	6.5				
In Customers:	1,559	389.8	129.9	30.0	10.8				
In Customers:	1,552	388.0	129.3	29.8	10.6				
In Prod. Man-Hours:	31,224	7,806.0	2,602.0	600.5	215.8				
In Prod. Man-Hours:	27,165	6,791.3	2,263.8	522.4	188.0				
In Sales Rep:	7.8				2.8				
In Sales Rep:	7.0				2.0				
In Prod. Employees:	28.1				10.1				
In Prod. Employees:	25.7				7.7				
In Prod. Square Feet:	15,612				5,612				
In Prod. Square Feet:	14,335				4,335				

ABC Industries of Colorado Springs

Financial & Operational Analysis

P & L for period ending: 12/31/2004
Balance Sheet as of: 12/31/2004

Sensitivity Analysis

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Price to Sales Correlation

Alter sales price by: -10.0% \$ 2,492,532
 Net Change

Sales required to maintain desired profit with the altered sales prices: \$ 5,976,210
 Net Change

Operational Performance

	<u>Current</u>	<u>Should Be</u>	<u>Desired</u>	<u>\$</u> <u>Difference</u>	<u>% Variance</u>	<u>\$</u> <u>Potential Annual Savings</u>
Modified Inventory Turns:	5.7	6.1	8.0			
Inventory Level:	152,785	143,239	109,040	-43,746	-28.6%	15,167
Modified Accounts Receivables Turns:	6.3	9.3	10.0			
Accounts Receivable Level:	457,731	308,290	287,510	-170,221	-37.2%	12,120
Modified Accounts Payables Turns:	11.6	10.8	11.0			
Accounts Payable Level:	86,055	92,542	90,511	4,456	5.2%	
Net Working Capital Turns:	3.00	5.50	5.50			
Net Working Capital:	1,168,696	633,396	633,396	-535,300	-45.8%	32,760

Sales to Assets Correlation

Sales Forecast of: \$5,432,918 \$ \$1,949,240
 Net Change

	<u>\$</u>	<u>Net Change</u>	<u>Volume Requirements</u>				<u>Net Change</u>			
	<u>\$</u>	<u>\$</u>	<u>Annual</u>	<u>Per Quarter</u>	<u>Per Month</u>	<u>Per Week</u>	<u>Annual</u>	<u>Per Quarter</u>	<u>Per Month</u>	<u>Per Week</u>
Inventory required:	238,273	85,488	1,871	467.8	155.9	36.0	671	167.8	55.9	12.9
Receivables required:	713,843	256,112	1,811	452.8	150.9	34.8	611	152.8	50.9	11.8
Total:	952,116	341,600	1,170	292.5	97.5	22.5	420	105.0	35.0	8.1
Net Working Capital required:	1,810,973	642,277	1,087	271.8	90.6	20.9	337	84.3	28.1	6.5
Payables required:	133,856	47,801	1,559	389.8	129.9	30.0	559	139.8	46.6	10.8
Total:	1,700,050	594,478	1,552	388.0	129.3	29.8	552	138.0	46.0	10.6
Net Working Capital required:	170,050	17,265	31,224	7,806.0	2,602.0	600.5	11,224	2,806.0	935.3	215.8
Receivables required:	448,379	-9,352	27,165	6,791.3	2,263.8	522.4	7,165	1,791.3	597.1	137.8
Total:	618,429	7,913	28.1	7.0	25.7	10.1	10.1	7.7	7.7	7.7
Net Working Capital required:	987,803	-180,893	15,612	3,903.0	1,300.7	322.7	5,612	1,403.0	467.0	115.8
Payables required to support:	123,673	37,618	14,335	3,584.0	1,194.7	298.2	4,335	1,086.0	362.0	92.0

ABC Industries of Colorado Springs

Financial & Operational Analysis
P & L for period ending: 12/31/2004
Balance Sheet as of: 12/31/2004

Capacity Requirements Planning & Capital Expenditures

	\$		\$		\$		\$
	Current Sales Level: 3,483,678		Forecasted Sales: \$5,432,918		Net Change: 1,949,240		
<u>Operations</u>							
<u>Asset</u>	<u>Current Capacity</u>	<u>% Utilization</u>	<u>Current Operating Level</u>	<u>Available Capacity</u>	<u>Sales per Asset Unit</u>	<u>Forecasted Operating Level</u>	<u>Additional Required Capacity</u>
Production Employees :	18	91.4%	16.5	1.5	211,132	25.7	8
Production Man-Hours :	20,000	89.2%	17,840	2,160	195	27,861	7,861
Machine Hours :	4,580	88.3%	4,044	536	861	6,310	1,730
Production Square Feet :	10,000	92.0%	9,200	800	379	14,335	4,335
						(Equipment)	(Equipment)
						Steel Press	Steel Press
						23,500	23,500
Warehouse Employees :	2	75.0%	1.5	0.5	2,322,452	2.3	1
Warehouse Square Feet :	400	85.0%	340	60	10,246	530	130
						(Equipment)	(Equipment)
						Fork Lift	Fork Lift
						12,600	12,600
Total Operations : 182,427							
<u>Sales & Administration</u>							
<u>Sales</u>							
Sales Reps :	5	89.3%	4.5	0.5	774,151	7.0	2
Sales Support Staff :	2	94.6%	1.9	0.1	1,833,515	3.0	1
Sales Office Square Feet :	600	96.0%	576	24	6,048	898	298
Customers :	1,000		1,000		3,484	1,559	559
Sales Orders :	750		750		4,645	1,170	420
Systems :	1,200		1,200		2,903	1,871	671
						(Equipment)	(Equipment)
						Phones	Phones
						1,285	1,285
<u>Administration</u>							
Administrative Employees :	5	95.4%	4.8	0.2	725,766	7.5	3
Administrative Square Feet :	3,000	81.0%	2,430	570	1,434	3,789	789
						(Equipment)	(Equipment)
						Fax & Copier	Fax & Copier
						3,260	3,260
Total Sales & Administration : 187,383							
<u>Other</u>							
						(Additional Capital Expenditures)	(Additional Capital Expenditures)
						Laser Printer	Laser Printer
						1,268	1,268
Total Capital Requirements : 371,078							

ABC Industries of Colorado Springs

Financial & Operational Analysis

Comparative Profit & Loss Statements

	For Period Ending 12/31/2003		For Period Ending 12/31/2004		Net Change	
	\$	% of Category	\$	% of Category	\$	%
Sales						
Credit Sales:	2,450,324	83.76%	2,875,099	82.53%	424,775	17.3%
Cash Sales:	475,087	16.24%	608,579	17.47%	133,492	28.1%
Total Sales	2,925,411	100.00%	3,483,678	100.00%	558,267	19.1%
Cost of Sales						
Cost of Sales, Material:	795,009	27.18%	872,316	52.96%	77,307	9.7%
Cost of Sales, Labor:	546,121	37.39%	651,627	39.56%	105,506	19.3%
Cost of Sales, Other:	119,453	8.18%	123,305	7.49%	3,852	3.2%
Total Cost of Sales	1,460,583	100.00%	1,647,248	100.00%	186,665	12.8%
Gross Profit	1,464,828	50.07%	1,836,430	52.72%	371,602	25.4%
Selling Expenses						
Variable:	87,523	10.00%	92,318	11.36%	4,795	5.5%
Fixed:	201,657	23.04%	219,506	27.01%	17,849	8.9%
Total	289,180	33.04%	311,824	38.37%	22,644	7.8%
General & Administrative Exp.	335,544	38.34%	358,386	44.10%	22,842	6.8%
Other Operating Expenses	250,428	28.62%	142,370	17.52%	-108,058	-43.1%
Total Operating Expenses	875,152	100.00%	812,580	100.00%	-62,572	-7.1%
Operating Profit	589,676	20.16%	1,023,850	29.39%	434,174	73.6%
Non-Operating Exp. & (Rev.)	36,409	1.24%	38,746	1.11%	2,337	6.4%
Net Profit Before Taxes(NPBT)	553,267	18.91%	985,104	28.28%	431,837	78.1%
Taxes	238,880	8.17%	371,910	10.68%	133,030	55.7%
Earnings after Taxes	314,387	10.75%	613,194	17.60%	298,807	95.0%

ABC Industries of Colorado Springs

Financial & Operational Analysis

Comparative Balance Sheets

	as of:		as of:		Net Change	
	12/31/2003	12/31/2004	12/31/2003	12/31/2004	\$	%
	\$	% of Class	\$	% of Class	\$	%
Assets						
Current Assets						
Cash & Marketable Sec.	600,000	48.75%	702,135	53.16%	102,135	17.0%
Accounts Receivable (Net)	450,000	36.57%	457,731	34.65%	7,731	1.7%
Inventory	173,000	14.06%	152,785	11.57%	-20,215	-11.7%
Notes Receivable	4,650	0.38%	3,950	0.30%	-700	-15.1%
All Other Current Assets	3,000	0.24%	4,250	0.32%	1,250	0.0%
Total	1,230,650	100.00%	1,320,851	100.00%	90,201	7.3%
Fixed Assets						
Fixed Assets (Net)	650,000	88.23%	712,000	88.63%	62,000	9.5%
Intangibles	75,000	10.18%	75,000	9.34%	0	0.0%
Misc Fixed	1,200	0.16%	1,365	0.17%	165	0.0%
All Other Non-Current	10,500	1.43%	15,000	1.87%	4,500	0.0%
Total	736,700	100.00%	803,365	100.00%	66,665	9.0%
Total	1,967,350	100.00%	2,124,216	100.00%	156,866	8.0%
Liabilities						
Current Liabilities						
Accounts Payable	72,000	60.56%	86,055	56.56%	14,055	19.5%
Notes Payable - Short Term	25,000	21.03%	36,000	23.66%	11,000	44.0%
Current Maturities - L/T/D	7,000	5.89%	12,000	7.89%	5,000	71.4%
Income Tax Payable	9,500	7.99%	12,400	8.15%	2,900	30.5%
Bank Loans	3,750	3.15%	2,100	1.38%	-1,650	-44.0%
All Other Current Debt	1,650	1.39%	3,600	2.37%	1,950	0.0%
Total	118,900	100.00%	152,155	100.00%	33,255	28.0%
Long Term Debt						
Long Term Debt	375,000	92.68%	450,000	93.47%	75,000	20.0%
Deferred Taxes	22,000	5.44%	26,000	5.40%	4,000	18.2%
Deferred Credits	4,475	1.11%	3,750	0.78%	-725	-16.2%
Misc	145	0.04%	450	0.09%	305	0.0%
All Other Non-Current	3,000	0.74%	1,250	0.26%	-1,750	0.0%
Total	404,620	100.00%	481,450	100.00%	76,830	19.0%
Total Liabilities	523,520	26.61%	633,605	29.83%	110,085	21.0%
Net Worth	1,443,830	73.39%	1,490,611	70.17%	46,781	3.2%
Total	1,967,350	100.00%	2,124,216	100.00%	156,866	8.0%

Hornung & Associates, LLC

The Business Analyzer

Financial & Operational Data Entry

General	
Company Name	ABC Industries of Colorado Springs
Company Address	5148 Stillwater Drive
Company City, State, Zip	Colorado Springs, CO 80918-7603
Company Telephone Number	(719) 548-0160
Contact	Michael F. Hornung
Report Title	Financial & Operational Analysis
The date of your Balance Sheet is:	12/31/2004
P & L for the period ending:	12/31/2004
Currency:	\$

Organizational Specifications	
Type of Cost Center	Abbreviated Title
Selling : Selling Expenses	Sell. Exp.
Gen. & Admin. : General & Administrative Exp.	G&A Exp.
Other Operating : Other Operating Expenses	OTH. Exp.
Non-Operating : Non-Operating Exp. & (Rev.)	Non-Ops. Exp.

Income Statement		% of Annual Value
Sales		
Credit Sales:	2,875,099	100.00%
Cash Sales:	608,579	100.00%
Total Sales	3,483,678	
Cost of Sales		
Cost of Sales, Material:	872,316	100.00%
Cost of Sales, Labor:	651,627	100.00%
Cost of Sales, Other:	123,305	100.00%
Total Cost of Sales	1,647,248	
Gross Profit	1,836,430	
Selling Expenses		
Variable:	92,318	100.00%
Fixed:	219,506	100.00%
Total	311,824	
General & Administrative Exp.		
Other Operating Expenses	142,370	100.00%
Total Operating Expenses	812,580	
Non-Operating Exp. & (Rev.)		
	38,746	100.00%
Net Profit Before Taxes	985,104	
Taxes		
	371,910	100.00%
Other		
Prepared by:	Michael F. Hornung	
Primary SIC Code :		

Balance Sheet		\$
Current Assets		
Cash & Marketable Sec.	702,135	
Accounts Receivable (Net)	457,731	
Inventory	152,785	
Notes Receivable	3,950	
All Other Current Assets	4,250	
Total	1,320,851	
Fixed Assets		
Fixed Assets (Net)	712,000	
Intangibles	75,000	
Misc Fixed	1,365	
All Other Non-Current	15,000	
Total	803,365	
Total Assets	2,124,216	
Current Liabilities		
Accounts Payable	86,055	
Notes Payable - Short Term	36,000	
Current Maturities - L/T/D	12,000	
Income Tax Payable	12,400	
Bank Loans	2,100	
All Other Current Debt	3,600	
Total	152,155	
Long Term Debt		
Long Term Debt	450,000	
Deferred Taxes	26,000	
Deferred Credits	3,750	
Misc	450	
All Other Non-Current	1,250	
Total	481,450	
Total Liabilities	633,605	
Net Worth	1,490,611	
Total Liabilities & Net Worth	2,124,216	

Operational & Performance Elements (Optional)		% of Annual
Sales Personnel Expense		
Sales Personnel Expense:	192,314	100.00%
Bad Debt Expense:	4,665	100.00%
Depreciation, Depletion, Amortization:	22,800	100.00%
Employee Pensions & Other Benefits:	48,596	100.00%
Production Square Feet		
Production Square Feet:	10,000	
Warehouse Square Feet:	400	
Administrative Square Feet:	3,000	
Sales Office Square Feet:	600	
Total Square Feet:	14,000	
Sales Office Square Feet		
Sales Office Square Feet:	600	100.00%
Total Square Feet:	14,000	
Sales Support Staff		
Systems:	1,200	
Sales Orders:	750	
Customers:	1,000	
Sales Reps:	5	
Sales Support Staff:	2	
Machine Hours		
Machine Hours:	4,580	
Production Employees:	18	
Production Man-Hours:	20,000	
Warehouse Employees:	2	
Administrative Employees:	5	
Total All Employees & Reps.:	32	
Officer's Salaries & Benefits		
Officer's Salaries & Benefits:	240,000	100.00%
Total Personnel Expense:	697,914	100.00%
Interest Expense:	5,855	100.00%
Normal A/R Credit Terms in Days		
Normal A/R Credit Terms in Days:	30	
Normal A/P Credit Terms in Days:	30	
Current % Interest Rate		
Current % Interest Rate:	6.12%	
% Inventory Carrying Cost		
% Inventory Carrying Cost:	34.67%	
Loans from Principals		
Loans from Principals:	225,000	
Credit Rating:		

Hornung & Associates, LLC

The Business Analyzer

Report Selection & Print Schedule

Print Page Numbers (Y or N) :

Select the desired reports and click on the Print button to print

<u>Report</u>	<u>Work Sheet Name</u>	<u>Include Report Y/N</u>	<u>Page Number</u>	<u>Print Y/N</u>
Index	(Index)	Y	1	Y
Title Page	(Title)	Y	2	Y
Table of Contents	(Contents)	Y	3	Y
Profit & Loss Statement Analysis	(P & L)	Y	4	Y
P & L Statement Graphs	(P & L Grph)	Y	5	Y
Balance Sheet Analysis	(Bal Sh)	Y	6	Y
Balance Sheet Graphs - Assets	(Bal Gph - A)	Y	7	Y
Balance Sheet Graphs - Liabilities	(Bal Gph - L)	Y	8	Y
Performance Ratios & Analysis	(Performance)	Y	11	Y
Risk Management Association Analysis	(RMA)	Y	13	Y
Dun & Bradstreet Analysis	(D&B)	Y	15	Y
Leo Troy Ph.D Analysis	(Troy)	Y	17	Y
Cash Flow from Operations Analysis	(Cash Flow)	Y	18	Y
Operational Ratios and Percentages	(Operational)	Y	20	Y
Financial Flow Chart	(Financial Chart)	Y	21	Y
Sensitivity Analysis	(Sensitivity)	Y	23	Y
Capacity Requirements Planning	(Capacity Planning)	Y	24	Y
Comparative P & L Statements	(Comp P&L)	Y	25	Y
Comparative Balance Sheets	(Comp BS)	Y	26	Y
Financial & Operational Data Entry	(Data Entry)	Y	28	Y
Glossary of Terms and Formulas	(Glossary)	Y		Y
Message Center	(Message Center)	Y		Y
Preparation Cover Sheet	(Prepare)	Y		Y

Financial & Operational Analysis

Prepared for:

Michael F. Hornung
ABC Industries of Colorado Springs
5148 Stillwater Drive
Colorado Springs, CO 80918-7603
(719) 548-0160

by:

Michael F. Hornung