

# Cash Flow Forecasting Model

Version 1.0

## Forecasting Year 1

Sales  
Cost of Sales  
Selling Expenses  
General & Administrative Expenses  
Other Operating & Non-Operating Expenses  
Cash Inflows & Other Cash Outflows  
Cash Flow Forecast

## Forecasting Years 2 thru 5

Sales  
Cost of Sales  
Selling Expenses  
General & Administrative Expenses  
Other Operating & Non-Operating Expenses  
Cash Inflows & Other Cash Outflows  
Cash Flow Forecast

## Global Data Entry

Global Data Entry

## Report Printing

Report Printing

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**Product ID #: 21000.010**

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# Sports Clothing of Colorado Springs

## Cash Flow Statement 2005

As of: 1/31/2005

\$

Category	January	February	March	April	May	June	July	August	September	October	November	December	Total
<b>Total Sales</b>	207,347	213,567	216,839	225,933	330,822	347,599	345,120	361,845	366,804	325,233	277,971	270,598	3,489,678
<b>Credit Sales</b>	153,620	159,213	158,140	162,763	276,312	291,327	290,916	295,565	297,960	297,235	252,009	240,039	2,875,099
<b>Beginning Cash Balance</b>	187,425	160,039	133,978	114,057	92,318	22,040	26,284	41,848	69,538	87,816	80,936	108,619	187,425
<b>Cash Inflows</b>													
Cash Sales	53,727	54,354	58,699	63,170	54,510	56,272	54,204	66,280	68,844	27,998	25,962	30,559	614,579
Other Cash Inflows	151,210	153,620	159,213	159,140	162,763	276,312	292,327	290,916	300,565	363,960	332,235	252,009	2,894,270
Total Cash Revenues	204,937	207,974	217,912	222,310	217,273	332,584	346,531	357,196	369,409	391,958	358,197	282,568	3,508,849
<b>Total Cash Available</b>	392,362	368,013	351,890	336,367	309,591	354,624	372,815	393,044	438,947	479,774	439,133	391,187	3,696,274
<b>Cash Outflows</b>													
<b>Cost of Goods Sold</b>													
Material	44,520	46,257	48,391	48,100	50,815	74,275	78,125	77,555	81,270	82,940	72,145	62,565	766,958
Labor	54,340	55,410	55,675	60,400	93,245	99,460	98,550	104,015	115,565	92,075	76,855	74,555	980,145
Other	6,150	6,325	6,105	6,750	13,975	14,230	14,175	15,230	15,350	10,850	8,750	8,125	126,015
Total Cost of Goods Sold	105,010	107,992	110,171	115,250	158,035	187,965	190,850	196,800	212,185	185,865	157,750	145,245	1,873,118
<b>Selling Expenses</b>													
Variable	24,999	20,652	21,270	21,597	22,502	32,950	34,620	34,373	36,039	36,533	32,392	27,685	345,612
Fixed	26,235	29,135	23,960	26,235	23,960	23,960	26,235	23,960	23,960	26,235	30,235	23,968	308,078
Total Selling Expenses	51,234	49,787	45,230	47,832	46,462	56,910	60,855	58,333	59,999	62,768	62,627	51,653	653,690
<b>General &amp; Administrative Expenses</b>	45,035	48,320	52,739	48,621	49,075	52,984	47,061	46,562	46,229	55,835	46,585	46,079	585,125
<b>Other Operating Expenses</b>	23,097	22,702	24,422	22,297	25,555	23,872	23,872	22,297	22,297	22,297	23,297	23,485	279,490
<b>Non-Operating Expenses &amp; Revenues</b>	4,347	1,634	1,671	3,449	1,824	3,009	3,729	1,914	1,821	3,448	1,730	1,531	30,107
<b>Total Costs &amp; Expenses</b>	228,723	230,435	234,233	237,449	280,951	324,740	326,367	325,906	342,531	330,213	291,989	267,993	3,421,530
<b>Other Cash Outflows</b>	3,600	3,600	3,600	6,600	6,600	3,600	4,600	3,600	8,600	68,625	38,525	3,525	155,075
<b>Total Cash Outflow</b>	232,323	234,035	237,833	244,049	287,551	328,340	330,967	329,506	351,131	398,838	330,514	271,518	3,576,605
<b>Net Change</b>	-27,386	-26,061	-19,921	-21,739	-70,278	4,244	15,564	27,690	18,278	-6,880	27,683	11,050	-67,756
<b>Ending Cash Balance</b>	160,039	133,978	114,057	92,318	22,040	26,284	41,848	69,538	87,816	80,936	108,619	119,669	119,669

## Sports Clothing of Colorado Springs

### Sales - Forecast 2005

As of: 1/31/2005

\$

<u>Sales</u>	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	<u>Total</u>
Uniforms	107,589	110,851	115,596	121,478	187,843	193,510	191,592	200,584	199,476	157,671	147,494	147,946	1,881,630
Sportswear	66,521	69,473	67,258	66,824	87,875	92,582	93,983	99,257	104,957	109,438	91,421	88,063	1,037,652
Sports Equipment	21,596	21,557	22,316	25,352	40,893	46,281	44,732	47,282	47,623	43,561	25,551	21,888	408,632
Warranties	5,089	5,171	5,512	6,048	8,015	8,925	8,366	8,312	8,128	8,095	6,989	5,948	84,598
Parts	4,975	4,958	4,503	4,597	4,718	4,742	4,853	4,807	4,976	4,913	4,891	5,192	58,125
Repairs	1,577	1,557	1,654	1,634	1,478	1,559	1,594	1,603	1,644	1,555	1,625	1,561	19,041
<b>Total</b>	<b>207,347</b>	<b>213,567</b>	<b>216,839</b>	<b>225,933</b>	<b>330,822</b>	<b>347,599</b>	<b>345,120</b>	<b>361,845</b>	<b>366,804</b>	<b>325,233</b>	<b>277,971</b>	<b>270,598</b>	<b>3,489,678</b>
Credit Sales :	153,620	159,213	158,140	162,763	276,312	291,327	290,916	295,565	297,960	297,235	252,009	240,039	2,875,099
Cash Sales :	53,727	54,354	58,699	63,170	54,510	56,272	54,204	66,280	68,844	27,998	25,962	30,559	614,579

## Sports Clothing of Colorado Springs

### Cost-of-Sales - Forecast 2005

As of: 1/31/2005

\$

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	<u>Total</u>
<b>Sales :</b>	207,347	213,567	216,839	225,933	330,822	347,599	345,120	361,845	366,804	325,233	277,971	270,598	3,489,678
<b>Cost-of-Sales</b>													
<b>Material</b>													
Uniforms	23,985	24,674	26,125	26,250	27,115	39,650	41,650	41,455	43,325	44,275	38,750	33,360	410,614
Sportswear	13,950	14,700	15,125	14,850	15,750	23,125	24,295	24,005	25,320	25,850	22,750	19,450	239,170
Sports Equipment	5,545	5,788	6,002	5,890	6,750	9,850	10,410	10,350	10,830	11,005	9,105	8,350	99,875
Parts	785	824	851	835	905	1,325	1,425	1,405	1,445	1,455	1,220	1,110	13,585
Repairs	255	271	288	275	295	325	345	340	350	355	320	295	3,714
Sub-Total	<u>44,520</u>	<u>46,257</u>	<u>48,391</u>	<u>48,100</u>	<u>50,815</u>	<u>74,275</u>	<u>78,125</u>	<u>77,555</u>	<u>81,270</u>	<u>82,940</u>	<u>72,145</u>	<u>62,565</u>	<u>766,958</u>
<b>Material</b>													
Labor - Uniforms	30,190	30,380	30,875	33,415	51,265	54,150	53,650	56,540	67,390	50,250	42,250	41,075	541,430
Labor - Sportswear	16,150	16,705	16,600	18,050	27,500	29,750	29,500	31,175	31,675	27,500	22,775	22,050	289,430
Labor - Sports Equipment	6,250	6,500	6,400	6,950	11,105	11,920	11,800	12,475	12,625	11,000	9,125	8,825	114,975
Labor - Repairs	1,750	1,825	1,800	1,985	3,375	3,640	3,600	3,825	3,875	3,325	2,705	2,605	34,310
Sub-Total	<u>54,340</u>	<u>55,410</u>	<u>55,675</u>	<u>60,400</u>	<u>93,245</u>	<u>99,460</u>	<u>98,550</u>	<u>104,015</u>	<u>115,565</u>	<u>92,075</u>	<u>76,855</u>	<u>74,555</u>	<u>980,145</u>
<b>Other</b>													
Miscellaneous	6,150	6,325	6,105	6,750	10,750	11,005	10,950	12,005	12,125	10,850	8,750	8,125	109,890
Outside Labor					3,225	3,225	3,225	3,225	3,225				16,125
Sub-Total	<u>6,150</u>	<u>6,325</u>	<u>6,105</u>	<u>6,750</u>	<u>13,975</u>	<u>14,230</u>	<u>14,175</u>	<u>15,230</u>	<u>15,350</u>	<u>10,850</u>	<u>8,750</u>	<u>8,125</u>	<u>126,015</u>
<b>Total Cost-of-Sales</b>	<u>105,010</u>	<u>107,992</u>	<u>110,171</u>	<u>115,250</u>	<u>158,035</u>	<u>187,965</u>	<u>190,850</u>	<u>196,800</u>	<u>212,185</u>	<u>185,865</u>	<u>157,750</u>	<u>145,245</u>	<u>1,873,118</u>

## Sports Clothing of Colorado Springs

### Selling Expenses - Forecast 2005

As of: 1/31/2005

\$

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	<u>Total</u>
Sales :	207,347	213,567	216,839	225,933	330,822	347,599	345,120	361,845	366,804	325,233	277,971	270,598	3,489,678
<u>Variable Selling Expense</u>													
Commissions	21,837	18,039	18,580	18,865	19,656	28,782	30,241	30,025	31,481	31,912	28,295	24,183	301,896
Credit Card Fees	3,162	2,613	2,690	2,732	2,846	4,168	4,379	4,348	4,558	4,621	4,097	3,502	43,716
<b>Total</b>	<b>24,999</b>	<b>20,652</b>	<b>21,270</b>	<b>21,597</b>	<b>22,502</b>	<b>32,950</b>	<b>34,620</b>	<b>34,373</b>	<b>36,039</b>	<b>36,533</b>	<b>32,392</b>	<b>27,685</b>	<b>345,612</b>
<u>Fixed Selling Expense</u>													
Office Supplies	1,145	1,145	1,145	1,145	1,145	1,145	1,145	1,145	1,145	1,145	1,145	1,147	13,742
Rent	7,886	7,886	7,886	7,886	7,886	7,886	7,886	7,886	7,886	7,886	7,886	7,888	94,634
Salaries & Benefits	8,175	8,175	8,175	8,175	8,175	8,175	8,175	8,175	8,175	8,175	8,175	8,175	98,100
Advertising	4,427	4,427	4,427	4,427	4,427	4,427	4,427	4,427	4,427	4,427	4,427	4,427	53,124
Catalogs	1,104	1,104	1,104	1,104	1,104	1,104	1,104	1,104	1,104	1,104	1,104	1,106	13,250
Bad Debt Expense	146	146	146	146	146	146	146	146	146	146	146	148	1,754
Telephone	702	702	702	702	702	702	702	702	702	702	702	702	8,424
Utilities	375	375	375	375	375	375	375	375	375	375	375	375	4,500
Printing	2,275			2,275			2,275			2,275			9,100
Conventions & Travel		5,175									6,275		11,450
<b>Total</b>	<b>26,235</b>	<b>29,135</b>	<b>23,960</b>	<b>26,235</b>	<b>23,960</b>	<b>23,960</b>	<b>26,235</b>	<b>23,960</b>	<b>23,960</b>	<b>26,235</b>	<b>30,235</b>	<b>23,968</b>	<b>308,078</b>
<b>Grand Total</b>	<b>51,234</b>	<b>49,787</b>	<b>45,230</b>	<b>47,832</b>	<b>46,462</b>	<b>56,910</b>	<b>60,855</b>	<b>58,333</b>	<b>59,999</b>	<b>62,768</b>	<b>62,627</b>	<b>51,653</b>	<b>653,690</b>

**Sports Clothing of Colorado Springs**  
**General & Administrative Expenses Forecast**  
**2005**

As of: 1/31/2005

\$

	<u>January</u>	<u>February</u>	<u>March</u>	<u>April</u>	<u>May</u>	<u>June</u>	<u>July</u>	<u>August</u>	<u>September</u>	<u>October</u>	<u>November</u>	<u>December</u>	<u>Total</u>
Sales :	207,347	213,567	216,839	225,933	330,822	347,599	345,120	361,845	366,804	325,233	277,971	270,598	3,489,678
Wages - Salaried	22,575	22,575	22,575	22,575	22,575	22,575	22,575	22,575	22,575	22,575	22,575	22,575	270,900
Payroll Taxes	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	43,200
Health Insurance	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	3,100	37,200
Depreciation Expense	1,905	1,905	1,905	1,905	1,905	1,905	1,905	1,905	1,905	1,905	1,905	1,905	22,860
Rent	7,064	7,064	7,064	7,064	7,064	7,064	7,064	7,064	7,064	7,064	7,064	7,064	84,768
Business Insurance	1,569	1,569	1,569	1,569	1,569	1,569	1,569	1,569	1,569	1,569	1,569	1,569	6,276
Utilities	426	426	426	426	426	426	426	426	426	426	426	426	5,112
Office Supplies	3,460	3,460	3,460	3,460	3,460	3,460	3,460	3,460	3,460	3,460	3,460	3,460	41,520
Telephone	673	673	673	673	673	673	673	673	673	673	673	673	8,076
Postage	720	720	720	720	720	720	720	720	720	720	720	720	8,640
Bank Service Charge	56	56	56	56	56	56	56	56	56	56	56	56	672
License & Permits	249	249	249	249	249	249	249	249	249	249	249	249	324
Computer Software	400	400	400	400	400	400	400	400	400	400	400	400	4,800
Office Equipment	206	206	206	206	206	206	206	206	206	206	206	206	2,472
Office Cleaning and Grounds Keeping	289	289	289	289	289	289	289	289	289	289	289	289	3,468
Interest Expense													
Personnel Ads	125		225	225		175	401	302	150				900
Property Taxes		3,561		3,561		275	436						8,100
Auto Expenses	436	436	436	436	436	436	436	436	436	436	436	436	5,232
<b>Total</b>	<b>45,035</b>	<b>48,320</b>	<b>52,739</b>	<b>48,021</b>	<b>49,075</b>	<b>52,984</b>	<b>47,061</b>	<b>46,562</b>	<b>46,229</b>	<b>55,835</b>	<b>46,585</b>	<b>46,079</b>	<b>585,125</b>

## Sports Clothing of Colorado Springs

### Other Operating & Non-Operating Expenses - Forecast 2005

As of: 1/31/2005

\$

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Sales :	207,347	213,567	216,839	225,933	330,822	347,599	345,120	361,845	366,804	325,233	277,971	270,598	3,489,678
<b><u>Other Operating Expenses</u></b>													
<u>Expense</u>													
Salaries - Officers	17,089	17,089	17,089	17,089	17,089	17,089	17,089	17,089	17,089	17,089	17,089	17,085	205,064
Benefits - Officers	5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,208	5,205	62,493
Business Consulting Accounting / Legal	800	405	2,125		3,258	1,575	1,575				1,000	400	7,808
Profit Sharing Plan												795	4,125
<b><u>Non-Operating Expenses &amp; Revenues</u></b>													
<u>Expense</u>													
Business Meetings	2,745	1,025	1,025	2,745	1,025	1,025	2,745	1,025	1,025	2,745	1,025	1,025	19,180
Travel	984	984	984	984	984	984	984	984	984	984	984	979	11,803
Donations	1,000					1,000							2,000
Interest Income	-382	-375	-338	-280	-185			-95	-188	-281	-279	-473	-2,876
<b>Total</b>	<b>23,097</b>	<b>22,702</b>	<b>24,422</b>	<b>22,297</b>	<b>25,555</b>	<b>23,872</b>	<b>23,872</b>	<b>22,297</b>	<b>22,297</b>	<b>22,297</b>	<b>23,297</b>	<b>23,485</b>	<b>279,490</b>
<b>Total</b>	<b>4,347</b>	<b>1,634</b>	<b>1,671</b>	<b>3,449</b>	<b>1,824</b>	<b>3,009</b>	<b>3,729</b>	<b>1,914</b>	<b>1,821</b>	<b>3,448</b>	<b>1,730</b>	<b>1,531</b>	<b>30,107</b>

## Sports Clothing of Colorado Springs

### Cash Inflows & Other Cash Outflows 2005

As of: 1/31/2005

\$

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Sales :	207,347	213,567	216,839	225,933	330,822	347,599	345,120	361,845	366,804	325,233	277,971	270,598	3,489,678
Credit Sales :	153,620	159,213	158,140	162,763	276,312	291,327	290,916	295,565	297,960	297,235	252,009	240,039	2,875,099
<b><u>Cash Inflows</u></b>													
<u>Revenue</u>													
Cash Sales :	53,727	54,354	58,699	63,170	54,510	56,272	54,204	66,280	68,844	27,998	25,962	30,559	614,579
Other Cash Inflows :													
Collections on Accounts Receivables	150,210	153,620	159,213	158,140	162,763	276,312	291,327	290,916	295,565	297,960	297,235	252,009	2,785,270
Loan Proceeds - Equipment											35,000		35,000
Other	1,000			1,000			1,000			1,000			4,000
Loan Proceeds - New Office Facility									5,000	65,000			70,000
Total Other Cash Inflows :	151,210	153,620	159,213	159,140	162,763	276,312	292,327	290,916	300,565	363,960	332,235	252,009	2,894,270
Total Revenues :	204,937	207,974	217,912	222,310	217,273	332,584	346,531	357,196	369,409	391,958	358,197	282,568	3,508,849
<b><u>Non-Operating Expenses &amp; Revenues</u></b>													
<u>Expense</u>													
Loan Principal Repayment	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	3,600	4,400	4,400	44,800
Start-up Costs													
Capital Purchases - Equipment											35,000		35,000
Owner's Withdrawals													
Inventory Changes				3,000	3,000		1,000						3,000
Capital Purchase - New Office									5,000	65,000			70,000
Loan Repayment - New Office Facility										25	1,125	1,125	2,275
Total	3,600	3,600	3,600	6,600	6,600	3,600	4,600	3,600	8,600	68,625	38,525	3,525	155,075

## Sports Clothing of Colorado Springs

### Cash Flow Statement

Years 2 thru 5

As of: 1/31/2005

Category	\$ 2006				\$ 2007				\$ 2008		\$ 2009	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	Year Total	
<b>Cash Inflows</b>												
Cash Sales	177,155	238,628	277,691	231,402	924,876	212,587	286,354	333,232	277,900	1,110,073	1,334,429	1,425,887
Other Cash Inflows	3,112,681	767,324	1,045,110	961,512	5,886,627	771,902	922,790	1,256,131	1,155,814	4,106,637	4,933,964	5,924,757
Total Cash Revenues	3,289,836	1,005,952	1,322,801	1,192,914	6,811,503	984,489	1,209,144	1,589,363	1,433,714	5,216,710	6,268,393	7,350,644
<b>Total Cash Available</b>	3,409,505	1,086,570	1,326,803	1,314,714	6,931,172	1,240,314	1,365,428	1,681,836	1,703,667	5,472,535	6,739,589	8,232,061
<b>Cash Outflows</b>												
<b>Cost of Goods Sold</b>												
Material	175,082	247,807	294,019	239,471	956,379	210,098	304,366	352,821	287,365	1,154,650	1,377,183	1,652,620
Labor	223,247	316,572	375,877	305,878	1,221,574	267,898	379,888	451,052	367,053	1,465,891	1,759,070	2,110,884
Other	25,064	43,282	53,810	34,341	156,497	30,077	51,938	64,572	41,210	187,797	225,357	270,429
Total Cost of Goods Sold	423,393	607,661	723,706	579,690	2,334,450	508,073	736,192	868,445	695,628	2,808,338	3,361,610	4,033,933
<b>Selling Expenses</b>												
Variable	81,588	99,870	128,994	118,757	429,209	97,703	126,015	157,799	144,085	525,602	627,493	731,906
Fixed	66,100	52,832	52,832	59,358	231,122	60,885	55,288	55,288	62,075	233,536	244,362	255,758
Total Selling Expenses	147,688	152,702	181,826	178,115	660,331	158,588	181,303	213,087	206,160	759,138	871,855	987,664
<b>General &amp; Administrative Expenses</b>	151,874	165,050	153,789	162,782	633,495	161,586	175,883	164,170	173,524	675,163	742,517	829,072
<b>Other Operating Expenses</b>	98,030	95,416	92,028	92,673	378,147	203,992	118,207	114,684	115,354	552,237	699,953	884,620
<b>Non-Operating Expenses &amp; Revenues</b>	7,792	8,129	6,544	4,519	26,984	5,681	6,260	4,187	1,695	17,823	-7,203	-31,932
<b>Total Costs &amp; Expenses</b>	828,777	1,028,958	1,157,893	1,017,779	4,033,407	1,037,920	1,217,845	1,364,573	1,192,361	4,812,699	5,668,732	6,703,357
<b>Other Cash Outflows</b>	2,500,110	53,610	47,110	41,110	2,641,940	46,110	55,110	47,310	40,110	188,640	189,440	190,440
<b>Total Cash Outflow</b>	3,328,887	1,082,568	1,205,003	1,058,889	6,675,347	1,084,030	1,272,955	1,411,883	1,232,471	5,001,339	5,858,172	6,893,797
<b>Net Change</b>	-39,051	-76,616	117,798	134,025	136,156	-99,541	-63,811	177,480	201,243	215,371	410,221	456,847
<b>Ending Cash Balance</b>	80,618	4,002	121,800	255,825	255,825	156,284	92,473	269,953	471,196	471,196	881,417	1,338,264

# Sports Clothing of Colorado Springs

## Sales - Forecast

Years 2 thru 5

Sales	\$ 2006				\$ 2007				\$ 2008		\$ 2009	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	Total	Year Total	Year Total
Uniforms	429,158	608,559	722,562	588,000	2,348,279	514,989	730,271	867,075	705,600	2,817,935	3,381,523	4,057,828
Sportswear	236,665	335,599	398,467	324,261	1,294,992	283,998	402,718	478,161	389,113	1,553,990	1,864,788	2,237,746
Sports Equipment	93,200	132,161	156,919	127,696	509,976	111,840	158,593	188,303	153,235	611,971	734,365	881,238
Warranties	18,553	26,309	31,238	25,240	101,340	22,264	31,571	37,485	30,504	121,824	146,189	171,405
Parts	24,390	24,390	24,390	24,390	97,560	29,270	29,270	29,270	29,270	117,080	142,835	171,405
Repairs	5,712	5,712	5,712	5,712	22,848	6,854	6,854	6,854	6,854	27,416	32,900	39,475
<b>Total</b>	<b>807,678</b>	<b>1,132,730</b>	<b>1,339,288</b>	<b>1,095,299</b>	<b>4,374,995</b>	<b>969,215</b>	<b>1,359,277</b>	<b>1,607,148</b>	<b>1,314,576</b>	<b>5,250,216</b>	<b>6,302,600</b>	<b>7,387,692</b>
Credit Sales :	630,523	894,102	1,061,597	863,897	3,450,119	756,628	1,072,923	1,273,916	1,036,676	4,140,143	4,968,171	5,961,805
Cash Sales :	177,155	238,628	277,691	231,402	924,876	212,587	286,354	333,232	277,900	1,110,073	1,334,429	1,425,887

## Sports Clothing of Colorado Springs

### Cost-of-Sales - Forecast Years 2 thru 5

As of: 1/31/2005

	\$ 2006					\$ 2007					\$ 2008		\$ 2009	
	1st Otr	2nd Otr	3rd Otr	4th Otr	Total	1st Otr	2nd Otr	3rd Otr	4th Otr	Total	Year Total	Year Total	Year Total	Year Total
Sales :	807,678	1,132,730	1,339,288	1,095,299	4,374,995	969,215	1,359,277	1,607,148	1,314,576	5,250,216	6,302,600	7,387,692		
	*-----*													
	93,659	132,812	157,692	128,325	512,488	112,391	159,374	189,230	153,990	614,985	737,983	885,579		
Uniforms	54,550	77,354	91,844	74,740	298,488	65,460	99,824	110,213	89,688	365,185	429,823	515,788		
Sportswear	22,779	32,302	38,353	31,210	124,644	27,335	38,762	46,023	37,452	149,572	179,487	215,384		
Sports Equipment														
Parts	2,978	4,223	5,014	4,080	16,295	3,573	5,067	6,016	4,896	19,552	23,463	28,156		
Repairs	1,116	1,116	1,116	1,116	4,464	1,339	1,339	1,339	1,339	5,356	6,427	7,713		
	*-----*													
	175,082	247,807	294,019	239,471	956,379	210,098	304,366	352,821	287,365	1,154,650	1,377,183	1,652,620		
Material														
Labor - Uniforms	123,488	175,110	207,914	169,195	675,707	148,186	210,133	249,497	203,034	810,850	973,020	1,167,624		
Labor - Sportswear	66,013	93,608	111,144	90,446	361,211	79,216	112,330	133,373	108,535	433,454	520,145	624,174		
Labor - Sports Equipment	26,222	37,184	44,150	35,928	143,484	31,467	44,621	52,980	43,113	172,181	206,617	247,940		
	*-----*													
	7,524	10,670	12,669	10,309	41,172	9,029	12,804	15,202	12,371	49,406	59,288	71,146		
Labor - Repairs														
	*-----*													
	223,247	316,572	375,877	305,878	1,221,574	267,898	379,888	451,052	367,053	1,465,891	1,759,070	2,110,884		
Sub-Total														
Other														
Miscellaneous	25,064	35,542	42,200	34,341	137,147	30,077	42,650	50,640	41,210	164,577	197,493	236,992		
Outside Labor		7,740	11,610		19,350		9,288	13,932		23,220	27,864	33,437		
	*-----*													
	25,064	43,282	53,810	34,341	156,497	30,077	51,938	64,572	41,210	187,797	225,357	270,429		
Sub-Total														
Total Cost-of-Sales	423,393	607,661	723,706	579,690	2,334,450	508,073	736,192	868,445	695,628	2,808,338	3,361,610	4,033,933		

## Sports Clothing of Colorado Springs

### Selling Expenses - Forecast Years 2 thru 5

As of: 1/31/2005

	\$ 2006					\$ 2007					\$ 2008		\$ 2009		
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	Year Total	Year Total	Year Total	Year Total	
<b>Sales</b>															
Sales :	807,678	1,132,730	1,339,288	1,095,299	4,374,995	969,215	1,359,277	1,607,148	1,314,576	5,250,216	6,302,600	7,387,692	639,331	92,575	
<b>Variable Selling Expense</b>															
Commissions	71,268	87,238	112,678	103,736	374,920	85,345	110,076	137,840	124,113	457,374	548,125	639,331	639,331	92,575	
Credit Card Fees	10,320	12,632	16,316	15,021	54,289	12,358	15,939	19,959	19,972	68,228	79,368	79,368	92,575	92,575	
<b>Fixed Selling Expense</b>															
Office Supplies	3,572	3,572	3,572	3,572	14,288	3,715	3,715	3,715	3,715	14,860	15,454	16,072	16,072	16,072	
Rent	7,886				7,886										
Salaries & Benefits	25,752	25,752	25,752	25,752	103,008	27,039	27,039	27,039	27,039	108,156	113,564	119,242	119,242	119,242	
Advertising	13,812	13,812	13,812	13,812	55,248	14,365	14,365	14,365	14,365	57,460	59,758	62,149	62,149	62,149	
Catalogs	3,444	3,444	3,444	3,444	13,776	3,582	3,582	3,582	3,582	14,328	14,901	15,497	15,497	15,497	
Bad Debt Expense	526	526	526	526	2,104	631	631	631	631	2,524	3,029	3,635	3,635	3,635	
Telephone	2,190	2,190	2,190	2,190	8,760	2,278	2,278	2,278	2,278	9,112	9,476	9,856	9,856	9,856	
Utilities	1,170	1,170	1,170	1,170	4,680	1,217	1,217	1,217	1,217	4,868	5,063	5,265	5,265	5,265	
Printing	2,366	2,366	2,366	2,366	9,464	2,461	2,461	2,461	2,461	9,844	10,238	10,647	10,647	10,647	
Conventions & Travel	5,382			6,526	11,908	5,597	6,787	6,787	6,787	23,877	24,879	25,881	25,881	25,881	
<b>Total</b>	<b>81,588</b>	<b>99,870</b>	<b>128,994</b>	<b>118,757</b>	<b>429,209</b>	<b>97,703</b>	<b>126,015</b>	<b>157,799</b>	<b>144,085</b>	<b>525,602</b>	<b>627,493</b>	<b>731,906</b>	<b>731,906</b>	<b>731,906</b>	
<b>Office Supplies</b>	<b>3,572</b>	<b>3,572</b>	<b>3,572</b>	<b>3,572</b>	<b>14,288</b>	<b>3,715</b>	<b>3,715</b>	<b>3,715</b>	<b>3,715</b>	<b>14,860</b>	<b>15,454</b>	<b>16,072</b>	<b>16,072</b>	<b>16,072</b>	
<b>Rent</b>	<b>7,886</b>				<b>7,886</b>										
<b>Salaries &amp; Benefits</b>	<b>25,752</b>	<b>25,752</b>	<b>25,752</b>	<b>25,752</b>	<b>103,008</b>	<b>27,039</b>	<b>27,039</b>	<b>27,039</b>	<b>27,039</b>	<b>108,156</b>	<b>113,564</b>	<b>119,242</b>	<b>119,242</b>	<b>119,242</b>	
<b>Advertising</b>	<b>13,812</b>	<b>13,812</b>	<b>13,812</b>	<b>13,812</b>	<b>55,248</b>	<b>14,365</b>	<b>14,365</b>	<b>14,365</b>	<b>14,365</b>	<b>57,460</b>	<b>59,758</b>	<b>62,149</b>	<b>62,149</b>	<b>62,149</b>	
<b>Catalogs</b>	<b>3,444</b>	<b>3,444</b>	<b>3,444</b>	<b>3,444</b>	<b>13,776</b>	<b>3,582</b>	<b>3,582</b>	<b>3,582</b>	<b>3,582</b>	<b>14,328</b>	<b>14,901</b>	<b>15,497</b>	<b>15,497</b>	<b>15,497</b>	
<b>Bad Debt Expense</b>	<b>526</b>	<b>526</b>	<b>526</b>	<b>526</b>	<b>2,104</b>	<b>631</b>	<b>631</b>	<b>631</b>	<b>631</b>	<b>2,524</b>	<b>3,029</b>	<b>3,635</b>	<b>3,635</b>	<b>3,635</b>	
<b>Telephone</b>	<b>2,190</b>	<b>2,190</b>	<b>2,190</b>	<b>2,190</b>	<b>8,760</b>	<b>2,278</b>	<b>2,278</b>	<b>2,278</b>	<b>2,278</b>	<b>9,112</b>	<b>9,476</b>	<b>9,856</b>	<b>9,856</b>	<b>9,856</b>	
<b>Utilities</b>	<b>1,170</b>	<b>1,170</b>	<b>1,170</b>	<b>1,170</b>	<b>4,680</b>	<b>1,217</b>	<b>1,217</b>	<b>1,217</b>	<b>1,217</b>	<b>4,868</b>	<b>5,063</b>	<b>5,265</b>	<b>5,265</b>	<b>5,265</b>	
<b>Printing</b>	<b>2,366</b>	<b>2,366</b>	<b>2,366</b>	<b>2,366</b>	<b>9,464</b>	<b>2,461</b>	<b>2,461</b>	<b>2,461</b>	<b>2,461</b>	<b>9,844</b>	<b>10,238</b>	<b>10,647</b>	<b>10,647</b>	<b>10,647</b>	
<b>Conventions &amp; Travel</b>	<b>5,382</b>			<b>6,526</b>	<b>11,908</b>	<b>5,597</b>	<b>6,787</b>	<b>6,787</b>	<b>6,787</b>	<b>23,877</b>	<b>24,879</b>	<b>25,881</b>	<b>25,881</b>	<b>25,881</b>	
<b>Total</b>	<b>66,100</b>	<b>52,832</b>	<b>52,832</b>	<b>59,358</b>	<b>231,122</b>	<b>60,885</b>	<b>55,288</b>	<b>55,288</b>	<b>62,075</b>	<b>233,536</b>	<b>244,362</b>	<b>255,758</b>	<b>255,758</b>	<b>255,758</b>	
<b>Grand Total</b>	<b>147,688</b>	<b>152,702</b>	<b>181,826</b>	<b>178,115</b>	<b>660,331</b>	<b>158,588</b>	<b>181,303</b>	<b>213,087</b>	<b>206,160</b>	<b>759,138</b>	<b>871,855</b>	<b>987,664</b>	<b>987,664</b>	<b>987,664</b>	

## Sports Clothing of Colorado Springs

### General & Administrative Expenses - Forecast

Years 2 thru 5

As of: 1/31/2005

	\$					*	\$					*	\$		
	2006	2nd Qtr	3rd Qtr	4th Qtr	Total		2007	2nd Qtr	3rd Qtr	4th Qtr	Total		2008	Year	2009
Sales :	807,678	1,132,730	1,339,288	1,095,299	4,374,995		969,215	1,359,277	1,607,148	1,314,576	5,250,216	6,302,600	7,387,692		
<u>Expense</u>															
Wages - Salaried	85,575	97,950	97,950	97,950	379,425		97,950	105,450	105,450	105,450	414,300	464,015	528,978		
Payroll Taxes	11,232	12,735	12,735	12,735	49,437		12,735	13,710	13,710	13,710	53,865	60,325	68,767		
Health Insurance	9,672	11,264	11,264	11,264	43,464		11,264	12,126	12,126	12,126	47,642	53,362	60,832		
Depreciation Expense	5,715	5,715	5,715	5,715	22,860		5,715	5,715	5,715	5,715	22,860	22,860	22,860		
Rent	7,064				7,064										
Business Insurance	1,632	1,632	1,632	1,632	6,528		1,697	1,697	1,697	1,697	6,788	7,060	7,342		
Utilities	1,329	1,329	1,329	1,329	5,316		1,382	1,382	1,382	1,382	5,528	5,750	5,980		
Office Supplies	10,795	10,795	10,795	10,795	43,180		11,227	11,227	11,227	11,227	44,908	46,704	48,573		
Telephone	2,100	2,100	2,100	2,100	8,400		2,184	2,184	2,184	2,184	8,736	9,084	9,448		
Postage	2,246	2,246	2,246	2,246	8,984		2,336	2,336	2,336	2,336	9,344	9,719	10,108		
Bank Service Charge	175	175	175	175	700		182	182	182	182	728	756	786		
License & Permits	259	78			337		269	81			350	364	379		
Computer Software	416	5,034	260	4,342	10,052		433	5,235	270	4,516	10,454	10,872	11,307		
Office Equipment	6,692	6,687	3,796	9,594	26,769		6,960	6,955	3,948	9,978	27,841	28,955	30,113		
Office Cleaning and Grounds Keeping	643	643	643	643	2,572		668	668	668	668	2,672	2,779	2,890		
Interest Expense	902	902	902	902	3,608		938	938	938	938	3,752	3,902	4,058		
Personnel Ads	364	416	156		936		379	433	162		974	1,013	1,053		
Property Taxes	3,703	3,989	731		8,423		3,852	4,149	760		8,761	9,111	9,476		
Auto Expenses	1,360	1,360	1,360	1,360	5,440		1,415	1,415	1,415	1,415	5,660	5,886	6,122		
<b>Total</b>	<b>151,874</b>	<b>165,050</b>	<b>153,789</b>	<b>162,782</b>	<b>633,495</b>		<b>161,586</b>	<b>175,883</b>	<b>164,170</b>	<b>173,524</b>	<b>675,163</b>	<b>742,517</b>	<b>829,072</b>		

## Sports Clothing of Colorado Springs

### Other Operating & Non-Operating Expenses - Forecast Years 2 thru 5

As of: 1/31/2005

	<u>\$</u> <u>2006</u>				<u>\$</u> <u>2007</u>				<u>\$</u> <u>2008</u>		<u>\$</u> <u>2009</u>	
	<u>1st Qtr</u>	<u>2nd Qtr</u>	<u>3rd Qtr</u>	<u>4th Qtr</u>	<u>1st Qtr</u>	<u>2nd Qtr</u>	<u>3rd Qtr</u>	<u>4th Qtr</u>	<u>Total</u>	<u>Year</u>	<u>Year</u>	<u>Total</u>
Sales :	807,678	1,132,730	1,339,288	1,095,299	1,095,299	1,359,277	1,607,148	1,314,576	5,250,216	6,302,600	7,387,692	
<u>Other Operating Expenses</u>												
<u>Expense</u>												
Salaries - Officers	53,318	69,315	69,315	69,315	69,315	86,640	86,640	86,640	329,235	411,450	514,310	
Benefits - Officers	16,249	21,075	21,075	21,075	21,075	26,340	26,340	26,340	100,095	125,080	156,350	
Business Consulting Accounting / Legal	3,463	5,026	1,638	1,456	3,602	5,227	1,704	1,514	8,445	8,783	9,134	
				827				860	4,462	4,640	4,826	
Profit Sharing Plan	25,000				110,000				110,000	150,000	200,000	
<b>Total</b>	<b>98,030</b>	<b>95,416</b>	<b>92,028</b>	<b>92,673</b>	<b>203,992</b>	<b>118,207</b>	<b>114,684</b>	<b>115,354</b>	<b>552,237</b>	<b>699,953</b>	<b>884,620</b>	
<u>Non-Operating Expenses &amp; Revenues</u>												
<u>Expense</u>												
Business Meetings	4,987	4,987	4,987	4,987	5,186	5,186	5,186	5,186	20,744	21,574	22,437	
Travel	3,070	3,070	3,070	3,070	3,193	3,193	3,193	3,193	12,772	13,283	13,814	
Donations	1,040	1,040			1,082	1,082			2,164	2,247	2,337	
Interest Income	-1,305	-968	-1,513	-3,538	-3,780	-3,201	-4,192	-6,684	-17,857	-44,307	-70,520	
<b>Total</b>	<b>7,792</b>	<b>8,129</b>	<b>6,544</b>	<b>4,519</b>	<b>5,681</b>	<b>6,260</b>	<b>4,187</b>	<b>1,695</b>	<b>17,823</b>	<b>-7,203</b>	<b>-31,932</b>	

## Sports Clothing of Colorado Springs

### Cash Inflows & Other Cash Outflows - Forecast Years 2 thru 5

	\$ 2006					\$ 2007					\$ 2008 Year Total		\$ 2009 Year Total	
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total	2008 Year Total	2009 Year Total		
<b>Cash Inflows</b>														
<b>Revenue</b>														
Cash Sales :	177,155	238,628	277,691	231,402	924,876	212,587	286,354	333,232	277,900	1,110,073	1,334,429	1,425,887		
Other Cash Inflows :														
Collections on Accounts Receivables	656,181	764,824	1,042,610	959,012	3,422,627	766,902	917,790	1,251,131	1,150,814	4,086,637	4,903,964	5,884,757		
Loan Proceeds - Equipment														
Other	2,500	2,500	2,500	2,500	10,000	5,000	5,000	5,000	5,000	20,000	30,000	40,000		
Loan Proceeds - New Office Facility	2,454,000				2,454,000									
Total Other Cash Inflows :	3,112,681	767,324	1,045,110	961,512	5,886,627	771,902	922,790	1,256,131	1,155,814	4,106,637	4,933,964	5,924,757		
Total Revenues :	3,289,836	1,005,952	1,322,801	1,192,914	6,811,503	984,489	1,209,144	1,589,363	1,433,714	5,216,710	6,268,393	7,350,644		
<b>Other Cash Outflows</b>														
<b>Expense</b>														
Loan Principal Repayment	13,200	13,200	13,200	13,200	52,800	13,200	13,200	13,200	13,200	52,800	52,800	52,800		
Start-up Costs														
Capital Purchases - Equipment														
Owner's Withdrawals														
Inventory Changes		7,500	1,000	-5,000	3,500		9,000	1,200	-6,000	4,200	5,000	6,000		
Capital Purchase - New Office	2,454,000				2,454,000									
Loan Repayment - New Office Facility	32,910	32,910	32,910	32,910	131,640	32,910	32,910	32,910	32,910	131,640	131,640	131,640		
Total	2,500,110	53,610	47,110	41,110	2,641,940	46,110	55,110	47,310	40,110	188,640	189,440	190,440		

As of: 1/31/2005

# Cash Flow Forecasting Model

## Report Printing Schedule

### Forecasting Reports for Year 1

<u>Report</u>	<u>Executive Report</u>	<u>Executive Report W/ %'s</u>	<u>Entry Schedule</u>	<u>Entry Schedule W/ Forecasts</u>
Sales				
Cost of Sales				
Selling Expenses				
General & Administrative Expenses				
Other Operating & Non-Operating Expenses				
Cash Inflows & Other Cash Outflows				
Cash Flow Forecast				

NOTE: All reports require legal size paper

### Forecasting Reports for Years 2 thru 5

<u>Report</u>	<u>Executive Report</u>	<u>Entry Schedule</u>
Sales		
Cost of Sales		
Selling Expenses		
General & Administrative Expenses		
Other Operating & Non-Operating Expenses		
Cash Inflows & Other Cash Outflows		
Cash Flow Forecast		

NOTE: All reports except the "Global Data Entry" require legal size paper

Global Data Entry

**Hornung & Associates, LLC**  
(719) 548-0160  
www.hornungllc.com  
Cash Flow Forecasting Model  
Version 1.0  
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# Cash Flow Forecasting Model

Version 1.0

## Hornung & Associates, LLC

5148 Stillwater Drive  
Colorado Springs, CO 80918-7603  
(719) 548-0160

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### Global Information

Company Name :

Company Address :

Company City, State, Zip :

Company Contact Name :

The Period Ending Date for the first forecast period:

The first Forecast Period is :

The Effective Date of this report is :

Currency :

Cash Balance at the beginning of the forecast period :

Number of Months to use for calculating Averages :

The business months are :

January	February	March	April	May	June	July	August	September	October	November	December
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