

Financial Profile

Mickey's Plumbing & Heating



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Income Statement

Period Ending & Information Source

	2003	2004	2005	2006
	Financial Statement	Financial Statement	Financial Statement	Projected

Total Sales	\$758,942	\$814,060	\$1,080,860	\$1,125,000
Total Cost Of Sales	\$171,973	\$245,373	\$320,169	\$302,400
Gross Profit	\$586,969	\$568,688	\$760,691	\$822,600
Operating Expenses				
Accounting	\$4,575	\$6,500	\$6,094	\$6,000
Advertising	\$17,628	\$33,760	\$61,203	\$65,000
Auto Expense	\$15,682	\$30,829	\$28,730	\$40,000
Bank Fees	\$613	\$846	\$5,251	\$5,000
Contract Labor	\$6,789	\$745	\$26,387	\$30,000
Depreciation	\$28,389	\$6,310	-	-
Dues/Fees/Subscriptions	\$250	\$785	\$530	\$500
Insurance--Life/Health Employees	\$15,726	\$19,243	\$36,791	\$38,000
Insurance--Life/Health Owners	\$37,734	\$33,509	\$36,873	\$38,000
Insurance--Liability	\$23,436	-	-	-
Insurance--Workmen's Comp	\$1,206	\$1,496	\$1,391	\$20,000
Interest Expense	-	-	-	\$4,500
Leases--Equipment	-	-	-	\$500
Licenses & Permits	-	-	\$5,738	\$5,800
Meals & Entertainment	\$1,206	\$1,496	\$1,391	\$1,500
Miscellaneous	\$897	\$8,479	-	-
Office Supplies	\$14,227	\$12,210	-	\$14,000
Other Supplies	\$6,839	\$1,318	\$3,106	\$3,000
Payroll--Employee--If NOT in Cost of Sales	\$186,858	\$178,749	\$250,254	\$275,000
Payroll--Owner's--If NOT in Cost of Sales	\$70,300	\$61,895	\$64,799	\$65,000
Payroll Taxes	\$23,440	\$19,556	\$736	\$800
Postage & Shipping	\$280	\$1,766	\$2,189	\$2,500
Rent	\$13,759	\$20,209	\$25,200	\$26,000
Repairs & Maintenance	\$192	-	\$140	\$200
Retirement Plan Contributions	\$5,130	-	\$7,369	\$8,000
Telephone	\$11,017	\$9,445	\$12,406	\$13,000
Utilities	\$1,621	\$1,968	\$2,037	\$2,100
Total Operating Expenses	\$523,813	\$497,950	\$614,615	\$664,400
Other Income	-	-	-	-
Other Expenses	-	-	-	-
Net Income Before Taxes	\$63,156	\$70,738	\$146,076	\$158,200
Interest Expenses	\$12,806	\$8,211	\$4,873	\$4,500
EBIT	\$75,962	\$78,949	\$150,949	\$162,700
Depreciation & Amortization	\$28,389	\$6,310	-	-
EBITDA	\$104,351	\$85,259	\$150,949	\$162,700
Business Income Taxes (if C Corp)	-	-	-	-
Net Income After Taxes	\$63,156	\$70,738	\$146,076	\$158,200

Professional quality financial information is one of the keys to success when selling a business. Once you enter your financial statements in our step-by-step, online module, it will automatically format them into a professional financial profile. Your Profile includes an Income Statement, Balance Sheet and Discretionary Cash Flow Statement.

Join BizByOwner today, and get started with your professional seller's package.

Discretionary Cash Flow Statement

Period Ending & Information Source

	2003	2004	2005	2006
	Financial Statement	Financial Statement	Financial Statement	Projected

Total Sales	\$758,942	\$814,060	\$1,080,860	\$1,125,000
Total Cost Of Sales	\$171,973	\$245,373	\$320,169	\$302,400
Gross Profit	\$586,969	\$568,688	\$760,691	\$822,600
Total Operating Expenses	\$523,813	\$497,950	\$614,615	\$664,400
Other Income	-	-	-	-
Other Expenses	-	-	-	-
Income Taxes (if C Corp)	-	-	-	-
Net Income	\$63,156	\$70,738	\$146,076	\$158,200

Discretionary Adjustments

Understanding and presenting your company's discretionary cash flow, or "DCF," may be the most important element of your sales effort. BizByOwner's financial module will help you understand what DCF is and show you how to calculate it in an easy to understand, step-by-step process. Your company's DCF will then be automatically formatted into a beautiful report that displays this information in the manner required by today's buyers. It will display in your Financial Profile package and in a specially designed table in the Business Offering Report.

Join BizByOwner today, learn how to sell a business, and get started with your professional seller's package!

Discretionary Adjustments	\$156,035	\$110,269	\$128,485	\$116,800
Discretionary Cash Flow	\$219,191	\$181,007	\$274,561	\$275,000

Balance Sheet

Period Ending

Dec 31, 2005

ASSETS

Current Assets

Cash	\$1,259
Accounts Receivable	\$55,444
Inventory	\$16,016
Other Current Assets	\$1,791
Total Current Assets	\$74,510

Long Term Assets

Land	-
Building	-
Leasehold Improvements	-
Furniture Fixtures & Equipment	\$133,731
Vehicles	-
Other Depreciable Assets	-
Franchise/Licensing Agreements	-
Other Intangible Assets	-
Other Long Term Assets	\$4,041
Subtotal	\$137,772
Less Accumulated Depreciation	\$124,365
Net Long Term Assets	\$13,407

Other Assets

Notes Receivable	-
Investments	-
Deposits	-
Total Other Assets	-

Total Assets

\$87,916

LIABILITIES & EQUITY

Current Liabilities

Trade Accounts Payable	\$52,593
Accruals	\$33,654
Credit Line(s)	\$3,478
Other Current Liabilities	\$102
Total Current Liabilities	\$89,827

Liabilities Long-Term

Total Notes Payable	\$67,173
Other Long Term Liabilities	-
Total Long Term Liabilities	\$67,173

Owner's Equity

General Equity Account	\$35,000
Current Earnings	\$123,045
Retained Earnings	(\$227,129)
Total Equity	(\$69,084)

Total Liabilities & Equity

\$87,916