


BUSINESS PLAN [YEAR]





Plant Nursery


Go the green way

 **John Doe**

 10200 Bolsa Ave, Westminster, CA, 92683

 (650) 359-3153

 info@example.com

 <http://www.example.com>

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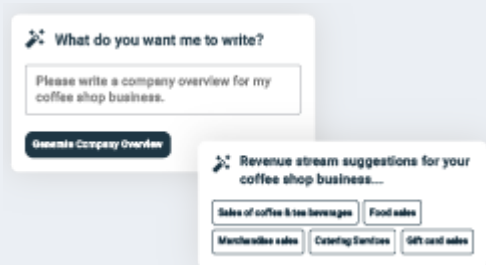
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1.

Executive summary

Problem Definition & Validation

Solution

Objectives

Mission statement

Keys to success

Financial Highlights

☐ Nature Box

Nature Box proposes to launch and expand a nursery business that grows and propagates plants and bulbs. The company will supply retail and wholesale businesses, landscapers, councils, and other horticulture businesses, such as fruit and vegetable

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Problem Definition & Validation

☐ Nature Box

Domestic growers often face price challenges brought forth from international markets. Many retailers continue to source cheap cut flowers from Kenya and the Netherlands, the largest sources of flowers in the United States. As flower and plant growth is


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Solution

☐ Nature Box

A focus on organic flower growing will allow Nature Box to create a niche. Domestic consumers are placing more value on quality fresh-cut flowers cultivated without harmful pesticides or herbicides. The company will leverage this momentum by planting str


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Objectives

☐ Nature Box

- To begin commercial operations in Jacksonville by Q1 2021
- To build a wide range of plants, bulbs, and flowers to meet the increasing market requirement for organic produce

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Short Term (1 -3 Years)

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☐ Nature Box

- To gain a competitive edge within the country's plant growing industry marketplace by establishing a brand that is synonym with locally grown and organic
- To explore GM of plants and how a variety of customization in c

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Long Term (3-5 years)

Start writing here..

Mission statement

☐ Nature Box

Our mission is to become a synonym with words like domestic, organic, custom grown, environmentally friendly, and sustainable. We are dedicated to providing a wide variety of plants, flowers, shrubs, fresh cuts, and trees for commercial and aesth

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Keys to success



Automation

Minimising labour and employment costs through automation can boost productivity and efficiency. This enables Nature Box to deal with fierce foreign competition.



Aligned with market Trends

The ability to alter the balance between the industry's crops and other agricultural products in response to changes in market conditions is important for a farm's viability. Ensuring domestic produce helps make this possible for Nature Box



Access to Latest Technology

The latest technology can help profit margins and productivity, such as by maximizing water efficiency.



Appropriate climatic conditions

Climatic conditions can dictate the quality and type of plant or flower produced. Being based in Florida, where it's warm all year round will significantly benefit the company.



Prompt delivery to market

The perishability of flowers and plants makes timely delivery imperative for all growers in the market. Nature Box' local operations will allow the company to ensure prompt delivery to market.



Premium goods/services

Through investments in GM, Nature Box can reach various niche markets by producing premium flowers and plants, for which customers are willing to pay a higher price. This can boost revenue and help the company mitigate growing import competition.

Financial Highlights

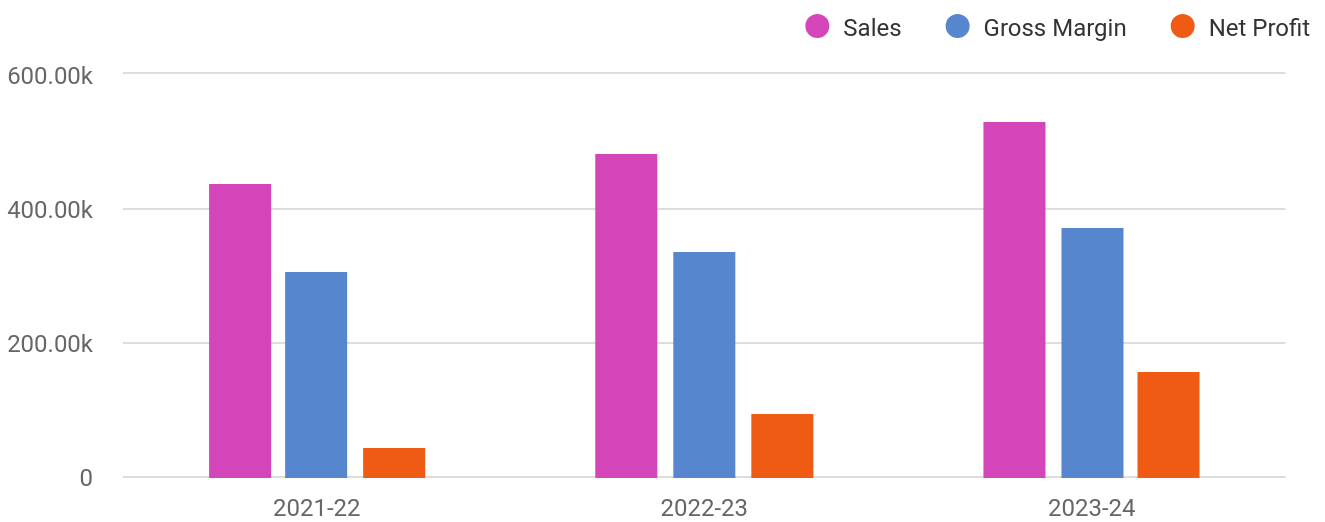
Nature Box

The company envisions raising an equity investment of \$50,000 through long-term borrowings, which will be used to set up and launch the business in the US. The company expects to maintain a gross margin of over 50% throughout the forecast period and a net profit margin of over 10%.

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Nature Box - 5 Year Highlights



Financial Year	Sales	Gross Margin	Net Profit
2021-22	438,937	307,255.90	43,893.70
2022-23	482,830.70	337,981.49	96,566.14
2023-24	531,113.77	371,779.64	159,334.13

2.

Business overview

Company Ownership/Legal Entity

Location

Interior Operating Facilities

Hours of Operation

Startup summary

☐ Nature Box

Nature Box is a new plant nursery that is dedicated to providing quality, organic, locally grown, choices for individuals looking for plants as well as designers and landscapers looking for a reliable source for products. Nature Box will grow and propagate a variety of plants.

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Company Ownership/Legal Entity

☐ Nature Box

The company will be registered as a limited liability entity with the Department of State. Further, since the company envisions setting up operations in Florida, it will also register with the local county. The business will be wholly owned and managed by the Founder.

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Location

☐ Nature Box

Location is vital for the successful operation of Nature Box. Ideal weather conditions and connectivity are key to ensure the quality and cost-efficiency of products.

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Interior Operating Facilities

☐ Nature Box

Nature Box will be required to purchase automated potting equipment with the intention of reducing labor costs and increasing production. Also required is the construction of heated greenhouses to safely out weather crops. The greenhouses must be l

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Hours of Operation

☐ Nature Box

Nature Box will operate an 8-hour workday from 9 am to 5 pm. However, since the company will be required to manage the crops and ensure their safety, a security detail will be added to make sure there is a watch at all times.

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Start writing here..

Startup summary

☐ Nature Box

The Founder will infuse a capital sum of \$1,200,000 into the company. Approximately £92,350 will be spent on a range of start-up expenses such as marketing, advertising, and professional fees. At the same time, another £602,000 will be earmarked for sales

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3.

Products & Services

Product classification

☐ Nature Box

Nature Box plans to offer a wide variety of bedding plants, shrubs, trees, vegetable plants, and garden plants. The company will carry a number of seasonal and year-round (perennial) species. Nature Box will sell to both individual customers and landscapers.

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Product classification



Hardy Nursery Stock

This segment includes shrubs and climbers, ornamental trees and hedging.



Protected Ornamentals

pot plants, pack bedding and indoor cut flowers.



Bulbs and Outdoor Flowers

daffodil bulb, forced bulbs and other bulb crops like tulips and gladioli. Narcissi, or daffodils,

☐ Nature Box

Hardy nursery stock is the largest product segment in the industry by a considerable margin, accounting for an estimated 65.8% of the company's revenue. This segment includes shrubs and climbers, ornamental trees, and hedging. Plants in this segment are

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Hardy Nursery Stock

Start writing here..

☐ Nature Box

Protected ornamentals comprise the second-largest product segment, generating an estimated 30.4% of the company's revenue mix. This segment encompasses the production of protected pot plants, pack bedding, and indoor cut flowers. The share of revenue

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Protected Ornamentals

Start writing here..

☐ Nature Box

Bulbs and outdoor flowers are the smallest product segment in the industry, generating an estimated 3.8% of the company's revenue. This segment includes daffodil bulbs, forced bulbs, and other bulb crops like tulips and gladioli. Narcissi, or daffodils, repr

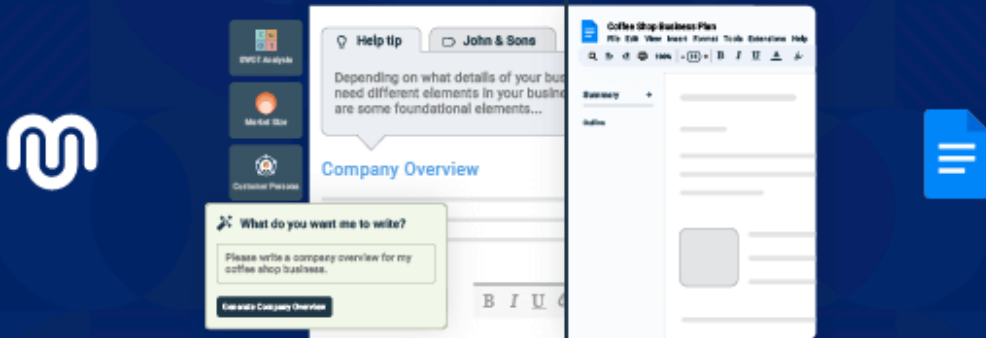
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Bulbs and Outdoor Flowers

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4.

Market Analysis

Market segmentation

Market Trends

Target market

☐ Nature Box

The market size of the plant and flower growing sector in the United States reached 15.34 billion U.S. dollars in 2020, reflecting an increase over the previous year's size of 15.29 billion U.S. dollars. The sector was forecast to increase by 1.8 percent in 2021.

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Market segmentation

☐ Nature Box

Although the market for flowers and plants is highly variegated, with a number of niches, there are four distinct major downstream markets. Wholesalers, including specialized packing companies, comprise the first, while retailers, exports, and trade with

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Start writing here..

☐ Nature Box

Wholesalers are the largest downstream market for the industry, accounting for an estimated 56.8% of industry revenue. This segment includes specialized packing companies that facilitate packing, grading, and sales between growers and supermarkets. Most

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Wholesalers

Start writing here..

☐ Nature Box

Retailers are the second-largest downstream market for flower and plant growers. Retailers contribute approximately 34.7% of industry revenue making them an important outlet. The retail market has three main subdivisions: independent florists, supermarkets,

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Retailors

Start writing here..

☐ Nature Box

It is fairly common for nurseries to sell to other growers for propagation or reseeding. This involves expanding flower and plant ranges between growers. This trade is estimated to account for 8.5% of industry revenue and has remained steady over the

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Flower and Plant Growers

Start writing here..

Market Trends

☐ Nature Box

Flowers and plants are discretionary purchases, demand for which is broadly affected by levels of disposable income. A significant number of households have gardens and living spaces, which supports rising demand during periods of rising disposable income

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Start writing here..

Target market

☐ Nature Box

Nature Box will strive to become an active choice of homeowners, wholesalers, and landscapers across the United States. Residential property owners will find the range of options available with the company attractive. Furthermore, a one-stop shop for

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Start writing here..

Competitive Advantage



Price

Automation in planting will help the company reduce its input costs which will reflect in its competitive pricing strategy



Genetic Mutation

Innovation in plants through genetic mutation will allow the company to offer a wider variety of plants



Organic

All of the company's offerings are free of pesticides and other harmful chemicals, making them 100% organic.



Range of Plants

The company will ensure stocking a wide selection of plants, from shrubs and bulbs to flowering plants and trees.

5.

SWOT analysis

☞ Nature Box

A SWOT (Strength, Weakness, Opportunity, and Threat) analysis is a useful tool for businesses to evaluate their position in the market against the potential internal and external factors that could assist or jeopardize their operations and existence. A SWOT has

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Strength

1. The company benefits from extensive insight and market expertise.
2. The flexible and robust range of products ensures the company's capabilities to cater to a more significant market share.
3. The company is based in Florida, which contains the right weather conditions to support year-round growth
4. Strategic collaborations with agriculture and horticulturists enrich the products of the company with leading industry experts and technology experts to support genetic mutation

Weakness

1. An increasing number of competitors within the industry leads to market share erosion.
2. The company is relatively new to the US market, in which seasoned players dominate.
3. The high rate of competition within the industry and the fragmented nature of the market makes the sector price sensitive.

Opportunity

1. Partnering with leading horticulturist providers to extend their market offering
2. Mr. Grant's skill in tactfully combining customer relationship management and supply networks to achieve an organizational goal opens up opportunities within challenging and risk intensive markets
3. The company possess the capabilities to extend its offerings globally

Threat

- Competitors eroding the market
- Low barriers to entry
- Competitors poaching B2B clients
- Any change in the trading regulations of the country will impact the operations of the company

6.

Strategy & implementation

Marketing and Promotion Programs

Positioning Statement

Sales strategy

Pricing strategy

☐ Nature Box

The company will predominantly rely on online advertising and lead generation strategies as many seeking logistic services first search online for information. As such, a full-fledged online marketing campaign will be launched inclusive of paid, social media, and email marketing.

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Start writing here..

Marketing and Promotion Programs

☐ Nature Box

Nature Box will approach potential commercial clients directly, either through cold-calling or e-mail to arrange pitch meetings. The company's sales representatives will use these opportunities to display the product catalog directly.

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Direct Sales

Start writing here..

☐ Nature Box

The Company will advertise in specific trade publications that are targeted towards the appropriate target markets.

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Trade Publications

Start writing here..

☐ Nature Box

Euro Trucks will establish a presence at various trade shows that are relevant to the target market. For example, the Multimodal event (www.multimodal.org) is an annual exhibition that is considered the US's premier freight transport, logistics, and supply chain event.

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Trade shows

Start writing here..

☐ Nature Box

The Company will operate a professional and compelling website dedicated to landscape artists, contractors, and residential property owners

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Website

Start writing here..

☐ Nature Box

The focus will be on Google Ads, which are more likely to drive commercial leads than other online advertising platforms (such as Facebook). The advertising will target specific keywords relevant to Nature Box's offering (e.g. "organic garden plants", "landscape contractors")

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Targeted Online Advertising

Start writing here..

Positioning Statement

☐ Nature Box

The company seeks to carve a niche for its products in the US market by capitalizing on its homegrown, organic plant grower brand. Consumers are embracing more natural, locally sourced flowers with fewer air miles. Leveraging this trend, the company will

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Start writing here..

Sales strategy

☐ Nature Box

Residential property owners, landscape artists, wholesalers, and building contractors form the company's primary target market. While push marketing efforts will be deployed to reach these companies and make them aware of the range of services provided, pull marketing efforts will

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Start writing here..

Online Marketing Channels



Electronic Direct Mail Marketing

Landscape artists and contractors looking for a variety of plants will stand out prominently as viable marketing targets for this channel. Nature Box will mail professionally designed materials with its value proposition to these companies and provide quotes for its range of plants and flowers



Social Media

Millennials and consumers in general spend a considerable time browsing social media platforms. Reaching to them through this channel will be an effective way to capture attention and position its services.



Google Ad Campaigns

The advertising will target specific keywords relevant to Nature Box's offering (e.g. "organic garden plants", "landscape plants" etc.).

Offline Marketing Channels



Networking

Participate in leading consumers exhibitions and beauty events. Display a range of samples and distribute flyers at these events. The company will also keep a record of visitors to their stalls as leads for its email marketing campaigns.



Referral

The company will offer referral discounts and packaged services to valued, regular clients



Conferences

The company will participate in leading conferences and make their presence known through marketing materials and presentations

Pricing strategy

Nature Box			
Products	Cost	Selling Price	Gross margin
Hardv Nurserv Stock	\$1.85	\$3.50	

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7.

Operational Plan

Management Team

Personnel Plan

Milestones

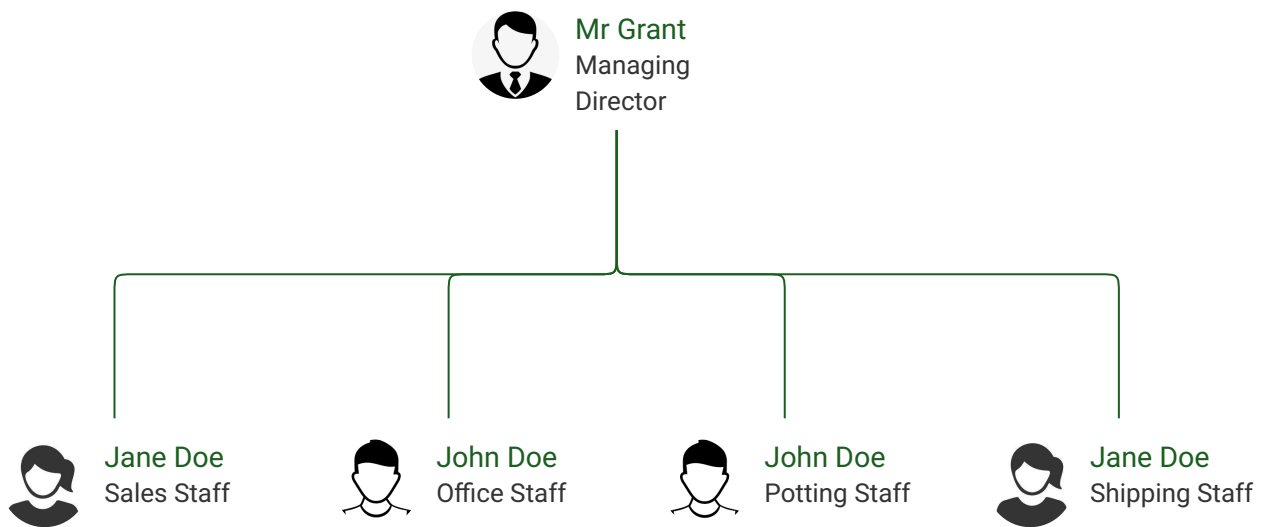
Nature Box

The team will be headed by Managing Director Mr. Grant who will also oversee the company's operations. Joining Mr. Grant in the Management Team, the company will onboard an office, sales, potting, and shipping staff.

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Start writing here..

Organization chart



Management Team

Nature Box

Mr. Grant counts 20 years of administrative and management experience, taking on various business development activities during the period. His ability to attract key players and build strong and lasting business relationships enabled her to grow in capa

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Personnel Plan

☐ Nature Box

The company plans to create two full-time equivalent jobs within the first five years of operations.

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Hiring plan

20

Filled

5

Hired

25

Open

Group By Department	Position Filled	Time of Hire	Time of Start	Filled On Time
Sales Staff	1 of 20	10 days	121 days	100%
Office Staff	3 of 23	30 days	21 days	80%
Potting Staff	4 of 15	158 days	127 days	0%
Shipping Staff	5 of 20	149 days	136 days	100%

Milestones

Nature Box

Establish

Nature Box will rent a property to set up its office, greenhouse facility and retail outlet. Additionally the company will engage in aggressive marketing activities to ensure its organic brand is well known at the onset

YEAR 1

Gain Market Traction

The company will begin expanding its services beyond Florida to cover other regions around the US.

Year 2

Diversify

Having externally established the business, the company will begin internally expanding its products by exploring genetic mutation of plants

Year 3

Grow

- Begin expanding across the US
- Consider market expansion beyond US

>Year3

8.

Financial plan

Important Assumptions

Break-even Analysis

Projected Profit and Loss

Projected Cash Flow

Projected Balance Sheet

Business Ratios



REMEMBER

If you are going to start your own plant nursery business, then make sure you will pay special attention to your financial plan. Your financial plan should include the details about how well you manage your

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Important Assumptions

The company's financial projections are forecasted on the basis of the following assumptions. These assumptions are quite conservative and are also expected to show deviation but to a limited level such that the company's major financial strategy will not be affected.

	Year 1	Year 2	Year 3
Plan Month	1	2	3
Current Interest Rate	10,00%	11,00%	12,00%
Long-term Interest Rate	10,00%	10,00%	10,00%
Tax Rate	26,42%	27,76%	28,12%
Other	0	0	0

Brake-even Analysis

Monthly Units Break-even	5530
Monthly Revenue Break-even	\$159 740
Assumptions:	
Average Per-Unit Revenue	\$260,87
Average Per-Unit Variable Cost	\$0,89
Estimated Monthly Fixed Cost	\$196 410

Projected Profit and Loss

	2024	2025	2026
Revenue	\$389,976.37	\$700,342.86	\$1,257,708.06
Plant Sales	\$159,171.40	\$285,849.20	\$513,343.20
Unit Sales	7,959	14,292	25,667
Unit Price	\$20	\$20	\$20
Gardening Services	\$222,846.40	\$400,201.20	\$718,697.70
Unit Sales	3,184	5,717	10,267
Unit Price	\$70	\$70	\$70
Gardening Workshops	\$7,958.57	\$14,292.46	\$25,667.16
Cost Of Sales	\$33,544.52	\$53,453.05	\$88,344.73
General Costs	\$33,544.52	\$53,453.05	\$88,344.73
Plant Growing Costs	\$18,040.53	\$28,155.63	\$45,782.76
Seed Purchase	\$6,341.24	\$7,145.34	\$8,051.52
Soil and Fertilizer	\$11,699.29	\$21,010.29	\$37,731.24
Gardening Supply Costs	\$15,503.99	\$25,297.42	\$42,561.97
Gardening Tools	\$3,804.70	\$4,287.13	\$4,830.73
Plant Pots	\$11,699.29	\$21,010.29	\$37,731.24
Revenue Specific Costs	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0
Gross Margin	\$356,431.85	\$646,889.81	\$1,169,363.33
Gross Margin (%)	91.40%	92.37%	92.98%

	2024	2025	2026
Operating Expense	\$450,316.16	\$487,597.29	\$522,705.63
Payroll Expense (Indirect Labor)	\$377,064	\$386,922.48	\$397,047.72
Sales Team	\$126,600	\$130,398	\$134,310
Sales Manager	\$57,600	\$59,328	\$61,107.84
Sales Representatives	\$69,000	\$71,070	\$73,202.16
Nursery Staff	\$139,104	\$142,390.08	\$145,757.16
Gardeners	\$88,704	\$90,478.08	\$92,287.80
Nursery Manager	\$50,400	\$51,912	\$53,469.36
Administrative Staff	\$111,360	\$114,134.40	\$116,980.56
Accountant	\$54,720	\$56,361.60	\$58,052.40
Administrative Assistants	\$56,640	\$57,772.80	\$58,928.16
General Expense	\$60,257.36	\$76,674.81	\$101,657.91
Facility Expenses	\$37,064.28	\$49,592.10	\$69,937.77
Rent	\$25,364.99	\$28,581.81	\$32,206.53
Utilities	\$11,699.29	\$21,010.29	\$37,731.24
Marketing and Advertising	\$10,510.67	\$12,791.87	\$15,616.86
Online Advertising	\$6,705.97	\$8,504.74	\$10,786.13
Print Advertising	\$3,804.70	\$4,287.13	\$4,830.73
Operational Costs	\$12,682.41	\$14,290.84	\$16,103.28
Transportation	\$10,145.95	\$11,432.68	\$12,882.69
Office Supplies	\$2,536.46	\$2,858.16	\$3,220.59
Bad Debt	\$0	\$0	\$0
Amortization of Current Assets	\$12,994.80	\$24,000	\$24,000

	2024	2025	2026
EBITDA	(\$93,884.31)	\$159,292.52	\$646,657.70
Additional Expense	\$8,284.80	\$6,041.24	\$3,635.49
Long Term Depreciation	\$2,268	\$2,268	\$2,268
Gain or loss from Sale of Assets	\$0	\$0	\$0
EBIT	(\$96,152.31)	\$157,024.52	\$644,389.70
Interest Expense	\$6,016.82	\$3,773.25	\$1,367.48
EBT	(\$102,169.11)	\$153,251.28	\$643,022.21
Income Tax Expense / Benefit	\$0	\$0	\$0
Total Expense	\$492,145.48	\$547,091.58	\$614,685.85
Net Income	(\$102,169.11)	\$153,251.28	\$643,022.21
Net Income (%)	(26.20%)	21.88%	51.13%
Retained Earning Opening	\$0	(\$122,169.11)	\$11,082.17
Owner's Distribution	\$20,000	\$20,000	\$20,000
Retained Earning Closing	(\$122,169.11)	\$11,082.17	\$634,104.38

Projected Cash Flow

	2024	2025	2026
Cash Received	\$389,976.37	\$700,342.86	\$1,257,708.06
Cash Paid	\$476,882.68	\$520,823.58	\$588,417.85
COS & General Expenses	\$93,801.88	\$130,127.86	\$190,002.64
Salary & Wages	\$377,064	\$386,922.48	\$397,047.72
Interest	\$6,016.82	\$3,773.25	\$1,367.48
Sales Tax	\$0	\$0	\$0
Income Tax	\$0	\$0	\$0
Net Cash From Operations	(\$86,906.31)	\$179,519.28	\$669,290.21
Assets Sell	\$0	\$0	\$0
Assets Purchase	\$54,000	\$24,000	\$24,000
Net Cash From Investments	(\$54,000)	(\$24,000)	(\$24,000)
Amount Received	\$150,000	\$0	\$0
Loan Received	\$100,000	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$50,000	\$0	\$0
Amount Paid	\$51,035.72	\$53,279.28	\$55,685.02
Loan Capital	\$31,035.70	\$33,279.27	\$35,685.03
Dividends & Distributions	\$20,000	\$20,000	\$20,000
Net Cash From Financing	\$98,964.28	(\$53,279.28)	(\$55,685.02)

	2024	2025	2026
Summary			
Starting Cash	\$0	(\$41,942.03)	\$60,297.97
Cash In	\$539,976.37	\$700,342.86	\$1,257,708.06
Cash Out	\$581,918.40	\$598,102.86	\$668,102.87
Change in Cash	(\$41,942.03)	\$102,240	\$589,605.19
Ending Cash	(\$41,942.03)	\$60,297.97	\$649,903.16

Projected Balance Sheet

	2024	2025	2026
Assets	(\$3,204.83)	\$96,767.17	\$684,104.36
Current Assets	(\$30,936.83)	\$71,303.17	\$660,908.36
Cash	(\$41,942.03)	\$60,297.97	\$649,903.16
Accounts Receivable	\$0	\$0	\$0
Inventory	\$0	\$0	\$0
Other Current Assets	\$11,005.20	\$11,005.20	\$11,005.20
Long Term Assets	\$27,732	\$25,464	\$23,196
Gross Long Term Assets	\$30,000	\$30,000	\$30,000
Accumulated Depreciation	(\$2,268)	(\$4,536)	(\$6,804)
Liabilities & Equity	(\$3,204.82)	\$96,767.19	\$684,104.38
Liabilities	\$68,964.29	\$35,685.02	\$0
Current Liabilities	\$33,279.27	\$35,685.02	\$0
Accounts Payable	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0

	2024	2025	2026
Sales Tax Payable	\$0	\$0	\$0
Short Term Debt	\$33,279.27	\$35,685.02	\$0
Long Term Liabilities	\$35,685.02	\$0	\$0
Long Term Debt	\$35,685.02	\$0	\$0
Equity	(\$72,169.11)	\$61,082.17	\$684,104.38
Paid-in Capital	\$0	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$50,000	\$50,000	\$50,000
Retained Earnings	(\$122,169.11)	\$11,082.17	\$634,104.38
Check	\$0	\$0	\$0

Business Ratios

	Year 1	Year 2	Year 3	Industry profile
Sales Growth	4,35%	30,82%	63,29%	4,00%
Percent of Total Assets				
Accounts Receivable	5,61%	4,71%	3,81%	9,70%
Inventory	1,85%	1,82%	1,79%	9,80%
Other Current Assets	1,75%	2,02%	2,29%	27,40%
Total Current Assets	138,53%	150,99%	163,45%	54,60%
Long-term Assets	-9,47%	-21,01%	-32,55%	58,40%
TOTAL ASSETS	100,00%	100,00%	100,00%	100,00%
Current Liabilities	4,68%	3,04%	2,76%	27,30%
Long-term Liabilities	0,00%	0,00%	0,00%	25,80%
Total Liabilities	4,68%	3,04%	2,76%	54,10%

	Year 1	Year 2	Year 3	Industry profile
NET WORTH	99,32%	101,04%	102,76%	44,90%
Percent of Sales				
Sales	100,00%	100,00%	100,00%	100,00%
Gross Margin	94,18%	93,85%	93,52%	0,00%
Selling, General & Administrative Expenses	74,29%	71,83%	69,37%	65,20%
Advertising Expenses	2,06%	1,11%	0,28%	1,40%
Profit Before Interest and Taxes	26,47%	29,30%	32,13%	2,86%
Main Ratios				
Current	25,86	29,39	32,92	1,63
Quick	25,4	28,88	32,36	0,84
Total Debt to Total Assets	2,68%	1,04%	0,76%	67,10%
Pre-tax Return on Net Worth	66,83%	71,26%	75,69%	4,40%
Pre-tax Return on Assets	64,88%	69,75%	74,62%	9,00%
Additional Ratios				
Net Profit Margin	19,20%	21,16%	23,12%	N.A.
Return on Equity	47,79%	50,53%	53,27%	N.A.
Activity Ratios				
Accounts Receivable Turnover	4,56	4,56	4,56	N.A.
Collection Days	92	99	106	N.A.
Inventory Turnover	19,7	22,55	25,4	N.A.
Accounts Payable Turnover	14,17	14,67	15,17	N.A.
Payment Days	27	27	27	N.A.
Total Asset Turnover	1,84	1,55	1,26	N.A.
Debt Ratios				
Debt to Net Worth	0	-0,02	-0,04	N.A.
Current Liab. to Liab.	1	1	1	N.A.
Liquidity Ratios				
Net Working Capital	\$120 943	\$140 664	\$160 385	N.A.

	Year 1	Year 2	Year 3	Industry profile
Interest Coverage	0	0	0	N.A.
Additional Ratios				
Assets to Sales	0,45	0,48	0,51	N.A.
Current Debt/Total Assets	4%	3%	2%	N.A.
Acid Test	23,66	27,01	30,36	N.A.
Sales/Net Worth	1,68	1,29	0,9	N.A.
Dividend Payout	0	0	0	N.A.

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