

# BUSINESS PLAN [YEAR]



## T-Shirt Printing

Creative arts on your t-shirt



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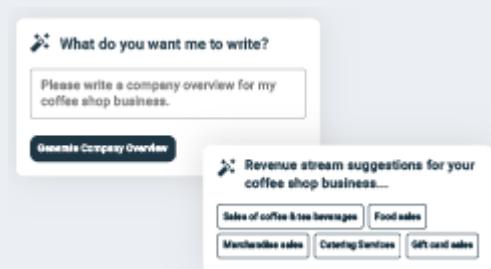
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# 1.

## Executive Summary

Problem Definition & Validation

Solution

Objectives

Mission Statement

Keys to Success

Financial Highlights



#### REMEMBER

Before you think about how to start a T-Shirt service, you must create a detailed Drop Shipping business plan. It will not only guide you in the initial phases of your startup but will also help you later on.

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#### PYT

Print Your Tee (PYT) offers customized t-shirt printing services that allow customers to personalize t-shirts with their print choices. Operating out of Jacksonville, Florida, the business will offer a plethora of t-shirt colors available in various sizes that can

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*Start writing here..*

## Problem Definition & Validation

#### PYT

A T-shirt is a single piece of clothing that is universal and has remained timeless. It will never go out of style, whether it is a graphic tee, a plain oversized throw or even a body-hugging jersey. The ubiquity of the t-shirt may be apparent, the prints and designs

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## Solution

#### PYT

Offer customized t-shirts where consumers are free to choose the size, color, and even the print they want on their t-shirt. Operating from an office base in the heart of Jacksonville, the company will cater to online and walk-in customers. Prospects can either

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# Objectives

📁 PYT

- To set up an attractive, user-friendly website prior to the inception of the business in Florida
- To build marketing material targeting both B2B and B2C markets

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## Short Term (1 -3 Years)

*Start writing here..*

📁 PYT

- To expand operations beyond Jacksonville to include nearby regions
- To begin the development of a mobile application allowing consumers to design their own t-shirt

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## Long Term (3-5 years)

*Start writing here..*

## Mission Statement

📁 PYT

We aim to bring the excitement of shopping, the luxury of variety, the privilege of choice, and the advantage of cost, all at the convenience of one's home. We envision becoming the first choice for t-shirt customization both for the corporate and consumer markets.

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## Keys to Success

📁 PYT

- PYT will be a one-of-a-kind personalized t-shirt printing service in Florida
- The healthy combination of creativity and technical expertise brought in by the company's Founders will benefit the sustainability of the company

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## Financial Highlights

📁 PYT

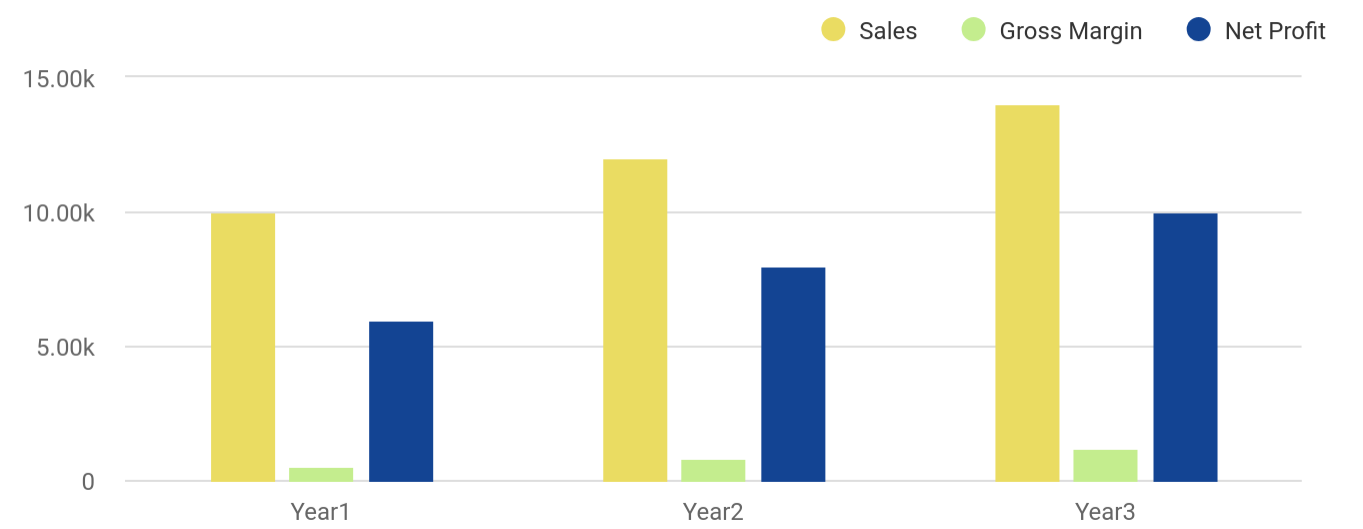
The founder will invest a capital sum of \$400,000 in launching and growing the business in Florida. The company expects sales to kickstart from its maiden year, albeit with a low net profit margin. The company's strategic investments in marketing and

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### 3 Year profit forecast



Financial Year	Sales	Gross Margin	Net Profit
Year1	10,000	500	6,000
Year2	12,000	800	8,000
Year3	14,000	1,200	10,000

# 2.

## Business Overview

Company Ownership/Legal Entity

Location

Interior Operating Facilities & Equipment

Hours of Operation

Start-up Summary

📁 PYT

PYT is a t-shirt printing service company driven by a passion for innovation and aims to provide a cost-effective and easy way to personalize clothing. The company specializes in all types of t-shirt printing, from screen printing, digital printing to plot printing. On

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## Company Ownership/Legal Entity

📁 PYT

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 Founder M

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## Location

📁 PYT

Location is vital for PYT as it plans to cater to walk-in customers and service online prospects. The convenience of transportation, skilled workers and regional traffic will primary factors that will drive the Founder's decision of an ideal location. Thanks to its pro

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## Interior Operating Facilities & Equipment

📄 PYT

The company will begin operations from a rented showroom space at the heart of Jacksonville's commercial hub. Initial investments in setting up the interior facilities, printing equipment, consumables and client entertainment space will be set up.

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## Hours of Operation

📄 PYT

PYT will cater to walk-in as well as online customers, as such it will be required to stay open during the business hours. The company envisions opening shop at 10 am and remain open till 7pm to entertain walk-in prospects as well as fulfil online orders.

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## Start-up Summary

📄 PYT

The schedule below elucidates the company's anticipated expenses on launch in Florida. Of the total capital investment of \$400,000, the company will spend \$81,500 on a range of pre-launch expenses. Accordingly, a sum of \$3,000 will be paid for company set-up.

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# 3.

## Products and Services

Suppliers



## REMEMBER

If you are starting a Drop Shipping Business, you must focus on the services, you will provide to your customers. This sample business plan of Drop Shipping will guide you on how to start your own do

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## PYT

At PYT, the next favorite t-shirt is just a print away. More than just custom printed t-shirts, the company seeks to celebrate life's favorite moments with its customers. Be it a child's first soccer game, a milestone birthday, or even a company's fundraiser ev

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## Suppliers

## PYT

While all the printing will be done in-house, the company will outsource its t-shirt manufacturing services. PYT will maintain a stock of high-quality t-shirts of all sizes and colors to enhance its service delivery capabilities. The company's range of t-shirts will inclu

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## Range of Products



**Dress Shirts**



**Fleece**



**Toddler and Infant Wear**



**Knits and Layered T-shirts**



**Polos**



**Outerwear**



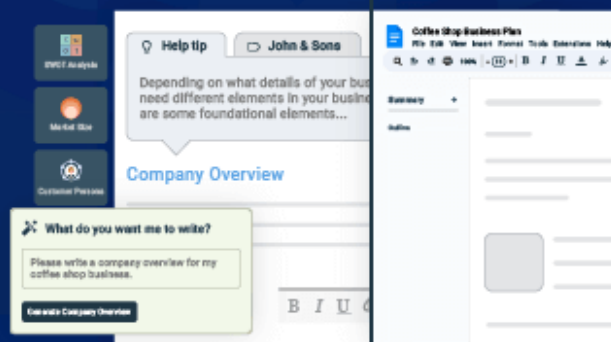
Sweats



Tank Tops

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# 4.

## Market Analysis

Market Segmentation

Market Analysis

Business Target

Product Pricing

Competitive Advantage





### REMEMBER

The most important component of an effective drop shipping business plan is its accurate marketing analysis. If you are starting this venture on small scale, you can take help from this drop shipping business plan.

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### PYT

The global custom t-shirt printing industry was valued at \$3.64 billion in 2020. The industry is expected to grow at a compounded annual growth rate of 9.7% over the next eight years from 2021 to 2028[1]. The growth in the industry can be attributed to the custom t-shirt printing industry.

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## Market Segmentation

### PYT

The global industry is segmented by type of print (screen, digital and plot printing), design and region.

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### PYT

The biggest consumer of our services will be women in the United States. It has been established by various surveys and studies that women are more likely to make online purchases than men. That's why American women will be the biggest consumer of our services.

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## Women

*Start writing here..*

📁 PYT

The second-biggest consumer of our products will be men. Although their contribution to our revenue will be less than women still it will be of significant value.

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## Men

Start writing here..

📁 PYT

We also hope to target the corporate sector for buying the products from our first category, computers, and accessories.

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## Businesses

Start writing here..

## Market Analysis

The detailed market analysis of our potential customers is given in the following table:

Potential Customers	Growth	Year 1	Year 2	Year 3	Year 4	Year 5	CAGR
Women	48%	22,334	32,344	43,665	52,544	66,432	10.00%
Businesses	18%	11,433	13,344	16,553	18,745	20,545	13.43%
Men	34%	18,322	19,455	20,655	22,867	24,433	15.32%
Total	100%	52,089	65,143	80,873	94,156	111,410	9.54%

## Business Target

📁 PYT

- To achieve the net profit margin of \$10k/month by the first year, \$15k by the second year, and \$25k by the third year
- To add 3 more categories of electronic appliances, sports products

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## Product Pricing

📁 PYT

Considering the competition in the E-commerce industry, we have priced all our products in similar ranges as of our competitors. However, the delivery charges are kept slightly less as compared to our competitors.

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## Competitive Advantage



### Free Design Help

PYT's expert graphic designers will help customers to bring their vision to life with graphic designs of their choice.



### Quick Turnaround

PYT will ensure delivery of the customized t-shirts within 24 hours of placing the order. In-house printing and on-hand t-shirt inventory will make this possible.



### No Minimums

A range of printing capabilities will allow the company to cater to small orders of a single t-shirt as well as bulk order for the corporate sector



### Range of T-Shirts

The company will make sure to keep a stock of all types of t-shirts and sizes made available in a range of colours

# 5.

## SWOT analysis

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

- Unique personalized designs
- Scalable pricing strategy and business model
- Design is aligned to market preferences
- PYT's founding team comprises members who have a combined experience of three decades across service innovation and strategic planning, digital banking service, and investment.

### Weakness

- Fragmented industry
- Highly competitive market
- Limited market understanding

### Opportunity

- Collaboration with marketing firms
  - Increased technology adoption among consumers
  - High growth potential market in the US
- Cloud-based capabilities

### Threat

- Technology redundancy
- Low barriers to entry
- Competitors poaching corporate clients

# 6.

## Strategy & implementation

Distribution Strategy

Marketing and Promotions Strategy

Positioning Statement

Pricing Strategy

Sales Strategy



#### REMEMBER

Like marketing analysis, sales strategy is also an important component of a drop shipping business plan so it must be planned before you think about how to start a drop-shipping business.

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#### PYT

Building awareness of the company's services will be PYT's focus during the initial years of operations. As such, the company's marketing and promotional strategy will revolve around this goal. PYT targets corporates and individuals in Florida predominantly

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## Distribution Strategy

#### PYT

The company will reach its customer through both online and offline channels. PYT's comprehensive website will accept orders online and deliver them to the customer's doorstep. Customers will also have an option to physically visit the company's store

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## Marketing and Promotions Strategy

#### PYT

1. Launch an engaging and attractive website that is a source of promotional materials
2. Create a healthy feedback loop to gauge shifting trends and align services to meet demand

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## Positioning Statement

📄 PYT

PYT offers high-quality custom printed t-shirts designed to hold sentimental value for its B2C consumers and promote a brand for its B2B market. Offering personalized services with no minimums will allow the company to differentiate from commercially

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## Pricing Strategy

📄 PYT

T-shirts will be priced at market competitive prices. On average, a custom printed t-shirt will be priced at \$20 per shirt for the B2C market. For corporates, the company will reduce the price of the t-shirt to an average of \$7.5 for a quantity of 50 pieces.

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## Sales Strategy

📄 PYT

Professional service providers form the company's primary target market. However, the company's marketing efforts will also include end-users, clients of the professional service providers. While push marketing efforts will be deployed to reach service

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## Online Channels



### Electronic Direct Mail Marketing

Corporate looking to grow their brand image and create awareness stand out prominently as viable marketing targets for this channel. PYT will mail professionally designed materials with its value proposition to these companies and provide quotes for promotion merchandise printing services.



### 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.

## Offline Channels



### Networking

Participate in leading consumers exhibitions and corporate events. Display a range of samples, print types, t-shirts 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.



### Pop-Up Store

The company will also hold pop-up stalls at consumer exhibitions. Digital printing machines that are portable will be carried for on-the-spot printing services.



### Walk-in

The showroom will be designed with attractive display of sample t-shirts. Visually attractive hoardings and a high street presence will further attract prospects to walk-in and buy one of their ready designs or place an order for custom prints.

# 7.

## Operational Plan

Management Team

Personnel Plan

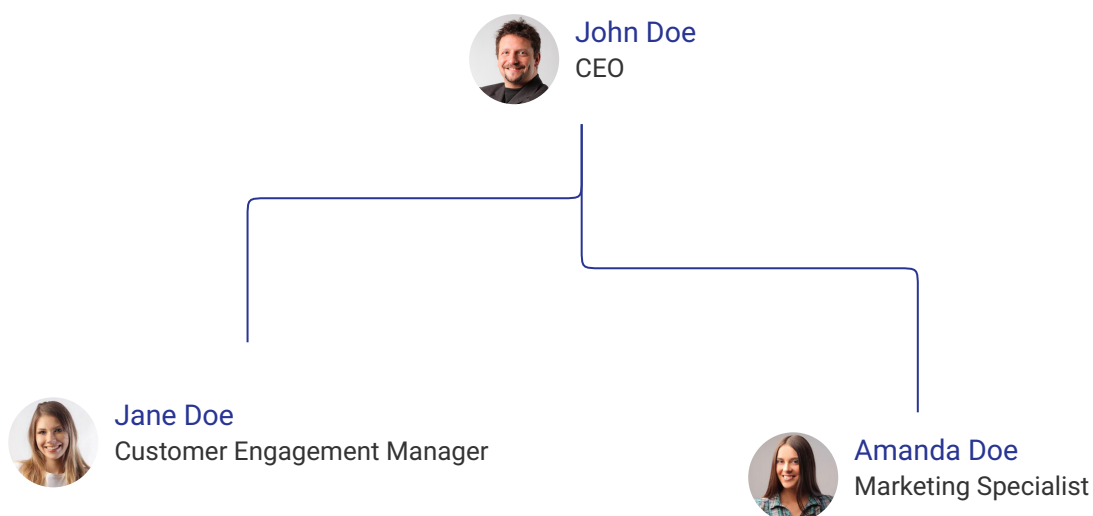
📁 PYT

The team will be headed by Managing Director Mr. Xavier who will also oversee production operations. Joining Mr. Xavier in the Management Team, the company will onboard a creative director to oversee all creative aspects of the business as well as Sales.

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## Organization chart



## Management Team

📁 PYT

PYT will be spearheaded by Mr. Xavier at its helm. Counting 10+ years on entrepreneurial experience, Mr. Xavier holds a master's degree in investment banking and finance and is richly experienced in the fields of copywriting, lobby management, clothes-d

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# Personnel Plan

PYT

The company plans to create six full-time equivalent jobs in addition to the management team within the first three years of operations. Salaries for each employee are in line with the industry’s benchmark.

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## Hiring plan



Group By Department	Position Filled	Time of Hire	Time of Start	Filled On Time
Customer Engagement	1 of 20	10 days	121 days	100%
Customer Service Reps	3 of 23	30 days	21 days	80%
Marketing Specialists	4 of 15	158 days	127 days	0%

## Print Your Tee

### Establishment

PYT will rent a showroom space at the heart of Jacksonville Florida's commercial hub alongside developing a fully optimized and informative website. During this period, the company will also acquire printing machinery and build an inventory of t-shirts and printed samples. Marketing activities will also begin during this stage to build awareness and launch the brand into the market.

Year 1

### Expand

The company will begin expanding its services beyond Jacksonville to cover other regions around Florida

Year 2

### Diversify

Having externally established the business, the company will begin internally advancing the modules and adding additional print materials and t-shirt options

Year 3

### Grow

- Begin developing mobile application
- Consider market expansion beyond Florida

>Year 3

# 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 t-shirt printing 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
<b>Assumptions:</b>	
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	\$461,047.45	\$645,501.95	\$949,534.80
Online T-shirt Sales	\$159,171.40	\$285,849.20	\$513,343.20
Unit Sales	7,959	14,292	25,667
Unit Price	\$20	\$20	\$20
Customized T-shirt Orders	\$95,795.55	\$136,584	\$194,734.35
Unit Sales	2,129	3,035	4,327
Unit Price	\$45	\$45	\$45
Bulk Sales to Retailers	\$206,080.50	\$223,068.75	\$241,457.25
Unit Sales	8,243	8,923	9,658
Unit Price	\$25	\$25	\$25
Cost Of Sales	\$29,221.31	\$40,581.12	\$59,178.31
General Costs	\$29,221.31	\$40,581.12	\$59,178.31
Production Costs	\$28,333.44	\$39,580.63	\$58,050.99
T-shirt Material Cost	\$670.58	\$850.51	\$1,078.88
Printing Cost	\$27,662.86	\$38,730.12	\$56,972.11
Shipping and Handling	\$887.87	\$1,000.49	\$1,127.32
Domestic Shipping Cost	\$253.62	\$285.78	\$321.97
Domestic Shipping Cost	\$634.25	\$714.71	\$805.35
Revenue Specific Costs	\$0	\$0	\$0
Personnel Costs (Direct Labor)	\$0	\$0	\$0
Gross Margin	\$431,826.14	\$604,920.83	\$890,356.49



	2024	2025	2026
Gross Margin (%)	93.66%	93.71%	93.77%
Operating Expense	\$475,284.66	\$487,946.71	\$502,586.61
Payroll Expense (Indirect Labor)	\$449,280	\$460,512	\$472,036.32
Sales Team	\$115,200	\$118,022.40	\$120,916.92
Sales Manager	\$51,840	\$53,395.20	\$54,997.08
Sales Representatives	\$63,360	\$64,627.20	\$65,919.84
Production Team	\$207,360	\$211,968	\$216,682.20
Production Manager	\$46,080	\$47,462.40	\$48,886.32
Production Workers	\$161,280	\$164,505.60	\$167,795.88
Administrative Staff	\$126,720	\$130,521.60	\$134,437.20
Office Manager	\$40,320	\$41,529.60	\$42,775.44
Administrative Assistants	\$86,400	\$88,992	\$91,661.76
General Expense	\$26,004.66	\$27,434.71	\$30,550.29
Marketing and Advertising	\$9,600	\$9,941.63	\$11,165.65
Online Advertising	\$6,000	\$6,231.10	\$7,004.58
Print Media Advertising	\$3,600	\$3,710.53	\$4,161.07
Operational Costs	\$12,136.46	\$13,004.11	\$14,653.27
Office Rent	\$9,600	\$10,145.95	\$11,432.68
Utilities	\$2,536.46	\$2,858.16	\$3,220.59
Miscellaneous	\$4,268.20	\$4,488.97	\$4,731.37
Website Maintenance	\$1,268.20	\$1,428.97	\$1,610.17
Business Insurance	\$3,000	\$3,060	\$3,121.20
Bad Debt	\$0	\$0	\$0

	2024	2025	2026
Amortization of Current Assets	\$0	\$0	\$0
<b>EBITDA</b>	<b>(\$43,458.52)</b>	<b>\$116,974.12</b>	<b>\$387,769.88</b>
<b>Additional Expense</b>	<b>\$6,851.48</b>	<b>\$5,884.38</b>	<b>\$4,857.63</b>
Long Term Depreciation	\$4,278	\$4,278	\$4,278
Gain or loss from Sale of Assets	\$0	\$0	\$0
EBIT	(\$47,736.52)	\$112,696.12	\$383,491.88
Interest Expense	\$2,573.47	\$1,606.38	\$579.64
EBT	(\$50,310)	\$111,089.74	\$382,912.25
Income Tax Expense / Benefit	\$0	\$0	\$0
<b>Total Expense</b>	<b>\$511,357.45</b>	<b>\$534,412.21</b>	<b>\$566,622.55</b>
<b>Net Income</b>	<b>(\$50,310)</b>	<b>\$111,089.74</b>	<b>\$382,912.25</b>
<b>Net Income (%)</b>	<b>(10.91%)</b>	<b>17.21%</b>	<b>40.33%</b>
Retained Earning Opening	\$0	(\$68,310)	\$24,779.74
Owner's Distribution	\$18,000	\$18,000	\$18,000
<b>Retained Earning Closing</b>	<b>(\$68,310)</b>	<b>\$24,779.74</b>	<b>\$389,691.99</b>

## Projected Cash Flow

	2024	2025	2026
<b>Cash Received</b>	<b>\$461,047.45</b>	<b>\$645,501.95</b>	<b>\$949,534.80</b>

	2024	2025	2026
<b>Cash Paid</b>	<b>\$507,079.45</b>	<b>\$530,134.21</b>	<b>\$562,344.55</b>
COS & General Expenses	\$55,225.97	\$68,015.83	\$89,728.60
Salary & Wages	\$449,280	\$460,512	\$472,036.32
Interest	\$2,573.47	\$1,606.38	\$579.64
Sales Tax	\$0	\$0	\$0
Income Tax	\$0	\$0	\$0
<b>Net Cash From Operations</b>	<b>(\$46,032)</b>	<b>\$115,367.74</b>	<b>\$387,190.25</b>
Assets Sell	\$0	\$0	\$0
Assets Purchase	\$25,000	\$0	\$0
<b>Net Cash From Investments</b>	<b>(\$25,000)</b>	<b>\$0</b>	<b>\$0</b>
<b>Amount Received</b>	<b>\$150,000</b>	<b>\$0</b>	<b>\$0</b>
Loan Received	\$50,000	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$100,000	\$0	\$0
<b>Amount Paid</b>	<b>\$33,679.72</b>	<b>\$34,646.82</b>	<b>\$35,673.45</b>
Loan Capital	\$15,679.73	\$16,646.82	\$17,673.44
Dividends & Distributions	\$18,000	\$18,000	\$18,000
<b>Net Cash From Financing</b>	<b>\$116,320.28</b>	<b>(\$34,646.82)</b>	<b>(\$35,673.45)</b>
<b>Summary</b>			
Starting Cash	\$0	\$45,288.28	\$126,009.20

	2024	2025	2026
Cash In	\$611,047.45	\$645,501.95	\$949,534.80
Cash Out	\$565,759.17	\$564,781.03	\$598,018
Change in Cash	\$45,288.28	\$80,720.92	\$351,516.80
<b>Ending Cash</b>	<b>\$45,288.28</b>	<b>\$126,009.20</b>	<b>\$477,526</b>

## Projected Balance Sheet

	2024	2025	2026
<b>Assets</b>	<b>\$66,010.28</b>	<b>\$142,453.20</b>	<b>\$489,692</b>
<b>Current Assets</b>	<b>\$45,288.28</b>	<b>\$126,009.20</b>	<b>\$477,526</b>
Cash	\$45,288.28	\$126,009.20	\$477,526
Accounts Receivable	\$0	\$0	\$0
Inventory	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0
<b>Long Term Assets</b>	<b>\$20,722</b>	<b>\$16,444</b>	<b>\$12,166</b>
Gross Long Term Assets	\$25,000	\$25,000	\$25,000
Accumulated Depreciation	(\$4,278)	(\$8,556)	(\$12,834)
<b>Liabilities &amp; Equity</b>	<b>\$66,010.26</b>	<b>\$142,453.18</b>	<b>\$489,691.99</b>
<b>Liabilities</b>	<b>\$34,320.26</b>	<b>\$17,673.44</b>	<b>\$0</b>
<b>Current Liabilities</b>	<b>\$16,646.82</b>	<b>\$17,673.44</b>	<b>\$0</b>
Accounts Payable	\$0	\$0	\$0
Income Tax Payable	\$0	\$0	\$0
Sales Tax Payable	\$0	\$0	\$0
Short Term Debt	\$16,646.82	\$17,673.44	\$0
<b>Long Term Liabilities</b>	<b>\$17,673.44</b>	<b>\$0</b>	<b>\$0</b>

	2024	2025	2026
Long Term Debt	\$17,673.44	\$0	\$0
<b>Equity</b>	<b>\$31,690</b>	<b>\$124,779.74</b>	<b>\$489,691.99</b>
Paid-in Capital	\$0	\$0	\$0
Common Stock	\$0	\$0	\$0
Preferred Stock	\$0	\$0	\$0
Owner's Contribution	\$100,000	\$100,000	\$100,000
Retained Earnings	(\$68,310)	\$24,779.74	\$389,691.99
<b>Check</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>

## Business Ratios

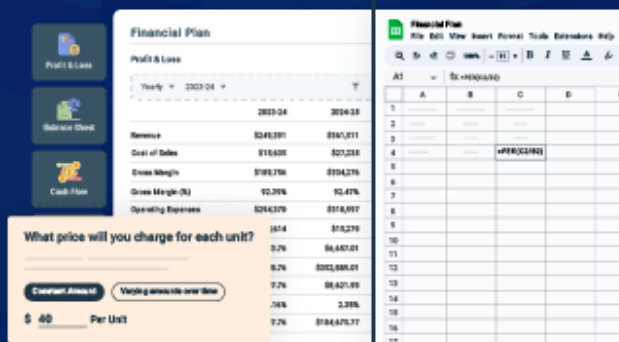
	Year 1	Year 2	Year 3	Industry profile
Sales Growth	4,35%	30,82%	63,29%	4,00%
<b>Percent of Total Assets</b>				
Accounts Receivable	5,61%	4,71%	3,81%	9,70%
Inventory	1,85%	1,82%	1,79%	9,80%
Other Current Assets	1,75%	2,02%	2,29%	27,40%
Total Current Assets	138,53%	150,99%	163,45%	54,60%
Long-term Assets	-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%
NET WORTH	99,32%	101,04%	102,76%	44,90%
<b>Percent of Sales</b>				
Sales	100,00%	100,00%	100,00%	100,00%

	Year 1	Year 2	Year 3	Industry profile
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%
<b>Main Ratios</b>				
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%
<b>Additional Ratios</b>				
Net Profit Margin	19,20%	21,16%	23,12%	N.A.
Return on Equity	47,79%	50,53%	53,27%	N.A.
<b>Activity Ratios</b>				
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.
<b>Debt Ratios</b>				
Debt to Net Worth	0	-0,02	-0,04	N.A.
Current Liab. to Liab.	1	1	1	N.A.
<b>Liquidity Ratios</b>				
Net Working Capital	\$120 943	\$140 664	\$160 385	N.A.
Interest Coverage	0	0	0	N.A.
<b>Additional Ratios</b>				
Assets to Sales	0,45	0,48	0,51	N.A.

	Year 1	Year 2	Year 3	Industry profile
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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