

UNIVERSITY OF NIGERIA, NSUKKA
FACULTY OF SOCIAL SCIENCES
DEPARTMENT OF RELIGION AND CULTUAL STUDIES

TOPIC:

**A BUSINESS PLAN ON THE ESTABLISHMENT OF A RESORT
CENTRE**

**A BUSINESS PLAN SUBMITTED IN PARTIAL FULFILMENT
FOR THE REQUIREMENT OF THE COURSE CEDR 342**

BY

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DATE:

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1.0 Executive Summary

Mersina Resort centre (MRC) is located at Independence Layout in Enugu state. MRC will offer customers maximum satisfaction. It is a place where students and working class men can come to relax after a hectic day. It comprises a well prepared kitchen with various kinds of meals, swimming pool, relaxation centre, a garden and some rooms for those who will want to lodge for a while. It is a private limited company headed by the CEO and Board of Directors. The different teams in this business have specific roles they play to ensure they provide quality service to the customers. It also has a legal backing with the help of its legal adviser. The business is aimed at being the best with the state and outside.

Mersina Resort Centre is known for its efficiency and effectiveness in delivering services to its customers.

2.0 Background

2.1 Introduction

In today's highly competitive environment, formal business planning is an essential element in achieving business success. A well written business plan is primarily a communication tool used to obtain financing. In certain instances, particularly with our early stage company, this business plan also serves as a strategic plan.

Considering that lenders are inundated by numerous investment opportunities from which they choose only a few, this business plan describes our story and how we intend to grow.

Mersina Resort Centre (MRC) management team has made an in-depth analysis of its

opportunities and weaknesses and it has concluded that the company has an excellent chance to succeed.

2.2 Mission and Vision Statement

Mersina Resort Centre (MRC) mission is to provide quality hospitality services to our guest in a comprehensive and competitive manner, providing the finest accommodations in Enugu, Nigeria and ensuring to have a well beautified arena for recreational activities for both students and business class at a very affordable rate within the confines of Enugu.

2.3 Objectives

This business plan serves to detail the direction, vision and planning to achieve our goal for providing superior and comprehensive lounge and recreational services. Our objectives are:

- i. Attract ₦1.5million loan to secure a large land
- ii. Focus ideas and establish goals
- iii. Identify and quantify long-term expansion
- iv. Track and direct growth
- v. Create benchmarks for measuring success

Mersina Resort makes her customers comfortable by providing a moderately priced resort. Combined with an on-site lounge, continental food services and recreational centre for both students and business class, with the refurbishment and new amenities. MRC will form the basis of a highly profitable venture set in an exotic style environment.

2.4 Company Ownership

Mr. Chidiebube Evans established Mersina Resort Centre in 2017 as a private limited liability company. Since 2014, Chidi has had an intensive passion for recreational activities as a means to ease of stress. He will serve as the Chief Executive Officer of the resort centre with the partnership of the following people; Mr. Chukwuebuka Evans and Mr. Ikechukwu Okafor as shareholders in the company.

2.5 Legal Status

The company will not move the project forward until it has obtained a legal backing from its legal advisor. As faced by all businesses, the proper insurance needs shall be met and all operation and policy manuals shall be reviewed by appropriate legal experts. The facility will obtain all the necessary building permits prior to construction.

2.6 Location and Facilities

Mersina Resort Centre is located at independence layout, in the city of Enugu. It is located there because of the nature of the people around that environment. Enugu as a city is dominated with students and business class. These people can be attracted to this resort centre to ease off stress accumulated from either school or business areas.

2.7 Product/Services

Mersina Resort Centre will be providing hospitable and recreational services. There will be a lounge or bar where people can come to take lunch during break time. The environment will be properly decorated for aesthetic view of nature; there will also be accommodations for those who may want to lodge for few days (especially couples). In view of appreciating the wonders of nature, a garden will be created. A mini restaurant

will also be made available at a cheaper rate. This restaurant will consist not only foreign delicacies but also our indigenous dishes. This will enable our customers enjoy the both sides of food in Nigeria.

2.8 Production Plan

The resort centre will offer customers some facilities like:

A swimming pool – for relaxation

A garden – for aesthetic view of nature

Few rooms (minimum of 10 and maximum of 25) – to accommodate anyone or group who may want to lodge in the centre)

A restaurant and a bar – for anyone who may want to have something to eat within his stay in the centre.

2.9 Key Success Factor

The major factor to ensure the success of this business is in the location of the business.

The two set of people aimed to attract in this business are the students and business class.

The workers in this resort centre will also ensure to render effective and efficient services to every customer that patronizes us.

5.0 Market

3.1 Market Availability

Mersina Resort is located in the urban area of Enugu state. It is not restricted by climate and culture. It's a place where my customers will come to get maximum satisfaction. As a matter of fact, it is not restricted to any gender quality or age difference, this is because every customer will see a reason to get maximum satisfaction with the services being

rendered. It is meant for students mostly from higher institutions, business class and probably any young child that want to come; he or she is permitted based on parental guidance. My customer's motivation is based on two factors; the quality of services received and the price of the services. In regards to this, Mersina resorts will be made affordable for every customer.

Customers will want to enjoy these services in somewhere cool and calm, devoid of distractions from the public house. They see themselves as special set of people that should be welcomed and treated well. Since this is a service to be rendered, there is every need for payment before any service to be rendered.

In terms of market size, the percentage of the total market is 100%. Considering those that will be interested in the business, the potential market should be 40%, while the available market is 50%, qualified available market, 20%. Marketing strategies will build on this model, taking advantage of precipitating events, fostering word-of-mouth recommendations, and creating satisfaction through interacting with the future or present guests. The business is driven by referrals and repeat business, so for the first few years Mersina Resort will need to be aggressive in attracting new guests. The marketing strategy is subject to change upon guest feedback and surveys.

3.2 Business Strategy

The success of this business lays on the strategy applied. This centre is aimed at capturing both students and business class. It will be cited in the center of Enugu city where students and business class can access at any point. It will be marketed around schools,

malls and offices. The standard of the business will be set to deliver quality services to customers and ensuring they get maximum satisfaction.

3.3 Demand and Supply Analysis

The demand for this service will be placed on a higher ground as there are new features attached to this service. The customers will be attracted to this resort centre due to the features of the centre; conducive area, affordable and satisfying services. Within Enugu area, the demand for the services of a resort centre is about 50% while the supply is about 20%. Therefore, the advent of Mersina Resort will increase the supply within the environment with the aim of satisfying the consumers of the services to be rendered.

3.4 Technology

As a 21st century business, Mersina Resort centre will not just be limited to the environment of Enugu. Rather than one spending time to book reservations directly at the resort centre, the person can do an online booking; more facts about the centre will be uploaded online for an easy access to the general public. Other technological advancements will be made available by the centre's ICT management team.

6.0 Marketing Plan

4.1 Marketing

Mersina Resort centre will have a marketing team that will take care of all marketing jobs of the business. The advertisement of the business will be done through media communications like; Radio stations, TV stations, newspapers, billboards, magazines, brochures and online ads. At specific festival seasons, there will be promotions that will attract customers from far and near. Gift items will also be given to regular customers for

their patronage. Items being sold in the centre will be given at discount prices to regular customers. Through these medium and other forms of marketing that will be revealed by the marketing team, customers will be able to patronize the centre with joy and happiness. There will be a box open for customers to lay complaints and suggestions for the development of our services.

5.0 Organization and Management

5.1 Shareholders/Directors: The following are the shareholders in Mersina Resort Centre:

- i. Mr Chukwuebuka Evans – he has 6 years experience in hotel management, he has obtained masters degree in Home Science, Nutrition and Dietetics, and professional training certificate in hotel management.
- ii. Mr. Ikechukwu Okafor – he has 7 years experience in business marketing. He also has obtained a masters degree in Marketing.

Other members of the management teams in the organization of the business are:

Lebechukwu Nmachukwu – Manager, Advertising Team

Umeh Nnamdi – Manager, ICT Team

Madueke Chinelo – Manager, Public Relations

Egedike Adachukwu – Manager, Food Services

These managers of the different teams will ensure that works in the company are carried out effectively and efficiently because they are well experienced in their field.

5.2 External Support

The company will draw external help from banks, partnership, sales of shares and government. They can provide monetary support for the growth of the business.

5.3 Personnel Plan

The company will be recruiting personnel who have had minimum of 2years experience and an outstanding customer service relationship. Each team will have its appropriate number of employees. Their wage pay will differ based on their position held in the company. The pay wage will range from 25,000 – 250,000. The company will ensure an excellent behavior from the employees.

6.0 Legal, Regulatory, Social and Environmental Issues

6.1 Legal Issues

The business will be registered with the government with the aid of the company's legal adviser. The company will be registered as a Private Limited Company. The company will be environmental friendly and abide by the environmental laws as it will help building the environment rather than causing pollution.

6.2 Risk Analysis

The business is open to certain risks, such as; mismanagement of funds, competitions from similar business organization, natural disaster, government policy.

A proper check on the Strengths, Weaknesses, Opportunities and Threats will be carried out.

In case the business seem not to go as planned, the business can be sold off to investors who continue the business or the area can be converted into another business organization.

7.0 Company Financial Analysis

The following is the financial plan for Mersina Resort Centre

Financing	
Equity Contributions	
Management Investment	\$25,000.00
Total Equity Financing	\$25,000.00
Banks and Lenders	
Banks and Lenders	\$100,000.00
Total Debt Financing	\$100,000.00
Total Financing	\$125,000.00

Cash Flow Analysis (First Year)								
Month	1	2	3	4	5	6	7	8
Cash From Operations	\$19,760	\$19,902	\$20,043	\$20,185	\$2,194	\$2,289	\$2,385	\$2,480
Cash From Receivables	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$19,760	\$19,902	\$20,043	\$20,185	\$2,194	\$2,289	\$2,385	\$2,480
Other Cash Inflows								
Equity Investment	\$25,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$150,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159
Total Other Cash Inflows	\$178,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159
Total Cash Inflow	\$197,918	\$23,060	\$23,202	\$23,344	\$5,352	\$5,448	\$5,543	\$5,638
Cash Outflows								
Repayment of Principal	\$775	\$781	\$787	\$793	\$799	\$805	\$811	\$817
A/P Decreases	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075
A/R Increases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$82,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$85,350	\$2,856	\$2,862	\$2,867	\$2,873	\$2,879	\$2,885	\$2,892
Net Cash Flow	\$112,568	\$20,204	\$20,340	\$20,476	\$2,479	\$2,568	\$2,658	\$2,747
Cash Balance	\$112,568	\$132,773	\$153,113	\$173,590	\$176,069	\$178,637	\$181,295	\$184,041

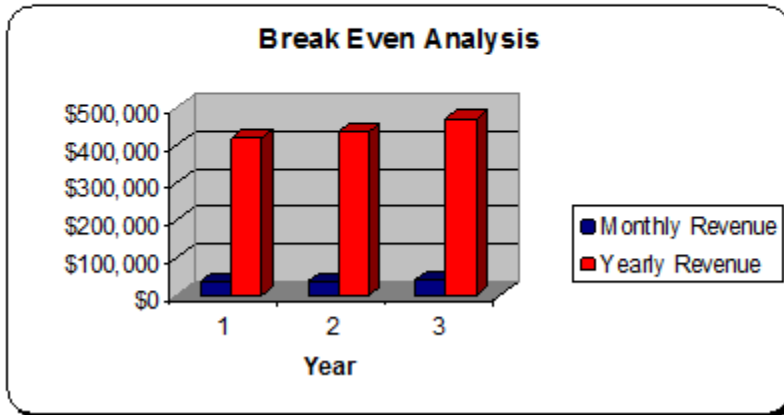
Profit and Loss Statement (Third Year)					
	3				
Quarter	Q1	Q2	Q3	Q4	3
Sales	\$155,710	\$194,638	\$210,209	\$217,994	\$778,550
Cost of Goods Sold	\$15,571	\$19,464	\$21,021	\$21,799	\$77,855
Gross Margin	0.0%	0.0%	0.0%	0.0%	0.0%
Operating Income	\$140,139	\$175,174	\$189,188	\$196,195	\$700,695
Expenses					
Payroll	\$54,742	\$68,428	\$73,902	\$76,639	\$273,712
General and Administrative	\$3,115	\$3,894	\$4,205	\$4,361	\$15,575
Marketing Expenses	\$3,270	\$4,087	\$4,414	\$4,578	\$16,350
Professional Fees and Licensure	\$5,305	\$6,631	\$7,161	\$7,426	\$26,523
Insurance Costs	\$1,654	\$2,067	\$2,233	\$2,315	\$8,269
Travel and Vehicle Costs	\$3,630	\$4,538	\$4,901	\$5,082	\$18,150
Rent and Utilities	\$3,859	\$4,823	\$5,209	\$5,402	\$19,294
Miscellaneous Costs	\$1,168	\$1,460	\$1,577	\$1,635	\$5,839
Payroll Taxes	\$8,211	\$10,264	\$11,085	\$11,496	\$41,057
Total Operating Costs	\$84,954	\$106,192	\$114,687	\$118,935	\$424,768
EBITDA	\$55,185	\$68,982	\$74,500	\$77,260	\$275,927
Federal Income Tax	\$17,472	\$21,840	\$23,587	\$24,461	\$87,359
State Income Tax	\$2,647	\$3,309	\$3,574	\$3,706	\$13,236
Interest Expense	\$2,897	\$2,834	\$2,769	\$2,702	\$11,202
Depreciation Expense	\$1,473	\$1,473	\$1,473	\$1,473	\$5,893
Net Profit	\$30,696	\$39,526	\$43,098	\$44,917	\$158,237

Profit and Loss Statement (Second Year)					
	2				
Quarter	Q1	Q2	Q3	Q4	2
Sales	\$142,853	\$178,567	\$192,852	\$199,995	\$714,266
Cost of Goods Sold	\$14,285	\$17,857	\$19,285	\$19,999	\$71,427
Gross Margin	90.0%	90.0%	90.0%	90.0%	90.0%
Operating Income	\$128,568	\$160,710	\$173,567	\$179,995	\$642,839
Expenses					
Payroll	\$50,058	\$62,573	\$67,578	\$70,081	\$250,290
General and Administrative	\$2,995	\$3,744	\$4,044	\$4,193	\$14,976
Marketing Expenses	\$3,000	\$3,750	\$4,050	\$4,200	\$15,000
Professional Fees and Licensure	\$5,150	\$6,438	\$6,953	\$7,210	\$25,750
Insurance Costs	\$1,575	\$1,969	\$2,126	\$2,205	\$7,875
Travel and Vehicle Costs	\$3,300	\$4,125	\$4,455	\$4,620	\$16,500
Rent and Utilities	\$3,675	\$4,594	\$4,961	\$5,145	\$18,375
Miscellaneous Costs	\$1,071	\$1,339	\$1,446	\$1,500	\$5,357
Payroll Taxes	\$7,509	\$9,386	\$10,137	\$10,512	\$37,544
Total Operating Costs	\$78,333	\$97,917	\$105,750	\$109,667	\$391,666
EBITDA	\$50,235	\$62,793	\$67,817	\$70,329	\$251,173
Federal Income Tax	\$15,772	\$19,716	\$21,293	\$22,081	\$78,862
State Income Tax	\$2,390	\$2,987	\$3,226	\$3,346	\$11,949
Interest Expense	\$3,138	\$3,080	\$3,020	\$2,959	\$12,197
Depreciation Expense	\$1,473	\$1,473	\$1,473	\$1,473	\$5,893
Net Profit	\$27,462	\$35,538	\$38,804	\$40,469	\$142,272

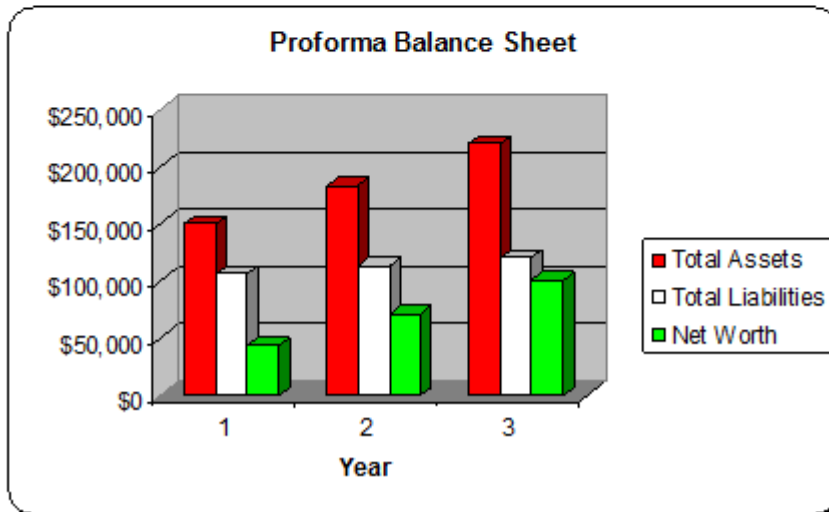
Profit and Loss Statement (First Year Cont.)						
Month	8	9	10	11	12	1
Sales	\$45,080	\$45,195	\$68,950	\$45,425	\$45,540	\$655,290
Cost of Goods Sold	\$4,508	\$4,520	\$6,895	\$4,543	\$4,554	\$65,529
Gross Margin	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%
Operating Income	\$40,572	\$40,676	\$62,055	\$40,883	\$40,986	\$589,761
Expenses						
Payroll	\$20,250	\$20,250	\$20,250	\$20,250	\$20,250	\$243,000
General and Administrative	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$14,400
Marketing Expenses	\$1,147	\$1,147	\$1,147	\$1,147	\$1,147	\$13,761
Professional Fees and Licensure	\$2,083	\$2,083	\$2,083	\$2,083	\$2,083	\$25,000
Insurance Costs	\$625	\$625	\$625	\$625	\$625	\$7,500
Travel and Vehicle Costs	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$15,000
Rent and Utilities	\$1,458	\$1,458	\$1,458	\$1,458	\$1,458	\$17,500
Miscellaneous Costs	\$410	\$410	\$410	\$410	\$410	\$4,915
Payroll Taxes	\$3,038	\$3,038	\$3,038	\$3,038	\$3,038	\$36,450
Total Operating Costs	\$31,460	\$31,460	\$31,460	\$31,460	\$31,460	\$377,526
EBITDA	\$9,112	\$9,215	\$30,595	\$9,422	\$9,526	\$212,235
Federal Income Tax	\$4,818	\$4,830	\$7,369	\$4,855	\$4,867	\$70,038
State Income Tax	\$730	\$732	\$1,117	\$736	\$737	\$10,612
Interest Expense	\$1,083	\$1,077	\$1,071	\$1,055	\$1,059	\$13,107
Depreciation Expense	\$491	\$491	\$491	\$491	\$491	\$5,893
Net Profit	\$1,989	\$2,084	\$20,546	\$2,275	\$2,371	\$112,586

Profit and Loss Statement (First Year)							
Months	1	2	3	4	5	6	7
Sales	\$67,375	\$67,550	\$67,725	\$67,900	\$44,735	\$44,850	\$44,965
Cost of Goods Sold	\$6,738	\$6,755	\$6,773	\$6,790	\$4,474	\$4,485	\$4,497
Gross Margin	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%	90.0%
Operating Income	\$60,638	\$60,795	\$60,953	\$61,110	\$40,262	\$40,365	\$40,469
Expenses							
Payroll	\$20,250	\$20,250	\$20,250	\$20,250	\$20,250	\$20,250	\$20,250
General and Administrative	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200
Marketing Expenses	\$1,147	\$1,147	\$1,147	\$1,147	\$1,147	\$1,147	\$1,147
Professional Fees and Licensure	\$2,083	\$2,083	\$2,083	\$2,083	\$2,083	\$2,083	\$2,083
Insurance Costs	\$625	\$625	\$625	\$625	\$625	\$625	\$625
Travel and Vehicle Costs	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250
Rent and Utilities	\$1,458	\$1,458	\$1,458	\$1,458	\$1,458	\$1,458	\$1,458
Miscellaneous Costs	\$410	\$410	\$410	\$410	\$410	\$410	\$410
Payroll Taxes	\$3,038	\$3,038	\$3,038	\$3,038	\$3,038	\$3,038	\$3,038
Total Operating Costs	\$31,460	\$31,460	\$31,460	\$31,460	\$31,460	\$31,460	\$31,460
EBITDA	\$29,177	\$29,335	\$29,492	\$29,650	\$8,801	\$8,905	\$9,008
Federal Income Tax	\$7,201	\$7,220	\$7,238	\$7,257	\$4,781	\$4,794	\$4,806
State Income Tax	\$1,091	\$1,094	\$1,097	\$1,100	\$724	\$726	\$728
Interest Expense	\$1,125	\$1,119	\$1,113	\$1,107	\$1,101	\$1,095	\$1,089
Depreciation Expense	\$491	\$491	\$491	\$491	\$491	\$491	\$491
Net Profit	\$19,269	\$19,411	\$19,552	\$19,694	\$1,703	\$1,798	\$1,893

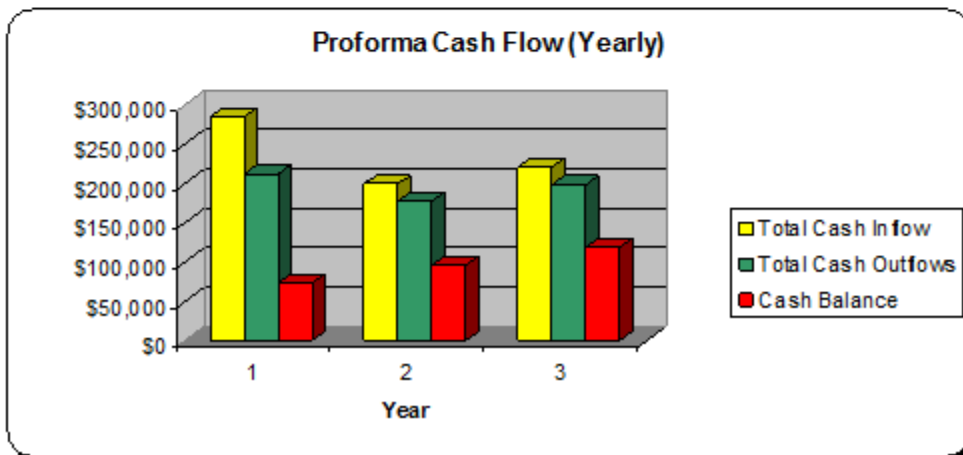
Monthly Break Even Analysis			
Year	1	2	3
Monthly Revenue	\$40,693	\$42,545	\$44,462
Yearly Revenue	\$488,319	\$510,540	\$533,545



Proforma Balance Sheet - Yearly			
Year	1	2	3
Assets			
Cash	\$88,093	\$104,078	\$123,149
Amortized Development/Expansion Costs	\$52,500	\$58,055	\$65,287
Inventory	\$35,000	\$62,777	\$98,935
FF&E	\$25,000	\$47,222	\$76,148
Accumulated Depreciation	(\$8,036)	(\$16,071)	(\$24,107)
Total Assets	\$192,558	\$256,061	\$339,411
Liabilities and Equity			
Accounts Payable	\$13,005	\$26,716	\$40,990
Long Term Liabilities	\$116,921	\$108,084	\$99,247
Other Liabilities	\$0	\$0	\$0
Total Liabilities	\$129,926	\$134,800	\$140,236
Net Worth	\$62,632	\$121,261	\$199,175
Total Liabilities and Equity	\$192,558	\$256,061	\$339,411

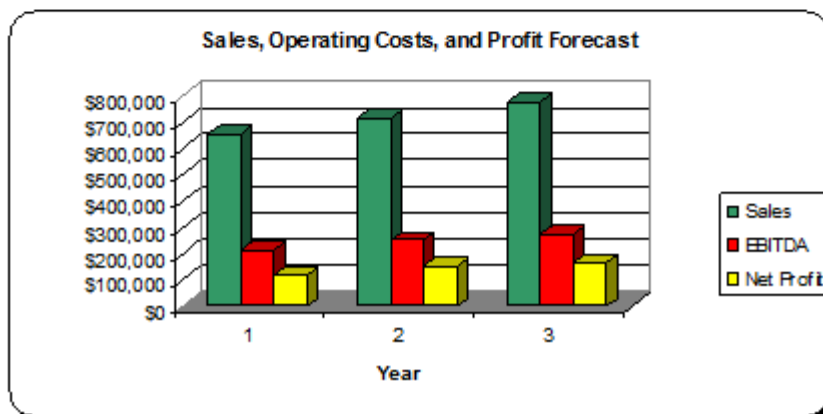


Proforma Cash Flow Analysis - Yearly			
Year	1	2	3
Cash From Operations	\$152,225	\$222,217	\$289,262
Cash From Receivables	\$0	\$0	\$0
Operating Cash Inflow	\$152,225	\$222,217	\$289,262
Other Cash Inflows			
Equity Investment	\$25,000	\$0	\$0
Increased Borrowings	\$125,000	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0
A/P Increases	\$37,902	\$43,587	\$50,125
Total Other Cash Inflows	\$187,902	\$43,587	\$50,125
Total Cash Inflow	\$340,127	\$265,804	\$339,388
Cash Outflows			
Repayment of Principal	\$8,079	\$8,837	\$9,666
A/P Decreases	\$24,897	\$29,876	\$35,852
A/R Increases	\$0	\$0	\$0
Asset Purchases	\$112,500	\$55,554	\$72,316
Dividends	\$106,558	\$155,552	\$202,484
Total Cash Outflows	\$252,034	\$249,820	\$320,317
Net Cash Flow	\$88,093	\$15,985	\$19,071
Cash Balance	\$88,093	\$104,078	\$123,149



Profit and Loss

Profoma Profit and Loss (Yearly)			
Year	1	2	3
Sales	\$655,290	\$714,266	\$778,550
Cost of Goods Sold	\$65,529	\$71,427	\$77,855
Gross Margin	90.00%	90.00%	90.00%
Operating Income	\$589,761	\$642,839	\$700,695
Expenses			
Payroll	\$243,000	\$250,290	\$273,712
General and Administrative	\$14,400	\$14,976	\$15,575
Marketing Expenses	\$13,761	\$15,000	\$16,350
Professional Fees and Licensure	\$25,000	\$25,750	\$26,523
Insurance Costs	\$7,500	\$7,875	\$8,269
Travel and Vehicle Costs	\$15,000	\$16,500	\$18,150
Rent and Utilities	\$17,500	\$18,375	\$19,294
Miscellaneous Costs	\$4,915	\$5,357	\$5,839
Payroll Taxes	\$36,450	\$37,544	\$41,057
Total Operating Costs	\$377,526	\$391,666	\$424,768
EBITDA	\$212,235	\$251,173	\$275,927
Federal Income Tax	\$70,038	\$78,862	\$87,359
State Income Tax	\$10,612	\$11,949	\$13,236
Interest Expense	\$13,107	\$12,197	\$11,202
Depreciation Expenses	\$5,893	\$5,893	\$5,893
Net Profit	\$112,586	\$148,165	\$164,129
Profit Margin	17.18%	20.74%	21.08%



General Assumptions			
Year	1	2	3
Short Term Interest Rate	9.5%	9.5%	9.5%
Long Term Interest Rate	10.0%	10.0%	10.0%
Federal Tax Rate	33.0%	33.0%	33.0%
State Tax Rate	5.0%	5.0%	5.0%
Personnel Taxes	15.0%	15.0%	15.0%

Cash Flows

Cash Flow Analysis (First Year Cont.)					
Month	9	10	11	12	1
Cash From Operations	\$2,575	\$21,037	\$2,767	\$2,862	\$118,479
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$2,575	\$21,037	\$2,767	\$2,862	\$118,479
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$25,000
Increased Borrowings	\$0	\$0	\$0	\$0	\$150,000
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$3,159	\$3,159	\$3,159	\$3,159	\$37,902
Total Other Cash Inflows	\$3,159	\$3,159	\$3,159	\$3,159	\$212,902
Total Cash Inflow	\$5,734	\$24,196	\$5,925	\$6,021	\$331,381
Cash Outflows					
Repayment of Principal	\$823	\$829	\$835	\$842	\$9,695
A/P Decreases	\$2,075	\$2,075	\$2,075	\$2,075	\$24,897
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$0	\$0	\$0	\$0	\$82,500
Dividends	\$0	\$0	\$0	\$94,783	\$94,783
Total Cash Outflows	\$2,898	\$2,904	\$2,910	\$97,699	\$211,876
Net Cash Flow	\$2,836	\$21,292	\$3,015	-\$91,679	\$119,506
Cash Balance	\$186,878	\$208,170	\$211,185	\$119,506	\$119,506

Cash Flow Analysis (Second Year)					
		2			
Quarter	Q1	Q2	Q3	Q4	2
Cash From Operations	\$30,812	\$38,515	\$41,596	\$43,136	\$154,058
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$30,812	\$38,515	\$41,596	\$43,136	\$154,058
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$8,717	\$10,897	\$11,769	\$12,204	\$43,587
Total Other Cash Inflows	\$8,717	\$10,897	\$11,769	\$12,204	\$43,587
Total Cash Inflow	\$39,529	\$49,411	\$53,364	\$55,341	\$197,645
Cash Outflows					
Repayment of Principal	\$2,563	\$2,621	\$2,680	\$2,741	\$10,605
A/P Decreases	\$5,975	\$7,469	\$8,067	\$8,365	\$29,876
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$3,081	\$3,851	\$4,160	\$4,314	\$15,406
Dividends	\$24,649	\$30,812	\$33,277	\$34,509	\$123,247
Total Cash Outflows	\$36,268	\$44,753	\$48,183	\$49,929	\$179,133
Net Cash Flow	\$3,261	\$4,658	\$5,181	\$5,412	\$18,512
Cash Balance	\$122,766	\$127,425	\$132,606	\$138,018	\$138,018

Cash Flow Analysis (Third Year)					
	3				
Quarter	Q1	Q2	Q3	Q4	3
Cash From Operations	\$34,004	\$42,506	\$45,906	\$47,606	\$170,022
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$34,004	\$42,506	\$45,906	\$47,606	\$170,022
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$10,025	\$12,531	\$13,534	\$14,035	\$50,125
Total Other Cash Inflows	\$10,025	\$12,531	\$13,534	\$14,035	\$50,125
Total Cash Inflow	\$44,030	\$55,037	\$59,440	\$61,641	\$220,148
Cash Outflows					
Repayment of Principal	\$2,803	\$2,867	\$2,932	\$2,998	\$11,599
A/P Decreases	\$7,170	\$8,963	\$9,680	\$10,038	\$35,852
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$3,400	\$4,251	\$4,591	\$4,761	\$17,002
Dividends	\$27,204	\$34,004	\$36,725	\$38,085	\$136,018
Total Cash Outflows	\$40,577	\$50,085	\$53,927	\$55,882	\$200,471
Net Cash Flow	\$3,452	\$4,952	\$5,513	\$5,759	\$19,677
Cash Balance	\$141,470	\$146,422	\$151,935	\$157,695	\$157,695