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PROSPACE MANAGEMENT
BUSINESS PLAN

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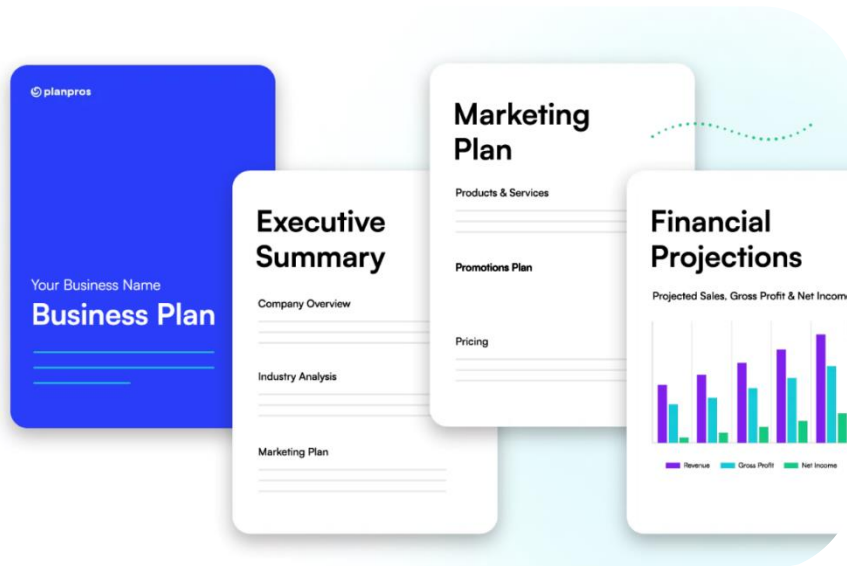
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Commercial Property Management Business Plan Template

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I. Executive Summary

Company Overview

Our company, ProSpace Management, specializes in providing top-tier commercial property management services. With our headquarters stationed in the bustling city of Vancouver, WA, we have carved out a niche in managing a diverse array of properties, including office spaces, retail locations, and industrial sites. Our integrated approach to property management encompasses everything from maintenance and tenant relations to financial reporting and sustainability efforts, ensuring our clients' investments are well-protected and thriving. Our commitment to excellence is reflected in our meticulous attention to detail and our customized service offerings that cater to the unique needs of each property.

Success Factors

Our success at ProSpace Management is anchored by several key factors and accomplishments that set us apart. We have developed proprietary technology systems that streamline operations and enhance the efficiency of our property management services. Our team's expertise is showcased by our impressive lease-up rates, where we have consistently met or exceeded industry benchmarks, which speaks volumes about our market acumen and strategic leasing practices. Furthermore, our focus on sustainability has not only contributed to the environmental well-being but has also generated cost savings for our clients, making us a leader in sustainable property management practices.

Industry Analysis

The commercial property management industry is experiencing significant growth, driven by increasing demand for well-managed rental spaces due to urbanization and business expansions. The industry is also becoming more competitive and complex, with technological advancements such as property management software and the integration of sustainability practices playing a crucial role. These trends have led to a more demanding clientele that seeks professional and technologically savvy property management firms. Our understanding of these market dynamics positions ProSpace Management favorably to capitalize on industry growth and meet the evolving needs of property owners.

Customer Analysis

At ProSpace Management, our target customers encompass a broad spectrum of commercial property owners, ranging from individual investors to institutional owners. Our ideal client profile includes those

who own mid to large-sized commercial properties and are seeking professional management to maximize their investment returns. These clients value our specialized expertise, personalized attention, and our use of technology to enhance property value. Understanding our customer demographics, preferences, and pain points allows us to tailor our services effectively and maintain strong, long-lasting relationships with our clients.

Competitive Analysis

Top competitors in our market include ABC Property Management, XYZ Management Services, and Real Estate Solutions. ABC Property Management offers a wide range of services but lacks our technological edge. XYZ Management Services is known for its large portfolio, yet our client service is more personalized. Real Estate Solutions competes on price, but our quality and range of services surpass theirs. Our competitive advantages lie in our proprietary technology, exceptional lease-up rates, sustainability initiatives, and our dedicated customer service, which collectively give us a significant edge over these competitors.

Marketing Plan

Our marketing strategy is centered on showcasing our comprehensive array of services, competitive pricing, and our dedication to customer satisfaction. We offer a suite of property management services designed to meet the diverse needs of our clients, and our pricing model is structured to provide value while reflecting the quality of our service. To promote our business, we employ a multifaceted promotional plan that includes a strong online presence, SEO, engaging content marketing, digital advertising on platforms like Google Ads and LinkedIn, and active social media engagement. We also leverage email marketing campaigns to keep our audience informed, participate in networking events, form strategic local partnerships, and utilize content marketing to position ourselves as thought leaders. Additionally, our referral program encourages word-of-mouth promotion, while our focus on exceptional customer service ensures positive reviews and testimonials, further enhancing our market reach and reputation.

Operations Plan

Our operational strategy at ProSpace Management involves key processes that ensure the seamless management of commercial properties. These processes include regular property inspections, prompt maintenance and repair work, effective tenant communication, and accurate financial reporting. We aim to accomplish significant milestones that will solidify our market position, such as expanding our property portfolio by 25% within the next year, implementing the latest property management software within six months, and achieving a 95% tenant satisfaction rate. By focusing on these milestones, we enhance our operational excellence and ensure consistent quality across all our services.

Management Team

The leadership of ProSpace Management is composed of seasoned professionals with extensive experience in commercial property management. Our team members bring a wealth of knowledge and expertise to the table, from strategic property marketing to financial acumen and sustainability practices. Together, we share a common vision of providing unparalleled service to our clients and fostering a culture of continuous improvement within our organization. Our collective experience and dedication are the driving forces behind our company's success and growth.

Financial Plan

To achieve our growth goals, ProSpace Management requires a substantial investment. We are actively seeking funding to support our expansion efforts, enhance our technology infrastructure, and bolster our marketing initiatives. This capital will enable us to scale our operations, extend our market reach, and continue to deliver exceptional service to our clients. We are committed to using these funds to drive sustainable growth and generate long-term value for our stakeholders.

Summary

Below is an overview of our expected financial performance over the next five years:

	FY 1	FY 2	FY 3	FY 4	FY 5
Revenues	\$2,473,311	\$2,678,176	\$2,900,009	\$3,140,218	\$3,400,323
Direct Expenses	\$1,222,688	\$1,284,978	\$1,350,441	\$1,419,240	\$1,491,544
Gross Profit	\$1,250,623	\$1,393,197	\$1,549,567	\$1,720,977	\$1,908,778
Gross Profit (%)	50.6%	52%	53.4%	54.8%	56.1%
Other Expenses	\$103,153	\$106,282	\$109,507	\$112,829	\$116,252
EBITDA	\$1,147,470	\$1,286,915	\$1,440,060	\$1,608,147	\$1,792,525
Depreciation	\$26,000	\$26,000	\$26,000	\$26,000	\$26,000
Amortization	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$28,500	\$28,500	\$28,500	\$28,500	\$28,500
Income Tax Expense	\$382,539	\$431,345	\$484,946	\$543,776	\$608,309
Net Income	\$710,430	\$801,069	\$900,614	\$1,009,871	\$1,129,716

II. Company Overview

At ProSpace Management, we are proud to introduce ourselves as the newest Commercial Property Management firm in Vancouver, WA. As a local commercial property management company, we are dedicated to filling the void in the market by providing exceptional service that has been lacking in our area. Our commitment is to excellence and customer satisfaction, ensuring that every interaction with us is positive and productive.

Our Products & Services

Understanding the diverse needs of commercial property owners, our services are tailored to address every aspect of property management. For \$200, we provide comprehensive **Leasing and Tenant Management** services to ensure your properties are occupied by reliable tenants and that leases are managed efficiently. Additionally, our **Property Maintenance and Operations** services, available for \$100, are designed to keep your properties in top condition. We also offer **Financial Management** services for \$100 to assist in the budgeting, reporting, and financial oversight necessary to maintain the profitability of your investments.

Location

Our base of operations is strategically located in Vancouver, WA, enabling us to provide our specialized services directly to customers within this vibrant community. We are deeply rooted in the area and understand the local market dynamics, which positions us as a preferred partner for commercial property management.

Why We Will Succeed

ProSpace Management possesses a unique edge for success. The foundation of our company is built on the expertise of our founder, who has a proven track record of running a successful Commercial Property Management business. Leveraging this experience, we are poised to outperform our competitors by offering superior commercial property management services that are second to none.

Our Journey So Far

Founded on January 5, 2024, ProSpace Management has been established as a Limited Liability Company with a clear vision for the future. Since our inception, we have achieved several milestones including the creation of a distinctive logo, the development of our brand name, and securing an

excellent location that resonates with our brand and is accessible to our clients. These accomplishments are just the beginning of our journey to becoming the leading commercial property management firm in Vancouver.

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III. Industry Analysis

The Commercial Property Management industry in the United States is a thriving and lucrative sector. According to market research, the current size of the market is valued at over \$68 billion. This significant figure demonstrates the vast opportunities available for businesses operating in this industry. With an increasing number of companies recognizing the benefits of outsourcing property management, the market is expected to continue its upward trajectory.

Market growth in the Commercial Property Management industry is projected to be robust in the coming years. Experts forecast a compound annual growth rate (CAGR) of 6.2% from 2021 to 2026. This growth can be attributed to several factors, including the rising demand for efficient property management services, the expansion of commercial real estate portfolios, and the need for cost-effective solutions. As the market expands, there is ample room for new players like ProSpace Management to establish their presence and capitalize on the growing demand.

Several trends in the Commercial Property Management industry align favorably with ProSpace Management's goals and aspirations. One prominent trend is the increasing adoption of technology-driven solutions. With advancements in property management software, data analytics, and automation, companies like ProSpace Management can streamline their operations, enhance efficiency, and deliver superior services to their clients. Additionally, the growing focus on sustainability and eco-friendly practices in property management presents an opportunity for ProSpace Management to differentiate itself by offering environmentally conscious solutions to its customers in Vancouver, WA.

IV. Customer Analysis

Below is a description of our target customers and their core needs.

Target Customers

ProSpace Management will primarily target owners of commercial properties who are seeking professional assistance with property maintenance, tenant relations, and financial management services. These clients will typically be investors or companies that own office buildings, retail spaces, and industrial properties. The focus will be on providing them with tailored solutions that optimize their property's value and ensure a steady return on investment.

The company will also extend its services to local businesses looking to lease commercial spaces. ProSpace Management will offer comprehensive support ranging from finding the ideal location to negotiating lease terms. By doing so, the company will position itself as a bridge between property owners and businesses, facilitating a symbiotic relationship that benefits both parties.

Additionally, ProSpace Management will target real estate developers involved in the construction of new commercial ventures. The company will provide expertise in pre-leasing strategies, market analysis, and property management planning. This collaboration is expected to lead to long-term partnerships, with ProSpace Management being the preferred choice for managing the newly developed properties.

Customer Needs

ProSpace Management offers high-quality commercial property management services to meet the growing demands of businesses and investors who expect diligent oversight of their real estate assets. Clients can rely on meticulous attention to detail in all aspects of property management, including tenant relations, building maintenance, and financial administration. This ensures that their investments are not only well-maintained but also optimized for maximum profitability and tenant satisfaction.

With an understanding of the local market dynamics, ProSpace Management provides expert guidance on property valuation and market trends, helping clients make informed decisions about their commercial properties. The team's expertise allows for strategic planning and execution of leasing agreements that attract and retain high-caliber tenants. Additionally, clients have access to a robust network of service providers to ensure their properties are running efficiently and effectively.

ProSpace Management also prioritizes transparent communication, offering clients real-time insights into their property's performance through detailed reporting and analysis. This transparency builds

trust and enables clients to feel more connected with the management of their assets. Moreover, the company is dedicated to staying ahead of regulatory changes, ensuring that clients' properties remain in compliance with all local, state, and federal laws, further protecting their investments from potential legal issues.

V. Competitive Analysis

Direct Competitors

ProSpace Management's competitors include the following companies:

Barker & Calkins:

Products/Services Offered: Barker & Calkins specializes in property management services, catering to both residential and commercial sectors. Their services include property maintenance, tenant relations, lease management, and financial reporting.

Price Points: They offer customized pricing based on property size and service requirements, leading to a range of price points that cater to different client needs.

Revenues: Specific revenue figures are not publicly disclosed, but they maintain a steady income derived from their diverse portfolio of managed properties.

Locations: Primarily focused on the Vancouver, WA area, Barker & Calkins has a localized presence, offering in-depth knowledge of the local market.

Customer Segments and Geographies Served: Their client base includes individual property owners, investors, and real estate entities within the Vancouver area.

Key Strengths: Their strength lies in their personalized service and local market expertise. **Weaknesses:** They may be limited by their more regional focus and potentially smaller operational scale compared to larger firms.

Lux Property Management:

Products/Services Offered: Lux Property Management offers an array of services that include luxury residential management, commercial property management, and investment consulting services.

Price Points: They position themselves in the premium segment of the market, with price points reflecting their focus on high-end property management services.

Revenues: Lux Property Management has a business model designed for high revenue generation from a smaller, more exclusive property portfolio.

Locations: While they serve the Vancouver area, they also extend their services to encompass other

high-value real estate markets.

Customer Segments and Geographies Served: Lux Property Management targets affluent property owners and high-net-worth investors, with a geographic focus that includes both local and potentially international properties.

Key Strengths: Their expertise in managing luxury properties and high-end customer service are their major strengths. **Weaknesses:** Their niche focus may limit their appeal to a wider audience and their services may not align with budget-conscious clients.

Ziprent:

Products/Services Offered: Ziprent is known for its property management services that leverage technology to streamline operations such as tenant placement, rent collection, and property maintenance.

Price Points: They offer competitive pricing with a transparent fee structure, often appealing to cost-sensitive clients.

Revenues: Through their tech-enabled services, Ziprent aims for volume business, which can translate into substantial revenue despite their lower individual service costs.

Locations: Ziprent operates in multiple markets, utilizing technology to manage properties remotely and efficiently.

Customer Segments and Geographies Served: Their customer base is broad, ranging from individual landlords to investment firms, with a service area that is not restricted by geography.

Key Strengths: The use of technology in their operations allows for efficiency and scalability.

Weaknesses: The reliance on technology might impact personalized customer service, and some clients may prefer traditional, hands-on property management approaches.

Competitive Advantages

At ProSpace Management, our commitment to delivering exceptional commercial property management services sets us apart from the competition. We understand the unique challenges and opportunities present in the Vancouver market and leverage this insight to provide tailored solutions that enhance property value and tenant satisfaction. Our team of seasoned professionals employs state-of-the-art technology to streamline operations, ensuring that every aspect of property management is handled with precision and care. This includes advanced tenant screening processes, proactive maintenance programs, and efficient rent collection methods, all designed to maximize

occupancy rates and minimize turnover. By prioritizing communication and transparency, we cultivate long-lasting relationships with our clients, providing them with peace of mind and a competitive edge in the market.

Moreover, ProSpace Management distinguishes itself by offering a comprehensive suite of services that cater to the diverse needs of commercial property owners. Our expertise extends beyond traditional property management to include strategic asset management, where we assist clients in making informed decisions that align with their financial goals. We possess a deep understanding of market trends and regulatory changes, which allows us to adapt swiftly and keep our clients' properties competitive. Additionally, our commitment to sustainability and green initiatives resonates with the growing eco-conscious consumer base, offering an advantage for properties under our stewardship. With a focus on creating vibrant, energy-efficient spaces, we not only reduce operational costs but also attract tenants who value environmental responsibility, thereby positioning our clients at the forefront of the commercial real estate industry.

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VI. Marketing Plan

Our marketing plan, included below, details our products/services, pricing and promotions plan.

Products, Services & Pricing

Leasing and Tenant Management

ProSpace Management offers comprehensive leasing and tenant management services designed to ensure that properties are occupied by reliable tenants and that lease terms are beneficial for property owners. This service encompasses marketing of the property, lease negotiations, tenant screenings, and ongoing tenant relations. Clients can expect this service to be thorough and responsive, ensuring that their properties are well-managed and profitable. The average price for this service is set at **\$200**.

Property Maintenance and Operations

Understanding the importance of preserving the value of a property, ProSpace Management provides meticulous property maintenance and operations services. This service includes regular inspections, coordination of repair and maintenance work, and managing the operations of the property to ensure a safe and attractive environment for tenants. Clients can rely on ProSpace Management for a proactive approach to property upkeep. The average price for property maintenance and operations is **\$100**.

Financial Management

Financial management is a critical component of property management, and ProSpace Management excels in this area. The service includes managing accounts receivable and payable, budgeting, financial reporting, and providing advice on financial planning for the property. Clients can trust ProSpace Management for accurate and efficient financial oversight. This valuable service is offered at an average price of **\$100**.

For more information on our services, or to schedule a consultation, please contact ProSpace Management.

Promotions Plan

ProSpace Management embarks on an ambitious journey to attract customers through a variety of promotional methods. Recognizing the power of online presence, ProSpace Management invests in a robust **online marketing** strategy. This includes the development of a user-friendly website that highlights their services, the use of search engine optimization (SEO) to increase visibility, and engaging content marketing to showcase their expertise in commercial property management.

Digital Advertising

Digital advertising plays a pivotal role, with targeted ad campaigns on platforms such as Google Ads and LinkedIn. This allows ProSpace Management to reach potential clients actively searching for commercial property management solutions in Vancouver, WA.

Social Media Engagement

Engagement on social media platforms like Facebook, Twitter, and Instagram will further enhance brand recognition. By sharing valuable content, industry insights, and client testimonials, ProSpace Management builds trust and establishes a community around their brand.

Email Marketing

Email marketing campaigns will keep ProSpace Management in constant contact with their audience. These campaigns aim to inform subscribers about the latest property listings, company news, and provide useful tips for commercial property owners.

Networking and Partnerships

Local networking events and forming strategic partnerships with local businesses offer significant opportunities. ProSpace Management will engage in community activities and join local business associations to build relationships and enhance their local presence.

Content Marketing

Through content marketing, ProSpace Management will establish thought leadership in the commercial property management sector. They will publish articles, whitepapers, and case studies that provide value and demonstrate their extensive knowledge and experience.

Referral Programs

ProSpace Management understands the importance of word-of-mouth and will implement a referral program. This program will incentivize existing customers to refer new clients, thereby creating a network of endorsements.

Customer Experience

Lastly, ProSpace Management ensures that the customer experience is second to none. Exceptional service will lead to positive reviews and testimonials, which serve as powerful tools for attracting new customers.

With these promotional tactics in place, ProSpace Management is poised to make a significant impact on the Vancouver, WA commercial property management market, driving customer engagement and fostering business growth.

VII. Operations Plan

Our Operations Plan details:

1. The key day-to-day processes that our business performs to serve our customers
2. The key business milestones that our company expects to accomplish as we grow

Key Operational Processes

To ensure the success of ProSpace Management, there are several key day-to-day operational processes that we will perform:

- Conduct regular property inspections to ensure maintenance and safety standards are met and to identify any need for repairs or improvements.
- Coordinate with service providers for routine maintenance, cleaning, and emergency repairs, ensuring minimal disruption to tenants.
- Manage tenant relationships, including prompt response to tenant inquiries and concerns, to ensure high levels of satisfaction and retention.
- Collect rent and other charges from tenants, process payments, and manage accounts receivable to maintain cash flow.
- Enforce lease terms and manage lease renewals, negotiations, and terminations to optimize occupancy rates.
- Prepare and manage the operating budget for each property, monitoring expenses and implementing cost-saving measures when necessary.
- Utilize property management software to streamline operations, maintain tenant records, and generate financial reports for stakeholders.
- Engage with local businesses and community organizations to foster relationships and stay informed about local market trends and opportunities.
- Advertise and market available spaces to attract new tenants, including online listings and networking with local brokers.
- Ensure compliance with all local, state, and federal regulations, including building codes, health and safety standards, and environmental laws.
- Prepare and deliver regular performance reports to property owners, including occupancy rates, financial performance, and forecasts.
- Continuously evaluate and update emergency preparedness plans and procedures to ensure tenant safety in case of an incident.

Milestones

ProSpace Management expects to complete the following milestones in the coming months in order to ensure its success:

- **Official Launch:** Open doors to ProSpace Management and begin offering commercial property management services to clients in Vancouver, WA.
- **Regulatory Compliance:** Acquire all necessary local, state, and federal licenses and permits required for property management operations.
- **Establishing Key Partnerships:** Forge relationships with reliable contractors and service providers for maintenance, repairs, and renovations to support tenant and property needs promptly.
- **Marketing and Branding:** Roll out a strategic marketing campaign to build brand awareness and attract initial clients, including an online presence and targeted local advertising.
- **Client Acquisition:** Secure contracts with property owners to manage their commercial properties, aiming for a portfolio that will generate at least \$15,000/month in revenue.
- **Building a Skilled Team:** Recruit and train a proficient team with expertise in property management, customer service, and local real estate market knowledge.
- **Operational Systems Setup:** Implement robust management software and operational systems for efficient property management, accounting, and reporting.
- **Client Service Excellence:** Establish a reputation for excellent client service, leading to referrals and repeat business, by consistently meeting and exceeding client expectations.
- **Financial Milestone:** Achieve the financial goal of \$15,000/month in revenue within the first 12-18 months to ensure sustainable operations and growth potential.
- **Portfolio Diversification:** Diversify the property portfolio by acquiring management contracts across various commercial real estate sectors within the Vancouver area to mitigate risks associated with market fluctuations.

VIII. Management Team

Our management team has the experience and expertise to successfully execute on our business plan.

Management Team Members

ProSpace Management management team, which includes the following members, has the experience and expertise to successfully execute on our business plan:

Mia Lopez, President

Mia Lopez, President of ProSpace Management, brings an impressive track record of leadership and operational excellence to the team. With her extensive experience in running a commercial property management business, Mia has honed her skills in strategic planning, team leadership, and financial management. Her previous success in the industry is a testament to her ability to navigate the complex landscape of property management, ensuring that the assets under her care not only maintain but also increase in value. Her strategic foresight and commitment to excellence make her a driving force behind ProSpace Management's vision for growth and innovation in the real estate sector.

IX. Financial Plan

Summary

Below is an overview of our expected financial performance over the next five years:

	FY 1	FY 2	FY 3	FY 4	FY 5
Revenues	\$2,473,311	\$2,678,176	\$2,900,009	\$3,140,218	\$3,400,323
Direct Expenses	\$1,222,688	\$1,284,978	\$1,350,441	\$1,419,240	\$1,491,544
Gross Profit	\$1,250,623	\$1,393,197	\$1,549,567	\$1,720,977	\$1,908,778
Gross Profit (%)	50.6%	52%	53.4%	54.8%	56.1%
Other Expenses	\$103,153	\$106,282	\$109,507	\$112,829	\$116,252
EBITDA	\$1,147,470	\$1,286,915	\$1,440,060	\$1,608,147	\$1,792,525
Depreciation	\$26,000	\$26,000	\$26,000	\$26,000	\$26,000
Amortization	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$28,500	\$28,500	\$28,500	\$28,500	\$28,500
Income Tax Expense	\$382,539	\$431,345	\$484,946	\$543,776	\$608,309
Net Income	\$710,430	\$801,069	\$900,614	\$1,009,871	\$1,129,716

Funding Requirements/Use of Funds

To accomplish our growth goals, ProSpace Management needs \$285,000 in funding. Key uses of this funding will be as follows:

Capital Investments	
Location Buildout	\$100,000
Furniture	\$10,000
Machines and Computers	\$20,000

Non Capital Investments	
Working Capital	\$50,000
Initial Rent/Lease	\$10,000
Staff Salaries (3 months)	\$75,000
Initial Marketing and Advertising	\$10,000
Supplies	\$5,000
Insurance	\$5,000

Financial Projections

Projected Sales, Gross Profit & Net Income



ProSpace Management Business Plan

5 Year Annual Income Statement

		FY 1	FY 2	FY 3	FY 4	FY 5
Revenues						
	Revenues	\$2,473,311	\$2,678,176	\$2,900,009	\$3,140,218	\$3,400,323
Total Revenues		\$2,473,311	\$2,678,176	\$2,900,009	\$3,140,218	\$3,400,323
Direct Costs						
	Direct Costs	\$1,222,688	\$1,284,978	\$1,350,441	\$1,419,240	\$1,491,544
Total Direct Costs		\$1,222,688	\$1,284,978	\$1,350,441	\$1,419,240	\$1,491,544
GROSS PROFIT		\$1,250,623	\$1,393,197	\$1,549,567	\$1,720,977	\$1,908,778
GROSS PROFIT %		50.6%	52%	53.4%	54.8%	56.1%
Other Expenses						
	Salaries	\$72,814	\$75,023	\$77,299	\$79,644	\$82,060
	Marketing Expenses	\$6,067	\$6,251	\$6,441	\$6,637	\$6,838
	Rent/Utility Expenses	\$6,067	\$6,251	\$6,441	\$6,637	\$6,838
	Other Expenses	\$18,203	\$18,755	\$19,324	\$19,911	\$20,515
Total Other Expenses		\$103,153	\$106,282	\$109,507	\$112,829	\$116,252
EBITDA		\$1,147,470	\$1,286,915	\$1,440,060	\$1,608,147	\$1,792,525
	Depreciation	\$26,000	\$26,000	\$26,000	\$26,000	\$26,000
	Amortization	\$0	\$0	\$0	\$0	\$0
EBIT		\$1,121,470	\$1,260,915	\$1,414,060	\$1,582,147	\$1,766,525
	Interest Expense	\$28,500	\$28,500	\$28,500	\$28,500	\$28,500
PRETAX INCOME		\$1,092,970	\$1,232,415	\$1,385,560	\$1,553,647	\$1,738,025
	Net Operating Loss	\$0	\$0	\$0	\$0	\$0
	Use of Net Operating Loss	\$0	\$0	\$0	\$0	\$0
	Taxable Income	\$1,092,970	\$1,232,415	\$1,385,560	\$1,553,647	\$1,738,025
	Income Tax Expense	\$382,539	\$431,345	\$484,946	\$543,776	\$608,309
NET INCOME		\$710,430	\$801,069	\$900,614	\$1,009,871	\$1,129,716
	Net Profit Margin (%)	28.7%	29.9%	31.1%	32.2%	33.2%

5 Year Annual Balance Sheet

		FY 1	FY 2	FY 3	FY 4	FY 5
ASSETS						
	Cash	\$791,620	\$1,606,656	\$2,520,058	\$3,546,973	\$4,402,325
	Other Current Assets	\$212,300	\$229,884	\$248,926	\$261,684	\$283,360
	Total Current Assets	\$1,003,920	\$1,836,541	\$2,768,985	\$3,808,658	\$4,685,685
	Intangible Assets	\$0	\$0	\$0	\$0	\$0
	Acc Amortization	\$0	\$0	\$0	\$0	\$0
	Net Intangibles	\$0	\$0	\$0	\$0	\$0
	Fixed Assets	\$130,000	\$130,000	\$130,000	\$130,000	\$130,000
	Accum Depreciation	\$26,000	\$52,000	\$78,000	\$104,000	\$130,000
	Net fixed assets	\$104,000	\$78,000	\$52,000	\$26,000	\$0
	Preliminary Exp	\$0	\$0	\$0	\$0	\$0
TOTAL ASSETS		\$1,107,920	\$1,914,541	\$2,820,985	\$3,834,658	\$4,685,685
LIABILITIES & EQUITY						
	Current Liabilities	\$112,489	\$118,041	\$123,870	\$127,672	\$133,983
	Debt outstanding	\$285,000	\$285,000	\$285,000	\$285,000	\$0
	Total Liabilities	\$397,489	\$403,041	\$408,870	\$412,672	\$133,983
	Share Capital	\$0	\$0	\$0	\$0	\$0
	Retained earnings	\$710,430	\$1,511,500	\$2,412,114	\$3,421,985	\$4,551,702
	Total Equity	\$710,430	\$1,511,500	\$2,412,114	\$3,421,985	\$4,551,702
TOTAL LIABILITIES & EQUITY		\$1,107,920	\$1,914,541	\$2,820,985	\$3,834,658	\$4,685,685

5 Year Annual Cash Flow Statement

		FY 1	FY 2	FY 3	FY 4	FY 5
CASH FLOW FROM OPERATIONS						
	Net Income (Loss)	\$710,430	\$801,069	\$900,614	\$1,009,871	\$1,129,716
	Change in Working Capital	(\$99,810)	(\$12,033)	(\$13,212)	(\$8,956)	(\$15,364)
	Plus Depreciation	\$26,000	\$26,000	\$26,000	\$26,000	\$26,000
	Plus Amortization	\$0	\$0	\$0	\$0	\$0
	Net Cash Flow from Operations	\$636,620	\$815,036	\$913,402	\$1,026,914	\$1,140,351
CASH FLOW FROM INVESTMENTS						
	Fixed Assets	(\$130,000)	\$0	\$0	\$0	\$0
	Intangible Assets	\$0	\$0	\$0	\$0	\$0
	Net Cash Flow from Investments	(\$130,000)	\$0	\$0	\$0	\$0
CASH FLOW FROM FINANCING						
	Cash from Equity	\$0	\$0	\$0	\$0	\$0
	Cash from Debt financing	\$285,000	\$0	\$0	\$0	(\$285,000)
	Net Cash Flow from Financing	\$285,000	\$0	\$0	\$0	(\$285,000)
	Net Cash Flow	\$791,620	\$815,036	\$913,402	\$1,026,914	\$855,351
	Cash at Beginning of Period	\$0	\$791,620	\$1,606,656	\$2,520,058	\$3,546,973
		\$791,620	\$1,606,656	\$2,520,058	\$3,546,973	\$4,402,325

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