

Universal Funding Proposal

&

Business Planning / Forecasting Model

Input Templates

Version 1.0 - 2 of 11 (B)



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The Universal Forecast and Funding Proposal Model - Purpose

Use the Universal Forecast and Funding Proposal Model to support your business planning and create the following:

- Your 5-year Business Plan and Forecast
 - ✓ Years 1 and 2 detailed by month
 - ✓ Years 3 to 5 detailed per year
- Understand and Plan for Your Future
- Model the Impact of Funding on Your Business
- Apply for Loan or Equity Funding

You can use the Universal Forecasting and Funding Proposal Model regardless of the accounting system you use, to build a 5-year Business Plan / Forecast for your business.

Use your plan to understand, plan and budget for the future to help you and your team maintain a clear picture of exactly where you are on your journey.

If your business needs to raise finance, your Business Plan can quickly and easily be used to generate a robust Funding Proposal that provides everything lenders or investors need to approve funding.

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"Planning is bringing the future into the present so that you can do something about it now"

Alan Lakein

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1. Data Input Templates for P&L and Balance Sheet – (Step 2 and 3)

Company Name	e	Demo Com	oany Limited				3
Sales		Mar	-20 Feb-	20 Jan-	-20 De	c-19 Nov-19	Oct-19
Sales Nominal 1	I	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 2	2	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 3	3	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 4	1	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 5	5	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 6	5	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 7	7	£2,684	.28 £2,670.	92 £2,657.	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 8	3	£2,684	.28 £2,670	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 9	9	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 1	10	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 1	11	£2,684	.28 £2,670	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 1	12	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 1	13	£2,684	.28 £2,670	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 1	14	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
Sales Nominal 1	15	£2,684	.28 £2,670.	92 £2,657	.64 £2,64	4.41 £2,631.26	£2,618.17
otal Sales		£40,264	.18 £40,063.	86 £39,864	.54 £39,66	6.21 £39,468.87	£39,272.50
Cost of Sales							
Cost of Sales N	ominal 1	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 2	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 3	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 4	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.0d
Cost of Sales N	ominal 5	£250	.00 £250.	00 £250	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 6	£250	.00 £250.	00 £250.	.00 £25	£250.00	£250.00
Cost of Sales N	ominal 7	£250	.00 £250.	00 £250.	.00 £25	£250.00	£250.00
Cost of Sales N	ominal 8	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 9	£250	.00 £250.	00 £250	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 10	£250	.00 £250.	00 £250.	.00 £25	£250.00	£250.00
Cost of Sales N	ominal 11	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 12	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 13	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 14	£250	.00 £250.	00 £250.	.00 £25	0.00 £250.00	£250.00
Cost of Sales N	ominal 15	Tab 2. Com		00 £250	.00 £25	0.00 £250.00	£250.00
Fotal Cost of Sale	es	Tab 2: Sam	pie P&L	00 £3,750.	.00 £3,75	0.00 £3,750.00	£3,750.00
Overheads							1
	Process	Sample P&L	Sample Balar		1onthly P&L	Closing Balance S	heet Baselin

Figure 1 - Step 2: Data Input Template for Profit and Loss History

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1.1. Profit and Loss History – Sales / Revenue Data Input Template Tab 2

Company Name	Demo Company L	imited	Mo	st Recent I	Month Firs	st, from Rig	ght to Left		
Sales	Mar-20	Feb-20	Jan-20	Dec-19	Nov-19	Oct-19	Sep-19	Aug-19	Jul-19
Sales Nominal 1	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.28
Sales Nominal 2	£2,684.28	£2,670.92	£2,657.64	£2,644.41	€2,631.26	£2,618.17	£2,605.14	£2,592.18	€2,579.20
Sales Nominal 3	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.28
Sales Nominal 4	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
Sales Nominal 5	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	Detailed	by Month,	£2,579.2
Sales Nominal 6	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	and the second second second second second		£2,579.2
Sales Nominal 7	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	or Mon	thly Total	£2,579.2
Sales Nominal 8	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	7	£2,592.18	£2,579.2
Sales Nominal 9	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
Sales Nominal 10	£2,684.28	€2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
Sales Nominal 11		.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
Sales Nominal 12	Customers	or .92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
Sales Nominal 13	Sales Chann	els .92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
Sales Nominal 14	x2,004.20	.92	£2,657.64	£2,644.41	€2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
Sales Nominal 15	£2,684.28	£2,670.92	£2,657.64	£2,644.41	£2,631.26	£2,618.17	£2,605.14	£2,592.18	£2,579.2
otal Sales	£40,264.18	£40,063.86	£39,864.54	£39,666.21	£39,468.87	£39,272.50	£39,077.12	£38,882.70	£38,689.2

Figure 2 – Step 2: Data Input Template – Sales / Revenue

Your Historic Profit and Loss data needs to be prepared with the most recent month in column 2, i.e. most recent month first going into history left to right.

If your financial information is available, ideally your last 5 years profit and loss history will be prepared and used to populate the Universal Forecasting and Funding Proposal Model.

Ideally your Sales history will be detailed by customer / Revenue channel as appropriate, (Sales Nominal), however, if the detail of Sales by customer / Revenue channel is not available the Universal Forecasting and Funding Proposal Model can still be used by entering the total Sales for each month.

If the monthly Sales breakdown is not available however, the Universal Forecasting and Funding Proposal Model can still be used by taking the annual Sales total and dividing by 12 to provide average monthly Sales for each of the last 60 months.

1.2. Your Profit & Loss History – Cost of Sales Variable Costs Data Input Template – Step 2

Company Name	Demo Company Li	mited	N	lost Recer	nt Month F	irst, from I	Right to Le	eft	
ales	Mar-20	Feb-20	Jan-20	Dec-19	Nov-19	Oct-19	Sep-19	Aug-19	Jul-19
ost of Sales									
Cost of Sales Nominal 1	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 2	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 3	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00
Cost of Sales Nominal 4	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	Detail	ed by Mor	th 50.0
Cost of Sales Nominal 5	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00		and the second	FO 0
Cost of Sales Nominal 6	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	or M	onthly Tot	al 50.0
Cost of Sales Nominal 7	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£2	£250.00	£250.0
Cost of Sales Nominal 8	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
Cost of Sales Nominal 9	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
Cost of Sales Nominal 10	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
Cost of Sales Nominal 11	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
Cost of Sales Nominal 12	Variabl	o Coste	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
Cost of Sales Nominal 13			£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
Cost of Sales Nominal 14	(Cost o	f Sales)	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
Cost of Sales Nominal 15	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.0
otal Cost of Sales	£3,750.00	£3,750.00	£3,750.00	£3,750.00	£3,750.00	£3,750.00	£3,750.00	£3,750.00	£3,750.0
verheads									

Figure 3 - Step 2: Data Input Template - Cost of Sales / Variable Costs

Ideally your Cost of Sales history will be detailed, i.e. with each Cost of Sales line individually identified (Cost of Sales Nominal), however, if the detail of your Cost of Sales not available the Universal Forecasting and Funding Proposal Model can still be used by entering the total Cost of Sales for each month.

If the monthly Cost of Sales breakdown is not available, the Universal Forecasting and Funding Proposal Model can still be used by taking the annual Cost of Sales total and dividing by 12 to provide average monthly Cost of Sales for each of the last 60 months.

1.3. Your Profit and Loss History – Overheads / Fixed Costs Data Input Template – Step 2

Company Name	Demo Company L	imited	M	ost Recent	Month Fi	rst, from R	ight to Left		-
Sales	Mar-20	Feb-20	Jan-20	Dec-19	Nov-19	Oct-19	Sep-19	Aug-19	Jul-19
Overheads									
Overhead Nominal 1	£335.53	£333.87	£332.20	£330.55	£328.91	£327.27	Detail	ed by Mon	th 22.41
Overhead Nominal 2	£335.53	£333.87	£332.20	£330.55	£328.91	£327.27	and the second		22.41
Overhead Nominal 3	£335.53	£333.87	£332.20	£330.55	£328.91	£327.27	or Mo	onthly Tota	22.41
Overhead Nominal 4	£335.53	£333.87	£332.20	£330.55	£328.91	£327.27	=	£324.02	£322.41
Overhead Nominal 5	£335.53	£333.87	£332.20	£330.55	£328.91	£327.27	£325.64	£324.02	£322.4
Overhead Nominal 6	£335.53	£333.87	£332.20	£330.55	£328.91	£327.27	£325.64	£324.02	£322.4
Qverbood Nomin 7	335,53	£337	Canal Canal	€330.55	^{88,91}		and the second second	- CONTRACT	E322.4
Overhe monman a		motor	nam	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	more	~~~~~	~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	mozon	Turn
Overhead Nominal 46	£335.53	£333.87	£332.20	£330.55	£328.91	£327.27	£325.64	£324.02	£322.4
Overhead Nominal 47			£332.20	£330.55	£328.91	£327.27	£325.64	£324.02	£322.41
Overhead Nominal 48	Overhea	ds or 🛛	£332.20	£330.55	£328.91	£327.27	£325.64	£324.02	£322.
Overhead Nominal 49	Fixed C	osts	£332.20	£330.55	£328.91	£327.27	£325.64	£324.02	£322.41
Overhead Nominal 50			£332.20	£330.55	£328.91	£327.27	£325.64	£324.02	£322.4
Total Overheads	£16,776.74	£16,693.28	£16,610.23	£16,527.59	£16,445.36	£16,363.54	£16,282.13	£16,201.13	£16,120.52
Net Profit	£60.790.93	£60.507.14	£60.224.77	£59.943.80	£59.664.23	£59.386.05	£59,109.25	£58.833.83	£58,559.78

Figure 4 - Step 2: Data Input Template - Overheads / Fixed Costs

Ideally your Overhead history will be detailed, i.e. with each Overhead line individually identified (Overhead Nominal), however, if the detail of your overhead expenditure is not available the Universal Forecasting and Funding Proposal Model can still be used by entering the total overheads for each month.

If your monthly overheads breakdown is not available, the Universal Forecasting and Funding Proposal Model can still be used by taking the annual Overheads total and dividing by 12 to provide average monthly Overheads for each of the last 60 months.

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1.4. Balance Sheet - Fixed Assets Data Input Template - Step 3

	Total	
Fixed Assets	-	4
Goodwill	£50,000.00	
Fixed Asset Nominal 2	£50,000.00	
Fixed Asset Nominal 3	£50,000.00	
Fixed Asset Nominal 4	£50,000.00	
Fixed Asset Nominal 5	£50,000.00	
Fixed Asset Nominal 6	(000.00)	
Fixed Asset Nominal 7	Fixed Asset poo.00)	
Fixed Asset Nominal 8	Nominals 000.00)	
Fixed Asset Nominal 9	000.00)	
Fixed Asset Nominal 10	(£35,000.00)	
Total Fixed Assets	£75,000.00	1
Current Assets		
Current Asset Nominal 1	2,654.00	
Current Asset Nominal 2	9,548.00	

Figure 5 - Step 3: Balance Sheet Data Input Template - Fixed Assets

The date for your Closing Balance Sheet data needs to be for the same date as the most recent month in your Profit and Loss Account data. Taking the example above, to March 2020. The data is presented in two columns, the description, and the Balance Sheet value as show above and below.

The normal layout starts by listing the Fixed Assets.

1.5. Balance Sheet Template – Current Assets

man et Nomina	mundber man
Fixed Asset Nominal 9	(£35,000.00)
Fixed Asset Nominal 10	(£35,000.00)
Total Fixed Assets	£75,000.00
Current Assets	
Current Asset Nominal 1	2,654.00
Current Asset Nominal 2	9,548.00
Current Asset Nominal 3	365.00
Current Asset Nominal 4	2,458.00
Current Asset Nominal 5	2,654.00
Current Asset Nominal 6	215.00
Current Asset Nominal 7	2 544 00
Current Asset Nominal 8	Current Asset 25
Current Asset Nominal 9	Nominals ¹⁰
Current Asset Nominal 10	
Current Asset Nominal 11	23,781.90
Current Asset Nominal 12	215.00
Current Asset Nominal 13	5,485.00
Current Asset Nominal 14	21.00
Current Asset Nominal 15	8,848.00
Total Current Assets	£92,316.88
Current liabilities	
Current Liability Nominal 1	6,542.00
Current Liability Nominal 2	63.00
Current Liability Nominal 3	65,214.00
Current Liability Nominal 4	

Figure 6 - Step 3: Balance Sheet Data Input Template - Current Assets

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1.6. Balance Sheet Template – Current Liabilities

After Fixed and Current Assets, your Current Liabilities are listed.

Curtomersset Nominal 12	Marine Marine
Current Asset Nominal 13	5,485.00
Current Asset Nominal 14	21.00
Current Asset Nominal 15	8,848.00
Total Current Assets	£92,316.88
Current liabilities	
Current Liability Nominal 1	6,542.00
Current Liability Nominal 2	63.00
Current Liability Nominal 3	65,214.00
Current Liability Nominal 4	65.00
Current Liability Nominal 5	654.00
Current Liability Nominal 6	Current
Current Liability Nominal 7	
Current Liability Nominal 8	Liability
Current Liability Nominal 8 Current Liability Nominal 9	Liability Nominals
Current Liability Nominal 9	Nominals
Current Liability Nominal 9 Current Liability Nominal 10	Nominals
Current Liability Nominal 9 Current Liability Nominal 10 Current Liability Nominal 11	Nominals 324.00
Current Liability Nominal 9 Current Liability Nominal 10 Current Liability Nominal 11 Current Liability Nominal 12	Nominals 324.00 458.00
Current Liability Nominal 9 Current Liability Nominal 10 Current Liability Nominal 11 Current Liability Nominal 12 Current Liability Nominal 13	Nominals 302.00 324.00 458.00 75.00
Current Liability Nominal 9 Current Liability Nominal 10 Current Liability Nominal 11 Current Liability Nominal 12 Current Liability Nominal 13 Current Liability Nominal 14	Nominals 324.00 458.00 75.00 1,258.00
Current Liability Nominal 9 Current Liability Nominal 10 Current Liability Nominal 11 Current Liability Nominal 12 Current Liability Nominal 13 Current Liability Nominal 14 Current Liability Nominal 15	Nominals 324.00 458.00 75.00 1,258.00 2,664.00
Current Liability Nominal 9 Current Liability Nominal 10 Current Liability Nominal 11 Current Liability Nominal 12 Current Liability Nominal 13 Current Liability Nominal 14 Current Liability Nominal 15 Total Current Liabilities	Nominals 324.00 458.00 75.00 1,258.00 2,664.00
Current Liability Nominal 9 Current Liability Nominal 10 Current Liability Nominal 11 Current Liability Nominal 12 Current Liability Nominal 13 Current Liability Nominal 14 Current Liability Nominal 15 Total Current Liabilities Long Term liabilities	Nominals 324.00 458.00 75.00 1,258.00 2,664.00 £89,089.00

Figure 7 - Step 3: Balance Sheet Data Input Template - Current Liabilities

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1.7. Balance Sheet Template – Long Term Liabilities

After Fixed Assets, Current Assets and Current Liabilities, your Long-term liabilities are listed.

Current Liability Nominal 14 Current Liability Nominal 15 Total Current Liabilities	1,258.00 2,664.00 £89,089.00	
Long Term liabilities		l d
Long Term Liability Nominal 1	200.00	5
•		- Š
Long Term Liability Nominal 2	200.00	- <
Long Term Liability Nominal 3	200.00	خر ا
Long Term Liability Nominal 4	200.00	
Long Term Liability Nominal 5	200.00	- 2
Long Term Liability Nominal 6	Long Term	- S
Long Term Liability Nominal 7	Liability	
Long Term Liability Nominal 8		
Long Term Liability Nominal 8 Long Term Liability Nominal 9	Nominals	8
Long Term Liability Nominal 9	Nominals	
Long Term Liability Nominal 9 Long Term Liability Nominal 10	Nominals 200.00	
Long Term Liability Nominal 9 Long Term Liability Nominal 10 Long Term Liability Nominal 11	Nominals 200.00 200.00	
Long Term Liability Nominal 9 Long Term Liability Nominal 10 Long Term Liability Nominal 11 Long Term Liability Nominal 12	Nominals 200.00 200.00 200.00	
Long Term Liability Nominal 9 Long Term Liability Nominal 10 Long Term Liability Nominal 11 Long Term Liability Nominal 12 Long Term Liability Nominal 13	Nominals 200.00 200.00 200.00 200.00	
Long Term Liability Nominal 9 Long Term Liability Nominal 10 Long Term Liability Nominal 11 Long Term Liability Nominal 12 Long Term Liability Nominal 13 Long Term Liability Nominal 14	Nominals 200.00 200.00 200.00 200.00 200.00	
Long Term Liability Nominal 9 Long Term Liability Nominal 10 Long Term Liability Nominal 11 Long Term Liability Nominal 12 Long Term Liability Nominal 13 Long Term Liability Nominal 14 Long Term Liability Nominal 15	Nominals 200.00 200.00 200.00 200.00 200.00 200.00	
Long Term Liability Nominal 9 Long Term Liability Nominal 10 Long Term Liability Nominal 11 Long Term Liability Nominal 12 Long Term Liability Nominal 13 Long Term Liability Nominal 14 Long Term Liability Nominal 15 Total Long Term Liabilities	Nominals 200.00 200.00 200.00 200.00 200.00 200.00	

Figure 8 – Step 3: Balance Sheet Data Input Template – Long Term Liabilities

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1.8. Balance Sheet Template – Capital and Reserves

Finally, the Capital and reserves are listed.

handlen and mitter	m	mm	
Long Term Liability Nominal 1	3	200.00	~~~~~ X
Long Term Liability Nominal 14	4	200.00	- 5
Long Term Liability Nominal 1	5	200.00	- 5
Total Long Term Liabilities		£1,800.00	\sim
Capital and Reserves			
Dividends	Capital	-26,600.00	5
Members Equity	and	70,000.00	- 5
Share Capital Account	Reserves	100.00	1
Profit for the year	Reserves	32,927.88	- 5
Total Capital and Reserves		£ 76,427.88	<u> </u>

Figure 9 – Step 3: Balance Sheet Data Input Template – Capital and Reserves

It does not technically matter what order your Assets, Liabilities, Capital and Reserves are entered, because the Universal Forecasting and Funding Proposal Model can deal with the data regardless of the order in which they are entered.

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