

**Establishing a New Pharmacy:
Capital Requirements and Business Plan/Loan Package
Supplemental Materials**

**Figure 1
Sales Forecast by Month for First Year of Operation**

Month	Retail Sales	% Increase
1	\$9,990	--
2	11,489	15
3	13,097	14
4	14,930	14
5	16,871	13
6	19,064	13
7	21,352	12
8	23,914	12
9	26,545	11
10	29,465	11
11	32,412	10
12	35,653	10
TOTAL	\$254,782	

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Figure 2

Estimate of Monthly Cash Requirement

Manager's Salary	\$2,500
Rent	1,350
Utilities	400
Telephone	140
Accountant/Legal	50
Insurance	200
Delivery	100
Advertising	50
Supplies & Postage	50
Fixtures' Lease	600
Inventory Loan Payment	560
Bank Loan Payment	1,000
Total Monthly Expenses and Loan Payment	\$7,000