Name: ____________ **Business Name:** ____________ **Date:** ____________

☐ Include this table in the Value Builder Score Report

	LAST YEAR	2 YEARS AGO	3 YEARS AGO	WEIGHTED AVERAGE
Revenue				
Pre-tax Profit (Or Loss)				
Interest Costs				
Taxes (Corporate)				
Depreciation				
Amortization				
Earnings Before Interest, Taxes, Depreciation, and Amortization (EBITDA)				
Owner's Salaries				
What was your total personal compensation (salary + bonus + payroll taxes) last year?				
Thinking of your compensation, what would be the total cost to replace yourself with an employee?				
What was the other owners combined total personal compensation (salary + bonus + payroll taxes) last year?				
Thinking of the other owners, what would be the total cost to replace them with other employee(s)?				
Owner's Perks				
Personal Travel				
Transportation (e.g., your car)				
Personal Meals & Entertainment				
Charitable Contributions				
Value of Any Other Benefits				
Market Rent Adjustment				
Extraordinary One-Time Expenses				
Adjusted EBITDA				
Owner's Market Rate Compensation				
Seller's Discretionary Earnings (SDE)				

What was your profit margin (before tax) in your most recent completed financial year? ____________

Please adjust your profit margin to reflect a market rate salary for the owner(s). For example, if you withdrew $350,000 in compensation but you could hire someone to replace you for $120,000 then estimate what your profit margin would have been if you had only withdrawn $120,000.

What was your company's annual revenue (i.e. sales / turnover) last year? ____________

What is your typical gross profit margin? ____________

Gross profit margin is defined as the proportion (percentage) of money left over from sales (i.e. turnover/revenue) after accounting for the cost of goods sold. (For example, if your company sells a product for $200 and it costs your business $80 to buy the raw materials and direct labor costs to make your product then your gross profit would be $120 and your gross profit margin would be 60%).

What is your 6 digit NAICS Code? ____________