2 Part Exam Part 1. Accounting Exam is attached please complete. Part 2. Examination of the Virginia's winery plan https://www.wesst.org/wp-content/uploads/2016/06/virginias-winery-business-plan-may-14-2009.pdf Details for Part 2 Here's your scenario. The Vines have submitted the Virginia's winery plan to you as a potential investor. Identify your financial style from the Prince list (Provided) and use that style as the point of view to complete this portion of the exam. Also refer to this article about EDITDA as you think through your answers. https://www.forbes.com/sites/tedgavin/2011/12/28/top-five-reasons-why-ebitda-is-a-great-big-lie/#6eea0646d2da But instead of this being historic data, the financials are all about what they expect to happen. You are going to analyze what they submitted and tell them what is good, what is missing or incomplete and what you feel needs more information for you to make a decision. You are going to analyze what they have or don't have in terms of financial policies and how to improve them. You are to consider company-wide policies that they mention or don't mention in the plan as well as by those related to function (Sales, Marketing, Operations, Financial Management, Books and Records Management, and Admin/Infrastructure/Personnel). Some examples might be credit, discounts, bundling, data security, tax planning, asset management, etc.. A business plan should demonstrate well thought out numbers and good management that is fair, accountable, and transparent. Decide and comment on does this plan do that and if not, what is needed. Again, I should see your financial style in your analysis and recommendations. Provide an action item bullet list to do if you are willing to invest Before you give them a "to do" list and suggestions, you are going to analyze the financials for the following five items listed below: Also to submit in your analysis discussion using the above and using the projections sheet: 1. Sales trends you observed and what you would expect to be their sales forecast by month for the next three years. Part of this would use the projections sheet but it would also a specific explanation of why you see it that way. 2. Expenses for the next three years and how they would relate to the increase or decrease in sales you are expecting — there is ALWAYS some relationship between income and expenses. Be specific. Part of this would use the projections sheet you used above and explain the relationship you are predicting. Think in terms of what they are going to need to add (could be people, new equipment, more marketing, etc.). 3. Examine the balance sheets for each year. Do you agree with what they submitted? What would you predict would happen over three years with good management? What would you expect them to use their plan B if one of the contingencies you suggested actually happened. What would it look like in another three years. 4. How should they fund this projected growth and when should they look for money, allies, tax credits, etc. (Make your own list of recommended ways to get things done and they don't all need to include debt or equity funding.) 5. Exit strategy: what you are looking for as an investor (percentage of the business, loan repayment, etc. for example) and what you are willing to put into the business in terms of cash, operational support, alliance building etc. Fast growth — exit the business and cash out (get their investment out) in 5 years (Buccaneer) Steady growth — exit the business and cash out (get their investment out) in 10-15 years (Profiteer) Slow growth — lifestyle and may never do much with it but keep the costs low and enjoy the lifestyle (Arbitrageur)