

Prepared for:

Date: 2/20/2018

Database #: 2016.1

NAICS: 311111

Description: Dog and Cat Food Manufacturing

Sales Range: Less Than \$250,000

Business Count: 278

Income Statement

	<u>2014</u>	<u>% of Sales</u>	<u>2015</u>	<u>% of Sales</u>	<u>2016</u>	<u>% of Sales</u>
Revenue	245,963	100.0%	260,045	100.0%	247,531	100.0%
Cost Of Sales	188,211	76.5%	199,949	76.9%	191,242	77.3%
Gross Margin	57,752	23.5%	60,096	23.1%	56,289	22.7%
Operating Expenses	53,226	21.6%	55,181	21.2%	51,511	20.8%
Operating Income	4,526	1.8%	4,915	1.9%	4,778	1.9%
Pre-Tax Income	1,894	0.8%	2,028	0.8%	1,957	0.8%
Net Income	1,174	0.5%	1,257	0.5%	1,213	0.5%

Balance Sheet

	<u>2014</u>	<u>% of Sales</u>	<u>2015</u>	<u>% of Sales</u>	<u>2016</u>	<u>% of Sales</u>
Assets						
Cash & Equivalents	22,278	10.8%	24,105	10.8%	23,434	10.8%
Accounts Receivable, net	44,740	21.7%	48,434	21.7%	47,169	21.7%
Inventory	34,631	16.8%	37,497	16.8%	36,520	16.8%
Other Current Assets	6,836	3.3%	7,522	3.4%	7,447	3.4%
Total Current Assets	108,485	52.7%	117,558	52.7%	114,570	52.6%
Fixed Assets, net	45,728	22.2%	48,702	21.8%	46,646	21.4%
Intangible Assets, net	12,909	6.3%	14,195	6.4%	14,025	6.4%
Depletable Assets, net		0.0%		0.0%		0.0%
Other Assets/Investments	38,749	18.8%	42,742	19.1%	42,487	19.5%
Total Assets	205,871	100.0%	223,197	100.0%	217,728	100.0%

Liabilities & Net Worth

Notes Payable	14,987	7.3%	15,825	7.1%	15,023	6.9%
Accounts Payable	32,260	15.7%	33,703	15.1%	31,658	14.5%
Other Current Liabilities	17,355	8.4%	18,503	8.3%	17,745	8.2%
Total Current Liabilities	64,602	31.4%	68,031	30.5%	64,426	29.6%
Long Term Debt	37,407	18.2%	39,327	17.6%	37,144	17.1%
Other Liabilities/Shareholder Loans	15,523	7.5%	16,517	7.4%	15,785	7.2%
Total Long Term Liabilities	52,930	25.7%	55,844	25.0%	52,929	24.3%
Total Liabilities	117,532	57.1%	123,875	55.5%	117,355	53.9%
Total Net Worth	88,339	42.9%	99,322	44.5%	100,373	46.1%
Total Liabilities & Net Worth	205,871	100.0%	223,197	100.0%	217,728	100.0%

Other Financial Information

	<u>2014</u>	<u>% of Sales</u>	<u>2015</u>	<u>% of Sales</u>	<u>2016</u>	<u>% of Sales</u>
Depreciation & Amortization	8,387	3.4%	8,633	3.3%	7,970	3.2%
Capital Expenditures	(10,764)		(12,893)		(5,744)	

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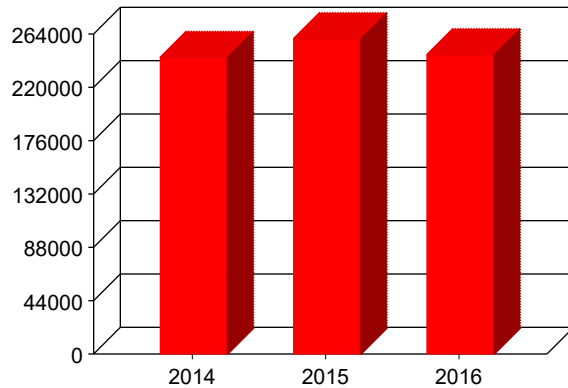
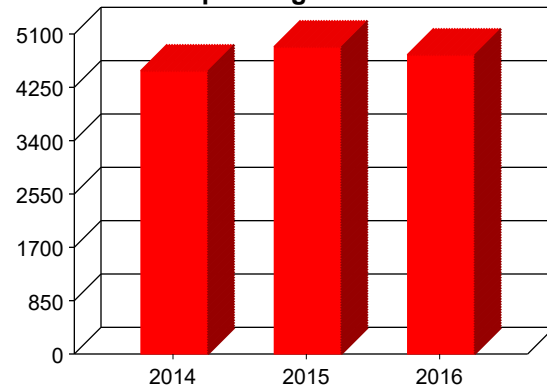
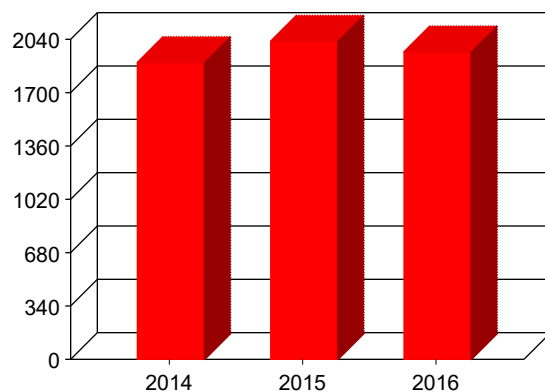
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Revenue

Operating Income

Pre-Tax Income

Key Trends & Ratios

	2014	% Change	2015	% Change	2016	% Change
Industry Growth - Revenue	2.6%	NA	5.7%	NA	-4.8%	NA
Quick Ratio	1.04	3.0%	1.07	2.9%	1.10	2.8%
Current Ratio	1.68	3.1%	1.73	3.0%	1.78	2.9%
Accounts Receivable to Sales	17.9%	4.7%	18.1%	1.1%	19.5%	7.7%
Total Debt to Assets	57.1%	-2.7%	55.5%	-2.8%	53.9%	-2.9%
Pre-tax Return on Assets	0.9%	-10.0%	0.9%	0.0%	0.9%	0.0%
Pre-tax Return on Net Worth	2.1%	-8.7%	2.0%	-4.8%	1.9%	-5.0%
Working Capital to Sales	17.8%	6.6%	19.0%	6.7%	20.3%	6.8%

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Business Counts

<i>Sales Range</i>	<i>Business Counts</i>
All Sales Ranges	394
Less Than \$250,000	278
\$250,000 - \$499,999	53
\$500,000 - \$999,999	23
\$1,000,000 - \$2,499,999	17
\$2,500,000 - \$4,999,999	10
\$5,000,000 - \$9,999,999	4
\$10,000,000 - \$24,999,999	6
\$25,000,000 - \$49,999,999	1
\$50,000,000 - \$99,999,999	1
\$100,000,000 - \$249,999,999	1
\$250,000,000 - \$499,999,999	
More Than \$500,000,000	