

Using Template Six, Sorting by Profitability

Your first step is to copy four columns from Template Five, *Forecasting Cash Flow and Profits*:

“Watershed Property IDs”

“Net Change in Cash Flow, Conversion Year”

“Net Change in Cash Flow, Each year thereafter (for next 4 years)”

“Net Change in Profits, each year thereafter (for next 4 years)”

and paste them into the *Sorting by Profitability* Template.

Then use the Excel > Data > Sort > Descending function – on the column labeled “Net Change in Profits, each year thereafter (for next 4 years)” to rank all 244 properties by their Net change in Profits. Choose “expand the Selection” so that the property IDs and other key financial metrics remain associated with the correct rows.

The cutoff to use to define “profitable” is at least \$6,000 in additional profit. Count these properties.