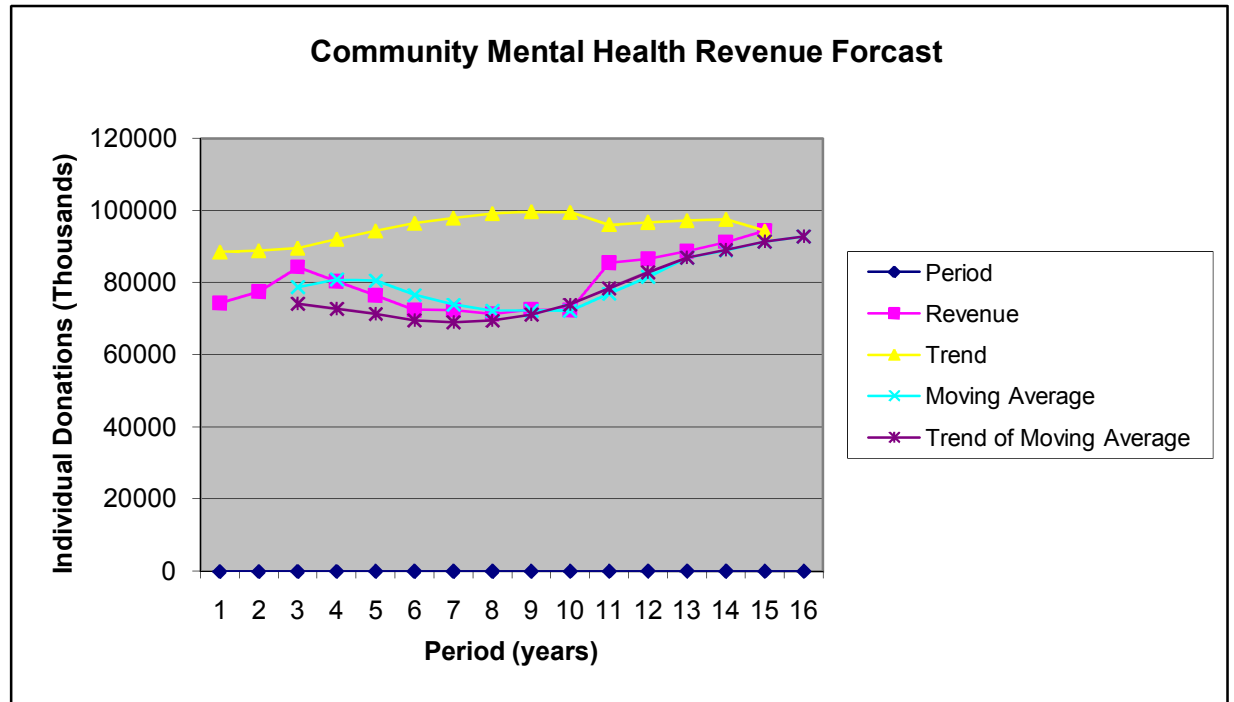


Community Mental Health Revenue Forecast

Period	Revenue	Trend	Moving Average	End of Moving Average
1	74354	88493.66	#N/A	
2	77546	88787.23	#N/A	
3	84354	89611.23	78751.33	74021.2
4	80452	92008.67	80784	72600.88
5	76541	94347.20	80449	71186.4
6	72465	96425.33	76486	69503.36
7	72471	97802.47	73825.67	68900.71
8	71354	99112.96	72096.67	69367.76
9	72645	99612.14	72156.67	71069.64
10	72457	99348.60	72152	73807.2
11	85465	95993.20	76855.67	78424.67
12	86573	96690.00	81498.33	82862.83
13	88654	97117.67	86897.33	86939.6
14	91245	97463.00	88824	89025.97
15	94354	94354.00	91417.67	91417.67
16			92799.5	92799.5



The following are the steps that were taken to produce the revenue forecast for the Community Mental Health agency.

1. The individual donations for the past 15 years were inputted into column B under revenue. The column named "Period" refers to the year.
2. The trend of the revenue was calculated by year, using the following formula: =TREND(known y's, known x's, unknown x's). This was done for the year at and below the year that was being calculated. For example if the calculation was for year 4, then data corresponding to year 4-15 was used.
3. The moving trend was calculated by using the "Data Analysis" option in the Tools menu, using the "Moving Average" function. The interval of three was used for the range. The first two rows for year 1 and 2 do not have moving averages because the interval selected was 3, which means that data for the previous 3 years is needed in order to provide that data.
4. The trend of moving average was calculated similarly to that in step 2, except that the data used was that found in the "Moving Average" column and in the Analysis:

From the graph, it can be deduced that the trend seems to show moderate consistency, though actual revenue has had a drop but has been increasing in the last several years. The moving average and its trend, both had a drop between year 3 and 9, but in the last several years it shows an upward movement very similar to the actual revenue. It can be predicted that the revenue has begun to plateau, or is at a constant, but a drop in revenue can be easily predicted if based on the moving average. This analysis proves that there is a strong upward movement on the revenue side, but the agency must not be too confident that it will continue as such.