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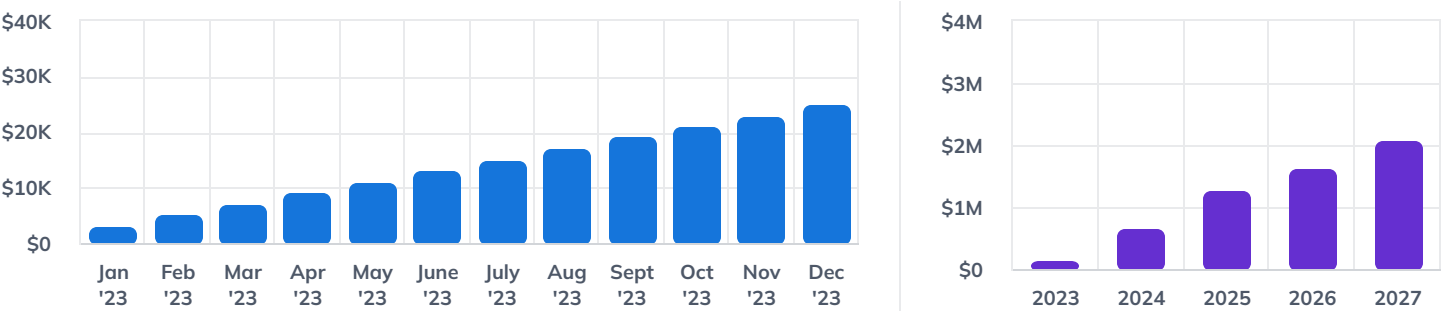
Sample (Larimer SBDC)

2023-2027 Forecast

Original

Generated February 1, 2023

Revenue



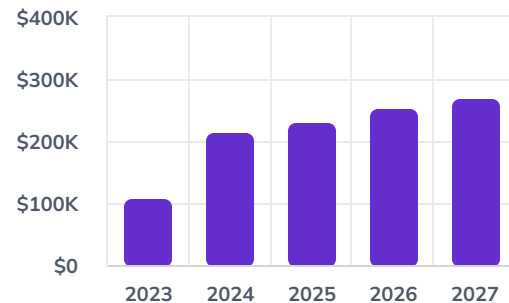
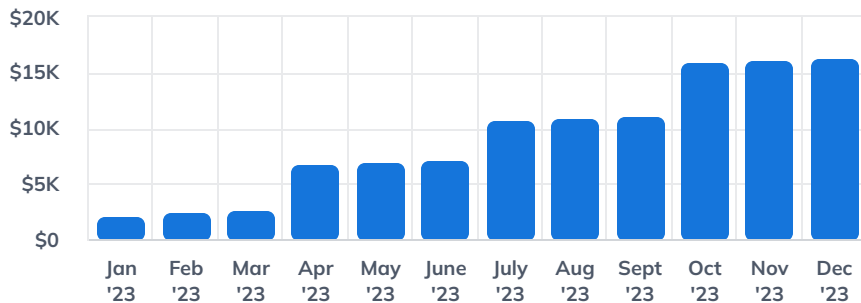
Revenue	2023	2024	2025	2026	2027
Service #1 (SBDC)	\$10,125	\$23,500	\$33,000	\$39,000	\$45,500
Billable Hours	225	470	600	650	700
Hourly Rate	\$45	\$50	\$55	\$60	\$65
Service #2 (SBDC)	\$29,250	\$71,200	\$85,000	\$108,000	\$123,500
Billable Hours	390	890	1,000	1,200	1,300
Hourly Rate	\$75	\$80	\$85	\$90	\$95
Product #1 (SBDC)	\$39,000	\$104,400	\$130,000	\$175,000	\$225,000
Unit Sales	156	348	400	500	600
Unit Prices	\$250	\$300	\$325	\$350	\$375
Product #2 (SBDC)	\$90,000	\$456,500	\$1M	\$1.3M	\$1.7M
Unit Sales	90	415	850	1,000	1,200
Unit Prices	\$1,000	\$1,100	\$1,200	\$1,300	\$1,400
Subscription #1 (SBDC)	\$2,713	\$11,907	\$17,822	\$21,635	\$24,912
Customers at start		114	316	333	416
Churn rate	30%	30%	30%	30%	30%
Signups	261	935	1,200	1,500	1,700
Recurring Charge	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
Totals	\$171,088	\$667,507	\$1.3M	\$1.6M	\$2.1M

Direct Costs



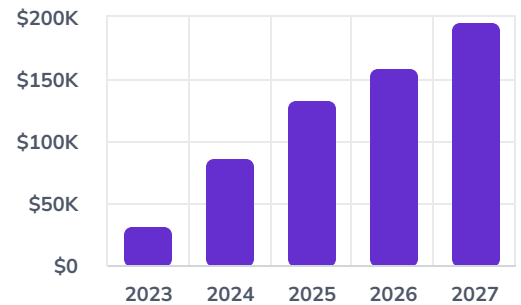
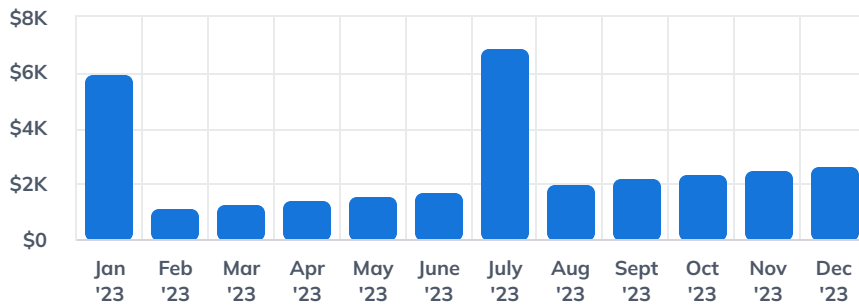
Direct Costs	2023	2024	2025	2026	2027
Product #1	\$19,500	\$52,200	\$65,000	\$87,500	\$112,500
Product #2	\$40,500	\$207,500	\$467,500	\$600,000	\$780,000
Service #1	\$5,063	\$11,750	\$16,500	\$19,500	\$22,750
Direct Labor	\$41,550	\$67,920	\$77,460	\$92,583	\$103,272
Salaries and Wages	\$41,550	\$67,920	\$77,460	\$92,583	\$103,272
Service #2 (Direct Labor)	\$17,550	\$42,720	\$51,000	\$64,800	\$74,100
Cabinet Install Labot	\$24,000	\$25,200	\$26,460	\$27,783	\$29,172
Totals	\$106,613	\$339,370	\$626,460	\$799,583	\$1M

Personnel



Personnel	2023	2024	2025	2026	2027
Head Count	3.5	5	5	5	5
Average Salary	\$26,871	\$36,216	\$39,207	\$43,369	\$46,701
Revenue Per Employee	\$48,882	\$133,501	\$257,164	\$328,727	\$419,782
Net Profit Per Employee	(\$13,917)	\$14,042	\$38,315	\$59,428	\$86,688
Direct Labor	\$41,550	\$67,920	\$77,460	\$92,583	\$103,272
Salaries & Wages	\$41,550	\$67,920	\$77,460	\$92,583	\$103,272
Service #2 (Direct Labor)	\$17,550	\$42,720	\$51,000	\$64,800	\$74,100
Cabinet Install Labot	\$24,000	\$25,200	\$26,460	\$27,783	\$29,172
Other Labor	\$68,250	\$147,108	\$154,150	\$161,543	\$169,306
Salaries and Wages	\$52,500	\$113,160	\$118,577	\$124,264	\$130,235
Service Sales (0.85)	\$10,500	\$44,520	\$47,191	\$50,023	\$53,024
Product Sales (0.95)	\$27,000	\$37,440	\$38,938	\$40,495	\$42,115
Office Support (0.9)	\$15,000	\$31,200	\$32,448	\$33,746	\$35,096
Employee-Related Expenses	\$15,750	\$33,948	\$35,573	\$37,279	\$39,071
Totals	\$109,800	\$215,028	\$231,610	\$254,126	\$272,578

Expenses



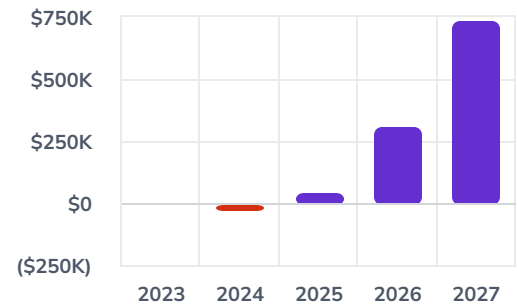
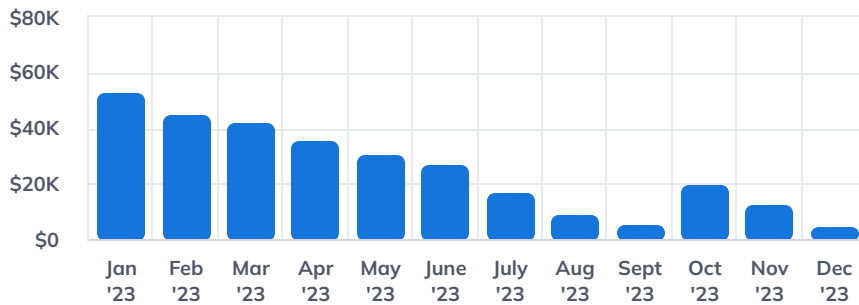
Expenses	2023	2024	2025	2026	2027
Accounting	\$1,800	\$2,400	\$3,000	\$3,600	\$4,000
Office Rent		\$9,000	\$6,000	\$0	\$0
Office Broadband	\$6,000	\$7,200	\$7,800	\$8,400	\$9,000
Office Computers	\$10,000	\$10,000	\$12,000	\$14,000	\$15,000
Office Utilities		\$6,000	\$6,600	\$7,200	\$7,800
Legal	\$1,200	\$1,800	\$2,400	\$3,000	\$3,600
Marketing-Digital	\$8,554	\$33,375	\$64,291	\$82,182	\$104,946
Marketing-Other	\$4,277	\$16,688	\$32,146	\$41,091	\$52,473
Totals	\$31,832	\$86,463	\$134,237	\$159,473	\$196,818

Assets

Excluding cash, accounts receivable, etc.

Assets	2023	2024	2025	2026	2027
Long-term assets	\$32,000	\$69,233	\$1M	\$983,551	\$940,710
Service Van #1	\$28,000	\$21,000	\$14,000	\$7,000	\$0
Service Van #2		\$39,333	\$31,333	\$23,333	\$15,333
Service Tools #1	\$4,000	\$3,000	\$2,000	\$1,000	\$0
Service Tools #2		\$5,900	\$4,700	\$3,500	\$2,300
Building #1			\$974,359	\$948,718	\$923,077

Financing (1 of 2)



Financing	2023	2024	2025	2026	2027
Amount received	\$125,000	\$25,000	\$900,000		
SBA 7(a) Working Capital/Equipment Loan	\$80,000				
SBA 504 Loan (Bldg #1)			\$900,000		
Founder #1 Investment	\$20,000				
Bank Operating Lince of Credit	\$25,000	\$25,000			
Payments	\$17,424	\$39,008	\$99,936	\$106,384	\$106,384
SBA 7(a) Working Capital/Equipment Loan	\$17,424	\$19,008	\$19,008	\$19,008	\$19,008
Principal Paid	\$12,655	\$14,762	\$15,829	\$16,973	\$18,200
Interest Paid	\$4,769	\$4,246	\$3,179	\$2,035	\$808
SBA 504 Loan (Bldg #1)			\$70,928	\$77,376	\$77,376
Principal Paid			\$21,972	\$25,385	\$26,951
Interest Paid			\$48,956	\$51,991	\$50,425
Bank Operating Lince of Credit		\$20,000	\$10,000	\$10,000	\$10,000
Principal Paid	(\$334)	\$17,874	\$7,681	\$8,318	\$9,009
Interest Paid	\$334	\$2,126	\$2,319	\$1,682	\$991
Balance	\$92,679	\$85,044	\$939,563	\$888,887	\$834,728
Short-Term Debt	\$40,096	\$48,290	\$67,138	\$61,612	\$37,648
SBA 7(a) Working Capital/Equipment Loan	\$14,762	\$15,829	\$16,973	\$18,200	\$1,582
SBA 504 Loan (Bldg #1)			\$25,385	\$26,951	\$28,613
Bank Operating Lince of Credit	\$25,334	\$32,461	\$24,780	\$16,462	\$7,453
Long-Term Debt	\$52,583	\$36,754	\$872,425	\$827,274	\$797,080

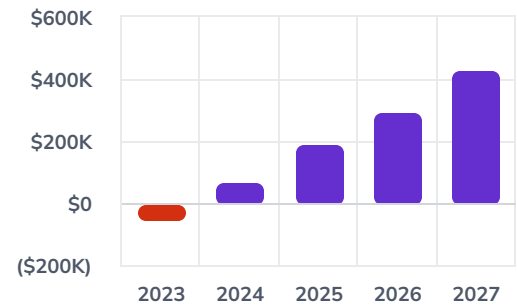
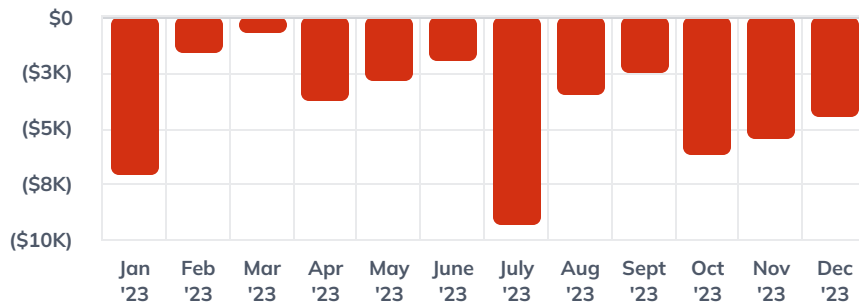
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Financing (2 of 2)

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Financing	2023	2024	2025	2026	2027
SBA 7(a) Working Capital/Equipment Loan	\$52,583	\$36,754	\$19,781	\$1,582	\$0
SBA 504 Loan (Bldg #1)			\$852,643	\$825,693	\$797,080
Available Credit	\$24,666	\$17,539	\$25,220	\$33,538	\$42,547
Bank Operating Line of Credit	\$24,666	\$17,539	\$25,220	\$33,538	\$42,547

Projected Profit & Loss (1 of 2)



Projected Profit & Loss	2023	2024	2025	2026	2027
Revenue	\$171,088	\$667,507	\$1.3M	\$1.6M	\$2.1M
Service #1 (SBDC)	\$10,125	\$23,500	\$33,000	\$39,000	\$45,500
Billable Hours	225	470	600	650	700
Hourly Rate	\$45	\$50	\$55	\$60	\$65
Service #2 (SBDC)	\$29,250	\$71,200	\$85,000	\$108,000	\$123,500
Billable Hours	390	890	1,000	1,200	1,300
Hourly Rate	\$75	\$80	\$85	\$90	\$95
Product #1 (SBDC)	\$39,000	\$104,400	\$130,000	\$175,000	\$225,000
Unit Sales	156	348	400	500	600
Unit Prices	\$250	\$300	\$325	\$350	\$375
Product #2 (SBDC)	\$90,000	\$456,500	\$1M	\$1.3M	\$1.7M
Unit Sales	90	415	850	1,000	1,200
Unit Prices	\$1,000	\$1,100	\$1,200	\$1,300	\$1,400
Subscription #1 (SBDC)	\$2,713	\$11,907	\$17,822	\$21,635	\$24,912
Customers at start		114	316	333	416
Churn rate	30%	30%	30%	30%	30%
Signups	261	935	1,200	1,500	1,700
Recurring Charge	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
Direct Costs	\$106,613	\$339,370	\$626,460	\$799,583	\$1M
Product #1	\$19,500	\$52,200	\$65,000	\$87,500	\$112,500
Product #2	\$40,500	\$207,500	\$467,500	\$600,000	\$780,000
Service #1	\$5,063	\$11,750	\$16,500	\$19,500	\$22,750
Direct Labor	\$41,550	\$67,920	\$77,460	\$92,583	\$103,272
Salaries & Wages	\$41,550	\$67,920	\$77,460	\$92,583	\$103,272
Service #2 (Direct Labor)	\$17,550	\$42,720	\$51,000	\$64,800	\$74,100

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Projected Profit & Loss (2 of 2)

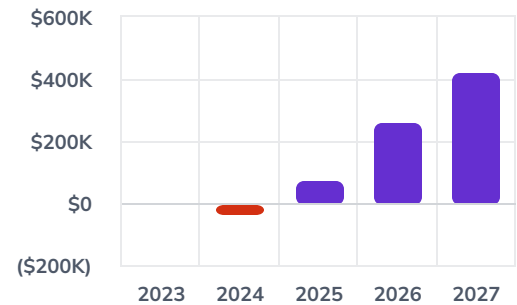
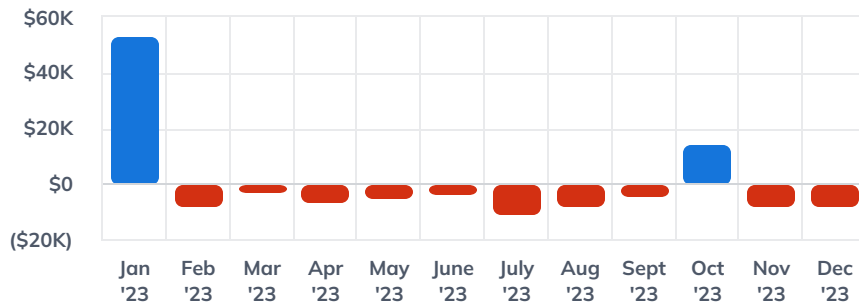
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Projected Profit & Loss	2023	2024	2025	2026	2027
Cabinet Install Labot	\$24,000	\$25,200	\$26,460	\$27,783	\$29,172
Gross Margin	\$64,476	\$328,137	\$659,362	\$844,052	\$1.1M
Gross Margin %	38%	49%	51%	51%	51%
Operating Expenses	\$100,082	\$233,571	\$288,387	\$321,016	\$366,124
Salaries & Wages	\$52,500	\$113,160	\$118,577	\$124,264	\$130,235
Service Sales (0.85)	\$10,500	\$44,520	\$47,191	\$50,023	\$53,024
Product Sales (0.95)	\$27,000	\$37,440	\$38,938	\$40,495	\$42,115
Office Support (0.9)	\$15,000	\$31,200	\$32,448	\$33,746	\$35,096
Employee Related Expenses	\$15,750	\$33,948	\$35,573	\$37,279	\$39,071
Accounting	\$1,800	\$2,400	\$3,000	\$3,600	\$4,000
Office Rent		\$9,000	\$6,000	\$0	\$0
Office Broadband	\$6,000	\$7,200	\$7,800	\$8,400	\$9,000
Office Computers	\$10,000	\$10,000	\$12,000	\$14,000	\$15,000
Office Utilities		\$6,000	\$6,600	\$7,200	\$7,800
Legal	\$1,200	\$1,800	\$2,400	\$3,000	\$3,600
Marketing-Digital	\$8,554	\$33,375	\$64,291	\$82,182	\$104,946
Marketing-Other	\$4,277	\$16,688	\$32,146	\$41,091	\$52,473
Operating Income	(\$35,606)	\$94,566	\$370,975	\$523,036	\$714,266
Interest Expense	\$5,103	\$6,373	\$54,455	\$55,708	\$52,225
Income Taxes	\$0	\$9,215	\$82,104	\$127,346	\$185,760
Depreciation and Amortization	\$8,000	\$8,767	\$42,841	\$42,841	\$42,841
Total Expenses	\$219,797	\$597,296	\$1.1M	\$1.3M	\$1.7M
Net Profit	(\$48,709)	\$70,211	\$191,576	\$297,141	\$433,440
Net Profit %	(28%)	11%	15%	18%	21%

Projected Balance Sheet

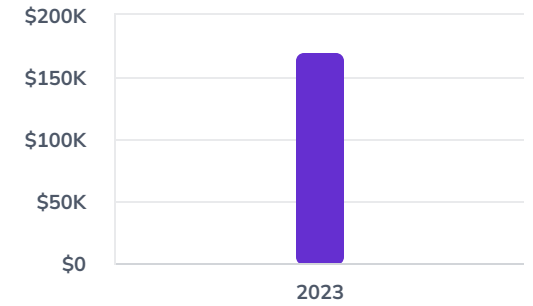
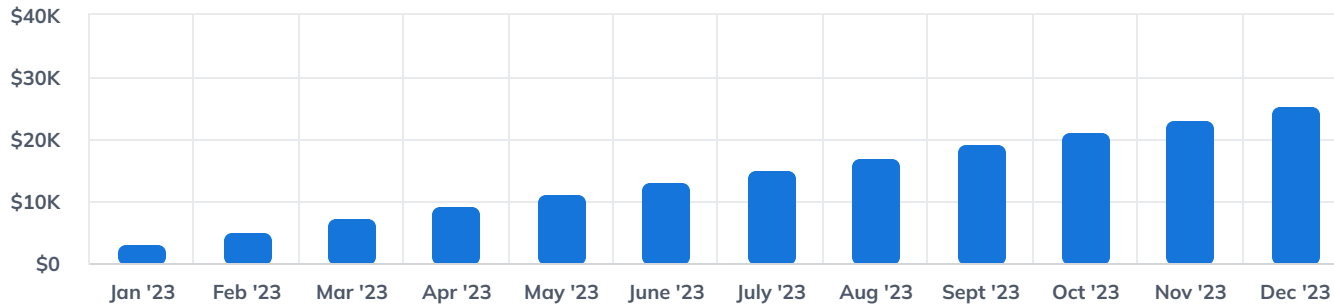
Projected Balance Sheet	2023	2024	2025	2026	2027
Assets	\$75,809	\$178,847	\$1.2M	\$1.5M	\$1.9M
Current Assets	\$43,809	\$109,613	\$223,421	\$539,972	\$986,303
Cash	\$5,114	(\$28,121)	\$48,244	\$314,467	\$740,379
Accounts Receivable	\$13,395	\$45,996	\$57,212	\$72,952	\$93,404
Inventory	\$25,300	\$91,738	\$117,965	\$152,553	\$152,520
Long-Term Assets	\$32,000	\$69,233	\$1M	\$983,551	\$940,710
Long-Term Assets	\$40,000	\$86,000	\$1.1M	\$1.1M	\$1.1M
Accumulated Depreciation	(\$8,000)	(\$16,767)	(\$59,608)	(\$102,449)	(\$145,290)
Liabilities & Equity	\$75,809	\$178,847	\$1.2M	\$1.5M	\$1.9M
Liabilities	\$104,517	\$137,344	\$1M	\$993,304	\$963,354
Current Liabilities	\$51,934	\$100,590	\$144,311	\$166,030	\$166,274
Accounts Payable	\$7,901	\$27,312	\$35,194	\$44,781	\$46,330
Income Taxes Payable	\$0	\$9,215	\$20,371	\$31,979	\$46,577
Sales Taxes Payable	\$3,937	\$15,773	\$21,608	\$27,657	\$35,719
Short-Term Debt	\$40,096	\$48,290	\$67,138	\$61,612	\$37,648
Prepaid Revenue	\$0	\$0	\$0	\$0	\$0
Long-Term Liabilities	\$52,583	\$36,754	\$872,425	\$827,274	\$797,080
Long-Term Debt	\$52,583	\$36,754	\$872,425	\$827,274	\$797,080
Equity	(\$28,709)	\$41,503	\$233,078	\$530,219	\$963,659
Paid-In Capital	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Retained Earnings	\$0	(\$48,709)	\$21,503	\$213,078	\$510,219
Earnings	(\$48,709)	\$70,211	\$191,576	\$297,141	\$433,440

Projected Cash Flow



Projected Cash Flow	2023	2024	2025	2026	2027
Net Cash from Operations	(\$67,565)	\$20,401	\$221,846	\$316,899	\$480,071
Net Profit	(\$48,709)	\$70,211	\$191,576	\$297,141	\$433,440
Depreciation and Amortization	\$8,000	\$8,767	\$42,841	\$42,841	\$42,841
Change in Accounts Receivable	(\$13,395)	(\$32,601)	(\$11,216)	(\$15,740)	(\$20,452)
Change in Inventory	(\$25,300)	(\$66,438)	(\$26,228)	(\$34,588)	\$33
Change in Accounts Payable	\$7,901	\$19,411	\$7,881	\$9,588	\$1,549
Change in Income Tax Payable	\$0	\$9,215	\$11,156	\$11,608	\$14,598
Change in Sales Tax Payable	\$3,937	\$11,836	\$5,835	\$6,049	\$8,062
Change in Prepaid Revenue	\$0	\$0	\$0	\$0	\$0
Net Cash from Investing	(\$40,000)	(\$46,000)	(\$1M)		
Assets Purchased or Sold	(\$40,000)	(\$46,000)	(\$1M)		
Net Cash from Financing	\$112,679	(\$7,635)	\$854,519	(\$50,676)	(\$54,159)
Investments Received	\$20,000				
Change in Short-Term Debt	\$40,096	\$8,194	\$18,848	(\$5,526)	(\$23,965)
Change in Long-Term Debt	\$52,583	(\$15,829)	\$835,670	(\$45,150)	(\$30,194)
Cash at Beginning of Period	\$0	\$5,114	(\$28,121)	\$48,244	\$314,467
Net Change in Cash	\$5,114	(\$33,234)	\$76,365	\$266,223	\$425,912
Cash at End of Period	\$5,114	(\$28,121)	\$48,244	\$314,467	\$740,379

Revenue: 2023 (1 of 2)



Revenue	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Service #1 (SBDC)	\$225	\$450	\$675	\$675	\$675	\$900	\$900	\$900	\$1,125	\$1,125	\$1,125	\$1,350	\$10,125
Billable Hours	5	10	15	15	15	20	20	20	25	25	25	30	225
Hourly Rate	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45
Service #2 (SBDC)	\$375	\$750	\$1,125	\$1,500	\$1,875	\$2,250	\$2,625	\$3,000	\$3,375	\$3,750	\$4,125	\$4,500	\$29,250
Billable Hours	5	10	15	20	25	30	35	40	45	50	55	60	390
Hourly Rate	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75
Product #1 (SBDC)	\$500	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,500	\$4,000	\$4,500	\$5,000	\$5,500	\$6,000	\$39,000
Unit Sales	2	4	6	8	10	12	14	16	18	20	22	24	156
Unit Prices	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250

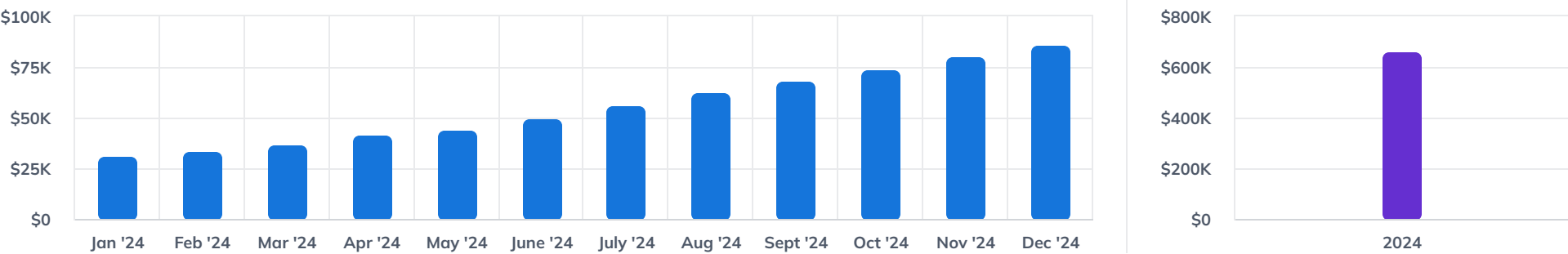
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Revenue: 2023 (2 of 2)

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Revenue	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Product #2 (SBDC)	\$2,000	\$3,000	\$4,000	\$5,000	\$6,000	\$7,000	\$8,000	\$9,000	\$10,000	\$11,000	\$12,000	\$13,000	\$90,000
Unit Sales	2	3	4	5	6	7	8	9	10	11	12	13	90
Unit Prices	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Subscription #1 (SBDC)	\$23	\$47	\$78	\$109	\$144	\$177	\$214	\$262	\$319	\$380	\$446	\$515	\$2,713
Customers at start		5	11	17	24	32	39	48	58	71	85	99	
Churn rate	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Signups	5	7	10	12	15	17	20	25	30	35	40	45	261
Recurring Charge	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
Totals	\$3,123	\$5,247	\$7,378	\$9,284	\$11,194	\$13,327	\$15,239	\$17,162	\$19,319	\$21,255	\$23,196	\$25,365	\$171K

Revenue: 2024 (1 of 2)



Revenue	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Service #1 (SBDC)	\$1,500	\$1,500	\$1,750	\$1,750	\$1,750	\$2,000	\$2,000	\$2,000	\$2,250	\$2,250	\$2,250	\$2,500	\$23,500
Billable Hours	30	30	35	35	35	40	40	40	45	45	45	50	470
Hourly Rate	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Service #2 (SBDC)	\$5,200	\$5,200	\$5,200	\$5,600	\$5,600	\$5,600	\$6,000	\$6,400	\$6,400	\$6,400	\$6,800	\$6,800	\$71,200
Billable Hours	65	65	65	70	70	70	75	80	80	80	85	85	890
Hourly Rate	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80
Product #1 (SBDC)	\$7,800	\$7,800	\$7,800	\$8,400	\$8,400	\$8,400	\$9,000	\$9,000	\$9,000	\$9,600	\$9,600	\$9,600	\$104K
Unit Sales	26	26	26	28	28	28	30	30	30	32	32	32	348
Unit Prices	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300

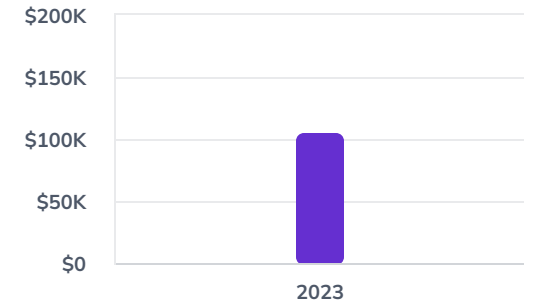
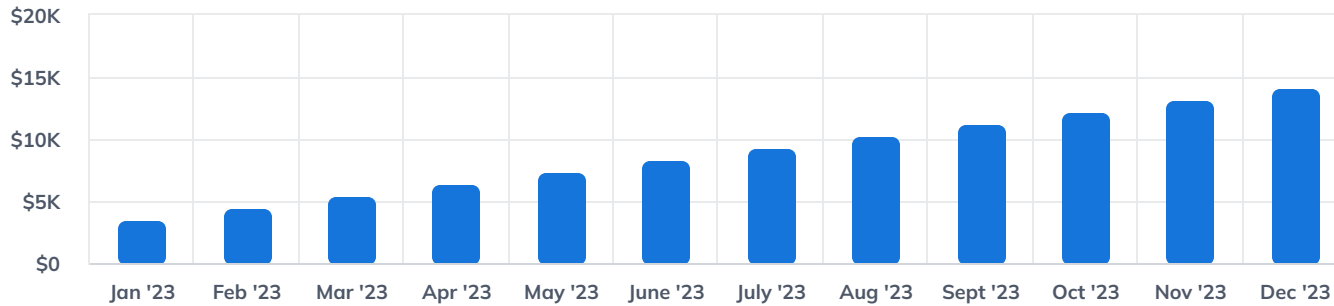
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Revenue: 2024 (2 of 2)

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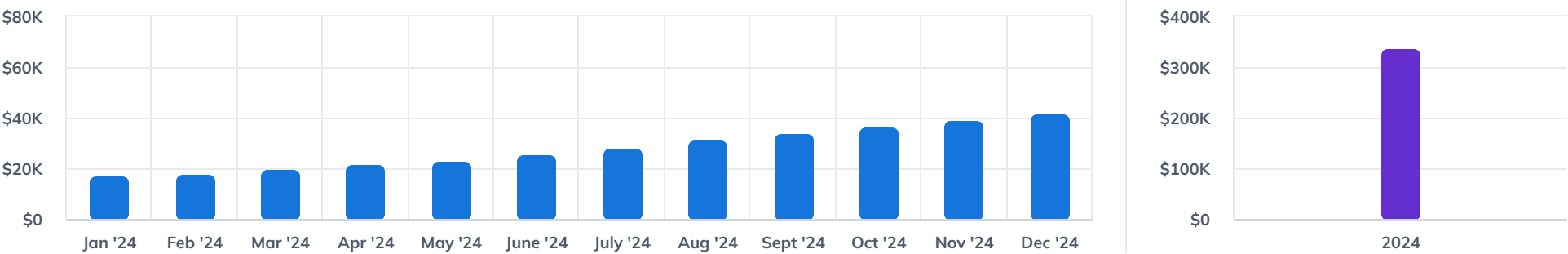
Revenue	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Product #2 (SBDC)	\$16,500	\$18,700	\$22,000	\$25,300	\$27,500	\$33,000	\$38,500	\$44,000	\$49,500	\$55,000	\$60,500	\$66,000	\$457K
Unit Sales	15	17	20	23	25	30	35	40	45	50	55	60	415
Unit Prices	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100
Subscription #1 (SBDC)	\$585	\$657	\$730	\$804	\$878	\$952	\$1,026	\$1,101	\$1,176	\$1,250	\$1,325	\$1,423	\$11,907
Customers at start	114	130	146	162	179	195	212	228	245	261	278	295	114
Churn rate	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Signups	50	55	60	65	70	75	80	85	90	95	100	110	935
Recurring Charge	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
Totals	\$31,585	\$33,857	\$37,480	\$41,854	\$44,128	\$49,952	\$56,526	\$62,501	\$68,326	\$74,500	\$80,475	\$86,323	\$668K

Direct Costs: 2023



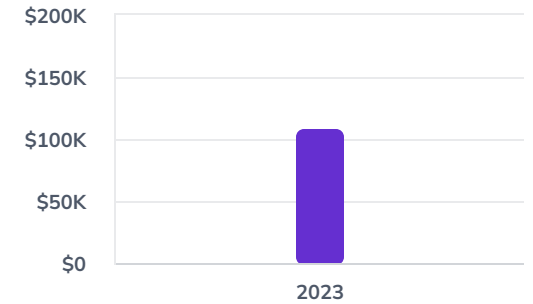
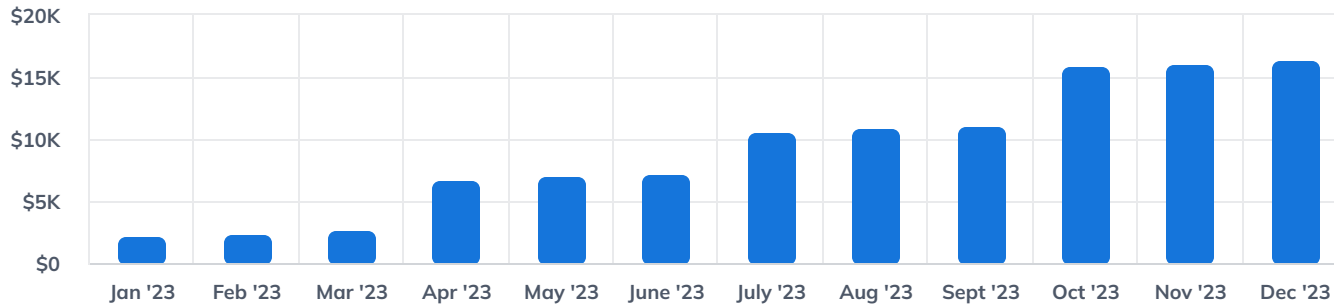
Direct Costs	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Product #1	\$250	\$500	\$750	\$1,000	\$1,250	\$1,500	\$1,750	\$2,000	\$2,250	\$2,500	\$2,750	\$3,000	\$19,500
Product #2	\$900	\$1,350	\$1,800	\$2,250	\$2,700	\$3,150	\$3,600	\$4,050	\$4,500	\$4,950	\$5,400	\$5,850	\$40,500
Service #1	\$113	\$225	\$338	\$338	\$338	\$450	\$450	\$450	\$563	\$563	\$563	\$675	\$5,063
Direct Labor	\$2,225	\$2,450	\$2,675	\$2,900	\$3,125	\$3,350	\$3,575	\$3,800	\$4,025	\$4,250	\$4,475	\$4,700	\$41,550
Salaries and Wages	\$2,225	\$2,450	\$2,675	\$2,900	\$3,125	\$3,350	\$3,575	\$3,800	\$4,025	\$4,250	\$4,475	\$4,700	\$41,550
Service #2 (Direct Labor)	\$225	\$450	\$675	\$900	\$1,125	\$1,350	\$1,575	\$1,800	\$2,025	\$2,250	\$2,475	\$2,700	\$17,550
Cabinet Install Labot	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$24,000
Totals	\$3,488	\$4,525	\$5,563	\$6,488	\$7,413	\$8,450	\$9,375	\$10,300	\$11,338	\$12,263	\$13,188	\$14,225	\$107K

Direct Costs: 2024



Direct Costs	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Product #1	\$3,900	\$3,900	\$3,900	\$4,200	\$4,200	\$4,200	\$4,500	\$4,500	\$4,500	\$4,800	\$4,800	\$4,800	\$52,200
Product #2	\$7,500	\$8,500	\$10,000	\$11,500	\$12,500	\$15,000	\$17,500	\$20,000	\$22,500	\$25,000	\$27,500	\$30,000	\$208K
Service #1	\$750	\$750	\$875	\$875	\$875	\$1,000	\$1,000	\$1,000	\$1,125	\$1,125	\$1,125	\$1,250	\$11,750
Direct Labor	\$5,220	\$5,220	\$5,220	\$5,460	\$5,460	\$5,460	\$5,700	\$5,940	\$5,940	\$5,940	\$6,180	\$6,180	\$67,920
Salaries and Wages	\$5,220	\$5,220	\$5,220	\$5,460	\$5,460	\$5,460	\$5,700	\$5,940	\$5,940	\$5,940	\$6,180	\$6,180	\$67,920
Service #2 (Direct Labor)	\$3,120	\$3,120	\$3,120	\$3,360	\$3,360	\$3,360	\$3,600	\$3,840	\$3,840	\$3,840	\$4,080	\$4,080	\$42,720
Cabinet Install Labot	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$25,200
Totals	\$17,370	\$18,370	\$19,995	\$22,035	\$23,035	\$25,660	\$28,700	\$31,440	\$34,065	\$36,865	\$39,605	\$42,230	\$339K

Personnel: 2023 (1 of 2)



Personnel	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Head Count	2	2	2	3	3	3	4	4	4	5	5	5	3.5
Average Salary	\$1,113	\$1,225	\$1,338	\$1,967	\$2,042	\$2,117	\$2,269	\$2,325	\$2,381	\$2,650	\$2,695	\$2,740	\$26,871
Revenue Per Employee	\$1,561	\$2,624	\$3,689	\$3,095	\$3,731	\$4,442	\$3,810	\$4,291	\$4,830	\$4,251	\$4,639	\$5,073	\$48,882
Net Profit Per Employee	(\$3,508)	(\$777)	(\$307)	(\$1,223)	(\$941)	(\$627)	(\$2,320)	(\$855)	(\$614)	(\$1,226)	(\$1,084)	(\$889)	(\$14K)
Direct Labor	\$2,225	\$2,450	\$2,675	\$2,900	\$3,125	\$3,350	\$3,575	\$3,800	\$4,025	\$4,250	\$4,475	\$4,700	\$41,550
Salaries & Wages	\$2,225	\$2,450	\$2,675	\$2,900	\$3,125	\$3,350	\$3,575	\$3,800	\$4,025	\$4,250	\$4,475	\$4,700	\$41,550
Service #2 (Direct Labor)	\$225	\$450	\$675	\$900	\$1,125	\$1,350	\$1,575	\$1,800	\$2,025	\$2,250	\$2,475	\$2,700	\$17,550
Cabinet Install Labot	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$24,000
Other Labor				\$3,900	\$3,900	\$3,900	\$7,150	\$7,150	\$7,150	\$11,700	\$11,700	\$11,700	\$68,250
Salaries and Wages				\$3,000	\$3,000	\$3,000	\$5,500	\$5,500	\$5,500	\$9,000	\$9,000	\$9,000	\$52,500

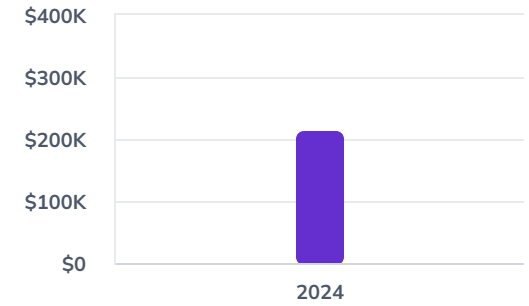
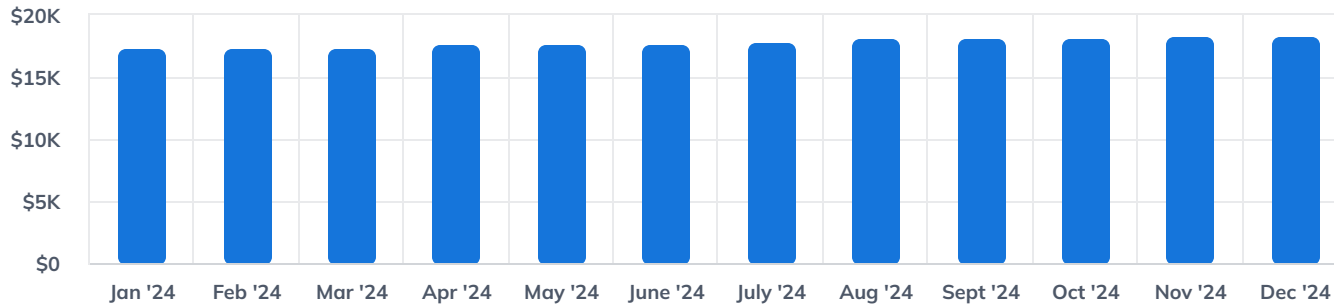
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Personnel: 2023 (2 of 2)

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Personnel	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Service Sales (0.85)										\$3,500	\$3,500	\$3,500	\$10,500
Product Sales (0.95)				\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$27,000
Office Support (0.9)							\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$15,000
Employee-Related Expenses				\$900	\$900	\$900	\$1,650	\$1,650	\$1,650	\$2,700	\$2,700	\$2,700	\$15,750
Totals	\$2,225	\$2,450	\$2,675	\$6,800	\$7,025	\$7,250	\$10,725	\$10,950	\$11,175	\$15,950	\$16,175	\$16,400	\$110K

Personnel: 2024 (1 of 2)



Personnel	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Head Count	5	5	5	5	5	5	5	5	5	5	5	5	5
Average Salary	\$2,930	\$2,930	\$2,930	\$2,978	\$2,978	\$2,978	\$3,026	\$3,074	\$3,074	\$3,074	\$3,122	\$3,122	\$36,216
Revenue Per Employee	\$6,317	\$6,771	\$7,496	\$8,371	\$8,826	\$9,990	\$11,305	\$12,500	\$13,665	\$14,900	\$16,095	\$17,265	\$134K
Net Profit Per Employee	(\$1,768)	(\$547)	(\$187)	\$215	\$437	\$991	\$601	\$2,126	\$2,680	\$3,263	\$3,264	\$2,968	\$14,042
Direct Labor	\$5,220	\$5,220	\$5,220	\$5,460	\$5,460	\$5,460	\$5,700	\$5,940	\$5,940	\$5,940	\$6,180	\$6,180	\$67,920
Salaries & Wages	\$5,220	\$5,220	\$5,220	\$5,460	\$5,460	\$5,460	\$5,700	\$5,940	\$5,940	\$5,940	\$6,180	\$6,180	\$67,920
Service #2 (Direct Labor)	\$3,120	\$3,120	\$3,120	\$3,360	\$3,360	\$3,360	\$3,600	\$3,840	\$3,840	\$3,840	\$4,080	\$4,080	\$42,720
Cabinet Install Labot	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$25,200
Other Labor	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$12,259	\$147K
Salaries and Wages	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$113K

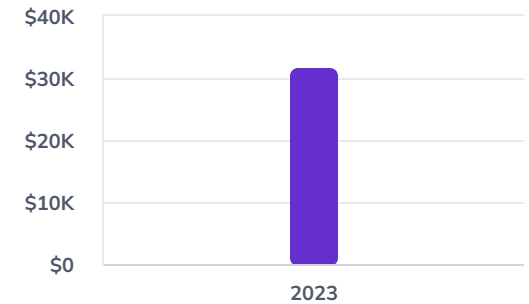
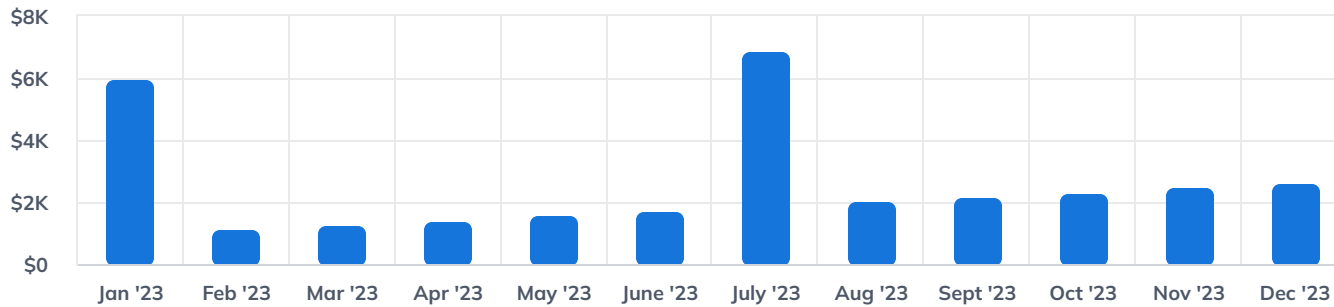
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Personnel: 2024 (2 of 2)

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Personnel	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Service Sales (0.85)	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$44,520
Product Sales (0.95)	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$37,440
Office Support (0.9)	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$31,200
Employee-Related Expenses	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$33,948
Totals	\$17,479	\$17,479	\$17,479	\$17,719	\$17,719	\$17,719	\$17,959	\$18,199	\$18,199	\$18,199	\$18,439	\$18,439	\$215K

Expenses: 2023 (1 of 2)



Expenses	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Accounting	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Office Rent													
Office Broadband	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Office Computers	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$10,000
Office Utilities													
Legal	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
Marketing-Digital	\$156	\$262	\$369	\$464	\$560	\$666	\$762	\$858	\$966	\$1,063	\$1,160	\$1,268	\$8,554

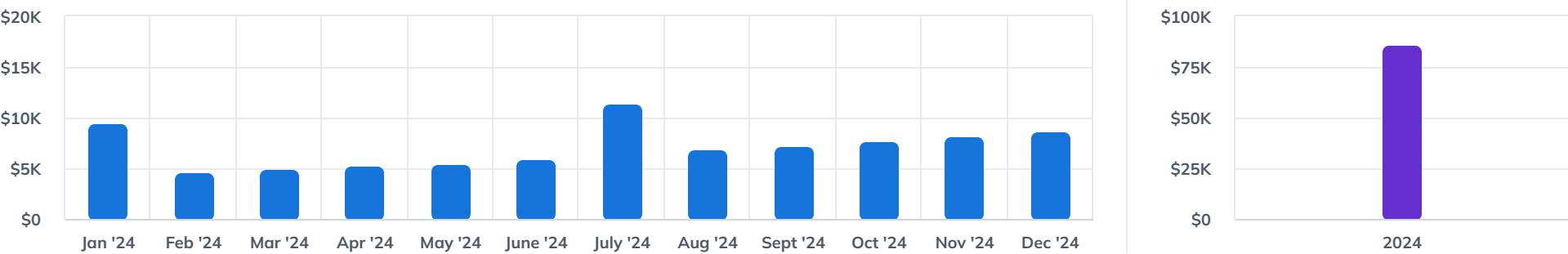
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Expenses: 2023 (2 of 2)

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Expenses	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Marketing-Other	\$78	\$131	\$184	\$232	\$280	\$333	\$381	\$429	\$483	\$531	\$580	\$634	\$4,277
Totals	\$5,984	\$1,144	\$1,303	\$1,446	\$1,590	\$1,750	\$6,893	\$2,037	\$2,199	\$2,344	\$2,490	\$2,652	\$31,832

Expenses: 2024 (1 of 2)



Expenses	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Accounting	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
Office Rent	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$9,000
Office Broadband	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$7,200
Office Computers	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$10,000
Office Utilities	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Legal	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Marketing-Digital	\$1,579	\$1,693	\$1,874	\$2,093	\$2,206	\$2,498	\$2,826	\$3,125	\$3,416	\$3,725	\$4,024	\$4,316	\$33,375

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Expenses: 2024 (2 of 2)

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Expenses	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Marketing-Other	\$790	\$846	\$937	\$1,046	\$1,103	\$1,249	\$1,413	\$1,563	\$1,708	\$1,863	\$2,012	\$2,158	\$16,688
Totals	\$9,569	\$4,739	\$5,011	\$5,339	\$5,510	\$5,946	\$11,439	\$6,888	\$7,324	\$7,788	\$8,236	\$8,674	\$86,463

Assets: 2023

Excluding cash, accounts receivable, etc.

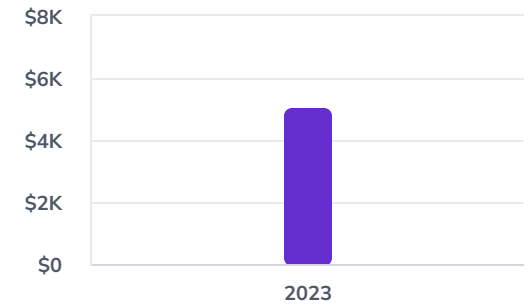
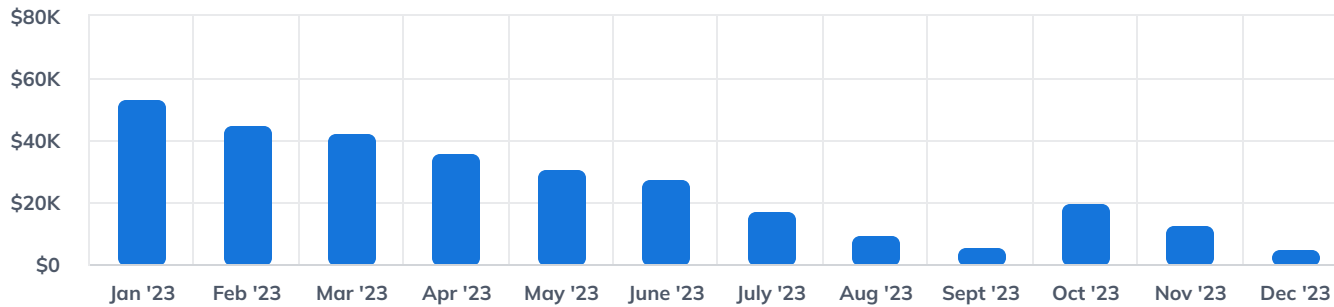
Assets	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Long-term assets	\$39,333	\$38,667	\$38,000	\$37,333	\$36,667	\$36,000	\$35,333	\$34,667	\$34,000	\$33,333	\$32,667	\$32,000	\$32,000
Service Van #1	\$34,417	\$33,833	\$33,250	\$32,667	\$32,083	\$31,500	\$30,917	\$30,333	\$29,750	\$29,167	\$28,583	\$28,000	\$28,000
Service Van #2													
Service Tools #1	\$4,917	\$4,833	\$4,750	\$4,667	\$4,583	\$4,500	\$4,417	\$4,333	\$4,250	\$4,167	\$4,083	\$4,000	\$4,000
Service Tools #2													
Building #1													

Assets: 2024

Excluding cash, accounts receivable, etc.

Assets	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Long-term assets	\$31,333	\$30,667	\$30,000	\$29,333	\$28,667	\$28,000	\$27,333	\$26,667	\$26,000	\$25,333	\$24,667	\$69,233	\$69,233
Service Van #1	\$27,417	\$26,833	\$26,250	\$25,667	\$25,083	\$24,500	\$23,917	\$23,333	\$22,750	\$22,167	\$21,583	\$21,000	\$21,000
Service Van #2												\$39,333	\$39,333
Service Tools #1	\$3,917	\$3,833	\$3,750	\$3,667	\$3,583	\$3,500	\$3,417	\$3,333	\$3,250	\$3,167	\$3,083	\$3,000	\$3,000
Service Tools #2												\$5,900	\$5,900
Building #1													

Financing: 2023 (1 of 2)



Financing	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Amount received	\$100K									\$25,000			\$125K
SBA 7(a) Working Capital/Equipment Loan	\$80,000												\$80,000
SBA 504 Loan (Bldg #1)													
Founder #1 Investment	\$20,000												\$20,000
Bank Operating Lince of Credit										\$25,000			\$25,000
Payments		\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$17,424
SBA 7(a) Working Capital/Equipment Loan		\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$17,424
Principal Paid		\$1,117	\$1,124	\$1,130	\$1,137	\$1,144	\$1,150	\$1,157	\$1,164	\$1,171	\$1,177	\$1,184	\$12,655
Interest Paid		\$467	\$460	\$454	\$447	\$440	\$434	\$427	\$420	\$413	\$407	\$400	\$4,769

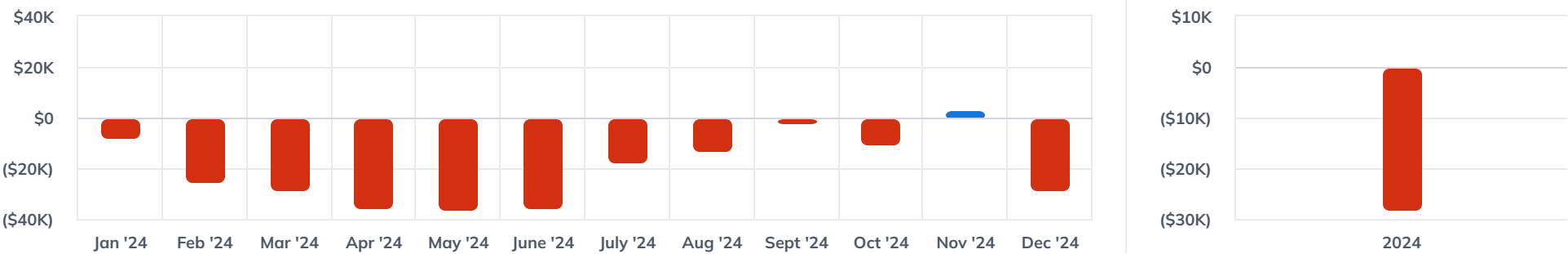
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Financing: 2023 (2 of 2)

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Financing	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
SBA 504 Loan (Bldg #1)													
Principal Paid													
Interest Paid													
Bank Operating Lince of Credit													
Principal Paid	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$167)	(\$168)	(\$334)
Interest Paid	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$167	\$168	\$334
Balance	\$80,000	\$78,883	\$77,759	\$76,628	\$75,491	\$74,348	\$73,197	\$72,040	\$70,877	\$94,706	\$93,695	\$92,679	\$92,679
Short-Term Debt	\$13,847	\$13,927	\$14,009	\$14,090	\$14,173	\$14,255	\$14,338	\$14,422	\$14,506	\$39,591	\$39,843	\$40,096	\$40,096
SBA 7(a) Working Capital/Equipment Loan	\$13,847	\$13,927	\$14,009	\$14,090	\$14,173	\$14,255	\$14,338	\$14,422	\$14,506	\$14,591	\$14,676	\$14,762	\$14,762
SBA 504 Loan (Bldg #1)													
Bank Operating Lince of Credit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$25,000	\$25,167	\$25,334	\$25,334
Long-Term Debt	\$66,153	\$64,955	\$63,750	\$62,538	\$61,319	\$60,093	\$58,859	\$57,618	\$56,371	\$55,115	\$53,853	\$52,583	\$52,583
SBA 7(a) Working Capital/Equipment Loan	\$66,153	\$64,955	\$63,750	\$62,538	\$61,319	\$60,093	\$58,859	\$57,618	\$56,371	\$55,115	\$53,853	\$52,583	\$52,583
SBA 504 Loan (Bldg #1)													
Available Credit	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$25,000	\$24,833	\$24,666	\$24,666
Bank Operating Lince of Credit	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$25,000	\$24,833	\$24,666	\$24,666

Financing: 2024 (1 of 2)



Financing	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Amount received							\$25,000						\$25,000
SBA 7(a) Working Capital/Equipment Loan													
SBA 504 Loan (Bldg #1)													
Founder #1 Investment													
Bank Operating Lince of Credit							\$25,000						\$25,000
Payments	\$1,584	\$11,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$11,584	\$1,584	\$1,584	\$39,008
SBA 7(a) Working Capital/Equipment Loan	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$1,584	\$19,008
Principal Paid	\$1,191	\$1,198	\$1,205	\$1,212	\$1,219	\$1,226	\$1,233	\$1,241	\$1,248	\$1,255	\$1,262	\$1,270	\$14,762
Interest Paid	\$393	\$386	\$379	\$372	\$365	\$358	\$351	\$343	\$336	\$329	\$322	\$314	\$4,246

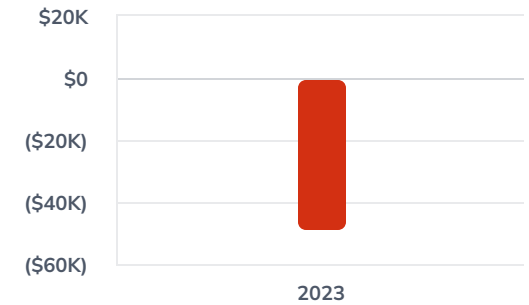
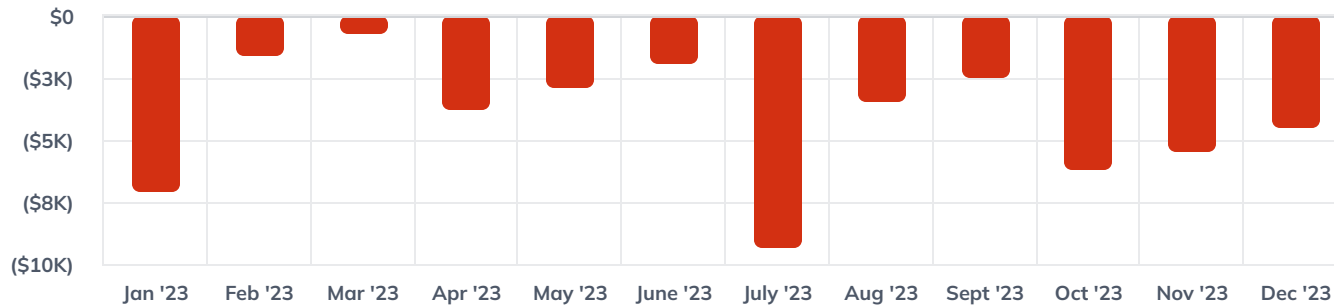
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Financing: 2024 (2 of 2)

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Financing	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
SBA 504 Loan (Bldg #1)													
Principal Paid													
Interest Paid													
Bank Operating Lince of Credit		\$10,000								\$10,000			\$20,000
Principal Paid	(\$169)	\$9,830	(\$104)	(\$105)	(\$106)	(\$107)	(\$107)	(\$275)	(\$277)	\$9,722	(\$214)	(\$215)	\$17,874
Interest Paid	\$169	\$170	\$104	\$105	\$106	\$107	\$107	\$275	\$277	\$278	\$214	\$215	\$2,126
Balance	\$91,657	\$80,629	\$79,528	\$78,421	\$77,308	\$76,188	\$100K	\$99,096	\$98,125	\$87,148	\$86,099	\$85,044	\$85,044
Short-Term Debt	\$40,351	\$30,608	\$30,799	\$30,992	\$31,186	\$31,381	\$56,578	\$56,942	\$57,309	\$47,678	\$47,983	\$48,290	\$48,290
SBA 7(a) Working Capital/Equipment Loan	\$14,848	\$14,934	\$15,021	\$15,109	\$15,197	\$15,286	\$15,375	\$15,465	\$15,555	\$15,646	\$15,737	\$15,829	\$15,829
SBA 504 Loan (Bldg #1)													
Bank Operating Lince of Credit	\$25,503	\$15,673	\$15,778	\$15,883	\$15,989	\$16,096	\$41,203	\$41,478	\$41,754	\$32,032	\$32,246	\$32,461	\$32,461
Long-Term Debt	\$51,306	\$50,021	\$48,729	\$47,429	\$46,122	\$44,807	\$43,484	\$42,154	\$40,816	\$39,470	\$38,116	\$36,754	\$36,754
SBA 7(a) Working Capital/Equipment Loan	\$51,306	\$50,021	\$48,729	\$47,429	\$46,122	\$44,807	\$43,484	\$42,154	\$40,816	\$39,470	\$38,116	\$36,754	\$36,754
SBA 504 Loan (Bldg #1)													
Available Credit	\$24,497	\$34,327	\$34,222	\$34,117	\$34,011	\$33,904	\$8,797	\$8,522	\$8,246	\$17,968	\$17,754	\$17,539	\$17,539
Bank Operating Lince of Credit	\$24,497	\$34,327	\$34,222	\$34,117	\$34,011	\$33,904	\$8,797	\$8,522	\$8,246	\$17,968	\$17,754	\$17,539	\$17,539

Projected Profit & Loss: 2023 (1 of 4)



Projected Profit & Loss	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Revenue	\$3,123	\$5,247	\$7,378	\$9,284	\$11,194	\$13,327	\$15,239	\$17,162	\$19,319	\$21,255	\$23,196	\$25,365	\$171K
Service #1 (SBDC)	\$225	\$450	\$675	\$675	\$675	\$900	\$900	\$900	\$1,125	\$1,125	\$1,125	\$1,350	\$10,125
Billable Hours	5	10	15	15	15	20	20	20	25	25	25	30	225
Hourly Rate	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45	\$45
Service #2 (SBDC)	\$375	\$750	\$1,125	\$1,500	\$1,875	\$2,250	\$2,625	\$3,000	\$3,375	\$3,750	\$4,125	\$4,500	\$29,250
Billable Hours	5	10	15	20	25	30	35	40	45	50	55	60	390
Hourly Rate	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75
Product #1 (SBDC)	\$500	\$1,000	\$1,500	\$2,000	\$2,500	\$3,000	\$3,500	\$4,000	\$4,500	\$5,000	\$5,500	\$6,000	\$39,000
Unit Sales	2	4	6	8	10	12	14	16	18	20	22	24	156
Unit Prices	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Product #2 (SBDC)	\$2,000	\$3,000	\$4,000	\$5,000	\$6,000	\$7,000	\$8,000	\$9,000	\$10,000	\$11,000	\$12,000	\$13,000	\$90,000

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Projected Profit & Loss: 2023 (2 of 4)

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Projected Profit & Loss	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Unit Sales	2	3	4	5	6	7	8	9	10	11	12	13	90
Unit Prices	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Subscription #1 (SBDC)	\$23	\$47	\$78	\$109	\$144	\$177	\$214	\$262	\$319	\$380	\$446	\$515	\$2,713
Customers at start		5	11	17	24	32	39	48	58	71	85	99	
Churn rate	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Signups	5	7	10	12	15	17	20	25	30	35	40	45	261
Recurring Charge	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
Direct Costs	\$3,488	\$4,525	\$5,563	\$6,488	\$7,413	\$8,450	\$9,375	\$10,300	\$11,338	\$12,263	\$13,188	\$14,225	\$107K
Product #1	\$250	\$500	\$750	\$1,000	\$1,250	\$1,500	\$1,750	\$2,000	\$2,250	\$2,500	\$2,750	\$3,000	\$19,500
Product #2	\$900	\$1,350	\$1,800	\$2,250	\$2,700	\$3,150	\$3,600	\$4,050	\$4,500	\$4,950	\$5,400	\$5,850	\$40,500
Service #1	\$113	\$225	\$338	\$338	\$338	\$450	\$450	\$450	\$563	\$563	\$563	\$675	\$5,063
Direct Labor	\$2,225	\$2,450	\$2,675	\$2,900	\$3,125	\$3,350	\$3,575	\$3,800	\$4,025	\$4,250	\$4,475	\$4,700	\$41,550
Salaries & Wages	\$2,225	\$2,450	\$2,675	\$2,900	\$3,125	\$3,350	\$3,575	\$3,800	\$4,025	\$4,250	\$4,475	\$4,700	\$41,550
Service #2 (Direct Labor)	\$225	\$450	\$675	\$900	\$1,125	\$1,350	\$1,575	\$1,800	\$2,025	\$2,250	\$2,475	\$2,700	\$17,550
Cabinet Install Labot	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$24,000
Gross Margin	(\$365)	\$722	\$1,816	\$2,796	\$3,781	\$4,877	\$5,864	\$6,862	\$7,981	\$8,993	\$10,009	\$11,140	\$64,476
Gross Margin %	(12%)	14%	25%	30%	34%	37%	38%	40%	41%	42%	43%	44%	38%

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Projected Profit & Loss: 2023 (3 of 4)

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Projected Profit & Loss	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Operating Expenses	\$5,984	\$1,144	\$1,303	\$5,346	\$5,490	\$5,650	\$14,043	\$9,187	\$9,349	\$14,044	\$14,190	\$14,352	\$100K
Salaries & Wages				\$3,000	\$3,000	\$3,000	\$5,500	\$5,500	\$5,500	\$9,000	\$9,000	\$9,000	\$52,500
Service Sales (0.85)										\$3,500	\$3,500	\$3,500	\$10,500
Product Sales (0.95)				\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$27,000
Office Support (0.9)							\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$15,000
Employee Related Expenses				\$900	\$900	\$900	\$1,650	\$1,650	\$1,650	\$2,700	\$2,700	\$2,700	\$15,750
Accounting	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Office Rent													
Office Broadband	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Office Computers	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$10,000
Office Utilities													
Legal	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
Marketing-Digital	\$156	\$262	\$369	\$464	\$560	\$666	\$762	\$858	\$966	\$1,063	\$1,160	\$1,268	\$8,554
Marketing-Other	\$78	\$131	\$184	\$232	\$280	\$333	\$381	\$429	\$483	\$531	\$580	\$634	\$4,277
Operating Income	(\$6,349)	(\$421)	\$512	(\$2,550)	(\$1,708)	(\$773)	(\$8,179)	(\$2,325)	(\$1,368)	(\$5,051)	(\$4,181)	(\$3,212)	(\$36K)
Interest Expense	\$0	\$467	\$460	\$454	\$447	\$440	\$434	\$427	\$420	\$413	\$573	\$568	\$5,103
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

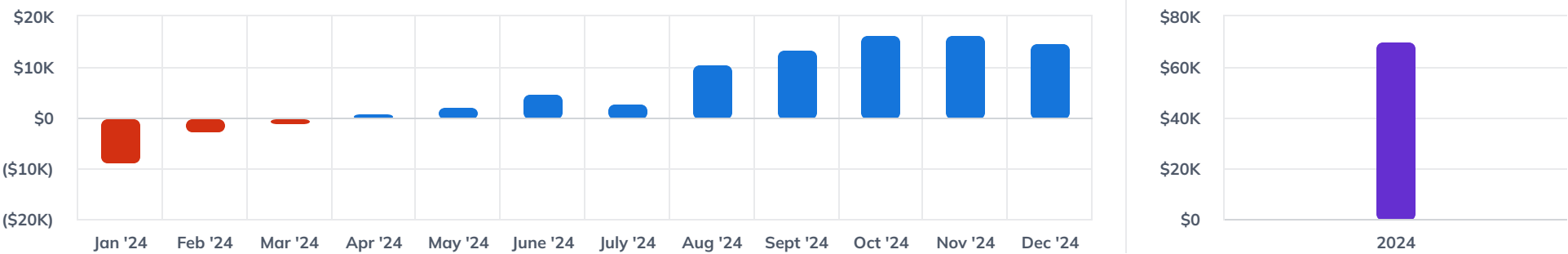
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Projected Profit & Loss: 2023 (4 of 4)

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Projected Profit & Loss	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Depreciation and Amortization	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$8,000
Total Expenses	\$10,138	\$6,802	\$7,993	\$12,954	\$14,016	\$15,207	\$24,518	\$20,581	\$21,773	\$27,387	\$28,617	\$29,812	\$220K
Net Profit	(\$7,016)	(\$1,555)	(\$615)	(\$3,670)	(\$2,822)	(\$1,880)	(\$9,279)	(\$3,419)	(\$2,455)	(\$6,131)	(\$5,421)	(\$4,447)	(\$49K)
Net Profit %	(225%)	(30%)	(8%)	(40%)	(25%)	(14%)	(61%)	(20%)	(13%)	(29%)	(23%)	(18%)	(28%)

Projected Profit & Loss: 2024 (1 of 4)



Projected Profit & Loss	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Revenue	\$31,585	\$33,857	\$37,480	\$41,854	\$44,128	\$49,952	\$56,526	\$62,501	\$68,326	\$74,500	\$80,475	\$86,323	\$668K
Service #1 (SBDC)	\$1,500	\$1,500	\$1,750	\$1,750	\$1,750	\$2,000	\$2,000	\$2,000	\$2,250	\$2,250	\$2,250	\$2,500	\$23,500
Billable Hours	30	30	35	35	35	40	40	40	45	45	45	50	470
Hourly Rate	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Service #2 (SBDC)	\$5,200	\$5,200	\$5,200	\$5,600	\$5,600	\$5,600	\$6,000	\$6,400	\$6,400	\$6,400	\$6,800	\$6,800	\$71,200
Billable Hours	65	65	65	70	70	70	75	80	80	80	85	85	890
Hourly Rate	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80	\$80
Product #1 (SBDC)	\$7,800	\$7,800	\$7,800	\$8,400	\$8,400	\$8,400	\$9,000	\$9,000	\$9,000	\$9,600	\$9,600	\$9,600	\$104K
Unit Sales	26	26	26	28	28	28	30	30	30	32	32	32	348
Unit Prices	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Product #2 (SBDC)	\$16,500	\$18,700	\$22,000	\$25,300	\$27,500	\$33,000	\$38,500	\$44,000	\$49,500	\$55,000	\$60,500	\$66,000	\$457K

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Projected Profit & Loss: 2024 (2 of 4)

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Projected Profit & Loss	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Unit Sales	15	17	20	23	25	30	35	40	45	50	55	60	415
Unit Prices	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100	\$1,100
Subscription #1 (SBDC)	\$585	\$657	\$730	\$804	\$878	\$952	\$1,026	\$1,101	\$1,176	\$1,250	\$1,325	\$1,423	\$11,907
Customers at start	114	130	146	162	179	195	212	228	245	261	278	295	114
Churn rate	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Signups	50	55	60	65	70	75	80	85	90	95	100	110	935
Recurring Charge	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50
Direct Costs	\$17,370	\$18,370	\$19,995	\$22,035	\$23,035	\$25,660	\$28,700	\$31,440	\$34,065	\$36,865	\$39,605	\$42,230	\$339K
Product #1	\$3,900	\$3,900	\$3,900	\$4,200	\$4,200	\$4,200	\$4,500	\$4,500	\$4,500	\$4,800	\$4,800	\$4,800	\$52,200
Product #2	\$7,500	\$8,500	\$10,000	\$11,500	\$12,500	\$15,000	\$17,500	\$20,000	\$22,500	\$25,000	\$27,500	\$30,000	\$208K
Service #1	\$750	\$750	\$875	\$875	\$875	\$1,000	\$1,000	\$1,000	\$1,125	\$1,125	\$1,125	\$1,250	\$11,750
Direct Labor	\$5,220	\$5,220	\$5,220	\$5,460	\$5,460	\$5,460	\$5,700	\$5,940	\$5,940	\$5,940	\$6,180	\$6,180	\$67,920
Salaries & Wages	\$5,220	\$5,220	\$5,220	\$5,460	\$5,460	\$5,460	\$5,700	\$5,940	\$5,940	\$5,940	\$6,180	\$6,180	\$67,920
Service #2 (Direct Labor)	\$3,120	\$3,120	\$3,120	\$3,360	\$3,360	\$3,360	\$3,600	\$3,840	\$3,840	\$3,840	\$4,080	\$4,080	\$42,720
Cabinet Install Labot	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$2,100	\$25,200
Gross Margin	\$14,215	\$15,487	\$17,485	\$19,819	\$21,093	\$24,292	\$27,826	\$31,061	\$34,261	\$37,635	\$40,870	\$44,093	\$328K
Gross Margin %	45%	46%	47%	47%	48%	49%	49%	50%	50%	51%	51%	51%	49%

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Projected Profit & Loss: 2024 (3 of 4)

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Projected Profit & Loss	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Operating Expenses	\$21,828	\$16,998	\$17,270	\$17,598	\$17,769	\$18,205	\$23,698	\$19,147	\$19,583	\$20,047	\$20,495	\$20,933	\$234K
Salaries & Wages	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$9,430	\$113K
Service Sales (0.85)	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$3,710	\$44,520
Product Sales (0.95)	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$3,120	\$37,440
Office Support (0.9)	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$31,200
Employee Related Expenses	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$2,829	\$33,948
Accounting	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
Office Rent	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$9,000
Office Broadband	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$7,200
Office Computers	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$10,000
Office Utilities	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$6,000
Legal	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Marketing-Digital	\$1,579	\$1,693	\$1,874	\$2,093	\$2,206	\$2,498	\$2,826	\$3,125	\$3,416	\$3,725	\$4,024	\$4,316	\$33,375
Marketing-Other	\$790	\$846	\$937	\$1,046	\$1,103	\$1,249	\$1,413	\$1,563	\$1,708	\$1,863	\$2,012	\$2,158	\$16,688
Operating Income	(\$7,612)	(\$1,511)	\$215	\$2,221	\$3,324	\$6,086	\$4,128	\$11,914	\$14,677	\$17,589	\$20,376	\$23,160	\$94,566
Interest Expense	\$562	\$556	\$483	\$477	\$471	\$464	\$458	\$618	\$613	\$607	\$535	\$529	\$6,373
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,856	\$6,359	\$9,215

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Projected Profit & Loss: 2024 (4 of 4)

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Projected Profit & Loss	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Depreciation and Amortization	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$1,433	\$8,767
Total Expenses	\$40,426	\$36,591	\$38,415	\$40,777	\$41,941	\$44,996	\$53,523	\$51,871	\$54,928	\$58,185	\$64,157	\$71,485	\$597K
Net Profit	(\$8,841)	(\$2,734)	(\$935)	\$1,077	\$2,187	\$4,955	\$3,003	\$10,630	\$13,398	\$16,315	\$16,318	\$14,838	\$70,211
Net Profit %	(28%)	(8%)	(2%)	3%	5%	10%	5%	17%	20%	22%	20%	17%	11%

Projected Balance Sheet: 2023 (1 of 2)

Projected Balance Sheet	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Assets	\$99,277	\$93,166	\$92,269	\$87,571	\$84,672	\$82,828	\$74,326	\$68,647	\$66,548	\$83,000	\$79,265	\$75,809	\$75,809
Current Assets	\$59,943	\$54,499	\$54,269	\$50,238	\$48,005	\$46,828	\$38,992	\$33,980	\$32,548	\$49,666	\$46,599	\$43,809	\$43,809
Cash	\$53,326	\$45,250	\$42,499	\$35,946	\$31,189	\$27,490	\$17,129	\$9,587	\$5,619	\$20,201	\$12,669	\$5,114	\$5,114
Accounts Receivable	\$1,655	\$2,774	\$3,895	\$4,904	\$5,916	\$7,038	\$8,050	\$9,069	\$10,203	\$11,228	\$12,254	\$13,395	\$13,395
Inventory	\$4,963	\$6,475	\$7,875	\$9,388	\$10,900	\$12,300	\$13,813	\$15,325	\$16,725	\$18,238	\$21,675	\$25,300	\$25,300
Long-Term Assets	\$39,333	\$38,667	\$38,000	\$37,333	\$36,667	\$36,000	\$35,333	\$34,667	\$34,000	\$33,333	\$32,667	\$32,000	\$32,000
Long-Term Assets	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000
Accumulated Depreciation	(\$667)	(\$1,333)	(\$2,000)	(\$2,667)	(\$3,333)	(\$4,000)	(\$4,667)	(\$5,333)	(\$6,000)	(\$6,667)	(\$7,333)	(\$8,000)	(\$8,000)
Liabilities & Equity	\$99,277	\$93,166	\$92,269	\$87,571	\$84,672	\$82,828	\$74,326	\$68,647	\$66,548	\$83,000	\$79,265	\$75,809	\$75,809
Liabilities	\$86,293	\$81,736	\$81,454	\$80,427	\$80,349	\$80,386	\$81,162	\$78,902	\$79,257	\$102K	\$104K	\$105K	\$105K
Current Liabilities	\$20,139	\$16,781	\$17,704	\$17,889	\$19,030	\$20,293	\$22,303	\$21,284	\$22,887	\$46,725	\$49,674	\$51,934	\$51,934
Accounts Payable	\$6,105	\$2,366	\$2,795	\$3,273	\$3,695	\$4,125	\$7,103	\$5,025	\$5,456	\$5,935	\$7,320	\$7,901	\$7,901
Income Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales Taxes Payable	\$188	\$488	\$900	\$525	\$1,163	\$1,913	\$862	\$1,837	\$2,925	\$1,200	\$2,512	\$3,937	\$3,937
Short-Term Debt	\$13,847	\$13,927	\$14,009	\$14,090	\$14,173	\$14,255	\$14,338	\$14,422	\$14,506	\$39,591	\$39,843	\$40,096	\$40,096
Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long-Term Liabilities	\$66,153	\$64,955	\$63,750	\$62,538	\$61,319	\$60,093	\$58,859	\$57,618	\$56,371	\$55,115	\$53,853	\$52,583	\$52,583
Long-Term Debt	\$66,153	\$64,955	\$63,750	\$62,538	\$61,319	\$60,093	\$58,859	\$57,618	\$56,371	\$55,115	\$53,853	\$52,583	\$52,583

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Projected Balance Sheet: 2023 (2 of 2)

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Projected Balance Sheet	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Equity	\$12,984	\$11,430	\$10,815	\$7,145	\$4,322	\$2,443	(\$6,837)	(\$10K)	(\$13K)	(\$19K)	(\$24K)	(\$29K)	(\$29K)
Paid-In Capital	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Retained Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Earnings	(\$7,016)	(\$8,570)	(\$9,185)	(\$13K)	(\$16K)	(\$18K)	(\$27K)	(\$30K)	(\$33K)	(\$39K)	(\$44K)	(\$49K)	(\$49K)

Projected Balance Sheet: 2024 (1 of 2)

Projected Balance Sheet	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Assets	\$68,102	\$54,813	\$55,648	\$53,577	\$58,828	\$67,237	\$93,411	\$106K	\$124K	\$124K	\$153K	\$179K	\$179K
Current Assets	\$36,769	\$24,146	\$25,648	\$24,244	\$30,161	\$39,237	\$66,078	\$79,507	\$98,456	\$98,925	\$128K	\$110K	\$110K
Cash	(\$7,860)	(\$25K)	(\$28K)	(\$36K)	(\$36K)	(\$36K)	(\$18K)	(\$13K)	(\$2,250)	(\$10K)	\$3,363	(\$28K)	(\$28K)
Accounts Receivable	\$16,704	\$17,922	\$19,858	\$22,191	\$23,410	\$26,528	\$30,045	\$33,238	\$36,356	\$39,673	\$42,867	\$45,996	\$45,996
Inventory	\$27,925	\$31,350	\$34,150	\$37,775	\$43,200	\$48,500	\$53,625	\$59,050	\$64,350	\$69,475	\$81,838	\$91,738	\$91,738
Long-Term Assets	\$31,333	\$30,667	\$30,000	\$29,333	\$28,667	\$28,000	\$27,333	\$26,667	\$26,000	\$25,333	\$24,667	\$69,233	\$69,233
Long-Term Assets	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$40,000	\$86,000	\$86,000
Accumulated Depreciation	(\$8,667)	(\$9,333)	(\$10K)	(\$11K)	(\$11K)	(\$12K)	(\$13K)	(\$13K)	(\$14K)	(\$15K)	(\$15K)	(\$17K)	(\$17K)
Liabilities & Equity	\$68,102	\$54,813	\$55,648	\$53,577	\$58,828	\$67,237	\$93,411	\$106K	\$124K	\$124K	\$153K	\$179K	\$179K
Liabilities	\$106K	\$95,096	\$96,866	\$93,719	\$96,783	\$100K	\$123K	\$126K	\$130K	\$114K	\$126K	\$137K	\$137K
Current Liabilities	\$54,346	\$45,075	\$48,137	\$46,290	\$50,661	\$55,429	\$79,923	\$83,386	\$89,609	\$74,442	\$87,953	\$101K	\$101K
Accounts Payable	\$12,172	\$10,657	\$11,293	\$12,770	\$14,255	\$15,723	\$19,782	\$18,906	\$20,375	\$21,919	\$27,012	\$27,312	\$27,312
Income Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,856	\$9,215	\$9,215
Sales Taxes Payable	\$1,823	\$3,810	\$6,045	\$2,528	\$5,220	\$8,325	\$3,563	\$7,538	\$11,925	\$4,845	\$10,103	\$15,773	\$15,773
Short-Term Debt	\$40,351	\$30,608	\$30,799	\$30,992	\$31,186	\$31,381	\$56,578	\$56,942	\$57,309	\$47,678	\$47,983	\$48,290	\$48,290
Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long-Term Liabilities	\$51,306	\$50,021	\$48,729	\$47,429	\$46,122	\$44,807	\$43,484	\$42,154	\$40,816	\$39,470	\$38,116	\$36,754	\$36,754
Long-Term Debt	\$51,306	\$50,021	\$48,729	\$47,429	\$46,122	\$44,807	\$43,484	\$42,154	\$40,816	\$39,470	\$38,116	\$36,754	\$36,754

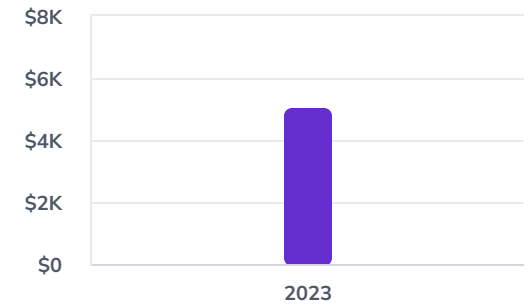
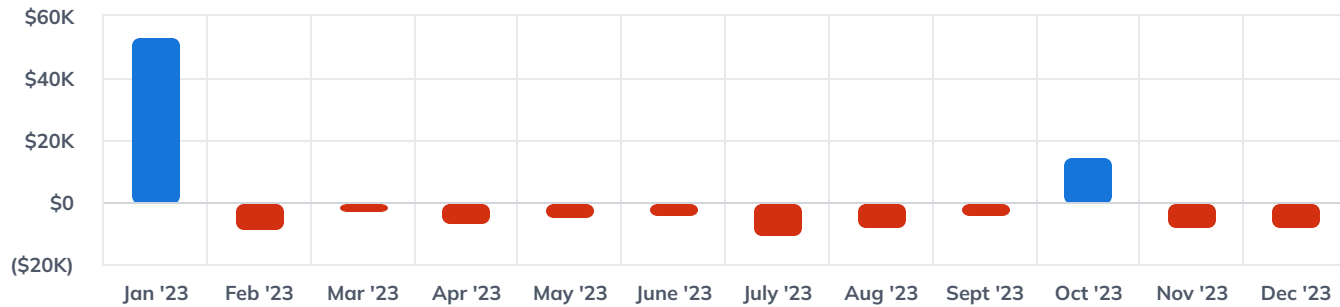
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Projected Balance Sheet: 2024 (2 of 2)

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Projected Balance Sheet	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Equity	(\$38K)	(\$40K)	(\$41K)	(\$40K)	(\$38K)	(\$33K)	(\$30K)	(\$19K)	(\$5,968)	\$10,347	\$26,665	\$41,503	\$41,503
Paid-In Capital	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000	\$20,000
Retained Earnings	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)	(\$49K)
Earnings	(\$8,841)	(\$12K)	(\$13K)	(\$11K)	(\$9,246)	(\$4,291)	(\$1,287)	\$9,342	\$22,740	\$39,055	\$55,373	\$70,211	\$70,211

Projected Cash Flow: 2023 (1 of 2)



Projected Cash Flow	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Net Cash from Operations	(\$6,674)	(\$6,958)	(\$1,627)	(\$5,423)	(\$3,620)	(\$2,556)	(\$9,210)	(\$6,385)	(\$2,804)	(\$9,248)	(\$6,521)	(\$6,539)	(\$68K)
Net Profit	(\$7,016)	(\$1,555)	(\$615)	(\$3,670)	(\$2,822)	(\$1,880)	(\$9,279)	(\$3,419)	(\$2,455)	(\$6,131)	(\$5,421)	(\$4,447)	(\$49K)
Depreciation and Amortization	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$8,000
Change in Accounts Receivable	(\$1,655)	(\$1,118)	(\$1,121)	(\$1,009)	(\$1,011)	(\$1,123)	(\$1,012)	(\$1,018)	(\$1,135)	(\$1,024)	(\$1,026)	(\$1,141)	(\$13K)
Change in Inventory	(\$4,963)	(\$1,513)	(\$1,400)	(\$1,513)	(\$1,513)	(\$1,400)	(\$1,513)	(\$1,513)	(\$1,400)	(\$1,513)	(\$3,438)	(\$3,625)	(\$25K)
Change in Accounts Payable	\$6,105	(\$3,739)	\$430	\$478	\$422	\$430	\$2,978	(\$2,078)	\$431	\$479	\$1,385	\$581	\$7,901
Change in Income Tax Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Sales Tax Payable	\$188	\$300	\$412	(\$375)	\$638	\$750	(\$1,051)	\$975	\$1,088	(\$1,725)	\$1,312	\$1,425	\$3,937
Change in Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

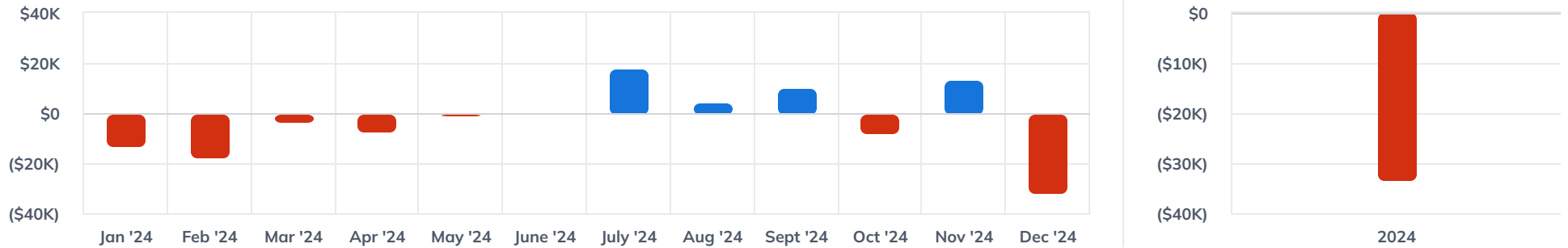
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Projected Cash Flow: 2023 (2 of 2)

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Projected Cash Flow	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23	2023
Net Cash from Investing	(\$40K)												(\$40K)
Assets Purchased or Sold	(\$40K)												(\$40K)
Net Cash from Financing	\$100K	(\$1,117)	(\$1,124)	(\$1,130)	(\$1,137)	(\$1,144)	(\$1,150)	(\$1,157)	(\$1,164)	\$23,829	(\$1,011)	(\$1,016)	\$113K
Investments Received	\$20,000												\$20,000
Change in Short-Term Debt	\$13,847	\$81	\$81	\$82	\$82	\$83	\$83	\$84	\$84	\$25,085	\$252	\$253	\$40,096
Change in Long-Term Debt	\$66,153	(\$1,198)	(\$1,205)	(\$1,212)	(\$1,219)	(\$1,226)	(\$1,233)	(\$1,241)	(\$1,248)	(\$1,255)	(\$1,262)	(\$1,270)	\$52,583
Cash at Beginning of Period	\$0	\$53,326	\$45,250	\$42,499	\$35,946	\$31,189	\$27,490	\$17,129	\$9,587	\$5,619	\$20,201	\$12,669	\$0
Net Change in Cash	\$53,326	(\$8,075)	(\$2,751)	(\$6,553)	(\$4,757)	(\$3,699)	(\$10K)	(\$7,542)	(\$3,968)	\$14,582	(\$7,532)	(\$7,556)	\$5,114
Cash at End of Period	\$53,326	\$45,250	\$42,499	\$35,946	\$31,189	\$27,490	\$17,129	\$9,587	\$5,619	\$20,201	\$12,669	\$5,114	\$5,114

Projected Cash Flow: 2024 (1 of 2)



Projected Cash Flow	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Net Cash from Operations	(\$12K)	(\$6,238)	(\$2,133)	(\$6,255)	\$387	\$1,777	(\$5,674)	\$5,777	\$11,502	\$3,004	\$14,635	\$15,571	\$20,401
Net Profit	(\$8,841)	(\$2,734)	(\$935)	\$1,077	\$2,187	\$4,955	\$3,003	\$10,630	\$13,398	\$16,315	\$16,318	\$14,838	\$70,211
Depreciation and Amortization	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$1,433	\$8,767
Change in Accounts Receivable	(\$3,309)	(\$1,218)	(\$1,935)	(\$2,333)	(\$1,219)	(\$3,119)	(\$3,516)	(\$3,193)	(\$3,118)	(\$3,316)	(\$3,194)	(\$3,130)	(\$33K)
Change in Inventory	(\$2,625)	(\$3,425)	(\$2,800)	(\$3,625)	(\$5,425)	(\$5,300)	(\$5,125)	(\$5,425)	(\$5,300)	(\$5,125)	(\$12K)	(\$9,900)	(\$66K)
Change in Accounts Payable	\$4,271	(\$1,515)	\$636	\$1,477	\$1,485	\$1,468	\$4,059	(\$876)	\$1,468	\$1,544	\$5,093	\$301	\$19,411
Change in Income Tax Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,856	\$6,359	\$9,215
Change in Sales Tax Payable	(\$2,114)	\$1,987	\$2,235	(\$3,517)	\$2,692	\$3,105	(\$4,762)	\$3,975	\$4,387	(\$7,080)	\$5,258	\$5,670	\$11,836
Change in Prepaid Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

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Projected Cash Flow: 2024 (2 of 2)

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Projected Cash Flow	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	2024
Net Cash from Investing												(\$46K)	(\$46K)
Assets Purchased or Sold												(\$46K)	(\$46K)
Net Cash from Financing	(\$1,022)	(\$11K)	(\$1,101)	(\$1,107)	(\$1,113)	(\$1,120)	\$23,874	(\$966)	(\$971)	(\$11K)	(\$1,049)	(\$1,055)	(\$7,635)
Investments Received													
Change in Short-Term Debt	\$255	(\$9,743)	\$192	\$193	\$194	\$195	\$25,196	\$364	\$367	(\$9,631)	\$305	\$307	\$8,194
Change in Long-Term Debt	(\$1,277)	(\$1,285)	(\$1,292)	(\$1,300)	(\$1,307)	(\$1,315)	(\$1,323)	(\$1,330)	(\$1,338)	(\$1,346)	(\$1,354)	(\$1,362)	(\$16K)
Cash at Beginning of Period	\$5,114	(\$7,860)	(\$25K)	(\$28K)	(\$36K)	(\$36K)	(\$36K)	(\$18K)	(\$13K)	(\$2,250)	(\$10K)	\$3,363	\$5,114
Net Change in Cash	(\$13K)	(\$17K)	(\$3,233)	(\$7,362)	(\$727)	\$657	\$18,200	\$4,811	\$10,530	(\$7,972)	\$13,586	(\$31K)	(\$33K)
Cash at End of Period	(\$7,860)	(\$25K)	(\$28K)	(\$36K)	(\$36K)	(\$36K)	(\$18K)	(\$13K)	(\$2,250)	(\$10K)	\$3,363	(\$28K)	(\$28K)