

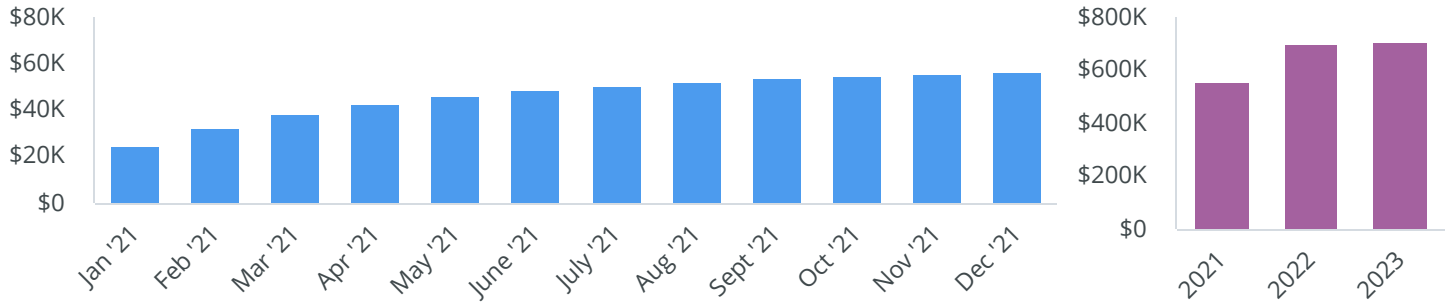
# **Ride Rush**

2021-2023 Forecast

Original Forecast

Generated April 20, 2020

# Revenue (1 of 2)



Revenue	2021	2022	2023
Monthly memberships	\$260,128	\$363,161	\$370,242
Customers at start		279	299
Churn rate	20%	20%	20%
Signups	720	720	720
Up-Front Fee	\$19.95	\$19.95	\$19.95
Recurring Charge	\$99	\$99	\$99
3 Month Unlimited	\$120,619	\$156,217	\$157,128
Customers at start		146	150
Churn rate	60%	60%	60%
Signups	360	360	360
Up-Front Fee	\$19.95	\$19.95	\$19.95
Recurring Charge	\$249.95	\$249.95	\$249.95
5 class acquisition	\$50,393	\$50,393	\$50,392
Unit Sales	720	720	720
Unit Prices	\$69.99	\$69.99	\$69.99
One time admin fee	\$14,364	\$14,364	\$14,364
Unit Sales	720	720	720
Unit Prices	\$19.95	\$19.95	\$19.95
Drop In Virtual	\$39,760	\$39,760	\$39,761
Unit Sales	3,996	3,996	3,996
Unit Prices	\$9.95	\$9.95	\$9.95
Child Minding	\$14,400	\$14,400	\$14,400
Unit Sales	2,880	2,880	2,880
Unit Prices	\$5	\$5	\$5

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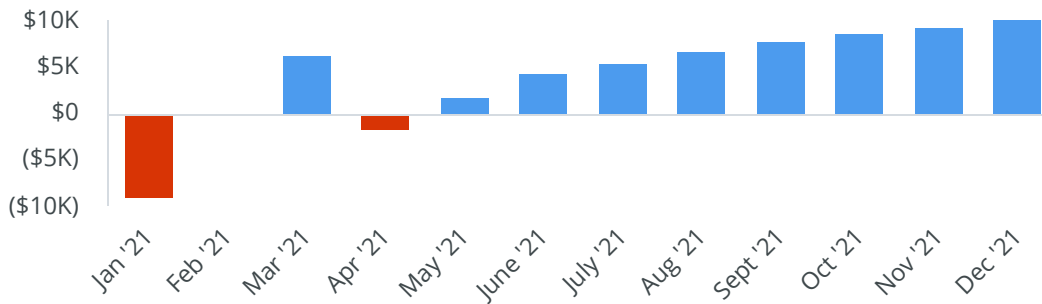
# Revenue (2 of 2)

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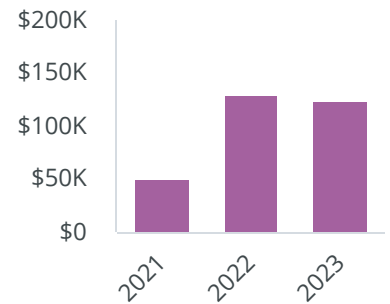
<b>Revenue</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>
Drop In Instructor led	\$50,400	\$50,400	\$50,400
Unit Sales	2,880	2,880	2,880
Unit Prices	\$17.50	\$17.50	\$17.50
Apparel sales	\$10,800	\$10,800	\$10,800
Unit Sales	360	360	360
Unit Prices	\$30	\$30	\$30
<b>Totals</b>	<b>\$560,864</b>	<b>\$699,495</b>	<b>\$707,487</b>

# Projected Profit & Loss (1 of 2)

Net profit in 2021



Net profit by year



Projected Profit & Loss	2021	2022	2023
<b>Revenue</b>	<b>\$560,864</b>	<b>\$699,495</b>	<b>\$707,487</b>
Monthly memberships	\$260,128	\$363,161	\$370,242
Customers at start		279	299
Churn rate	20%	20%	20%
Signups	720	720	720
Up-Front Fee	\$19.95	\$19.95	\$19.95
Recurring Charge	\$99	\$99	\$99
3 Month Unlimited	\$120,619	\$156,217	\$157,128
Customers at start		146	150
Churn rate	60%	60%	60%
Signups	360	360	360
Up-Front Fee	\$19.95	\$19.95	\$19.95
Recurring Charge	\$249.95	\$249.95	\$249.95
5 class acquisition	\$50,393	\$50,393	\$50,392
Unit Sales	720	720	720
Unit Prices	\$69.99	\$69.99	\$69.99
One time admin fee	\$14,364	\$14,364	\$14,364
Unit Sales	720	720	720
Unit Prices	\$19.95	\$19.95	\$19.95
Drop In Virtual	\$39,760	\$39,760	\$39,761
Unit Sales	3,996	3,996	3,996
Unit Prices	\$9.95	\$9.95	\$9.95
Child Minding	\$14,400	\$14,400	\$14,400
Unit Sales	2,880	2,880	2,880
Unit Prices	\$5	\$5	\$5
Drop In Instructor led	\$50,400	\$50,400	\$50,400
Unit Sales	2,880	2,880	2,880

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# Projected Profit & Loss (2 of 2)

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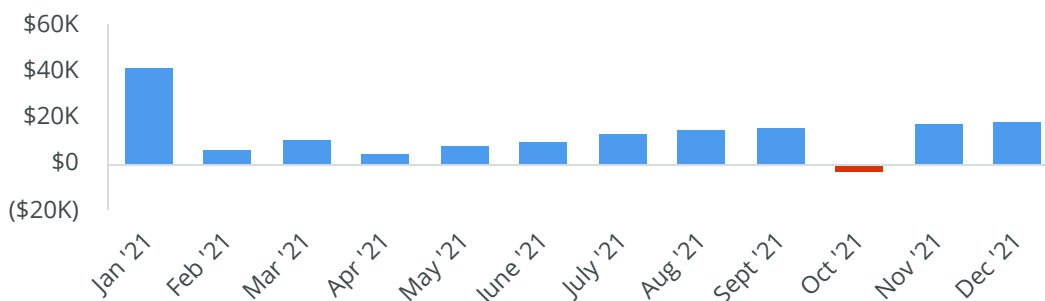
Projected Profit & Loss	2021	2022	2023
Unit Prices	\$17.50	\$17.50	\$17.50
Apparel sales	\$10,800	\$10,800	\$10,800
Unit Sales	360	360	360
Unit Prices	\$30	\$30	\$30
<b>Direct Costs</b>	<b>\$83,160</b>	<b>\$84,715</b>	<b>\$86,302</b>
Cost of sales apparel	\$5,400	\$5,400	\$5,400
Direct Labor	\$77,760	\$79,315	\$80,902
Salaries & Wages	\$77,760	\$79,315	\$80,902
Instructors (1.2)	\$77,760	\$79,315	\$80,902
Gross Margin	\$477,704	\$614,780	\$621,185
Gross Margin %	85%	88%	88%
<b>Operating Expenses</b>	<b>\$367,152</b>	<b>\$402,622</b>	<b>\$419,545</b>
Salaries & Wages	\$162,960	\$177,018	\$193,521
Reception and support (3)	\$102,960	\$105,018	\$107,121
Salary draw	\$60,000	\$72,000	\$86,400
Employee Related Expenses	\$20,592	\$21,004	\$21,424
Rent	\$108,000	\$144,000	\$144,000
Marketing	\$63,000	\$48,000	\$48,000
Repairs and Maintenance	\$1,800	\$1,800	\$1,800
Supplies	\$4,800	\$4,800	\$4,800
Utilities	\$3,600	\$3,600	\$3,600
Insurance	\$2,400	\$2,400	\$2,400
<b>Operating Income</b>	<b>\$110,552</b>	<b>\$212,158</b>	<b>\$201,640</b>
Interest Expense	\$13,415	\$11,955	\$8,957
Income Taxes	\$12,570	\$32,517	\$31,013
Depreciation and Amortization	\$34,286	\$37,619	\$37,619
Total Expenses	\$510,583	\$569,428	\$583,435
Net Profit	\$50,281	\$130,068	\$124,050
<b>Net Profit %</b>	<b>9%</b>	<b>19%</b>	<b>18%</b>

# Projected Balance Sheet

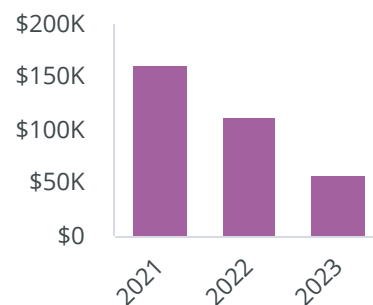
Projected Balance Sheet	2021	2022	2023
<b>Assets</b>	<b>\$357,645</b>	<b>\$444,085</b>	<b>\$464,080</b>
<b>Current Assets</b>	<b>\$161,931</b>	<b>\$275,990</b>	<b>\$333,603</b>
Cash	\$161,931	\$275,990	\$333,603
Accounts Receivable	\$0	\$0	\$0
<b>Long-Term Assets</b>	<b>\$195,714</b>	<b>\$168,095</b>	<b>\$130,476</b>
Long-Term Assets	\$230,000	\$240,000	\$240,000
Accumulated Depreciation	(\$34,286)	(\$71,905)	(\$109,524)
<b>Liabilities &amp; Equity</b>	<b>\$357,645</b>	<b>\$444,085</b>	<b>\$464,080</b>
<b>Liabilities</b>	<b>\$277,364</b>	<b>\$273,736</b>	<b>\$229,680</b>
<b>Current Liabilities</b>	<b>\$132,573</b>	<b>\$172,464</b>	<b>\$175,147</b>
Accounts Payable	\$0	\$0	\$0
Income Taxes Payable	\$12,570	\$32,517	\$31,013
Sales Taxes Payable	\$67,304	\$83,939	\$84,898
Short-Term Debt	\$40,521	\$43,519	\$46,739
Prepaid Revenue	\$12,178	\$12,489	\$12,497
<b>Long-Term Liabilities</b>	<b>\$144,791</b>	<b>\$101,272</b>	<b>\$54,533</b>
Long-Term Debt	\$144,791	\$101,272	\$54,533
<b>Equity</b>	<b>\$80,281</b>	<b>\$170,349</b>	<b>\$234,399</b>
Paid-In Capital	\$50,000	\$50,000	\$50,000
Retained Earnings	(\$20,000)	(\$9,719)	\$60,349
Earnings	\$50,281	\$130,067	\$124,051

# Projected Cash Flow

Cash flow in 2021

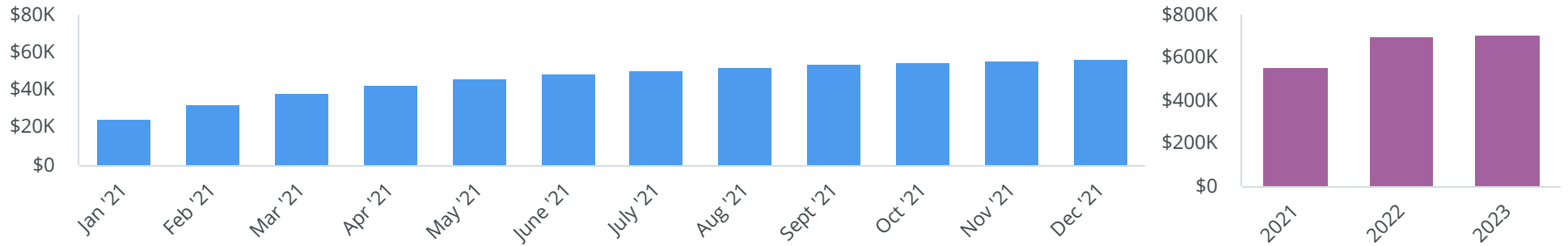


Cash flow by year



Projected Cash Flow	2021	2022	2023
<b>Net Cash from Operations</b>	<b>\$176,618</b>	<b>\$204,580</b>	<b>\$161,133</b>
Net Profit	\$50,281	\$130,068	\$124,050
Depreciation and Amortization	\$34,286	\$37,619	\$37,619
Change in Accounts Receivable	\$0	\$0	\$0
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$12,570	\$19,947	(\$1,504)
Change in Sales Tax Payable	\$67,304	\$16,635	\$959
Change in Prepaid Revenue	\$12,178	\$312	\$8
<b>Net Cash from Investing</b>	<b>(\$230,000)</b>	<b>(\$10,000)</b>	
Assets Purchased or Sold	(\$230,000)	(\$10,000)	
<b>Net Cash from Financing</b>	<b>\$215,312</b>	<b>(\$80,521)</b>	<b>(\$103,519)</b>
Investments Received	\$50,000		
Dividends & Distributions	(\$20,000)	(\$40,000)	(\$60,000)
Change in Short-Term Debt	\$40,521	\$2,998	\$3,220
Change in Long-Term Debt	\$144,791	(\$43,519)	(\$46,739)
Cash at Beginning of Period	\$0	\$161,931	\$275,990
Net Change in Cash	\$161,931	\$114,059	\$57,614
<b>Cash at End of Period</b>	<b>\$161,931</b>	<b>\$275,990</b>	<b>\$333,603</b>

# Revenue: 2021 (1 of 3)



Revenue	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
Monthly memberships	\$7,137	\$11,889	\$15,691	\$18,731	\$21,165	\$23,112	\$24,668	\$25,914	\$26,911	\$27,708	\$28,346	\$28,856	\$260K
Customers at start		60	108	146	177	202	221	237	250	260	268	274	
Churn rate	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Signups	60	60	60	60	60	60	60	60	60	60	60	60	720
Up-Front Fee	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95
Recurring Charge	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99
3 Month Unlimited	\$3,098	\$5,598	\$8,097	\$9,096	\$10,097	\$11,096	\$11,497	\$11,896	\$12,296	\$12,456	\$12,616	\$12,776	\$121K
Customers at start		30	60	90	102	114	126	131	136	140	142	144	
Churn rate	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Signups	30	30	30	30	30	30	30	30	30	30	30	30	360
Up-Front Fee	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95

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# Revenue: 2021 (2 of 3)

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Revenue	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
Recurring Charge	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95
5 class acquisition	\$4,199	\$4,200	\$4,199	\$4,200	\$4,199	\$4,199	\$4,200	\$4,199	\$4,200	\$4,199	\$4,199	\$4,200	\$50,393
Unit Sales	60	60	60	60	60	60	60	60	60	60	60	60	720
Unit Prices	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99
One time admin fee	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$14,364
Unit Sales	60	60	60	60	60	60	60	60	60	60	60	60	720
Unit Prices	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95
Drop In Virtual	\$3,313	\$3,314	\$3,313	\$3,313	\$3,314	\$3,313	\$3,313	\$3,314	\$3,313	\$3,314	\$3,313	\$3,313	\$39,760
Unit Sales	333	333	333	333	333	333	333	333	333	333	333	333	3,996
Unit Prices	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95
Child Minding	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$14,400
Unit Sales	240	240	240	240	240	240	240	240	240	240	240	240	2,880
Unit Prices	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5
Drop In Instructor led	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$50,400
Unit Sales	240	240	240	240	240	240	240	240	240	240	240	240	2,880
Unit Prices	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50

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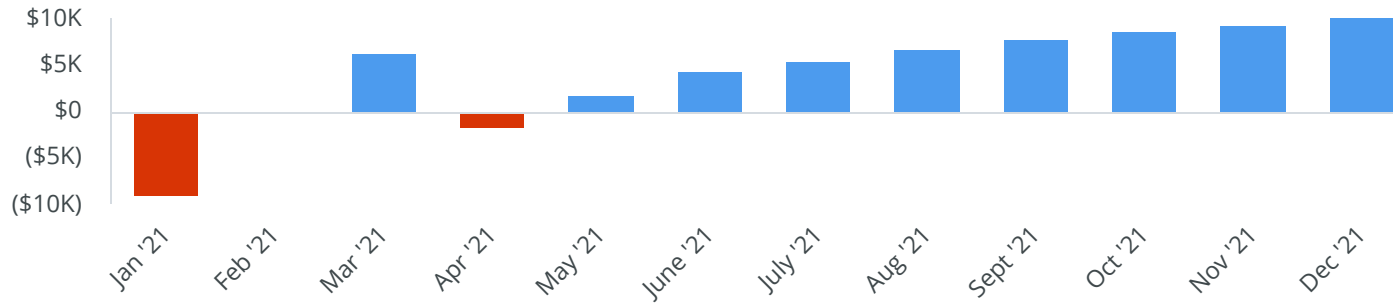
# Revenue: 2021 (3 of 3)

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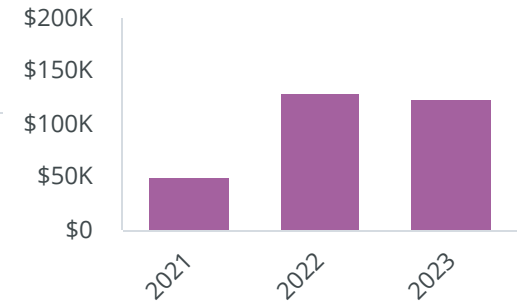
Revenue	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
Apparel sales	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$10,800
Unit Sales	30	30	30	30	30	30	30	30	30	30	30	30	360
Unit Prices	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30
<b>Totals</b>	<b>\$25,245</b>	<b>\$32,496</b>	<b>\$38,797</b>	<b>\$42,839</b>	<b>\$46,271</b>	<b>\$49,218</b>	<b>\$51,174</b>	<b>\$52,820</b>	<b>\$54,217</b>	<b>\$55,174</b>	<b>\$55,971</b>	<b>\$56,642</b>	<b>\$561K</b>

# Projected Profit & Loss: 2021 (1 of 4)

Net profit in 2021



Net profit by year



Projected Profit & Loss	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
<b>Revenue</b>	<b>\$25,245</b>	<b>\$32,496</b>	<b>\$38,797</b>	<b>\$42,839</b>	<b>\$46,271</b>	<b>\$49,218</b>	<b>\$51,174</b>	<b>\$52,820</b>	<b>\$54,217</b>	<b>\$55,174</b>	<b>\$55,971</b>	<b>\$56,642</b>	<b>\$561K</b>
Monthly memberships	\$7,137	\$11,889	\$15,691	\$18,731	\$21,165	\$23,112	\$24,668	\$25,914	\$26,911	\$27,708	\$28,346	\$28,856	\$260K
Customers at start		60	108	146	177	202	221	237	250	260	268	274	
Churn rate	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
Signups	60	60	60	60	60	60	60	60	60	60	60	60	720
Up-Front Fee	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95
Recurring Charge	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99	\$99
3 Month Unlimited	\$3,098	\$5,598	\$8,097	\$9,096	\$10,097	\$11,096	\$11,497	\$11,896	\$12,296	\$12,456	\$12,616	\$12,776	\$121K
Customers at start		30	60	90	102	114	126	131	136	140	142	144	
Churn rate	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%	60%
Signups	30	30	30	30	30	30	30	30	30	30	30	30	360

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# Projected Profit & Loss: 2021 (2 of 4)

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Projected Profit & Loss	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
Up-Front Fee	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95
Recurring Charge	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95	\$249.95
5 class acquisition	\$4,199	\$4,200	\$4,199	\$4,200	\$4,199	\$4,199	\$4,200	\$4,199	\$4,200	\$4,199	\$4,199	\$4,200	\$50,393
Unit Sales	60	60	60	60	60	60	60	60	60	60	60	60	720
Unit Prices	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99	\$69.99
One time admin fee	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$1,197	\$14,364
Unit Sales	60	60	60	60	60	60	60	60	60	60	60	60	720
Unit Prices	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95	\$19.95
Drop In Virtual	\$3,313	\$3,314	\$3,313	\$3,313	\$3,314	\$3,313	\$3,313	\$3,314	\$3,313	\$3,314	\$3,313	\$3,313	\$39,760
Unit Sales	333	333	333	333	333	333	333	333	333	333	333	333	3,996
Unit Prices	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95	\$9.95
Child Minding	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$1,200	\$14,400
Unit Sales	240	240	240	240	240	240	240	240	240	240	240	240	2,880
Unit Prices	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5
Drop In Instructor led	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$50,400
Unit Sales	240	240	240	240	240	240	240	240	240	240	240	240	2,880
Unit Prices	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50
Apparel sales	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$900	\$10,800
Unit Sales	30	30	30	30	30	30	30	30	30	30	30	30	360

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# Projected Profit & Loss: 2021 (3 of 4)

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Projected Profit & Loss	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
Unit Prices	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30
<b>Direct Costs</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$6,930</b>	<b>\$83,160</b>
Cost of sales apparel	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$450	\$5,400
Direct Labor	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$77,760
Salaries & Wages	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$77,760
Instructors (1.2)	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$6,480	\$77,760
Gross Margin	\$18,315	\$25,566	\$31,867	\$35,908	\$39,341	\$42,287	\$44,245	\$45,890	\$47,287	\$48,244	\$49,042	\$49,712	\$478K
Gross Margin %	73%	79%	82%	84%	85%	86%	86%	87%	87%	87%	88%	88%	85%
<b>Operating Expenses</b>	<b>\$24,346</b>	<b>\$21,346</b>	<b>\$21,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$33,346</b>	<b>\$367K</b>
Salaries & Wages	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$13,580	\$163K
Reception and support (3)	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$8,580	\$103K
Salary draw	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
Employee Related Expenses	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$1,716	\$20,592
Rent				\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$12,000	\$108K
Marketing	\$8,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$63,000
Repairs and Maintenance	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$1,800
Supplies	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$4,800

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# Projected Profit & Loss: 2021 (4 of 4)

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Projected Profit & Loss	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
Utilities	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
Insurance	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
<b>Operating Income</b>	<b>(\$6,031)</b>	<b>\$4,220</b>	<b>\$10,521</b>	<b>\$2,563</b>	<b>\$5,995</b>	<b>\$8,942</b>	<b>\$10,898</b>	<b>\$12,544</b>	<b>\$13,941</b>	<b>\$14,898</b>	<b>\$15,695</b>	<b>\$16,366</b>	<b>\$111K</b>
Interest Expense	\$0	\$1,313	\$1,294	\$1,276	\$1,257	\$1,239	\$1,220	\$1,201	\$1,182	\$1,163	\$1,144	\$1,125	\$13,415
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$538	\$1,364	\$1,697	\$1,980	\$2,176	\$2,338	\$2,477	\$12,570
Depreciation and Amortization	\$2,857	\$2,857	\$2,857	\$2,858	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,858	\$2,857	\$34,286
Total Expenses	\$34,133	\$32,446	\$32,427	\$44,409	\$44,391	\$44,910	\$45,717	\$46,031	\$46,296	\$46,473	\$46,615	\$46,735	\$511K
Net Profit	(\$8,888)	\$50	\$6,370	(\$1,570)	\$1,880	\$4,308	\$5,457	\$6,789	\$7,921	\$8,701	\$9,356	\$9,907	\$50,281
<b>Net Profit %</b>	<b>(35%)</b>	<b>0%</b>	<b>16%</b>	<b>(4%)</b>	<b>4%</b>	<b>9%</b>	<b>11%</b>	<b>13%</b>	<b>15%</b>	<b>16%</b>	<b>17%</b>	<b>17%</b>	<b>9%</b>

# Projected Balance Sheet: 2021 (1 of 2)

Projected Balance Sheet	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
<b>Assets</b>	<b>\$269K</b>	<b>\$273K</b>	<b>\$280K</b>	<b>\$283K</b>	<b>\$288K</b>	<b>\$296K</b>	<b>\$306K</b>	<b>\$319K</b>	<b>\$332K</b>	<b>\$326K</b>	<b>\$342K</b>	<b>\$358K</b>	<b>\$358K</b>
<b>Current Assets</b>	<b>\$41,997</b>	<b>\$48,244</b>	<b>\$59,048</b>	<b>\$64,377</b>	<b>\$72,552</b>	<b>\$83,026</b>	<b>\$96,493</b>	<b>\$111K</b>	<b>\$127K</b>	<b>\$125K</b>	<b>\$143K</b>	<b>\$162K</b>	<b>\$162K</b>
Cash	\$41,997	\$48,244	\$59,048	\$64,377	\$72,552	\$83,026	\$96,493	\$111K	\$127K	\$125K	\$143K	\$162K	\$162K
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Long-Term Assets</b>	<b>\$227K</b>	<b>\$224K</b>	<b>\$221K</b>	<b>\$219K</b>	<b>\$216K</b>	<b>\$213K</b>	<b>\$210K</b>	<b>\$207K</b>	<b>\$204K</b>	<b>\$201K</b>	<b>\$199K</b>	<b>\$196K</b>	<b>\$196K</b>
Long-Term Assets	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K	\$230K
Accumulated Depreciation	(\$2,857)	(\$5,714)	(\$8,571)	(\$11K)	(\$14K)	(\$17K)	(\$20K)	(\$23K)	(\$26K)	(\$29K)	(\$31K)	(\$34K)	(\$34K)
<b>Liabilities &amp; Equity</b>	<b>\$269K</b>	<b>\$273K</b>	<b>\$280K</b>	<b>\$283K</b>	<b>\$288K</b>	<b>\$296K</b>	<b>\$306K</b>	<b>\$319K</b>	<b>\$332K</b>	<b>\$326K</b>	<b>\$342K</b>	<b>\$358K</b>	<b>\$358K</b>
<b>Liabilities</b>	<b>\$228K</b>	<b>\$231K</b>	<b>\$233K</b>	<b>\$237K</b>	<b>\$240K</b>	<b>\$244K</b>	<b>\$249K</b>	<b>\$254K</b>	<b>\$259K</b>	<b>\$265K</b>	<b>\$271K</b>	<b>\$277K</b>	<b>\$277K</b>
<b>Current Liabilities</b>	<b>\$45,983</b>	<b>\$52,609</b>	<b>\$57,493</b>	<b>\$64,862</b>	<b>\$71,645</b>	<b>\$78,321</b>	<b>\$86,859</b>	<b>\$95,528</b>	<b>\$104K</b>	<b>\$114K</b>	<b>\$123K</b>	<b>\$133K</b>	<b>\$133K</b>
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$538	\$1,902	\$3,599	\$5,579	\$7,755	\$10,093	\$12,570	\$12,570
Sales Taxes Payable	\$3,029	\$6,929	\$11,585	\$16,725	\$22,278	\$28,184	\$34,325	\$40,663	\$47,169	\$53,790	\$60,507	\$67,304	\$67,304
Short-Term Debt	\$37,955	\$38,182	\$38,409	\$38,638	\$38,869	\$39,101	\$39,334	\$39,569	\$39,805	\$40,042	\$40,281	\$40,521	\$40,521
Prepaid Revenue	\$4,999	\$7,499	\$7,499	\$9,498	\$10,498	\$10,498	\$11,298	\$11,698	\$11,698	\$12,018	\$12,178	\$12,178	\$12,178
<b>Long-Term Liabilities</b>	<b>\$182K</b>	<b>\$179K</b>	<b>\$175K</b>	<b>\$172K</b>	<b>\$169K</b>	<b>\$165K</b>	<b>\$162K</b>	<b>\$159K</b>	<b>\$155K</b>	<b>\$152K</b>	<b>\$148K</b>	<b>\$145K</b>	<b>\$145K</b>
Long-Term Debt	\$182K	\$179K	\$175K	\$172K	\$169K	\$165K	\$162K	\$159K	\$155K	\$152K	\$148K	\$145K	\$145K
<b>Equity</b>	<b>\$41,112</b>	<b>\$41,162</b>	<b>\$47,532</b>	<b>\$45,962</b>	<b>\$47,842</b>	<b>\$52,150</b>	<b>\$57,607</b>	<b>\$64,396</b>	<b>\$72,317</b>	<b>\$61,018</b>	<b>\$70,374</b>	<b>\$80,281</b>	<b>\$80,281</b>
Paid-In Capital	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000

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# Projected Balance Sheet: 2021 (2 of 2)

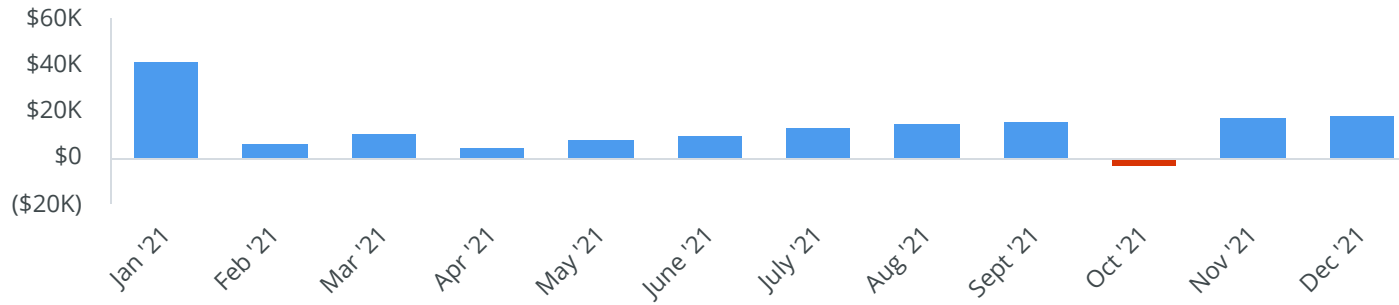
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Projected Balance Sheet	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
Retained Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	(\$20K)	(\$20K)	(\$20K)	(\$20K)
Earnings	(\$8,888)	(\$8,838)	(\$2,468)	(\$4,038)	(\$2,158)	\$2,150	\$7,607	\$14,396	\$22,317	\$31,018	\$40,374	\$50,281	\$50,281

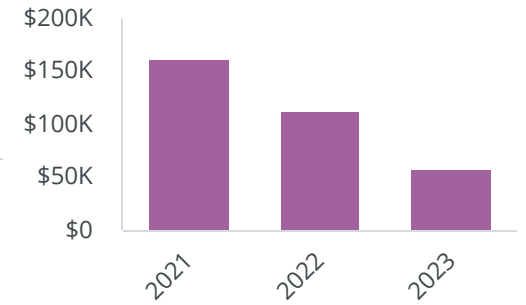


# Projected Cash Flow: 2021 (1 of 2)

Cash flow in 2021



Cash flow by year



Projected Cash Flow	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
<b>Net Cash from Operations</b>	<b>\$1,997</b>	<b>\$9,307</b>	<b>\$13,883</b>	<b>\$8,426</b>	<b>\$11,291</b>	<b>\$13,609</b>	<b>\$16,619</b>	<b>\$18,081</b>	<b>\$19,264</b>	<b>\$20,675</b>	<b>\$21,428</b>	<b>\$22,038</b>	<b>\$177K</b>
Net Profit	(\$8,888)	\$50	\$6,370	(\$1,570)	\$1,880	\$4,308	\$5,457	\$6,789	\$7,921	\$8,701	\$9,356	\$9,907	\$50,281
Depreciation and Amortization	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$2,857	\$34,286
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$0	\$0	\$0	\$0	\$0	\$538	\$1,364	\$1,697	\$1,980	\$2,176	\$2,338	\$2,477	\$12,570
Change in Sales Tax Payable	\$3,029	\$3,900	\$4,656	\$5,140	\$5,553	\$5,906	\$6,141	\$6,338	\$6,506	\$6,621	\$6,717	\$6,797	\$67,304
Change in Prepaid Revenue	\$4,999	\$2,500	\$0	\$2,000	\$1,000	\$0	\$800	\$400	\$0	\$320	\$160	\$0	\$12,178
<b>Net Cash from Investing</b>	<b>(\$230K)</b>												<b>(\$230K)</b>
Assets Purchased or Sold	(\$230K)												(\$230K)

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# Projected Cash Flow: 2021 (2 of 2)

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Projected Cash Flow	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21	Sept '21	Oct '21	Nov '21	Dec '21	2021
<b>Net Cash from Financing</b>	<b>\$270K</b>	<b>(\$3,061)</b>	<b>(\$3,079)</b>	<b>(\$3,097)</b>	<b>(\$3,116)</b>	<b>(\$3,134)</b>	<b>(\$3,153)</b>	<b>(\$3,172)</b>	<b>(\$3,191)</b>	<b>(\$23K)</b>	<b>(\$3,229)</b>	<b>(\$3,248)</b>	<b>\$215K</b>
Investments Received	\$50,000												\$50,000
Dividends & Distributions										(\$20K)			(\$20K)
Change in Short-Term Debt	\$37,955	\$226	\$228	\$229	\$230	\$232	\$233	\$235	\$236	\$237	\$239	\$240	\$40,521
Change in Long-Term Debt	\$182K	(\$3,287)	(\$3,307)	(\$3,326)	(\$3,346)	(\$3,366)	(\$3,386)	(\$3,406)	(\$3,427)	(\$3,447)	(\$3,468)	(\$3,488)	\$145K
Cash at Beginning of Period	\$0	\$41,997	\$48,244	\$59,048	\$64,377	\$72,552	\$83,026	\$96,493	\$111K	\$127K	\$125K	\$143K	\$0
Net Change in Cash	\$41,997	\$6,247	\$10,804	\$5,329	\$8,175	\$10,474	\$13,466	\$14,909	\$16,074	(\$2,534)	\$18,200	\$18,790	\$162K
<b>Cash at End of Period</b>	<b>\$41,997</b>	<b>\$48,244</b>	<b>\$59,048</b>	<b>\$64,377</b>	<b>\$72,552</b>	<b>\$83,026</b>	<b>\$96,493</b>	<b>\$111K</b>	<b>\$127K</b>	<b>\$125K</b>	<b>\$143K</b>	<b>\$162K</b>	<b>\$162K</b>