

Cash Flow Projection: Year 1-3

CASH RECEIPTS

| Income Sales | January | February | March | April | May | June | July | August |
|----------------------------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Cash Sales | \$ 71,044 | \$ 71,044 | \$ 85,253 | \$ 142,089 | \$ 170,507 | \$ 170,507 | \$ 170,507 | \$ 142,089 |
| Collections | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Cash from Sales | \$ 71,044.38 | \$ 71,044.38 | \$ 85,253.25 | \$ 142,088.76 | \$ 170,506.51 | \$ 170,506.51 | \$ 170,506.51 | \$ 142,088.76 |
| Income from Financing | | | | | | | | |
| Interest income | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Loan proceeds | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Cash from Financing | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL CASH RECEIPTS | \$ 71,044.38 | \$ 71,044.38 | \$ 85,253.25 | \$ 142,088.76 | \$ 170,506.51 | \$ 170,506.51 | \$ 170,506.51 | \$ 142,088.76 |

CASH DISBURSEMENTS

| Expenses | January | February | March | April | May | June | July | August |
|-------------------------------------|-----------------|-----------------|-----------------|------------------|------------------|------------------|------------------|------------------|
| Cost of Goods Sold | \$6,003 | \$6,003 | \$7,203 | \$12,006 | \$14,407 | \$14,407 | \$14,407 | \$12,006 |
| Operating Expense | \$48,861.13 | \$48,861.13 | \$50,122.09 | \$55,165.93 | \$57,687.85 | \$57,687.85 | \$57,687.85 | \$55,165.93 |
| Commissions | \$1,012.50 | \$1,012.50 | \$1,215 | \$2,025 | \$ 2,430.00 | \$2,430.00 | \$2,430.00 | \$2,025.00 |
| Loan Payments- Starting Month 13 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 |
| Income Tax Payments | \$ 6,472.20 | \$ 6,472.20 | \$ 11,171.14 | \$ 29,966.93 | \$ 39,364.82 | \$ 39,364.82 | \$ 39,364.82 | \$ 29,966.93 |
| Other Expenses / Equipment Purchase | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Insurance | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 |
| Reserve - 5% of Sales | \$ 3,552.22 | \$ 3,552.22 | \$ 4,262.66 | \$ 7,104.44 | \$ 8,525.33 | \$ 8,525.33 | \$ 8,525.33 | \$ 7,104.44 |
| TOTAL CASH DISBURSEMENTS | \$78,132 | \$78,132 | \$86,205 | \$118,499 | \$134,645 | \$134,645 | \$134,645 | \$118,499 |

NET CASH FLOW

| | | | | | | | | |
|----------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| Opening Cash Balance | \$223,179 | \$ 216,091.99 | \$ 209,004.74 | \$ 208,052.97 | \$ 231,643.09 | \$ 267,504.17 | \$ 303,365.25 | \$ 339,226.32 |
| Cash Receipts | \$ 71,044.38 | \$ 71,044.38 | \$ 85,253.25 | \$ 142,088.76 | \$ 170,506.51 | \$ 170,506.51 | \$ 170,506.51 | \$ 142,088.76 |
| Cash Disbursements | \$78,132 | \$78,132 | \$86,205 | \$118,499 | \$134,645 | \$134,645 | \$134,645 | \$118,499 |
| ENDING CASH BALANCE | \$ 216,091.99 | \$ 209,004.74 | \$ 208,052.97 | \$ 231,643.09 | \$ 267,504.17 | \$ 303,365.25 | \$ 339,226.32 | \$ 362,816.45 |

Cash Flow Projection: Year 1-3

CASH RECEIPTS

| Income Sales | September | October | November | December | Year 1 | Year 2 | Year 3 |
|----------------------------------|----------------------|----------------------|----------------------|---------------------|------------------------|------------------------|------------------------|
| Cash Sales | \$ 113,671 | \$ 113,671 | \$ 113,671 | \$ 56,836 | \$ 1,420,888 | \$1,884,181 | \$2,098,248 |
| Collections | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Cash from Sales | \$ 113,671.01 | \$ 113,671.01 | \$ 113,671.01 | \$ 56,835.50 | \$ 1,420,887.58 | \$ 1,884,181.47 | \$ 2,098,248.13 |
| Income from Financing | | | | | | | |
| Interest income | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Loan proceeds | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Cash from Financing | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| TOTAL CASH RECEIPTS | \$ 113,671.01 | \$ 113,671.01 | \$ 113,671.01 | \$ 56,835.50 | \$ 1,420,887.58 | \$ 1,884,181.47 | \$ 2,098,248.13 |

CASH DISBURSEMENTS

| Expenses | September | October | November | December | Year 1 | Year 2 | Year 3 |
|-------------------------------------|------------------|------------------|------------------|-----------------|--------------------|--------------------|--------------------|
| Cost of Goods Sold | \$9,604 | \$9,604 | \$9,604 | \$4,802 | \$106,131 | \$199,219 | \$269,275 |
| Operating Expense | \$52,644.01 | \$52,644.01 | \$52,644.01 | \$47,600.17 | \$636,771.92 | \$734,307 | \$826,889 |
| Commissions | \$1,620.00 | \$1,620.00 | \$1,620.00 | \$810.00 | \$20,250.00 | \$33,750 | \$47,250 |
| Loan Payments- Starting Month 13 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 | \$ 5,980.83 | \$71,770 | \$71,770 | \$71,770 |
| Income Tax Payments | \$ 20,569.04 | \$ 20,569.04 | \$ 20,569.04 | \$ 1,773.25 | \$ 271,193.98 | \$ 380,261.95 | \$ 400,833.98 |
| Other Expenses / Equipment Purchase | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Insurance | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 6,250.00 | \$ 75,000.00 | \$76,500 | \$78,030 |
| Reserve - 5% of Sales | \$ 5,683.55 | \$ 5,683.55 | \$ 5,683.55 | \$ 2,841.78 | \$ 71,044.38 | \$ 94,209.07 | \$ 104,912.41 |
| TOTAL CASH DISBURSEMENTS | \$102,352 | \$102,352 | \$102,352 | \$70,058 | \$1,252,161 | \$1,590,018 | \$1,798,960 |

NET CASH FLOW

| | | | | | | | |
|----------------------------|----------------------|----------------------|----------------------|----------------------|-----------------|-----------------|-----------------|
| Opening Cash Balance | \$ 362,816.45 | \$ 374,135.62 | \$ 385,454.80 | \$ 396,773.97 | | | |
| Cash Receipts | \$ 113,671.01 | \$ 113,671.01 | \$ 113,671.01 | \$ 56,835.50 | \$ 1,420,887.58 | \$ 1,884,181.47 | \$ 2,098,248.13 |
| Cash Disbursements | \$102,352 | \$102,352 | \$102,352 | \$70,058 | \$1,252,161 | \$1,590,018 | \$1,798,960 |
| ENDING CASH BALANCE | \$ 374,135.62 | \$ 385,454.80 | \$ 396,773.97 | \$ 383,551.25 | | | |