



The Blackpointe Company is a virtual Financial Services Company that focuses on Accounting Outsourcing and specialized financial advisory services that include Business Planning, Financial Planning & Analysis (FP&A), and CFO Services.

## Table of Contents

[Instructions](#)

[Summary](#)

[Key Terms](#)

[Start Up Exp Worksheet](#)

[COGS](#)

[Expense Detail](#)

[Revenue Detail](#)

[Revenue Risk](#)

[FY Budget](#)

[Cash Flow](#)

[3-Year P&L](#)

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[select here](#)



This FP&A tool is designed to be used for planning purposes only and not take the place of a formal accounting system or applicaiton. All financial data included in this tool should be viewed as a cash basis of accounting, not accrual basis accounting.

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### FP&A Tool

This FP&A tool is designed to provide you with a pro-forma or estimated financial information that can be used in your business planning and help with decision making about your business.

There are ten tabs that include the following:

1. **Business Summary** - Highlights charts, graphs and financial ratios.
2. **Key Terms** - Defines key terms.
3. **Start Up Expense Worksheet** - Includes 1x start up costs, ongoing monthly expenses, Costs of Goods Sold (if needed), loan scenario (if needed).
4. **Expense Detail** - This is where you input your expense categories and amounts.
5. **Revenue Detail** - This is where you input your revenue sources and amounts.
6. **Revenue Risk** - This tab highlights if you are skewed toward one revenue source or another.
7. **FY Budget** - This creates your fiscal year budget.
8. **Cash Flow** - This projects your annual cash flow.
9. **3-Year Profit and Loss Statement (Income Statement)** - 3-year projection of income & expenses.
10. **Balance Sheet** - This is where you input your assets and liabilities.

**Please note:** *The tabs colored in red DON'T need any data input, they will auto populate based on the date that you enter in the green tabs. Please also ensure that you don't add any rows or columns to this workbook.*

### Data Input

There are only certain tabs and cells that need data input, which are highlighted in green. The tabs highlighted in red don't need any data input. There are 22 Steps that need to be followed to complete the workbook. Use the green button to the right to begin making entries.

1. **Business Summary** - No data input required.
2. **Key Terms** - No data input required.
3. **Start Up Expense Worksheet** - In this sheet please enter your 1x Start up Costs (**total amounts**) and your Ongoing Expenses (**annual amounts**) information. Please be sure to change the column headings and categories that are specific to your business. Be sure to also change the amounts for each category. The categories and amounts entered into the 1x start up costs section are solely for this worksheet tab. They don't feed to any other section in the workbook. You can refer to the Key Terms section to get an idea about the Chart of Accounts and numbering scheme.  
  
Please note, the information that is entered into the Ongoing Expenses (**annual**) section auto fills the Expense Detail sheet, except for the "Percentage Increase/Decrease" amounts. In the event you want to increase or decrease expenses in year's two and three, you can do that by adjusting this column and selecting the percentage amount you want by selecting from the drop down list.
4. **Expense Detail** - In this section there are only two areas that require you to adjust the input specific to your business. The first area is the column titled Percentage Increase/Decrease. Here you can select from

To begin entering data and information  
into your worksheet  
**SELECT HERE**

the drop down list the percentage amount most applicable to your required projection. The next area is the Non-Recurring Expenses section. Here you'll need to add in any non-recurring expenses amounts.

This tab provides both annual, monthly and yearly expense amounts.

### Data Input

5. **Revenue Detail** - This is where you input your revenue sources and amounts. There are four Revenue Sources Categories - Transaction Based, Service Revenue, Project Revenue and Recurring Revenue. Please enter the type and name, the amount, number of periods and amounts.

Starting on Column E, Row 65, you can begin adjusting the percentage amounts (if needed), for the next two fiscal years. Beginning on Column A, Row 76, enter in your Non-Operating Income.

6. **Revenue Risk** - No data input is required. This tab highlights if you are skewed toward one revenue source or another and based on those amounts a level of risk that could be Low, Medium or High. Low is color coded as green, Medium is color coded as yellow and High is color coded as red.

7. **FY Budget** - No data input is required. Your FY Budget is auto filled by the data that's entered in the Expense Detail and Revenue Detail tabs.

8. **Cash Flow** - No data input is required. Your Cash Flow is auto filled by the data that's entered in the FY

8. **Cash Flow** - No data input is required. Your Cash Flow is auto filled by the data that's entered in the FY Budget Worksheet and Balance Sheet tab.

9. **3-Year Profit and Loss Statement (Income Statement)** - There is only one section that may need data entry in this worksheet. You can add in the amounts (if any) under the Owner/Distributions section of the worksheet. There is no other data input required.

10. **Balance Sheet** - There are certain sections of this worksheet that need data input.

# The Blackpointe Company

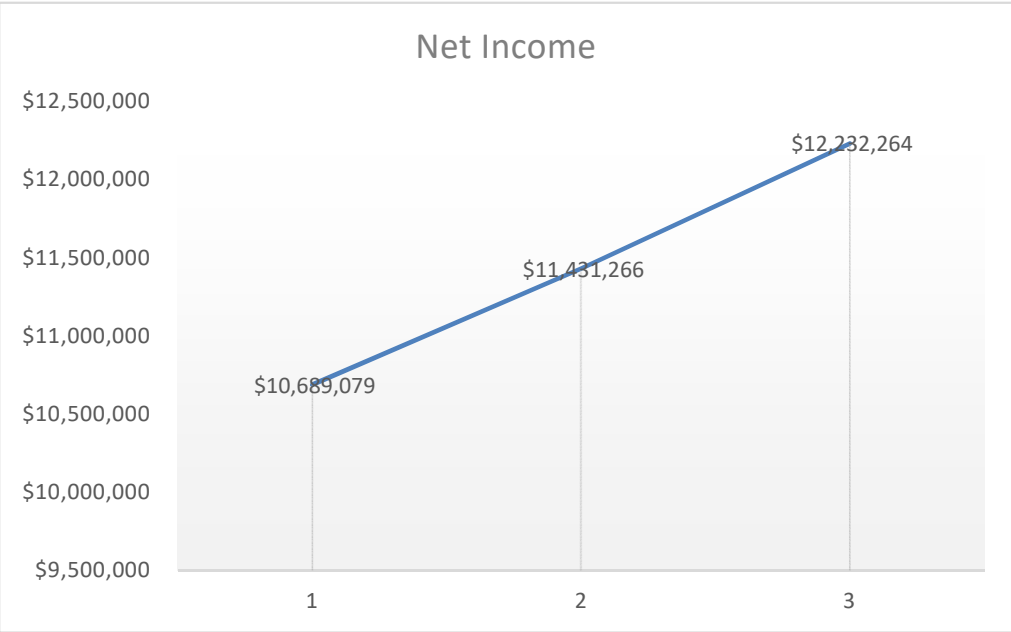
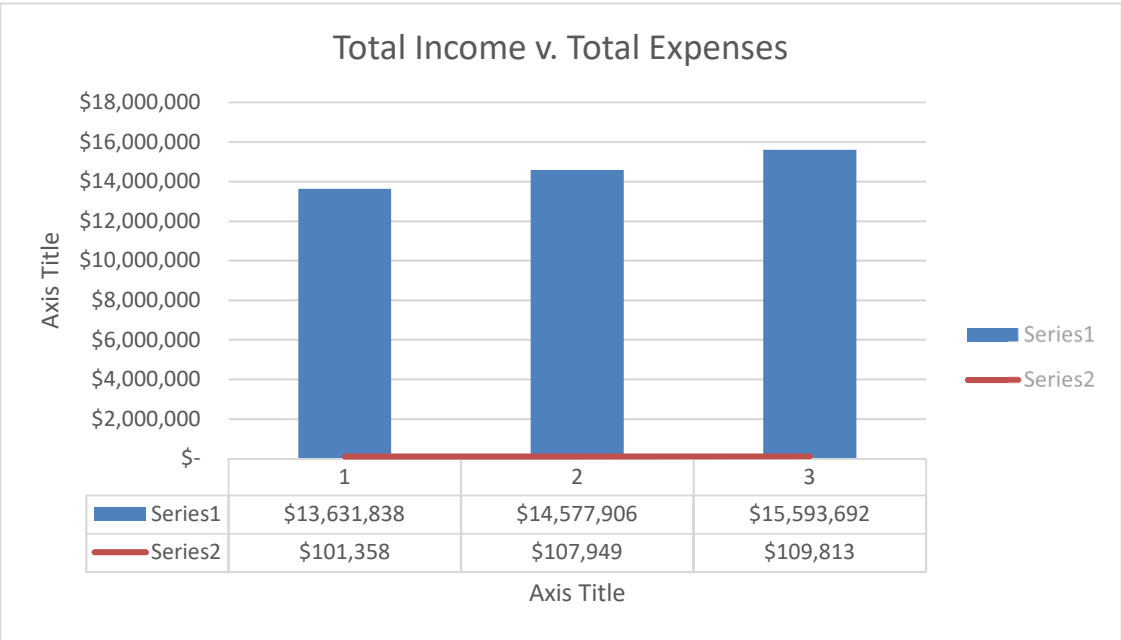
There is no data entry required in this sheet.

## Income versus Expenses

Category	2020	2021	2022
Total Income	\$ 13,631,838	\$ 14,577,906	\$ 15,593,692
Total Expenses	\$ 101,358	\$ 107,949	\$ 109,813

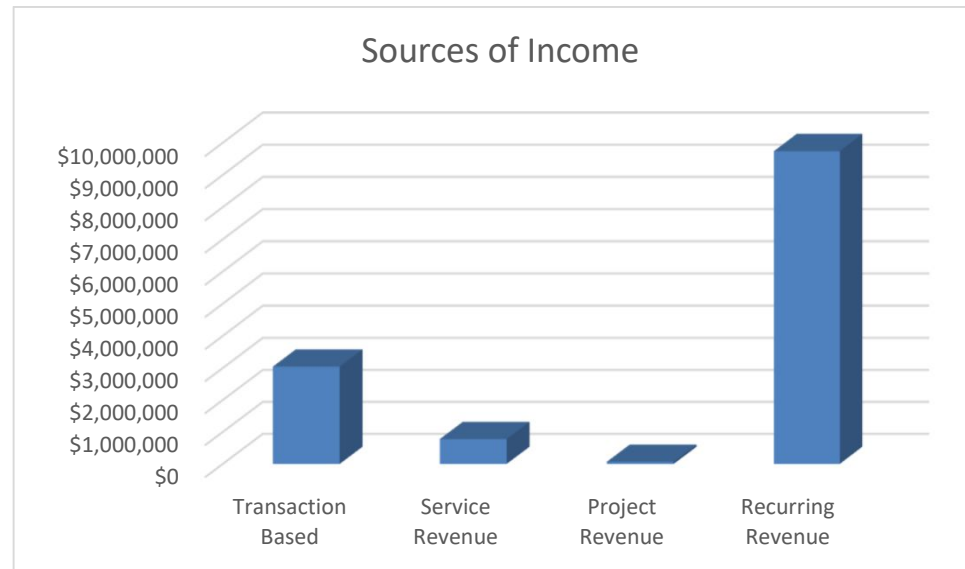
## Net Income

Category	2020	2021	2022
Net Income	\$ 10,689,079	\$ 11,431,266	\$ 12,232,264



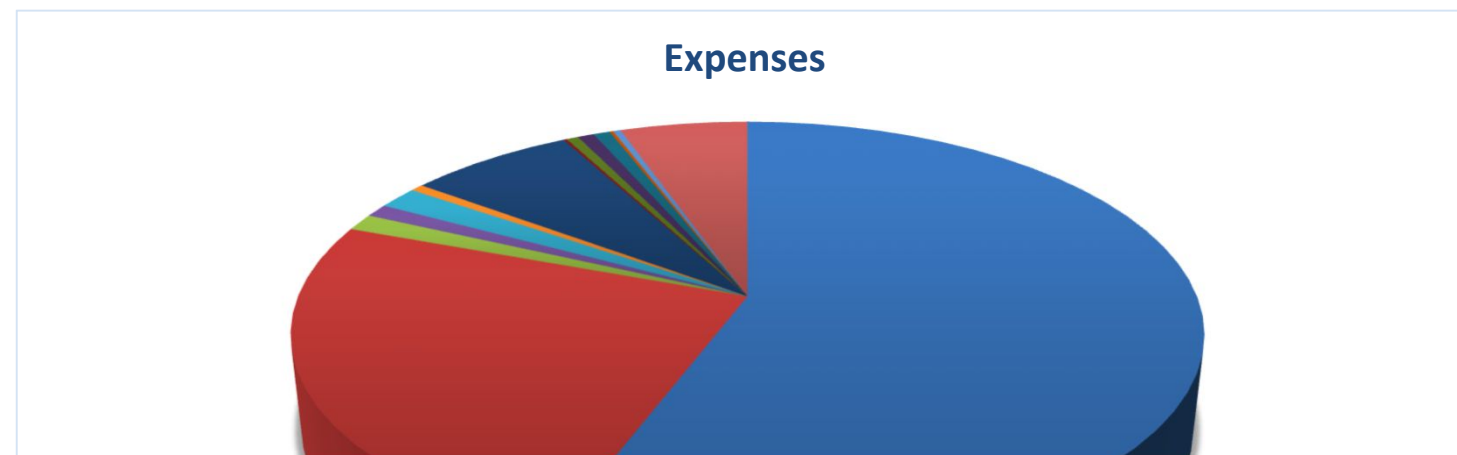
### Sources of Income

Transaction Based	\$3,044,500
Service Revenue	\$778,788
Project Revenue	\$69,000
Recurring Revenue	\$9,739,200



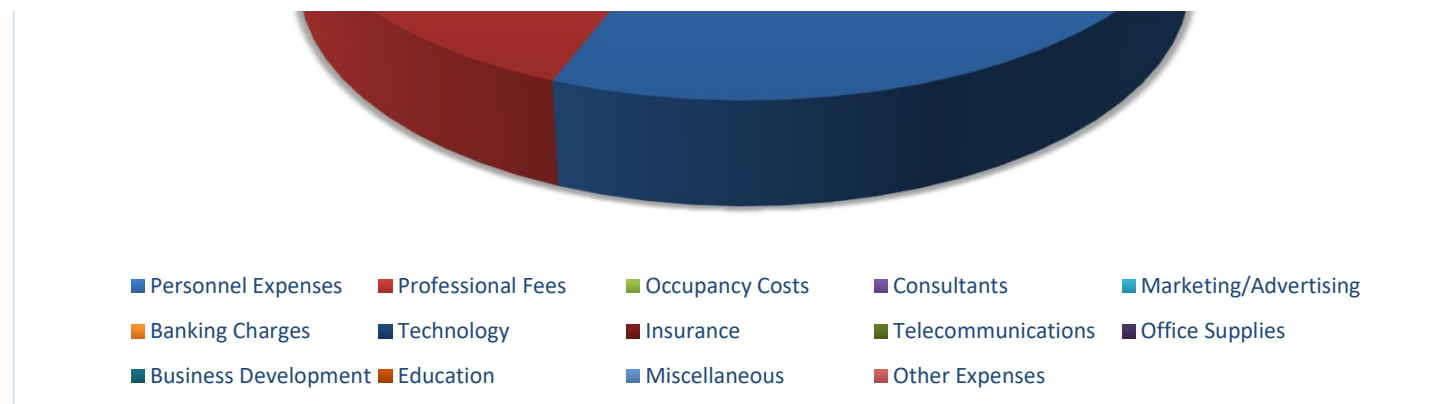
### Expenses

Personnel Expenses	\$56,088
Professional Fees	\$25,000
Occupancy Costs	\$1,300
Consultants	\$1,000
Marketing/Advertising	\$1,700
Banking Charges	\$550
Technology	\$7,000
Insurance	\$150





Telecommunications	\$500
Office Supplies	\$700
Business Development	\$700
Education	\$150
Miscellaneous	\$320
Other Expenses	\$5,400



**Profit Margin = Net Income/Net Sales**

Net Income	\$	10,689,079
Net Sales	\$	13,631,488

**Profit Margin =** 0.78

**Operating Margin = Operating Income / Revenue**

Operating Income	\$	13,631,488
Revenue	\$	13,631,838

**Operating Margin =** 1.00

**Current Ratio = Current Assets/Current Liabilities**

Current Assets	13,525,616
Current Liabilities	2,842,852

**Current Ratio =** 4.76

**Debt to Equity = Total Liabilities/Shareholder's Equity**

Total Liabilities            \$2,952,131.18

Shareholder's Equity        \$10,689,079.20

**Debt to Equity =** 0.28

## Key Terms

**Chart of Accounts** - The chart of accounts is a listing of all accounts used in the general ledger of an organization. The chart is used by the accounting software to aggregate information into an entity's financial statements. The chart is usually sorted in order by account number, to ease the task of locating specific accounts. The accounts are usually numeric, but can also be alphabetic or alphanumeric.

**Chart of Accounts Numbering** - Chart of accounts numbering involves setting up the structure of the accounts to be used, as well as assigning specific codes to the different general ledger accounts.

### Account Types

**Assets** - These are things your company owns. They are usually divided into two groups: current assets and fixed assets. Current Assets are assets that you can easily turn into cash, such as checking accounts, savings accounts, money market and CD accounts, accounts receivable, and inventory.

**Liabilities** - These are funds your company owes. For example, say your company borrowed \$20,000 from the bank. When the \$20,000 loan was deposited to the checking account, the deposit was entered in the liability account Bank Loans, not an income account.

**Capital/Equity** - Your capital account structure depends on whether your company is organized as a sole proprietorship, partnership, or corporation.

**Income or Revenue** - Income or revenue is the income you get from your normal day-to-day business tasks, such as professional fees, income for services rendered, reimbursable expenses, or products you sell.

**Costs of Goods Sold** - These are the cost of raw materials, freight charges for getting raw material to a warehouse, labor for building the finished goods, and freight charges for getting the goods to the customer.

**Expenses or Overhead Costs** - Are fixed costs you have even if you run out of work. Examples include rent, telephone, insurance, and utilities.

**Other Income** - Other Income is income you earn outside the normal way you do business, including interest income, gain on the sale of an asset, insurance settlement, a stock sale, or rents from buildings you own.

## Key Terms Continued

**Other Expenses** - Other Expense is an expense that is outside of your normal business, such as a loss on the sale of an asset or stockbroker fees.

### Chart of Account Number Ranges

1000 – 1999 Assets  
2000 – 2999 Liabilities  
3000 – 3999 Equity  
4000 – 4999 Income or Revenue  
5000 – 5999 Job Costs/Cost of Goods Sold  
6000 – 6999 Overhead Costs or Expenses  
7000 – 7999 Other Income  
8000 – 8999 Other Expense

## FINANCIAL STATEMENTS

### Income Statetment (Profit and Loss)

The income statement presents the financial results of a business for a stated period of time. The statement quantifies the amount of revenue generated and expenses incurred by an organization during a reporting period, as well as any resulting net profit or loss.

### Balane Sheet

The balance sheet is a report that summarizes all of an entity's assets, liabilities, and equity as of a given point in time. It is typically used by lenders, investors, and creditors to estimate the liquidity of a business.

### Cash Flow Statement

The statement of cash flows is one of the financial statements issued by a business, and describes the cash flows into and out of the organization. Its particular focus is on the types of activities that create and use cash, which are operations, investments, and financing.

**Step 1:** Enter your Fiscal Year to the right

→

**Step 2:** Enter the Category name & expense name in these columns. [Click here to go to the next step.](#)

**Step 3:** Enter the Amounts in these columns. [Click here to go to the next step.](#)

**Step 4:** Enter any Notes in this area. [Click here to go to the next step.](#)

ONE TIME START UP EXPENSES	AMOUNT	NOTES
<b>One Time Start-Up Costs:</b>		
Rent Deposit	\$3,000.00	
Furniture & Fixtures	\$300.00	
Equipment	\$400.00	
Buildout/ Renovations	\$380.00	
Decorating, Painting and Remodeling	\$250.00	
Installation of Fixtures & Equipment	\$300.00	
Starting Inventory	\$375.00	
Deposits with Public Utilities	\$200.00	
Legal and Other Professional Fees	\$500.00	
License and Permits	\$200.00	
Advertising and Promotion	\$400.00	
Consulting	\$200.00	
Software	\$500.00	
Cash	\$1,000.00	
Other:	\$0.00	
Other:	\$0.00	
Other:	\$0.00	
Other:	\$0.00	
<b>Total One Time Start-Up Costs:</b>	<b>\$8,005.00</b>	

**Step 5:** Consider creating the monthly expenses, similar to your Chart of Accounts. [Click here to go to the next step.](#)

**Step 6:** Enter the Annual Amounts in these columns. [Click here to go to the next step.](#)

your Chart of Accounts. [Click here to go to the next step.](#)

[Click here to go to the next step.](#)

<b>Monthly Expenses:</b>		
<b>Personnel Expenses</b>		
Salaries Expense	\$50,000.00	
Payroll Tax Expense	\$4,000.00	
Health Expense	\$6,000.00	
Worker's Comp Expense	\$2,000.00	
Dental Expense	\$100.00	
Vision Expense	\$100.00	
Life Insurance	\$120.00	
Other	\$0.00	
<b>Personnel Expenses Total</b>	<b>\$62,320.00</b>	
<b>Professional Fees</b>		
Audit Expense	\$15,000.00	
Legal Expense	\$10,000.00	
Other 1	\$0.00	
Other 2	\$0.00	
<b>Professional Fees Total</b>	<b>\$25,000.00</b>	
<b>Occupancy Costs</b>		
Space (Office Rental)	\$1,000.00	
Utilities	\$300.00	
Maintenance & Repair	\$0.00	
<b>Occupancy Costs Total</b>	<b>\$1,300.00</b>	
<b>Consultants</b>		
Accounting/HR	\$1,000.00	
Information Technology	\$0.00	
Temporary	\$0.00	
Other 1	\$0.00	
Other 2	\$0.00	

In order to maintain the integrity of the financial model, please use the "Personnel Expenses" Category and sub category "Salaries Expense" as is. If you don't have an amount leave blank.

Other 3	\$0.00	
<b>Consultants Total</b>	<b>\$1,000.00</b>	
<b>Marketing/Advertising</b>		
Company website	\$200.00	
Marketing Material	\$1,000.00	
Business Cards	\$500.00	
Other	\$0.00	
<b>Marketing/Advertising Total</b>	<b>\$1,700.00</b>	
<b>Banking Charges</b>		
Checking fees	\$200.00	
Fed Wire fees	\$150.00	
Overdraft charges	\$200.00	
Other 1	\$0.00	
<b>Banking Charges Total</b>	<b>\$550.00</b>	
<b>Technology</b>		
Computer	\$4,000.00	
Software	\$2,000.00	
Services	\$500.00	
Hardware	\$500.00	
Other 1	\$0.00	
<b>Technology Total</b>	<b>\$7,000.00</b>	
<b>Insurance</b>		
Insurance 1	\$150.00	
Insurance 2	\$0.00	
<b>Insurance Total</b>	<b>\$150.00</b>	
<b>Telecommunications</b>		
Telephone	\$100.00	
Data	\$200.00	
Wireless Telephone	\$100.00	
Wireless Card(s)	\$0.00	
Email Server	\$100.00	



Other	\$0.00	
<b>Telecommunications Total</b>	<b>\$500.00</b>	
<b>Office Supplies</b>		
Office Supplies	\$500.00	
Other	\$200.00	
<b>Office Supplies Total</b>	<b>\$700.00</b>	
<b>Business Development</b>		
Airfare	\$200.00	
Lodging	\$200.00	
Meals	\$100.00	
Car Rental	\$200.00	
Other	\$0.00	
<b>Business Development Total</b>	<b>\$700.00</b>	
<b>Education</b>		
Conference	\$100.00	
Other	\$50.00	
<b>Education Total</b>	<b>\$150.00</b>	
<b>Miscellaneous</b>		
Membership	\$100.00	
Permits and Licenses	\$120.00	
Other	\$100.00	
Other	\$0.00	
<b>Miscellaneous Total</b>	<b>\$320.00</b>	
<b>Other Expenses</b>		
Other 1	\$2,000.00	
Other 2	\$1,000.00	
Other 3	\$800.00	
Other 4	\$1,600.00	
<b>Other Expenses Total</b>	<b>\$5,400.00</b>	
<b>Non-Recurring Expenses</b>		

Item 1	\$500.00	
Item2	\$200.00	
Item 3	\$100.00	
<b>Non-Recurring Expenses Total</b>	<b>\$800.00</b>	
<b>Total Ongoing Expenses:</b>	<b>\$107,590.00</b>	
<b>TOTAL START-UP FUNDS REQUIRED:</b>	<b>\$115,595.00</b>	

**This section to be used ONLY if you plan on borrowing money to fund your Total Start-up Funds**

Step 7: If you plan to secure a loan, select from the percentage amount you'll borrow to the right. Select here for Step 8.

Amount to be Borrowed (Loan Amount)      **\$109,815.25**      **\$109,279.16**

**Step 8:** If the loan amount is 12 months or less enter here      **\$0.00**

**Step 8:** If the loan amount is 13 months or greater enter here      **\$109,815.25**

short term debt and long term debt impact the balance sheet the same

[Click here to take you to Step 9.](#)

<b>Loan Payment Calculation</b>	
Balance	\$109,815.25
Interest Rate (select from the drop down list)	10%
Number of Periods of Months	120
Monthly Payment (Principal and Interest)	<b>\$1,451.22</b>
Monthly Principal Payment Amount less interest	<b>\$536.09</b>

if statement could be 13 months or more

Monthly Interest Amount	<b>\$915.13</b>
Annualized Monthly Payment Amount Total (Principal & Interest)	<b>\$17,414.60</b>
Annualized Principal Payment Amount, no interest	<b>\$6,433.07</b>
Annualized Interest Payment Amount, no principal	<b>\$10,981.53</b>

## Costs of Goods Sold Worksheet

Cost of goods sold is the accumulated total of all costs used to create a product or service, which has been sold. These costs fall into the general sub-categories of *direct labor, materials, and overhead*.

In a service business, the cost of goods sold is considered to be the labor, payroll taxes, and benefits of those people who generate billable hours (though the term may be changed to "cost of services").

In a retail or wholesale business, the cost of goods sold is likely to be merchandise that was bought from a manufacturer.

**Important Note:** In the income statement presentation, the cost of goods sold is subtracted from net sales to arrive at the gross margin of a business.

**Step 9:** Enter the Category name & annual expense totals here. Do not enter a total in B26. [Click here to go Step 10.](#)

Cost of Goods	
Beginning Inventory	\$1,000.00
Purchases and Production Costs	\$500.00
Shipping and Delivery	\$200.00
Labor (wages and payroll)	\$6,232.00
Other	\$300.00
Less Ending Inventory	\$400.00
<b>Total Cost of Goods Sold</b>	<b>\$7,832.00</b>

Beginning Inventory - COGS + Ending Inventory - Amount of Inventory Purchased  
Purchases & Production Costs -  
Shipping & Delivery  
Labor - the labor of the production crew that produces goods, i.e. Machine Operators, Assembly Line Operations, Painters, etc.  
Other - other related expenses  
Ending Inventory - Purchases + Beginning Inventory - Costs of Goods Sold

Select the amount to use as a percentage of your total labor

Total Labor = **\$62,320.00**  
 Percentage Amount to Use 10.00%  
 COGS labor portion \$6,232.00

**Step 10: Enter the % amount of Total labor as your COGS portion of labor. Click here to go to Step 11.**

Non Operating Income	2020			2021				2022			
	Amount	Total	Amount by Quarter	Percent +/-	Annual Increase Amount	New Total	Amount by Quarter	Percent +/-	Annual Increase Amount	New Total	Amount by Quarter
Beginning Inventory	\$1,000.00	\$1,000.00	\$333.33	1%	\$3.33	\$1,003.33	\$250.83	1%	\$10.03	\$1,013.37	\$253.34
Purchases and Production Costs	\$500.00	\$500.00	\$166.67	3%	\$5.00	\$505.00	\$126.25	1%	\$5.05	\$510.05	\$127.51
Shipping and Delivery	\$200.00	\$200.00	\$66.67	4%	\$2.67	\$202.67	\$50.67	1%	\$2.03	\$204.69	\$51.17
Labor (wages and payroll)	\$6,232.00	\$6,232.00	\$2,077.33	1%	\$20.77	\$6,252.77	\$1,563.19	1%	\$62.53	\$6,315.30	\$1,578.83
Other	\$300.00	\$300.00	\$100.00	2%	\$2.00	\$302.00	\$75.50	1%	\$3.02	\$305.02	\$76.26
Less Ending Inventory	\$400.00	\$400.00	\$133.33	3%	\$4.00	\$404.00	\$101.00	5%	\$20.20	\$424.20	\$106.05
<b>Total</b>	<b>\$8,632.00</b>	<b>\$8,632.00</b>	<b>\$2,877.33</b>		<b>\$37.77</b>	<b>\$8,669.77</b>	<b>\$2,167.44</b>		<b>\$102.86</b>	<b>\$8,772.63</b>	<b>\$2,193.16</b>

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**Step 11:** Use this column to adjust any projected increases or decreases to year's two and three, if needed. [Select here for Step 11.](#)

Expense Category	2020		2021			
	Annual Amount	Monthly Amount	Annual Amount	Percentage Increase/Decrease	Percent Increase/Decrease Amount	Adjusted New Annual Amount
<b>Personnel Expenses</b>						
Salaries Expense	\$50,000.00	\$4,166.67	\$50,000.00	10.00%	\$5,000.00	\$55,000.00
Payroll Tax Expense	\$4,000.00	\$333.33	\$4,000.00	2.00%	\$80.00	\$4,080.00
Health Expense	\$6,000.00	\$500.00	\$6,000.00	2.00%	\$120.00	\$6,120.00
Worker's Comp Expense	\$2,000.00	\$166.67	\$2,000.00	2.00%	\$40.00	\$2,040.00
Dental Expense	\$100.00	\$8.33	\$100.00	2.00%	\$2.00	\$102.00
Vision Expense	\$100.00	\$8.33	\$100.00	2.00%	\$2.00	\$102.00
Life Insurance	\$120.00	\$10.00	\$120.00	2.00%	\$2.40	\$122.40
Other	\$0.00	\$0.00	\$0.00	4.00%	\$0.00	\$0.00
COGS reduction	(\$6,232.00)	(\$519.33)	(\$6,232.00)		\$0.00	(\$6,232.00)
<b>Personnel Expenses Total</b>	<b>\$56,088.00</b>	<b>\$4,674.00</b>	<b>\$56,088.00</b>		<b>\$5,246.40</b>	<b>\$61,334.40</b>
<b>Professional Fees</b>						
Audit Expense	\$15,000.00	\$1,250.00	\$15,000.00	3.00%	\$450.00	\$15,450.00
Legal Expense	\$10,000.00	\$833.33	\$10,000.00	4.00%	\$400.00	\$10,400.00
Other 1	\$0.00	\$0.00	\$0.00	1.00%	\$0.00	\$0.00
Other 2	\$0.00	\$0.00	\$0.00	2.00%	\$0.00	\$0.00
<b>Professional Fees Total</b>	<b>\$25,000.00</b>	<b>\$2,083.33</b>	<b>\$25,000.00</b>		<b>\$850.00</b>	<b>\$25,850.00</b>
<b>Occupancy Costs</b>						
Space (Office Rental)	\$1,000.00	\$83.33	\$1,000.00	5.00%	\$50.00	\$1,050.00
Utilities	\$300.00	\$25.00	\$300.00	8.00%	\$24.00	\$324.00
Maintenance & Repair	\$0.00	\$0.00	\$0.00	4.00%	\$0.00	\$0.00

<b>Occupancy Costs Total</b>	<b>\$1,300.00</b>	<b>\$108.33</b>	<b>\$1,300.00</b>		<b>\$74.00</b>	<b>\$1,374.00</b>
<b>Consultants</b>						
Accounting/HR	\$1,000.00	\$83.33	\$1,000.00	3.00%	\$30.00	\$1,030.00
Information Technology	\$0.00	\$0.00	\$0.00	2.00%	\$0.00	\$0.00
Temporary	\$0.00	\$0.00	\$0.00	1.00%	\$0.00	\$0.00
Other 1	\$0.00	\$0.00	\$0.00	1.00%	\$0.00	\$0.00
Other 2	\$0.00	\$0.00	\$0.00	1.00%	\$0.00	\$0.00
Other 3	\$0.00	\$0.00	\$0.00	2.00%	\$0.00	\$0.00
<b>Consultants Total</b>	<b>\$1,000.00</b>	<b>\$83.33</b>	<b>\$1,000.00</b>		<b>\$30.00</b>	<b>\$1,030.00</b>
<b>Marketing/Advertising</b>						
Company website	\$200.00	\$16.67	\$200.00	2.00%	\$4.00	\$204.00
Marketing Material	\$1,000.00	\$83.33	\$1,000.00	4.00%	\$40.00	\$1,040.00
Business Cards	\$500.00	\$41.67	\$500.00	6.00%	\$30.00	\$530.00
Other	\$0.00	\$0.00	\$0.00	1.00%	\$0.00	\$0.00
<b>Marketing/Advertising Total</b>	<b>\$1,700.00</b>	<b>\$141.67</b>	<b>\$1,700.00</b>		<b>\$74.00</b>	<b>\$1,774.00</b>
<b>Banking Charges</b>						
Checking fees	\$200.00	\$16.67	\$200.00	2.00%	\$4.00	\$204.00
Fed Wire fees	\$150.00	\$12.50	\$150.00	1.00%	\$1.50	\$151.50
Overdraft charges	\$200.00	\$16.67	\$200.00	1.00%	\$2.00	\$202.00
Other 1	\$0.00	\$0.00	\$0.00	2.00%	\$0.00	\$0.00
<b>Banking Charges Total</b>	<b>\$550.00</b>	<b>\$45.83</b>	<b>\$550.00</b>		<b>\$7.50</b>	<b>\$557.50</b>
<b>Technology</b>						
Computer	\$4,000.00	\$333.33	\$4,000.00	1.00%	\$40.00	\$4,040.00
Software	\$2,000.00	\$166.67	\$2,000.00	1.00%	\$20.00	\$2,020.00
Services	\$500.00	\$41.67	\$500.00	2.00%	\$10.00	\$510.00
Hardware	\$500.00	\$41.67	\$500.00	2.00%	\$10.00	\$510.00
Other 1	\$0.00	\$0.00	\$0.00	6.00%	\$0.00	\$0.00

<b>Technology Total</b>	<b>\$7,000.00</b>	<b>\$583.33</b>	<b>\$7,000.00</b>		<b>\$80.00</b>	<b>\$7,080.00</b>
<b>Insurance</b>						
Insurance 1	\$150.00	\$12.50	\$150.00	2.00%	\$3.00	\$153.00
Insurance 2	\$0.00	\$0.00	\$0.00	1.00%	\$0.00	\$0.00
<b>Insurance Total</b>	<b>\$150.00</b>	<b>\$12.50</b>	<b>\$150.00</b>		<b>\$3.00</b>	<b>\$153.00</b>
<b>Telecommunications</b>						
Telephone	\$100.00	\$8.33	\$100.00	2.00%	\$2.00	\$102.00
Data	\$200.00	\$16.67	\$200.00	1.00%	\$2.00	\$202.00
Wireless Telephone	\$100.00	\$8.33	\$100.00	3.00%	\$3.00	\$103.00
Wireless Card(s)	\$0.00	\$0.00	\$0.00	2.00%	\$0.00	\$0.00
Email Server	\$100.00	\$8.33	\$100.00	2.00%	\$2.00	\$102.00
Other	\$0.00	\$0.00	\$0.00	1.00%	\$0.00	\$0.00
<b>Telecommunications Total</b>	<b>\$500.00</b>	<b>\$41.67</b>	<b>\$500.00</b>		<b>\$9.00</b>	<b>\$509.00</b>
<b>Office Supplies</b>						
Office Supplies	\$500.00	\$41.67	\$500.00	4.00%	\$20.00	\$520.00
Other	\$200.00	\$16.67	\$200.00	3.00%	\$6.00	\$206.00
<b>Office Supplies Total</b>	<b>\$700.00</b>	<b>\$58.33</b>	<b>\$700.00</b>		<b>\$26.00</b>	<b>\$726.00</b>
<b>Business Development</b>						
Airfare	\$200.00	\$16.67	\$200.00	1.00%	\$2.00	\$202.00
Lodging	\$200.00	\$16.67	\$200.00	5.00%	\$10.00	\$210.00
Meals	\$100.00	\$8.33	\$100.00	6.00%	\$6.00	\$106.00
Car Rental	\$200.00	\$16.67	\$200.00	4.00%	\$8.00	\$208.00
Other	\$0.00	\$0.00	\$0.00	4.00%	\$0.00	\$0.00
<b>Business Development Total</b>	<b>\$700.00</b>	<b>\$58.33</b>	<b>\$700.00</b>		<b>\$26.00</b>	<b>\$726.00</b>
<b>Education</b>						
Conference	\$100.00	\$8.33	\$100.00	3.00%	\$3.00	\$103.00



Other	\$50.00	\$4.17	\$50.00	4.00%	\$2.00	\$52.00
<b>Education Total</b>	<b>\$150.00</b>	<b>\$12.50</b>	<b>\$150.00</b>		<b>\$5.00</b>	<b>\$155.00</b>
<b>Miscellaneous</b>						
Membership	\$100.00	\$8.33	\$100.00	2.00%	\$2.00	\$102.00
Permits and Licenses	\$120.00	\$10.00	\$120.00	2.00%	\$2.40	\$122.40
Other	\$100.00	\$8.33	\$100.00	4.00%	\$4.00	\$104.00
Other	\$0.00	\$0.00	\$0.00	3.00%	\$0.00	\$0.00
<b>Miscellaneous Total</b>	<b>\$320.00</b>	<b>\$26.67</b>	<b>\$320.00</b>		<b>\$8.40</b>	<b>\$328.40</b>
<b>Other Expenses</b>						
Other 1	\$2,000.00	\$166.67	\$2,000.00	2.00%	\$40.00	\$2,040.00
Other 2	\$1,000.00	\$83.33	\$1,000.00	4.00%	\$40.00	\$1,040.00
Other 3	\$800.00	\$66.67	\$800.00	3.00%	\$24.00	\$824.00
Other 4	\$1,600.00	\$133.33	\$1,600.00	2.00%	\$32.00	\$1,632.00
<b>Other Expenses Total</b>	<b>\$5,400.00</b>	<b>\$450.00</b>	<b>\$5,400.00</b>		<b>\$136.00</b>	<b>\$5,536.00</b>
<b>Business Loan</b>						
Principal Payment	\$6,433.07	\$536.09	\$6,433.07		\$0.00	\$6,433.07
Interest Payment	\$10,981.53	\$915.13	\$10,981.53		\$0.00	\$10,981.53
<b>Business Loan Payment</b>	<b>\$17,414.60</b>	<b>\$1,451.22</b>	<b>\$17,414.60</b>		<b>\$0.00</b>	<b>\$17,414.60</b>
<b>Total Expenses</b>	<b>\$117,972.60</b>	<b>\$25,794.43</b>	<b>\$117,972.60</b>		<b>\$6,575.30</b>	<b>\$124,547.90</b>

**Step 12:** Use this column to adjust any projected increases or decreases to year's two and three, if needed. **Select here for Step 13.**

Expense Category	2020	2021
------------------	------	------

Non-Recurring Expenses	Annual Amount	Monthly Amount	Annual Amount	Percentage Increase/Decrease	Percent Increase/Decrease Amount	Adjusted New Annual Amount
	Item 1	\$500.00	\$41.67	\$500.00	2.00%	\$10.00
Item2	\$200.00	\$16.67	\$200.00	2.00%	\$4.00	\$204.00
Item 3	\$100.00	\$8.33	\$100.00	2.00%	\$2.00	\$102.00
<b>Non-Recurring Expenses Total</b>	<b>\$800.00</b>	<b>\$66.67</b>	<b>\$800.00</b>		<b>\$16.00</b>	<b>\$816.00</b>

**Step 11:** Use this column to adjust any projected increases or decreases to year's two and three, if needed. **Select here for Step 12.**

	2022					
New Monthly Amount	Annual Amount	Percentage Increase/Decrease	Percent Increase/Decrease Amount	Adjusted New Annual Amount		New Monthly Amount
\$4,583.33	\$55,000.00	1.00%	\$550.00	\$55,550.00		\$4,629.17
\$340.00	\$4,080.00	2.00%	\$81.60	\$4,161.60		\$346.80
\$510.00	\$6,120.00	4.00%	\$244.80	\$6,364.80		\$530.40
\$170.00	\$2,040.00		\$0.00	\$2,040.00		\$170.00
\$8.50	\$102.00		\$0.00	\$102.00		\$8.50
\$8.50	\$102.00		\$0.00	\$102.00		\$8.50
\$10.20	\$122.40		\$0.00	\$122.40		\$10.20
\$0.00	\$0.00	1.00%	\$0.00	\$0.00		\$0.00
(\$519.33)	(\$6,232.00)		\$0.00	(\$6,232.00)		(\$519.33)
<b>\$5,111.20</b>	<b>\$61,334.40</b>		<b>\$876.40</b>	<b>\$62,210.80</b>		<b>\$5,184.23</b>
\$1,287.50	\$15,450.00	-3.00%	(\$463.50)	\$14,986.50		\$1,248.88
\$866.67	\$10,400.00	8.00%	\$832.00	\$11,232.00		\$936.00
\$0.00	\$0.00	8.00%	\$0.00	\$0.00		\$0.00
\$0.00	\$0.00	-5.00%	\$0.00	\$0.00		\$0.00
<b>\$2,154.17</b>	<b>\$25,850.00</b>		<b>\$368.50</b>	<b>\$26,218.50</b>		<b>\$2,184.88</b>
\$87.50	\$1,050.00	1.00%	\$10.50	\$1,060.50		\$88.38
\$27.00	\$324.00	8.00%	\$25.92	\$349.92		\$29.16
\$0.00	\$0.00	4.00%	\$0.00	\$0.00		\$0.00

<b>\$114.50</b>	<b>\$1,374.00</b>		<b>\$36.42</b>	<b>\$1,410.42</b>	<b>\$117.54</b>
\$85.83	\$1,030.00	-5.00%	(\$51.50)	\$978.50	\$81.54
\$0.00	\$0.00	2.00%	\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	1.00%	\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	1.00%	\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	1.00%	\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	2.00%	\$0.00	\$0.00	\$0.00
<b>\$85.83</b>	<b>\$1,030.00</b>		<b>(\$51.50)</b>	<b>\$978.50</b>	<b>\$81.54</b>
\$17.00	\$204.00	4.00%	\$8.16	\$212.16	\$17.68
\$86.67	\$1,040.00	4.00%	\$41.60	\$1,081.60	\$90.13
\$44.17	\$530.00	6.00%	\$31.80	\$561.80	\$46.82
\$0.00	\$0.00	1.00%	\$0.00	\$0.00	\$0.00
<b>\$147.83</b>	<b>\$1,774.00</b>		<b>\$81.56</b>	<b>\$1,855.56</b>	<b>\$154.63</b>
\$17.00	\$204.00	14.00%	\$28.56	\$232.56	\$19.38
\$12.63	\$151.50	6.00%	\$9.09	\$160.59	\$13.38
\$16.83	\$202.00	1.00%	\$2.02	\$204.02	\$17.00
\$0.00	\$0.00	2.00%	\$0.00	\$0.00	\$0.00
<b>\$46.46</b>	<b>\$557.50</b>		<b>\$39.67</b>	<b>\$597.17</b>	<b>\$49.76</b>
\$336.67	\$4,040.00	1.00%	\$40.40	\$4,080.40	\$340.03
\$168.33	\$2,020.00	1.00%	\$20.20	\$2,040.20	\$170.02
\$42.50	\$510.00	2.00%	\$10.20	\$520.20	\$43.35
\$42.50	\$510.00	2.00%	\$10.20	\$520.20	\$43.35
\$0.00	\$0.00	6.00%	\$0.00	\$0.00	\$0.00

<b>\$590.00</b>	<b>\$7,080.00</b>		<b>\$81.00</b>	<b>\$7,161.00</b>	<b>\$596.75</b>
\$12.75	\$153.00	15.00%	\$22.95	\$175.95	\$14.66
\$0.00	\$0.00	6.00%	\$0.00	\$0.00	\$0.00
<b>\$12.75</b>	<b>\$153.00</b>		<b>\$22.95</b>	<b>\$175.95</b>	<b>\$14.66</b>
\$8.50	\$102.00	2.00%	\$2.04	\$104.04	\$8.67
\$16.83	\$202.00	6.00%	\$12.12	\$214.12	\$17.84
\$8.58	\$103.00	5.00%	\$5.15	\$108.15	\$9.01
\$0.00	\$0.00	2.00%	\$0.00	\$0.00	\$0.00
\$8.50	\$102.00	2.00%	\$2.04	\$104.04	\$8.67
\$0.00	\$0.00	6.00%	\$0.00	\$0.00	\$0.00
<b>\$42.42</b>	<b>\$509.00</b>		<b>\$21.35</b>	<b>\$530.35</b>	<b>\$44.20</b>
\$43.33	\$520.00	4.00%	\$20.80	\$540.80	\$45.07
\$17.17	\$206.00	3.00%	\$6.18	\$212.18	\$17.68
<b>\$60.50</b>	<b>\$726.00</b>		<b>\$26.98</b>	<b>\$752.98</b>	<b>\$62.75</b>
\$16.83	\$202.00	1.00%	\$2.02	\$204.02	\$17.00
\$17.50	\$210.00	5.00%	\$10.50	\$220.50	\$18.38
\$8.83	\$106.00	6.00%	\$6.36	\$112.36	\$9.36
\$17.33	\$208.00	4.00%	\$8.32	\$216.32	\$18.03
\$0.00	\$0.00	4.00%	\$0.00	\$0.00	\$0.00
<b>\$60.50</b>	<b>\$726.00</b>		<b>\$27.20</b>	<b>\$753.20</b>	<b>\$62.77</b>
\$8.58	\$103.00	3.00%	\$3.09	\$106.09	\$8.84

\$4.33	\$52.00	4.00%	\$2.08	\$54.08	\$4.51
<b>\$12.92</b>	<b>\$155.00</b>		<b>\$5.17</b>	<b>\$160.17</b>	<b>\$13.35</b>
\$8.50	\$102.00	2.00%	\$2.04	\$104.04	\$8.67
\$10.20	\$122.40	2.00%	\$2.45	\$124.85	\$10.40
\$8.67	\$104.00	4.00%	\$4.16	\$108.16	\$9.01
\$0.00	\$0.00	3.00%	\$0.00	\$0.00	\$0.00
<b>\$27.37</b>	<b>\$328.40</b>		<b>\$8.65</b>	<b>\$337.05</b>	<b>\$28.09</b>
\$170.00	\$2,040.00	10.00%	\$204.00	\$2,244.00	\$187.00
\$86.67	\$1,040.00	4.00%	\$41.60	\$1,081.60	\$90.13
\$68.67	\$824.00	3.00%	\$24.72	\$848.72	\$70.73
\$136.00	\$1,632.00	2.00%	\$32.64	\$1,664.64	\$138.72
<b>\$461.33</b>	<b>\$5,536.00</b>		<b>\$302.96</b>	<b>\$5,838.96</b>	<b>\$486.58</b>
\$536.09	\$6,433.07		\$0.00	\$6,433.07	\$536.09
\$915.13	\$10,981.53		\$0.00	\$10,981.53	\$915.13
<b>\$1,451.22</b>	<b>\$17,414.60</b>		<b>\$0.00</b>	<b>\$17,414.60</b>	<b>\$1,451.22</b>
<b>\$10,378.99</b>	<b>\$124,547.90</b>		<b>\$1,847.31</b>	<b>\$126,395.21</b>	<b>\$10,532.93</b>

**Step 13:** Use this column to adjust any projected increases or decreases to year's two and three, if needed. **Select here for Step 14.**

2022

New Monthly Amount	Annual Amount	Percentage Increase/Decrease	Percent Increase/Decrease Amount	Adjusted New Annual Amount	New Monthly Amount
\$127.50	\$510.00	2.00%	\$10.20	\$520.20	\$43.35
\$51.00	\$204.00	2.00%	\$4.08	\$208.08	\$17.34
\$25.50	\$102.00	2.00%	\$2.04	\$104.04	\$8.67
<b>\$204.00</b>	<b>\$816.00</b>		<b>\$16.32</b>	<b>\$832.32</b>	<b>\$69.36</b>

Please Include your Revenue information in this tab. The information entered here will automatically populate in the Revenue Risk tab.

**Sources of Income** - Transaction Based, Service Revenue, Project Revenue and Recurring Revenue. Refer to the "call-out" boxes for more information.

**Transaction Based**  
 Proceeds from sales of goods that are usually one-time customer payments.

**Project Revenue**  
 Revenues earned through one-time projects with existing or new customers.

**Step 14:** Enter in the Type or Name of revenue. [Click here for Step 15.](#)

**Step 15:** Enter in the amount of revenue here. [Click here for Step 16.](#)

**Step 16:** In the "Periods" section please enter the number of times you expect to receive the revenue. Usually the revenue will be monthly (12), quarterly (4), semi-annual (2X) or 1x. [Click here for Step 17.](#)

<b>Transaction Based</b>			
<b>Transaction Based</b>	<b>Amount</b>	<b>Periods</b>	<b>Annual Total</b>
Example 1	\$3,000,000	1	\$3,000,000
Example 2	\$500	12	\$6,000
Example 3	\$1,000	4	\$4,000
Example 4	\$3,000	2	\$6,000
Example 5	\$600	1	\$600
Example 6	\$1,000	12	\$12,000
Example 7	\$1,200	12	\$14,400
Example 8	\$1,500	1	\$1,500
<b>Total</b>	<b>\$3,008,800</b>		<b>\$3,044,500</b>

<b>Service Revenue</b>			
<b>Service Revenue</b>	<b>Amount</b>	<b>Periods</b>	<b>Total</b>
Example 1	\$59,999	12	\$719,988
Example 2	\$2,000	1	\$2,000
Example 3	\$1,000	12	\$12,000
Example 4	\$500	12	\$6,000



Example 5	\$1,200	4	\$4,800
Example 6	\$1,000	4	\$4,000
Example 7	\$1,000	12	\$12,000
Example 8	\$1,500	12	\$18,000
<b>Total</b>	<b>\$68,199</b>		<b>\$778,788</b>

<b>Project Revenue</b>			
<b>Project Revenue</b>	<b>Amount</b>	<b>Periods</b>	<b>Total</b>
Example 1	\$1,000	12	\$12,000
Example 2	\$2,000	4	\$8,000
Example 3	\$1,000	2	\$2,000
Example 4	\$1,000	12	\$12,000
Example 5	\$2,000	4	\$8,000
Example 6	\$3,000	4	\$12,000
Example 7	\$1,000	12	\$12,000
Example 8	\$1,500	2	\$3,000
<b>Total</b>	<b>\$12,500</b>		<b>\$69,000</b>

<b>Recurring Revenue</b>			
<b>Recurring Revenue</b>	<b>Amount</b>	<b>Periods</b>	<b>Total</b>
Example 1	\$1,200	12	\$14,400
Example 2	\$500	12	\$6,000
Example 3	\$400	12	\$4,800
Example 4	\$2,000	12	\$24,000
Example 5	\$1,000	12	\$12,000
Example 6	\$5,000	12	\$60,000
Example 7	\$800,000	12	\$9,600,000
Example 8	\$1,500	12	\$18,000
<b>Total</b>	<b>\$811,600</b>		<b>\$9,739,200</b>

**Step 17:** Use this column to adjust any projected increases or decreases to year's two and three, if needed. **Select here for Step 18.**

**Step 18:** Use this column to adjust any projected increases or decreases to year's two and three, if needed. **Select here for Step 19.**

Sources of Income	2020				2021			
	Amount	Total	Amount by Quarter	Percent +/-	Annual Increase Amount	New Total	Amount by Quarter	Percent +/-
Transaction Based	\$3,008,800	\$3,044,500	\$761,125	4%	\$121,780	\$3,166,280	\$791,570	4%
Service Revenue	\$68,199	\$778,788	\$194,697	5%	\$38,939	\$817,727	\$204,432	5%
Project Revenue	\$12,500	\$69,000	\$17,250	9%	\$6,210	\$75,210	\$18,803	9%
Recurring Revenue	\$811,600	\$9,739,200	\$2,434,800	8%	\$779,136	\$10,518,336	\$2,629,584	8%
<b>Total</b>	<b>\$3,901,099</b>	<b>\$13,631,488</b>	<b>\$3,407,872</b>		<b>\$946,065</b>	<b>\$14,577,553</b>	<b>\$3,644,388</b>	

ck figure \$13,631,488

ck figure \$14,577,553

Non Operating Income	2020				2021			
	Amount	Total	Amount by Quarter	Percent +/-	Annual Increase Amount	New Total	Amount by Quarter	Percent +/-
Interest Income	100	100	\$33.33	1%	\$0.33	\$100.33	\$25.08	2%
Rental Income	0	0	\$0.00	3%	\$0.00	\$0.00	\$0.00	1%
Gains and Losses from Investments	250	250	\$83.33	3%	\$2.50	\$252.50	\$63.13	4%
Other 1	0	0	\$0.00	3%	\$0.00	\$0.00	\$0.00	3%
Other 2	0	0	\$0.00	1%	\$0.00	\$0.00	\$0.00	5%
<b>Total</b>	<b>350</b>	<b>350</b>	<b>\$116.67</b>		<b>\$2.83</b>	<b>\$352.83</b>	<b>\$88.21</b>	

**Step 19:** Please add your non-recurring expenses in this area & the amounts. You only need to add in the first or current year's expenses. Years two and three will auto fill. **Select here for Step 20.**

**Step 20:** Use this column to adjust any projected increases or decreases to year's two and three, if needed. **Select here for Step 21.**

**Step 21:** Use this or decreases to year's two and three, if needed. **Select here for Step 22.**

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## Service

Revenues are generated by providing service to customers and are calculated based on time. For example, the number of hours of consulting services provided.

## Recurring Revenue

Earnings from ongoing payments for continuing services or after-sale services to customers. The recurring revenue model is the model most commonly used by businesses because it is predictable and it assures the company's source of revenue as ongoing. There are many different types of recurring revenue streams that could include subscription fees.

Renting, leasing, or lending assets. Licensing content to third parties, brokerage fees and advertising fees.

0	0
1	1
2	2
4	3
12	4
	5
	6
	7
	8
	9
	10
	12

2022		
Annual Increase Amount	New Total	Amount by Quarter
\$126,651	\$3,292,931	\$823,233
\$40,886	\$858,614	\$214,653
\$6,769	\$81,979	\$20,495
\$841,467	\$11,359,803	\$2,839,951
<b>\$1,015,773</b>	<b>\$15,593,327</b>	<b>\$3,898,332</b>

ck figure \$15,593,327

2022		
Annual Increase Amount	New Total	Amount by Quarter
\$2.01	\$102.34	\$25.59
\$0.00	\$0.00	\$0.00
\$10.10	\$262.60	\$65.65
\$0.00	\$0.00	\$0.00
\$0.00	\$0.00	\$0.00
<b>\$12.11</b>	<b>\$364.94</b>	<b>\$91.24</b>

column to adjust any projected increases  
 year's two and three, if needed. **Select**

- 1%
- 2%
- 3%
- 4%
- 5%
- 1%
- 2%
- 3%
- 4%
- 5%
- 6%
- 7%
- 8%
- 9%
- 10%
- 11%
- 12%
- 13%
- 14%
- 15%

## The Blackpointe Company

There is no date entry required in this sheet.

### Sources of Income and Risk Level

*Make your organization sustainable by diversifying your sources of income/revenue*

Be strategic by understanding revenue risk and how to diversify

How many different types of income do you have coming into your organization annually?

#### Amount

*What's the amount of income or revenue per year in each stream?*

#### Percentage/Proportion of Income

*What proportion of your total income comes from each stream?*

#### End Date

*When do you think each stream of income is probable to end?*

#### Risk Level

*What do you believe to be the level of risk for each income stream?*

Income/Revenue	Amount	Percentage/Proportion of Income	Level of Risk
Example 1	\$3,000,000	22.01%	<b>Medium</b>
Example 2	\$6,000	0.04%	<b>Low</b>
Example 3	\$4,000	0.03%	<b>Low</b>

Example 4	\$6,000	0.04%	Low
Example 5	\$600	0.00%	Low
Example 6	\$12,000	0.09%	Low
Example 7	\$14,400	0.11%	Low
Example 8	\$1,500	0.01%	Low
Example 1	\$719,988	5.28%	Low
Example 2	\$2,000	0.01%	Low
Example 3	\$12,000	0.09%	Low
Example 4	\$6,000	0.04%	Low
Example 5	\$4,800	0.04%	Low
Example 6	\$4,000	0.03%	Low
Example 7	\$12,000	0.09%	Low
Example 8	\$18,000	0.13%	Low
Example 1	\$12,000	0.09%	Low
Example 2	\$8,000	0.06%	Low
Example 3	\$2,000	0.01%	Low
Example 4	\$12,000	0.09%	Low
Example 5	\$8,000	0.06%	Low
Example 6	\$12,000	0.09%	Low
Example 7	\$12,000	0.09%	Low
Example 8	\$3,000	0.02%	Low
Example 1	\$14,400	0.11%	Low
Example 2	\$6,000	0.04%	Low
Example 3	\$4,800	0.04%	Low
Example 4	\$24,000	0.18%	Low
Example 5	\$12,000	0.09%	Low
Example 6	\$60,000	0.44%	Low
Example 7	\$9,600,000	70.43%	High
Example 8	\$18,000	0.13%	Low
Total Income/Revenue	\$13,631,488	100.00%	

There is no date entry required in this sheet.

FY	2020
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Revenue	Total	Period 1	Period 2	Period 3	Period 4	Period 5	Period 6	Period 7	Period 8	Period 9
<b>Transaction Based</b>										
Example 1	\$3,000,000	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00
Example 2	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 3	\$4,000	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Example 4	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 5	\$600	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Example 6	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 7	\$14,400	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00
Example 8	\$1,500	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00
<b>Transaction Based Total</b>	<b>\$3,044,500</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>

<b>Service Revenue</b>										
Example 1	\$719,988	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00
Example 2	\$2,000	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Example 3	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 4	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 5	\$4,800	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00
Example 6	\$4,000	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Example 7	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 8	\$18,000	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
<b>Service Revenue Total</b>	<b>\$778,788</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>

<b>Project Revenue</b>										
Example 1	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 2	\$8,000	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67

Example 3	\$2,000	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Example 4	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 5	\$8,000	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67
Example 6	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 7	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 8	\$3,000	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
<b>Project Revenue Total</b>	<b>\$69,000</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>

**Recurring Revenue**

Example 1	\$14,400	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00
Example 2	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 3	\$4,800	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00
Example 4	\$24,000	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
Example 5	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 6	\$60,000	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Example 7	\$9,600,000	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00
Example 8	\$18,000	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
<b>Recurring Revenue Total</b>	<b>\$9,739,200</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>

<b>Total Income</b>	<b>\$13,631,488</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>
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**Costs of Goods Sold**

<b>Beginning Inventory</b>	\$1,000	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
<b>Purchases and Production Costs</b>	\$500	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
<b>Shipping and Delivery</b>	\$200	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
<b>Labor (wages and payroll)</b>	\$6,232	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33
<b>Other</b>	\$300	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
<b>Less Ending Inventory</b>	\$400	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33
<b>Costs of Goods Sold Total</b>	<b>\$8,632</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>

<b>Gross Profit</b>	<b>\$13,622,856</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>
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**Non Operating Income**

Interest Income	\$100	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Rental Income	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gains and Losses from Investments	\$250	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83
Other 1	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 2	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Non Operating Income Total</b>	<b>\$350</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>

<b>Total Income</b>	<b>\$13,623,206.00</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>
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**Expenses****Personnel Expenses**

Salaries Expense	\$50,000.00	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67
Payroll Tax Expense	\$4,000.00	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Health Expense	\$6,000.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Worker's Comp Expense	\$2,000.00	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Dental Expense	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Vision Expense	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Life Insurance	\$120.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Personnel Expenses Total</b>	<b>\$56,088.00</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>

**Professional Fees**

Audit Expense	\$15,000.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00
Legal Expense	\$10,000.00	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Professional Fees Total</b>	<b>\$25,000.00</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>

<b>Occupancy Costs</b>										
Space (Office Rental)	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Utilities	\$300.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Maintenance & Repair	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Occupancy Costs Total</b>	<b>\$1,300.00</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>

<b>Consultants</b>										
Accounting/HR	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Information Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Temporary	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Consultants Total</b>	<b>\$1,000.00</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>

<b>Marketing/Advertising</b>										
Company website	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Marketing Material	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Business Cards	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Marketing/Advertising Total</b>	<b>\$1,700.00</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>

<b>Banking Charges</b>										
Checking fees	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Fed Wire fees	\$150.00	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50
Overdraft charges	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Banking Charges Total</b>	<b>\$550.00</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>

**Technology**

Computer	\$4,000.00	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Software	\$2,000.00	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Services	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Hardware	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Technology Total</b>	<b>\$7,000.00</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>

<b>Insurance</b>										
Insurance 1	\$150.00	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50
Insurance 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Insurance Total</b>	<b>\$150.00</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>

<b>Telecommunications</b>										
Telephone	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Data	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Wireless Telephone	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Wireless Card(s)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Email Server	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Telecommunications Total</b>	<b>\$500.00</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>

<b>Office Supplies</b>										
Office Supplies	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Other	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
<b>Office Supplies Total</b>	<b>\$700.00</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>

<b>Business Development</b>										
Airfare	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Lodging	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Meals	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Car Rental	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67

Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Business Development Total</b>	<b>\$700.00</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>
<b>Education</b>										
Conference	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Other	\$50.00	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17
<b>Education Total</b>	<b>\$150.00</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>
<b>Miscellaneous</b>										
Membership	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Permits and Licenses	\$120.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Other	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Miscellaneous Total</b>	<b>\$320.00</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>
<b>Other Expenses</b>										
Other 1	\$2,000.00	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Other 2	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Other 3	\$800.00	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67
Other 4	\$1,600.00	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33
<b>Other Expenses Total</b>	<b>\$5,400.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>
<b>Business Loan</b>										
Principal Payment	\$6,433.07	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09
Interest Payment	\$10,981.53	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13
<b>Business Loan Total</b>	<b>\$17,414.60</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>
<b>Total Expenses</b>	<b>\$117,972.60</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>

Non-Recurring Expenses

Item 1	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Item2	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Item 3	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
<b>Non-Recurring Expenses Total</b>	<b>\$800.00</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>

<b>Total Expenses (All)</b>	<b>\$118,772.60</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>
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<b>Net Budget (Budget Variance)</b>	<b>\$13,504,433.40</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>	<b>\$1,126,301.33</b>
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There is no date entry required in this sheet.

FY 2020

Beginning Cash Balance \$10,000.00 \$1,136,301.33 \$2,262,602.67 \$3,388,904.00 \$4,515,205.33 \$5,641,506.67 \$6,767,808.00 \$7,894,109.33

Revenue	Total	Period 1	Period 2	Period 3	Period 4	Period 5	Period 6	Period 7	Period 8
<b>Transaction Based</b>									
Example 1	\$3,000,000	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00	\$250,000.00
Example 2	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 3	\$4,000	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Example 4	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 5	\$600	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Example 6	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 7	\$14,400	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00
Example 8	\$1,500	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00	\$125.00
<b>Transaction Based Total</b>	<b>\$3,044,500</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>	<b>\$253,708.33</b>

<b>Service Revenue</b>									
Example 1	\$719,988	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00	\$59,999.00
Example 2	\$2,000	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Example 3	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 4	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 5	\$4,800	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00
Example 6	\$4,000	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Example 7	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 8	\$18,000	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
<b>Service Revenue Total</b>	<b>\$778,788</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>	<b>\$64,899.00</b>

<b>Project Revenue</b>									
Example 1	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00

Example 2	\$8,000	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67
Example 3	\$2,000	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Example 4	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 5	\$8,000	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67	\$666.67
Example 6	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 7	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 8	\$3,000	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00
<b>Project Revenue Total</b>	<b>\$69,000</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>	<b>\$5,750.00</b>

**Recurring Revenue**

Example 1	\$14,400	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00	\$1,200.00
Example 2	\$6,000	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Example 3	\$4,800	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00
Example 4	\$24,000	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
Example 5	\$12,000	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Example 6	\$60,000	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Example 7	\$9,600,000	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00	\$800,000.00
Example 8	\$18,000	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
<b>Recurring Revenue Total</b>	<b>\$9,739,200</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>	<b>\$811,600.00</b>

<b>Total Income</b>	<b>\$13,631,488</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>	<b>\$1,135,957</b>
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**Costs of Goods Sold**

Beginning Inventory	\$1,000	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Purchases and Production Costs	\$500	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Shipping and Delivery	\$200	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Labor (wages and payroll)	\$6,232	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33	\$519.33
Other	\$300	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Less Ending Inventory	\$400	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33	\$33.33
<b>Costs of Goods Sold Total</b>	<b>\$8,632</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>	<b>\$719</b>

<b>Gross Profit</b>	<b>\$13,622,856</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>	<b>\$1,135,238</b>
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**Non Operating Income**

Interest Income	\$100	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Rental Income	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gains and Losses from Investments	\$250	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83	\$20.83
Other 1	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 2	\$0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Non Operating Income Total</b>	<b>\$350</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>	<b>\$29.17</b>

<b>Total Income</b>	<b>\$13,623,206.00</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>	<b>\$1,135,267.17</b>
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**Expenses**

**Personnel Expenses**

Salaries Expense	\$50,000.00	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67	\$4,166.67
Payroll Tax Expense	\$4,000.00	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Health Expense	\$6,000.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00
Worker's Comp Expense	\$2,000.00	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Dental Expense	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Vision Expense	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Life Insurance	\$120.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Personnel Expenses Total</b>	<b>\$56,088.00</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>	<b>\$5,193.33</b>

**Professional Fees**

Audit Expense	\$15,000.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00	\$1,250.00
Legal Expense	\$10,000.00	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33	\$833.33
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00



<b>Professional Fees Total</b>	<b>\$25,000.00</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>	<b>\$2,083.33</b>
<b>Occupancy Costs</b>									
Space (Office Rental)	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Utilities	\$300.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Maintenance & Repair	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Occupancy Costs Total</b>	<b>\$1,300.00</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>	<b>\$108.33</b>
<b>Consultants</b>									
Accounting/HR	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Information Technology	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Temporary	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Other 3	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Consultants Total</b>	<b>\$1,000.00</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>	<b>\$83.33</b>
<b>Marketing/Advertising</b>									
Company website	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Marketing Material	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Business Cards	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Marketing/Advertising Total</b>	<b>\$1,700.00</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>	<b>\$141.67</b>
<b>Banking Charges</b>									
Checking fees	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Fed Wire fees	\$150.00	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50
Overdraft charges	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Banking Charges Total</b>	<b>\$550.00</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>	<b>\$45.83</b>

**Technology**

Computer	\$4,000.00	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33	\$333.33
Software	\$2,000.00	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Services	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Hardware	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Other 1	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Technology Total</b>	<b>\$7,000.00</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>	<b>\$583.33</b>

**Insurance**

Insurance 1	\$150.00	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50	\$12.50
Insurance 2	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Insurance Total</b>	<b>\$150.00</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>

**Telecommunications**

Telephone	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Data	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Wireless Telephone	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Wireless Card(s)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Email Server	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Telecommunications Total</b>	<b>\$500.00</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>	<b>\$41.67</b>

**Office Supplies**

Office Supplies	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Other	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
<b>Office Supplies Total</b>	<b>\$700.00</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>

**Business Development**

Airfare	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Lodging	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Meals	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33

Car Rental	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Business Development Total</b>	<b>\$700.00</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>	<b>\$58.33</b>
<b>Education</b>									
Conference	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Other	\$50.00	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17	\$4.17
<b>Education Total</b>	<b>\$150.00</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>	<b>\$12.50</b>
<b>Miscellaneous</b>									
Membership	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Permits and Licenses	\$120.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Other	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>Miscellaneous Total</b>	<b>\$320.00</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>	<b>\$26.67</b>
<b>Other Expenses</b>									
Other 1	\$2,000.00	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67	\$166.67
Other 2	\$1,000.00	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33	\$83.33
Other 3	\$800.00	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67	\$66.67
Other 4	\$1,600.00	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33	\$133.33
<b>Other Expenses Total</b>	<b>\$5,400.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>	<b>\$450.00</b>
<b>Business Loan</b>									
Principal Payment	\$6,433.07	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09	\$536.09
Interest Payment	\$10,981.53	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13	\$915.13
<b>Business Loan Total</b>	<b>\$17,414.60</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>	<b>\$1,451.22</b>
<b>Total Expenses</b>	<b>\$117,972.60</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>	<b>\$8,899.17</b>

Non-Recurring Expenses										
Item 1	\$500.00	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67	\$41.67
Item2	\$200.00	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67	\$16.67
Item 3	\$100.00	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33	\$8.33
<b>Non-Recurring Expenses Total</b>	<b>\$800.00</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>	<b>\$66.67</b>
<hr/>										
<b>Total Expenses (All)</b>	<b>\$118,772.60</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>	<b>\$8,965.83</b>
<hr/>										
	<b>Net Cash</b>	<b>\$1,136,301.33</b>	<b>\$2,262,602.67</b>	<b>\$3,388,904.00</b>	<b>\$4,515,205.33</b>	<b>\$5,641,506.67</b>	<b>\$6,767,808.00</b>	<b>\$7,894,109.33</b>	<b>\$9,020,410.67</b>	
<hr/>										

There is no date entry required in this sheet.

INCOME	2020	% of Income	2021	% of Income	2022	% of Income
<b>Income</b>						
Transaction Based	\$3,044,500	22.33%	\$3,166,280	21.72%	\$3,292,931	21.12%
Service Revenue	\$778,788	5.71%	\$817,727	5.61%	\$858,614	5.51%
Project Revenue	\$69,000	0.51%	\$75,210	0.52%	\$81,979	0.53%
Recurring Revenue	\$9,739,200	71.45%	\$10,518,336	72.15%	\$11,359,803	72.85%
Other	-	-	-	-	-	-
<b>Total Income</b>	<b>\$ 13,631,488</b>	<b>100.0%</b>	<b>\$ 14,577,553</b>	<b>100.0%</b>	<b>\$ 15,593,327</b>	<b>100.0%</b>
<b>Cost of Goods</b>						
Beginning Inventory	\$1,000	0.01%	\$1,003	0.01%	\$1,013	0.01%
Purchases and Production Costs	\$500	0.00%	\$505	0.00%	\$510	0.00%
Shipping and Delivery	\$200	0.00%	\$203	0.00%	\$205	0.00%
Labor (wages and payroll)	\$6,232	0.05%	\$6,253	0.04%	\$6,315	0.04%
Other	\$300	0.00%	\$302	0.00%	\$305	0.00%
Less Ending Inventory	\$400	0.00%	\$404	0.00%	\$424	0.00%
<b>Total Cost of Goods Sold</b>	<b>\$7,832</b>	<b>0.06%</b>	<b>\$7,862</b>	<b>0.05%</b>	<b>\$7,924</b>	<b>0.05%</b>
<b>Gross Profit</b>	<b>\$ 13,623,656</b>	<b>99.9%</b>	<b>\$ 14,569,692</b>	<b>99.9%</b>	<b>\$ 15,585,403</b>	<b>99.9%</b>
<b>Non-Operating Income</b>						
Interest Income	\$100		\$100		\$102	
Rental Income	\$0		\$0		\$0	
Gains and Losses from Investments	\$250		\$253		\$263	
Other 1	\$0		\$0		\$0	
Other 2	\$0		\$0		\$0	
<b>Total Non-Operating Income</b>	<b>\$350</b>		<b>\$353</b>		<b>\$365</b>	
<b>Total INCOME</b>	<b>\$ 13,624,006</b>	<b>99.9%</b>	<b>\$ 14,570,044</b>	<b>99.9%</b>	<b>\$ 15,585,767</b>	<b>100.0%</b>

**EXPENSES**

<b>Operating Expenses</b>						
Personnel Expenses	\$56,088	0.41%	\$61,334	0.42%	\$62,211	0.40%
Professional Fees	\$25,000	0.18%	\$25,850	0.18%	\$26,219	0.17%
Occupancy Costs	\$1,300	0.01%	\$1,374	0.01%	\$1,410	0.01%
Consultants	\$1,000	0.01%	\$1,030	0.01%	\$979	0.01%
Marketing/Advertising	\$1,700	0.01%	\$1,774	0.01%	\$1,856	0.01%
Banking Charges	\$550	0.00%	\$558	0.00%	\$597	0.00%
Technology	\$7,000	0.05%	\$7,080	0.05%	\$7,161	0.05%
Insurance	\$150	0.00%	\$153	0.00%	\$176	0.00%
Telecommunications	\$500	0.00%	\$509	0.00%	\$530	0.00%
Office Supplies	\$700	0.01%	\$726	0.00%	\$753	0.00%
Business Development	\$700	0.01%	\$726	0.00%	\$753	0.00%
Education	\$150	0.00%	\$155	0.00%	\$160	0.00%
Miscellaneous	\$320	0.00%	\$328	0.00%	\$337	0.00%
Other Expenses	\$5,400	0.04%	\$5,536	0.04%	\$5,839	0.04%
Interest Payment	\$10,982	0.08%	\$10,982	0.08%	\$10,982	0.07%
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
	-	-	-	-	-	-
<b>Total Operating Expenses</b>	<b>\$111,540</b>	0.8%	<b>\$118,115</b>	0.8%	<b>\$119,962</b>	0.8%
<b>Non-Recurring Expenses</b>						
Item 1	\$500	0.00%	\$510	0.00%	\$520	0.00%
Item2	\$200	0.00%	\$204	0.00%	\$208	0.00%
Item 3	\$100	0.00%	\$102	0.00%	\$104	0.00%
<b>Total Non-Recurring Expenses</b>	<b>\$800</b>	0.01%	<b>\$816</b>	0.01%	<b>\$832</b>	0.01%
<b>Total EXPENSES</b>	<b>\$112,340</b>	0.8%	<b>\$118,931</b>	0.8%	<b>\$120,794</b>	0.8%
Net Income Before Taxes	\$13,511,666		\$14,451,114		\$15,464,973	
Income Tax Expense	\$2,837,450		\$3,034,734		\$3,247,644	
<b>NET INCOME</b>	<b>\$10,674,217</b>		<b>\$11,416,380</b>		<b>\$12,217,329</b>	
Owner Distributions / Dividends	\$0		\$0		\$0	
Adjustment to Retained Earnings	\$10,674,217		\$11,416,380		\$12,217,329	

**Step 22:** Please be sure to add in details in columns B that are highlighted in the grey color. If unknown or zero amounts, enter zero.

**The Blackpointe Company**

**Period Ending:** **2020**

**Current assets**

Cash and cash equivalents	\$13,525,616.00
Accounts receivable	
Inventories	
Other current assets	

**Total current assets** **\$13,525,616.00**

**Non-current assets**

Property, plant and equipment	
Goodwill	
Other intangible assets	
Deferred tax assets	
Other assets	

**Total non-current assets** **\$0.00**

**Total assets** **\$13,525,616.00**

**Current liabilities**

Accounts payable	\$915.13
Short-term debt	\$536.09
Income taxes payable	2,841,401
Accrued expenses and other current liabilities	

**Total current liabilities** **\$2,842,852.02**

**Non-current liabilities**

Long-term debt	\$109,279.16
Pensions	

Deferred tax liability	
Other long-term liabilities	
<b>Total non-current liabilities</b>	\$109,279.16
<b>Total liabilities</b>	\$2,952,131.18
<b>TOTAL EQUITY (= Total assets - Total liabilities)</b>	\$10,573,484.82
<b>Stockholder's Equity</b>	
Common stock	
Retained earnings	\$10,689,079.20
Less: treasury stock	
<b>Total stockholder's equity</b>	\$10,689,079.20
<b>TOTAL LIABILITIES AND STOCKHOLDER'S EQUITY</b>	\$13,525,616.00