

Business Plan

HTCPA Sample Company
40 Lake Bellevue, Suite 100, Bellevue, WA 98005
(425) 483-6600

Confidentiality Agreement

The undersigned reader acknowledges that the information provided by HTCPA Sample Company in this business plan is confidential; therefore, reader agrees not to disclose it without the express written permission of HTCPA Sample Company.

It is acknowledged by reader that information to be furnished in this business plan is in all respects confidential in nature, other than information which is in the public domain through other means and that any disclosure or use of same by reader, may cause serious harm or damage to HTCPA Sample Company.

Upon request, this document is to be immediately returned to HTCPA Sample Company.

Signature

Name (typed or printed)

Date

This is a business plan. It does not imply an offering of securities.

Table of Contents

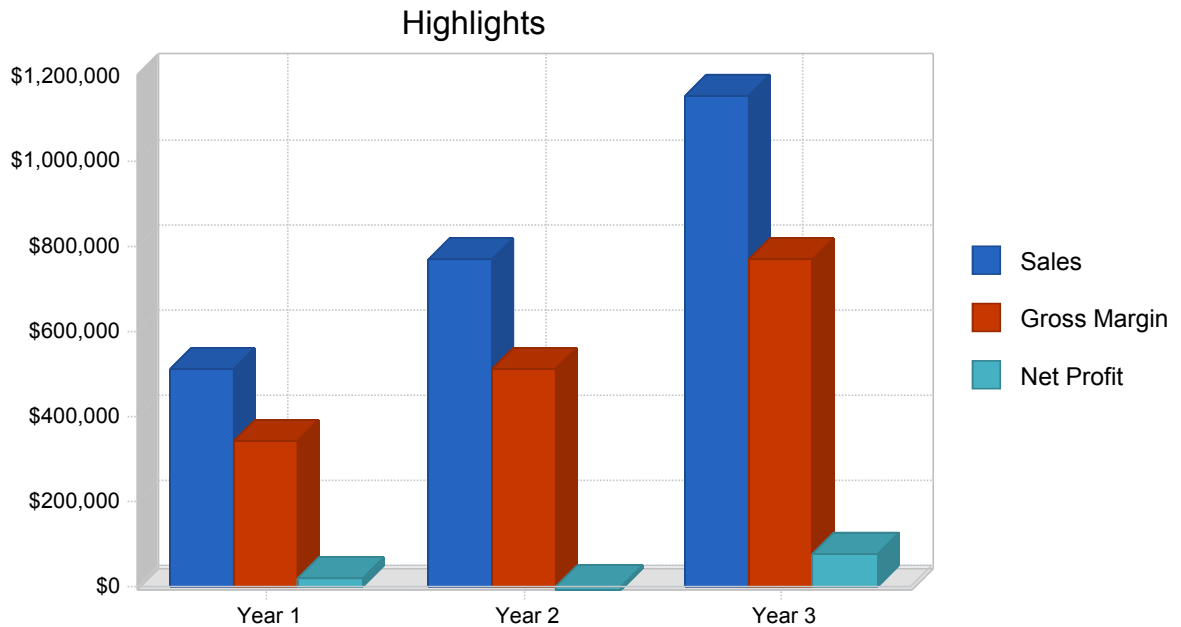
1.0 Executive Summary	1
Chart: Highlights	1
1.1 Objectives	1
1.2 Mission	1
1.3 Keys to Success	1
2.0 Company Summary	2
2.1 Company Ownership	2
2.2 Startup Summary	2
Table: Startup	2
Chart: Startup	3
3.0 Services	3
4.0 Market Analysis Summary	3
4.1 Market Segmentation	3
Table: Market Analysis	3
Chart: Market Analysis (Pie)	4
4.2 Target Market Segment Strategy	4
4.3 Service Business Analysis	4
4.3.1 Competition and Buying Patterns	4
5.0 Strategy and Implementation Summary	4
5.1 Competitive Edge	4
5.2 Marketing Strategy	5
5.3 Sales Strategy	5
5.3.1 Sales Forecast	5
Table: Sales Forecast	6
Chart: Sales Monthly	7
Chart: Sales by Year	7
5.4 Milestones	7
Table: Milestones	8
Chart: Milestones	8
6.0 Management Summary	8
6.1 Personnel Plan	8
Table: Personnel	9
7.0 Financial Plan	9
7.1 Startup Funding	9
Table: Startup Funding	10
7.2 Important Assumptions	10

Table of Contents

7.3 Break-even Analysis	11
Table: Break-even Analysis	11
Chart: Break-even Analysis	11
7.4 Projected Profit and Loss	11
Table: Profit and Loss	12
Chart: Profit Monthly	13
Chart: Profit Yearly	13
Chart: Gross Margin Monthly	14
Chart: Gross Margin Yearly	14
7.5 Projected Cash Flow	14
Table: Cash Flow	15
Chart: Cash	16
7.6 Projected Balance Sheet	16
Table: Balance Sheet	17
7.7 Business Ratios	17
Table: Ratios	18
Table: Sales Forecast	1
Table: Personnel	2
Table: Profit and Loss	3
Table: Cash Flow	4
Table: Balance Sheet	6

1.0 Executive Summary

HTCPA Sample Company will be a consulting company specializing in ...



1.1 Objectives

1. Sales of ...
2. Net income ...

1.2 Mission

HTCPA Sample Company offers ...

1.3 Keys to Success

1. Developing visibility to generate new business ...
2. On time delivery ...

2.0 Company Summary

HTCPA Sample Company is a new company providing ...

2.1 Company Ownership

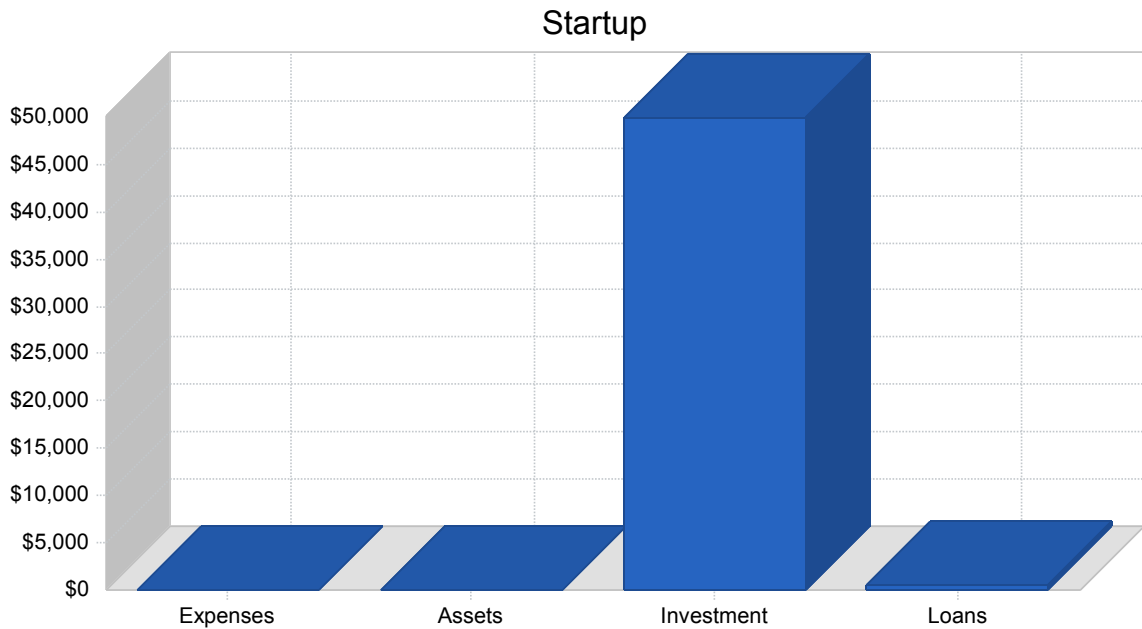
HTCPA Sample Company will be created as ...

2.2 Startup Summary

Total start-up expense ...

Table: Startup

Startup	
Requirements	
Startup Expenses	
Legal	\$0
Stationery etc.	\$0
Insurance	\$0
Rent	\$0
Computer	\$0
Other	\$0
Total Startup Expenses	\$0
Startup Assets	
Cash Required	\$0
Other Current Assets	\$0
Long-term Assets	\$0
Total Assets	\$0
Total Requirements	\$0



3.0 Services

HTCPA Sample Company offers the expertise ...

4.0 Market Analysis Summary

HTCPA Sample Company will be focusing on ...U

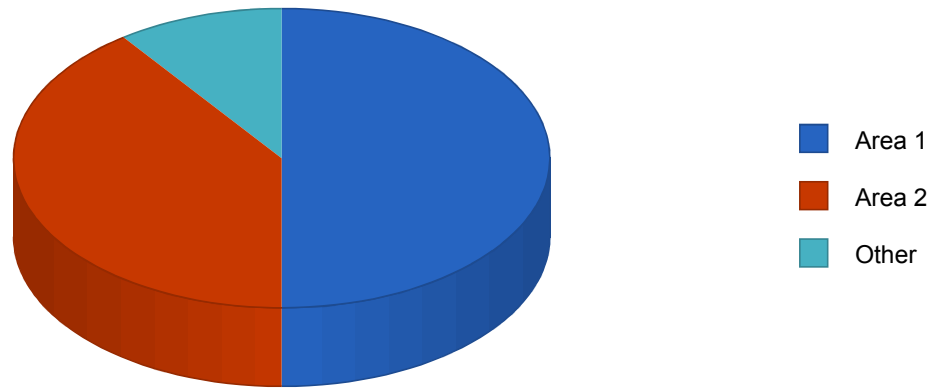
4.1 Market Segmentation

Our most important market segment is ...

Table: Market Analysis

Market Analysis		Year 1	Year 2	Year 3	Year 4	Year 5	
Potential Customers	Growth						CAGR
Area 1	10%	500	550	605	666	733	10.04%
Area 2	50%	400	600	900	1,350	2,025	50.00%
Other	25%	100	125	156	195	244	24.98%
Total	31.63%	1,000	1,275	1,661	2,211	3,002	31.63%

Market Analysis (Pie)



4.2 Target Market Segment Strategy

As indicated by the previous table, we must focus on ...

4.3 Service Business Analysis

The consulting industry is ...

4.3.1 Competition and Buying Patterns

The key element in purchase decision ...

5.0 Strategy and Implementation Summary

HTCPA Sample Company will focus on ...

5.1 Competitive Edge

In the consulting ...

5.2 Marketing Strategy

HTCPA Sample Company plans to market itself ...

5.3 Sales Strategy

The sales forecast monthly summary is included in the appendix. The annual sales ..

5.3.1 Sales Forecast

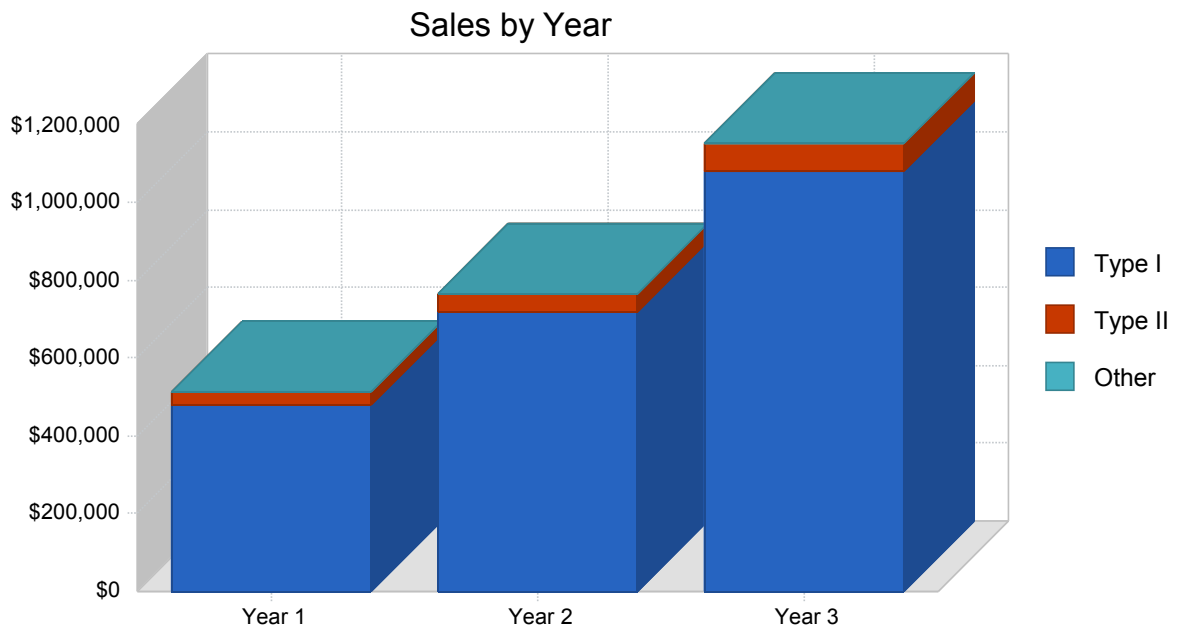
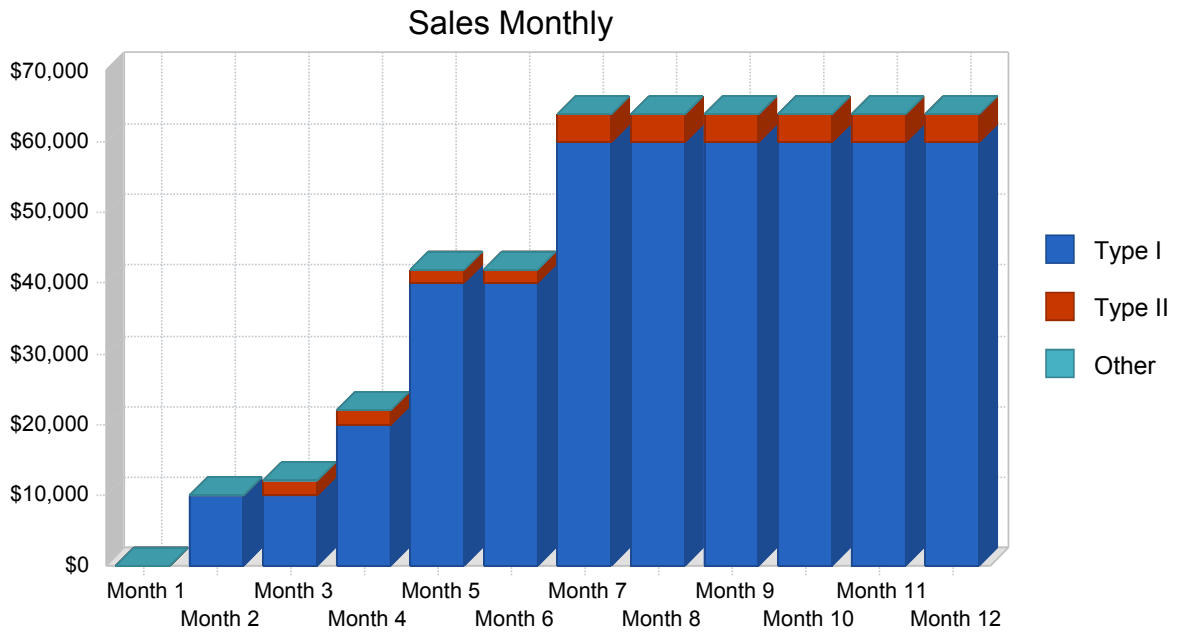
Sales forecasts are based on ...

HTCPA Sample Company

Table: Sales Forecast

Sales Forecast			
	Year 1	Year 2	Year 3
Unit Sales			
Type I	48	72	108
Type II	16	24	36
Other	0	0	0
Total Unit Sales	64	96	144
Unit Prices			
Type I	\$10,000.00	\$10,000.00	\$10,000.00
Type II	\$2,000.00	\$2,000.00	\$2,000.00
Other	\$0.00	\$0.00	\$0.00
Sales			
Type I	\$480,000	\$720,000	\$1,080,000
Type II	\$32,000	\$48,000	\$72,000
Other	\$0	\$0	\$0
Total Sales	\$512,000	\$768,000	\$1,152,000
Direct Unit Costs			
Type I	\$3,333.00	\$3,333.00	\$3,333.00
Type II	\$666.60	\$666.60	\$666.60
Other	\$0.00	\$0.00	\$0.00
Direct Cost of Sales			
Type I	\$159,984	\$239,976	\$359,964
Type II	\$10,666	\$15,998	\$23,998
Other	\$0	\$0	\$0
Subtotal Direct Cost of Sales	\$170,650	\$255,974	\$383,962

HTCPA Sample Company



5.4 Milestones

Our detailed milestones are shown in the following ...

Table: Milestones

Milestones

Milestone	Start Date	End Date	Budget	Manager	Department
Business Plan	1/1/2013	1/31/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Other	1/1/2013	1/1/2013	\$0		
Totals			\$0		



6.0 Management Summary

The initial management team depends on the founders ...

6.1 Personnel Plan

Table: Personnel

Personnel Plan	Year 1	Year 2	Year 3
Officers	\$60,000	\$120,000	\$120,000
Consultants	\$120,000	\$240,000	\$360,000
Other	\$36,000	\$36,000	\$36,000
Total People	3	4	5
Total Payroll	\$216,000	\$396,000	\$516,000

7.0 Financial Plan

Our financial plan is ...

7.1 Startup Funding

Start-up assets required include ...

Table: Startup Funding

Startup Funding	
Startup Expenses to Fund	\$0
Startup Assets to Fund	\$0
Total Funding Required	\$0

Assets	
Non-cash Assets from Startup	\$0
Cash Requirements from Startup	\$0
Additional Cash Raised	\$50,500
Cash Balance on Starting Date	\$50,500
Total Assets	\$50,500

Liabilities and Capital

Liabilities	
Current Borrowing	\$0
Long-term Liabilities	\$0
Accounts Payable (Outstanding Bills)	\$500
Other Current Liabilities (interest-free)	\$0
Total Liabilities	\$500

Capital

Planned Investment	
Investor 1	\$25,000
Investor 2	\$25,000
Additional Investment Requirement	\$0
Total Planned Investment	\$50,000

Loss at Startup (Startup Expenses)	\$0
Total Capital	\$50,000

Total Capital and Liabilities	\$50,500
-------------------------------	----------

Total Funding	\$50,500
---------------	----------

7.2 Important Assumptions

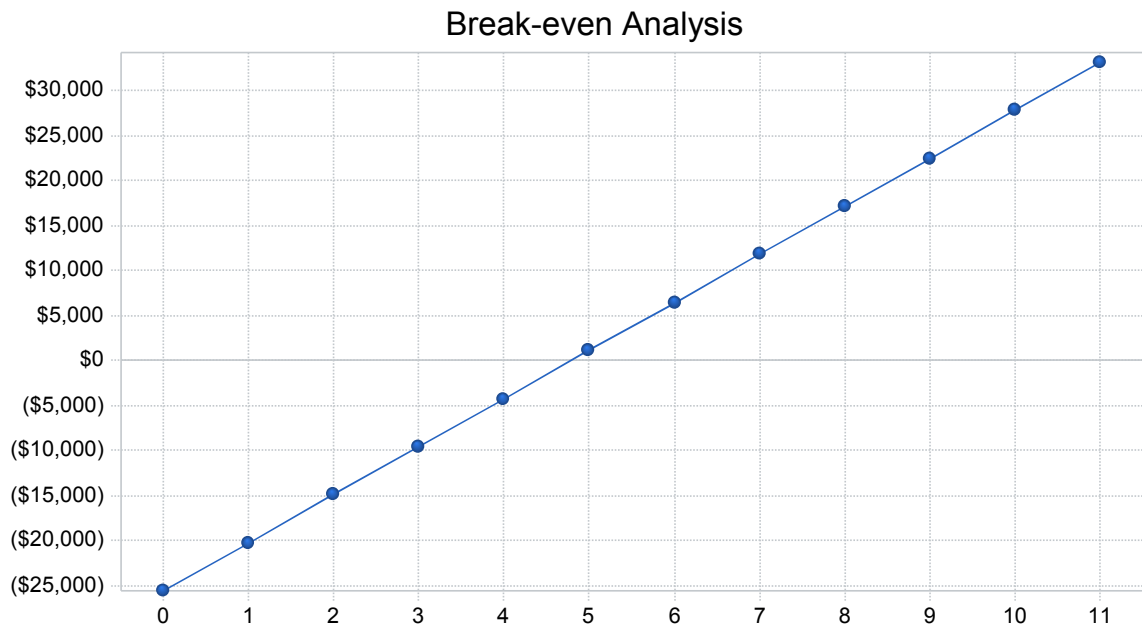
The following is our estimate of our ...

7.3 Break-even Analysis

The following summarizes the break-even analysis ...

Table: Break-even Analysis

Break-even Analysis	
Monthly Units Break-even	5
Monthly Revenue Break-even	\$38,348
Assumptions:	
Average Per-Unit Revenue	\$8,000.00
Average Per-Unit Variable Cost	\$2,666.40
Estimated Monthly Fixed Cost	\$25,567



7.4 Projected Profit and Loss

The detailed monthly pro-forma income statement for the first year is included ...

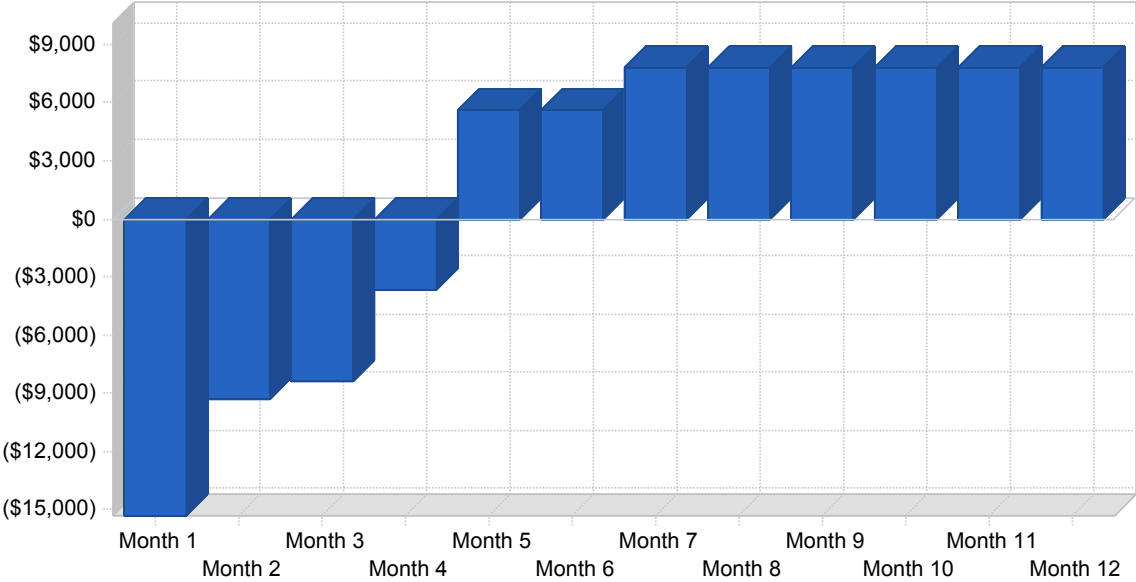
HTCPA Sample Company

Table: Profit and Loss

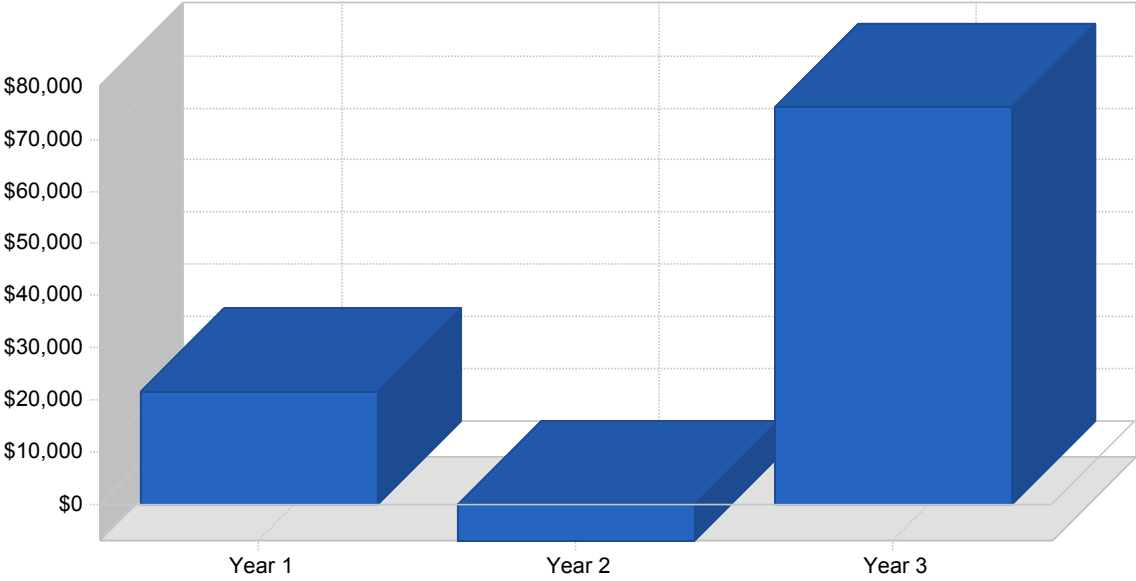
Pro Forma Profit and Loss			
	Year 1	Year 2	Year 3
Sales	\$512,000	\$768,000	\$1,152,000
Direct Cost of Sales	\$170,650	\$255,974	\$383,962
Other Costs of Sales	\$0	\$0	\$0
Total Cost of Sales	\$170,650	\$255,974	\$383,962
Gross Margin	\$341,350	\$512,026	\$768,038
Gross Margin %	66.67%	66.67%	66.67%
Expenses			
Payroll	\$216,000	\$396,000	\$516,000
Marketing/Promotion	\$14,000	\$12,000	\$12,000
Depreciation	\$0	\$0	\$0
Rent	\$36,000	\$37,800	\$39,690
Utilities	\$6,000	\$6,000	\$6,000
Insurance	\$2,400	\$2,400	\$2,400
Payroll Taxes	\$32,400	\$59,400	\$77,400
Other	\$0	\$0	\$0
Total Operating Expenses	\$306,800	\$513,600	\$653,490
Profit Before Interest and Taxes	\$34,550	(\$1,574)	\$114,548
EBITDA	\$34,550	(\$1,574)	\$114,548
Interest Expense	\$3,695	\$5,473	\$5,472
Taxes Incurred	\$9,257	\$0	\$32,723
Net Profit	\$21,599	(\$7,047)	\$76,353
Net Profit/Sales	4.22%	-0.92%	6.63%

HTCPA Sample Company

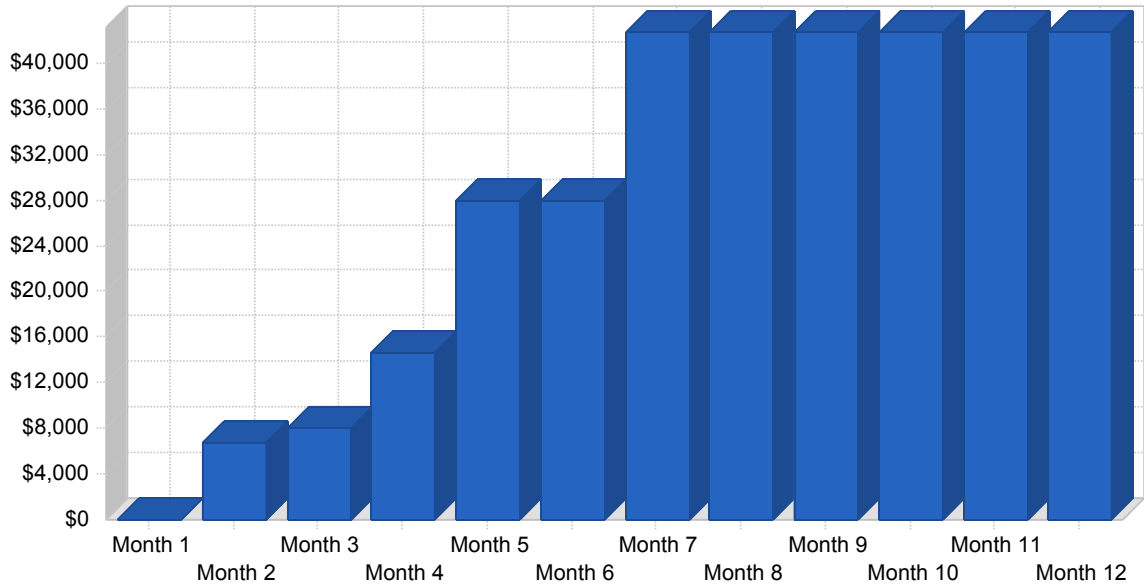
Profit Monthly



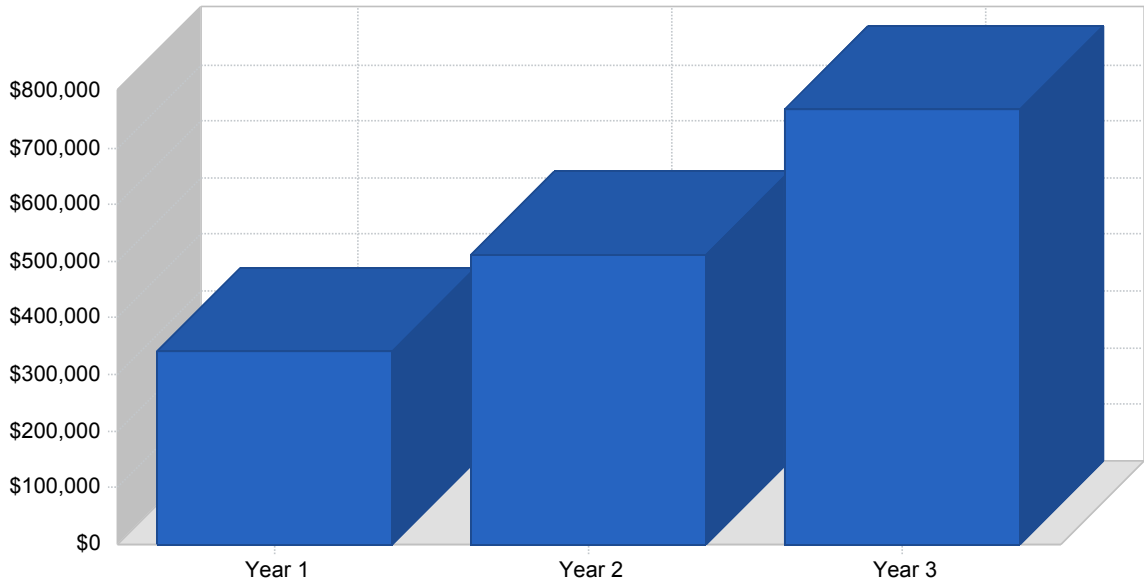
Profit Yearly



Gross Margin Monthly



Gross Margin Yearly



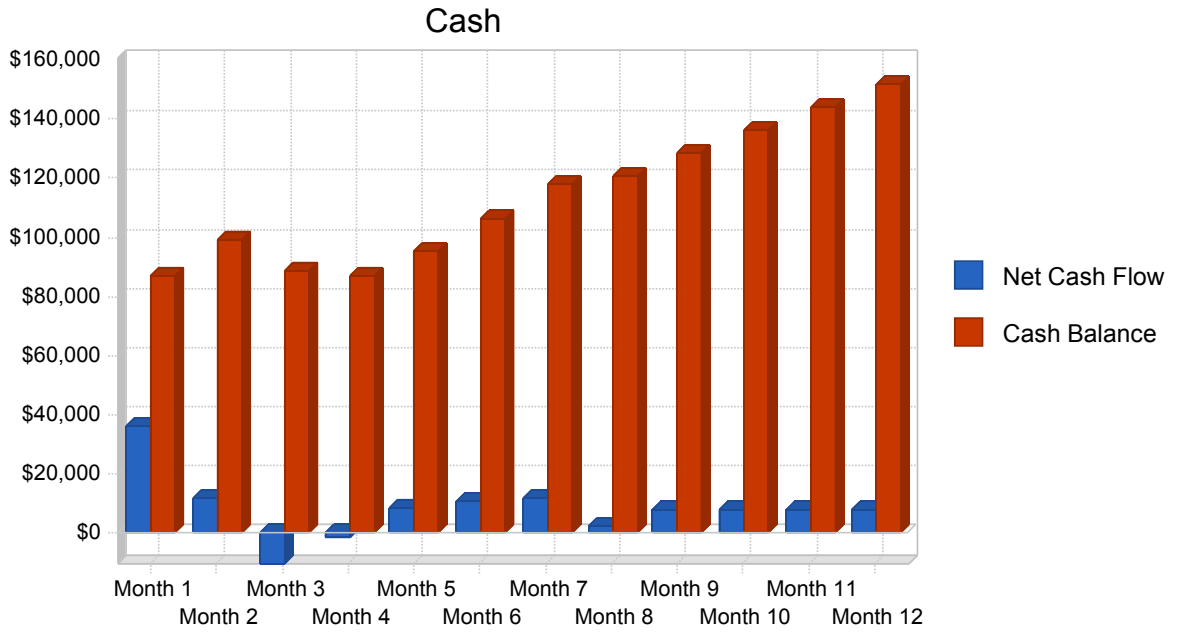
7.5 Projected Cash Flow

Cash flow projections are ...

HTCPA Sample Company

Table: Cash Flow

Pro Forma Cash Flow			
	Year 1	Year 2	Year 3
Cash Received			
Cash from Operations			
Cash Sales	\$384,000	\$576,000	\$864,000
Cash from Receivables	\$96,533	\$176,267	\$264,400
Subtotal Cash from Operations	\$480,533	\$752,267	\$1,128,400
Additional Cash Received			
Sales Tax, VAT, HST/GST Received	\$0	\$0	\$0
New Current Borrowing	\$30,000	\$100,000	\$0
New Other Liabilities (interest-free)	\$0	\$0	\$0
New Long-term Liabilities	\$50,000	\$0	\$0
Sales of Other Current Assets	\$0	\$0	\$0
Sales of Long-term Assets	\$0	\$0	\$0
New Investment Received	\$0	\$0	\$0
Subtotal Cash Received	\$560,533	\$852,267	\$1,128,400
Expenditures			
Expenditures from Operations			
Cash Spending	\$216,000	\$396,000	\$516,000
Bill Payments	\$242,838	\$379,955	\$544,803
Subtotal Spent on Operations	\$458,838	\$775,955	\$1,060,803
Additional Cash Spent			
Sales Tax, VAT, HST/GST Paid Out	\$0	\$0	\$0
Principal Repayment of Current Borrowing	\$0	\$30,000	\$50,000
Other Liabilities Principal Repayment	\$0	\$0	\$0
Long-term Liabilities Principal Repayment	\$550	\$10,000	\$10,000
Purchase Other Current Assets	\$0	\$0	\$0
Purchase Long-term Assets	\$0	\$0	\$0
Dividends	\$0	\$0	\$0
Subtotal Cash Spent	\$459,388	\$815,955	\$1,120,803
Net Cash Flow	\$101,145	\$36,311	\$7,597
Cash Balance	\$151,645	\$187,957	\$195,554



7.6 Projected Balance Sheet

The balance sheet shows ...

Table: Balance Sheet

Pro Forma Balance Sheet			
	Year 1	Year 2	Year 3
Assets			
Current Assets			
Cash	\$151,645	\$187,957	\$195,554
Accounts Receivable	\$31,467	\$47,200	\$70,800
Other Current Assets	\$0	\$0	\$0
Total Current Assets	\$183,112	\$235,157	\$266,354
Long-term Assets			
Long-term Assets	\$0	\$0	\$0
Accumulated Depreciation	\$0	\$0	\$0
Total Long-term Assets	\$0	\$0	\$0
Total Assets	\$183,112	\$235,157	\$266,354
Liabilities and Capital			
Current Liabilities			
Accounts Payable	\$32,063	\$31,155	\$45,998
Current Borrowing	\$30,000	\$100,000	\$50,000
Other Current Liabilities	\$0	\$0	\$0
Subtotal Current Liabilities	\$62,063	\$131,155	\$95,998
Long-term Liabilities	\$49,450	\$39,450	\$29,450
Total Liabilities	\$111,513	\$170,605	\$125,448
Paid-in Capital	\$50,000	\$50,000	\$50,000
Retained Earnings	\$0	\$21,599	\$14,552
Earnings	\$21,599	(\$7,047)	\$76,353
Total Capital	\$71,599	\$64,552	\$140,905
Total Liabilities and Capital	\$183,112	\$235,157	\$266,354
Net Worth	\$71,599	\$64,552	\$140,905

7.7 Business Ratios

The following table shows the projected business ratios. We expect to ...

HTCPA Sample Company

Table: Ratios

Ratio Analysis				
	Year 1	Year 2	Year 3	Industry Profile
Sales Growth	n.a.	50.00%	50.00%	0.00%
Percent of Total Assets				
Accounts Receivable	17.18%	20.07%	26.58%	0.00%
Other Current Assets	0.00%	0.00%	0.00%	100.00%
Total Current Assets	100.00%	100.00%	100.00%	100.00%
Long-term Assets	0.00%	0.00%	0.00%	0.00%
Total Assets	100.00%	100.00%	100.00%	100.00%
Current Liabilities	33.89%	55.77%	36.04%	0.00%
Long-term Liabilities	27.01%	16.78%	11.06%	0.00%
Total Liabilities	60.90%	72.55%	47.10%	0.00%
Net Worth	39.10%	27.45%	52.90%	100.00%
Percent of Sales				
Sales	100.00%	100.00%	100.00%	100.00%
Gross Margin	66.67%	66.67%	66.67%	0.00%
Selling, General & Administrative Expenses	62.45%	67.59%	60.04%	0.00%
Advertising Expenses	2.73%	1.56%	1.04%	0.00%
Profit Before Interest and Taxes	6.75%	-0.21%	9.94%	0.00%
Main Ratios				
Current	2.95	1.79	2.77	0.00
Quick	2.95	1.79	2.77	0.00
Total Debt to Total Assets	60.90%	72.55%	47.10%	0.00%
Pre-tax Return on Net Worth	43.10%	-10.92%	77.41%	0.00%
Pre-tax Return on Assets	16.85%	-3.00%	40.95%	0.00%
Additional Ratios				
	Year 1	Year 2	Year 3	
Net Profit Margin	4.22%	-0.92%	6.63%	n.a
Return on Equity	30.17%	-10.92%	54.19%	n.a
Activity Ratios				
Accounts Receivable Turnover	4.07	4.07	4.07	n.a
Collection Days	56	75	75	n.a
Accounts Payable Turnover	8.56	12.17	12.17	n.a
Payment Days	27	30	25	n.a

HTCPA Sample Company

Total Asset Turnover	2.80	3.27	4.33	n.a
Debt Ratios				
Debt to Net Worth	1.56	2.64	0.89	n.a
Current Liab. to Liab.	0.56	0.77	0.77	n.a
Liquidity Ratios				
Net Working Capital	\$121,049	\$104,002	\$170,355	n.a
Interest Coverage	9.35	-0.29	20.93	n.a
Additional Ratios				
Assets to Sales	0.36	0.31	0.23	n.a
Current Debt/Total Assets	34%	56%	36%	n.a
Acid Test	2.44	1.43	2.04	n.a
Sales/Net Worth	7.15	11.90	8.18	n.a
Dividend Payout	0.00	0.00	0.00	n.a

Appendix

Table: Sales Forecast

Sales Forecast												
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Unit Sales												
Type I	0	1	1	2	4	4	6	6	6	6	6	6
Type II	0	0	1	1	1	1	2	2	2	2	2	2
Other	0	0	0	0	0	0	0	0	0	0	0	0
Total Unit Sales	0	1	2	3	5	5	8	8	8	8	8	8
Unit Prices												
Type I	\$0.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00	\$10,000.00
Type II	\$0.00	\$0.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00	\$2,000.00
Other	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Sales												
Type I	\$0	\$10,000	\$10,000	\$20,000	\$40,000	\$40,000	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000	\$60,000
Type II	\$0	\$0	\$2,000	\$2,000	\$2,000	\$2,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Sales	\$0	\$10,000	\$12,000	\$22,000	\$42,000	\$42,000	\$64,000	\$64,000	\$64,000	\$64,000	\$64,000	\$64,000
Direct Unit Costs												
Type I	33.33%	\$0.00	\$3,333.00	\$3,333.00	\$3,333.00	\$3,333.00	\$3,333.00	\$3,333.00	\$3,333.00	\$3,333.00	\$3,333.00	\$3,333.00
Type II	33.33%	\$0.00	\$0.00	\$666.60	\$666.60	\$666.60	\$666.60	\$666.60	\$666.60	\$666.60	\$666.60	\$666.60
Other	10.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Direct Cost of Sales												
Type I	\$0	\$3,333	\$3,333	\$6,666	\$13,332	\$13,332	\$19,998	\$19,998	\$19,998	\$19,998	\$19,998	\$19,998
Type II	\$0	\$0	\$667	\$667	\$667	\$667	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333	\$1,333
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Direct Cost of Sales	\$0	\$3,333	\$4,000	\$7,333	\$13,999	\$13,999	\$21,331	\$21,331	\$21,331	\$21,331	\$21,331	\$21,331

Appendix

Table: Personnel

Personnel Plan	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Officers	\$0	\$0	\$0	\$0	\$0	\$0	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Consultants	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Other	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Total People	3	3	3	3	3	3	3	3	3	3	3	3
Total Payroll	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$23,000	\$23,000	\$23,000	\$23,000	\$23,000	\$23,000

Appendix

Table: Profit and Loss

Pro Forma Profit and Loss												
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Sales	\$0	\$10,000	\$12,000	\$22,000	\$42,000	\$42,000	\$64,000	\$64,000	\$64,000	\$64,000	\$64,000	\$64,000
Direct Cost of Sales	\$0	\$3,333	\$4,000	\$7,333	\$13,999	\$13,999	\$21,331	\$21,331	\$21,331	\$21,331	\$21,331	\$21,331
Other Costs of Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cost of Sales	\$0	\$3,333	\$4,000	\$7,333	\$13,999	\$13,999	\$21,331	\$21,331	\$21,331	\$21,331	\$21,331	\$21,331
Gross Margin	\$0	\$6,667	\$8,000	\$14,667	\$28,001	\$28,001	\$42,669	\$42,669	\$42,669	\$42,669	\$42,669	\$42,669
Gross Margin %	0.00%	66.67%	66.67%	66.67%	66.67%	66.67%	66.67%	66.67%	66.67%	66.67%	66.67%	66.67%
Expenses												
Payroll	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$23,000	\$23,000	\$23,000	\$23,000	\$23,000	\$23,000
Marketing/Promotion	\$3,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Rent	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Utilities	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Insurance	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Payroll Taxes	15%	\$1,950	\$1,950	\$1,950	\$1,950	\$1,950	\$1,950	\$3,450	\$3,450	\$3,450	\$3,450	\$3,450
Other		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Operating Expenses	\$21,650	\$19,650	\$19,650	\$19,650	\$19,650	\$19,650	\$31,150	\$31,150	\$31,150	\$31,150	\$31,150	\$31,150
Profit Before Interest and Taxes	(\$21,650)	(\$12,983)	(\$11,650)	(\$4,983)	\$8,351	\$8,351	\$11,519	\$11,519	\$11,519	\$11,519	\$11,519	\$11,519
EBITDA	(\$21,650)	(\$12,983)	(\$11,650)	(\$4,983)	\$8,351	\$8,351	\$11,519	\$11,519	\$11,519	\$11,519	\$11,519	\$11,519
Interest Expense	\$208	\$291	\$291	\$291	\$291	\$332	\$332	\$332	\$332	\$331	\$331	\$331
Taxes Incurred	(\$6,557)	(\$3,982)	(\$3,582)	(\$1,582)	\$2,418	\$2,406	\$3,356	\$3,356	\$3,356	\$3,356	\$3,356	\$3,356
Net Profit	(\$15,301)	(\$9,292)	(\$8,359)	(\$3,692)	\$5,642	\$5,613	\$7,831	\$7,831	\$7,831	\$7,831	\$7,831	\$7,831
Net Profit/Sales	0.00%	-92.92%	-69.65%	-16.78%	13.43%	13.37%	12.24%	12.24%	12.24%	12.24%	12.24%	12.24%

Appendix

Table: Cash Flow

Pro Forma Cash Flow												
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Cash Received												
Cash from Operations												
Cash Sales	\$0	\$7,500	\$9,000	\$16,500	\$31,500	\$31,500	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000	\$48,000
Cash from Receivables	\$0	\$0	\$83	\$2,517	\$3,083	\$5,667	\$10,500	\$10,683	\$16,000	\$16,000	\$16,000	\$16,000
Subtotal Cash from Operations	\$0	\$7,500	\$9,083	\$19,017	\$34,583	\$37,167	\$58,500	\$58,683	\$64,000	\$64,000	\$64,000	\$64,000
Additional Cash Received												
Sales Tax, VAT, HST/GST Received	0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Current Borrowing		\$0	\$20,000	\$0	\$0	\$0	\$10,000	\$0	\$0	\$0	\$0	\$0
New Other Liabilities (interest-free)		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Long-term Liabilities		\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Other Current Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Long-term Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Investment Received		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Received		\$50,000	\$27,500	\$9,083	\$19,017	\$34,583	\$47,167	\$58,500	\$58,683	\$64,000	\$64,000	\$64,000
Expenditures												
Expenditures from Operations												
Cash Spending		\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$23,000	\$23,000	\$23,000	\$23,000	\$23,000
Bill Payments		\$577	\$2,434	\$6,328	\$7,536	\$13,047	\$23,359	\$23,713	\$33,169	\$33,169	\$33,169	\$33,169
Subtotal Spent on Operations		\$13,577	\$15,434	\$19,328	\$20,536	\$26,047	\$36,359	\$46,713	\$56,169	\$56,169	\$56,169	\$56,169
Additional Cash Spent												
Sales Tax, VAT, HST/GST Paid Out		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Principal Repayment of Current Borrowing		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Liabilities Principal Repayment		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long-term Liabilities Principal Repayment		\$0	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Purchase Other Current Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Long-term Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividends		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Spent		\$13,577	\$15,484	\$19,378	\$20,586	\$26,097	\$36,409	\$46,763	\$56,219	\$56,219	\$56,219	\$56,219

Appendix

Net Cash Flow	\$36,423	\$12,016	(\$10,294)	(\$1,570)	\$8,486	\$10,758	\$11,737	\$2,464	\$7,781	\$7,781	\$7,781	\$7,781
Cash Balance	\$86,923	\$98,939	\$88,645	\$87,075	\$95,562	\$106,320	\$118,057	\$120,521	\$128,302	\$136,083	\$143,864	\$151,645

Appendix

Table: Balance Sheet

Pro Forma Balance Sheet													
	Starting Balances	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Assets													
Current Assets													
Cash	\$50,500	\$86,923	\$98,939	\$88,645	\$87,075	\$95,562	\$106,320	\$118,057	\$120,521	\$128,302	\$136,083	\$143,864	\$151,645
Accounts Receivable	\$0	\$0	\$2,500	\$5,417	\$8,400	\$15,817	\$20,650	\$26,150	\$31,467	\$31,467	\$31,467	\$31,467	\$31,467
Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$50,500	\$86,923	\$101,439	\$94,062	\$95,475	\$111,378	\$126,970	\$144,207	\$151,988	\$159,769	\$167,550	\$175,331	\$183,112
Long-term Assets													
Long-term Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accumulated Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Long-term Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Assets	\$50,500	\$86,923	\$101,439	\$94,062	\$95,475	\$111,378	\$126,970	\$144,207	\$151,988	\$159,769	\$167,550	\$175,331	\$183,112
Liabilities and Capital													
Current Liabilities													
Accounts Payable	\$500	\$2,224	\$6,082	\$7,113	\$12,268	\$22,579	\$22,607	\$32,064	\$32,064	\$32,063	\$32,063	\$32,063	\$32,063
Current Borrowing	\$0	\$0	\$20,000	\$20,000	\$20,000	\$20,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Current Liabilities	\$500	\$2,224	\$26,082	\$27,113	\$32,268	\$42,579	\$52,607	\$62,064	\$62,064	\$62,063	\$62,063	\$62,063	\$62,063
Long-term Liabilities													
Long-term Liabilities	\$0	\$50,000	\$49,950	\$49,900	\$49,850	\$49,800	\$49,750	\$49,700	\$49,650	\$49,600	\$49,550	\$49,500	\$49,450
Total Liabilities	\$500	\$52,224	\$76,032	\$77,013	\$82,118	\$92,379	\$102,357	\$111,764	\$111,714	\$111,663	\$111,613	\$111,563	\$111,513
Capital													
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
Retained Earnings	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Earnings	\$0	(\$15,301)	(\$24,593)	(\$32,952)	(\$36,643)	(\$31,001)	(\$25,387)	(\$17,557)	(\$9,726)	(\$1,895)	\$5,936	\$13,768	\$21,599
Total Capital	\$50,000	\$34,699	\$25,407	\$17,048	\$13,357	\$18,999	\$24,613	\$32,443	\$40,274	\$48,105	\$55,936	\$63,768	\$71,599
Total Liabilities and Capital	\$50,500	\$86,923	\$101,439	\$94,062	\$95,475	\$111,378	\$126,970	\$144,207	\$151,988	\$159,769	\$167,550	\$175,331	\$183,112
Net Worth	\$50,000	\$34,699	\$25,407	\$17,048	\$13,357	\$18,999	\$24,613	\$32,443	\$40,274	\$48,105	\$55,936	\$63,768	\$71,599