



## Financial Summary

# World Standing Together

The following financial statements are only estimations base on WST models using an average city with a population of 150,000.

These estimate financials will change based in project type such as city, industry and other targeted focused areas of each charter.

**For information purposes only**

## Financial Forecast - Summary

World Standing Together - AST

1-Jul-21

### Income Related Items

Year	2020	2021	2022	2023	2024
<b>Total Sales</b>	\$98,616,408	\$174,964,580	\$251,312,708	\$327,660,854	\$404,009,004
% Growth		77%	44%	30%	23%
<b>Gross Profit</b>	\$51,940,754	\$90,077,105	\$130,128,867	\$169,661,682	\$209,194,496
% Growth		73%	44%	30%	23%
<b>Income from Operations</b>	\$21,776,362	\$64,619,249	\$92,958,903	\$120,794,877	\$148,605,717
% Growth		197%	44%	30%	23%
<b>Net Income after Taxes</b>	\$11,976,999	\$35,540,587	\$51,127,397	\$66,437,182	\$81,733,144
% Growth		197%	44%	30%	23%

### Income Ratios

Year	2020	2021	2022	2023	2024
<b>Gross Profit Margin</b>	53%	51%	52%	52%	52%
<b>Operating Income Margin</b>	22%	37%	37%	37%	37%
<b>Net Profit Margin</b>	12%	20%	20%	20%	20%

### Balance Sheet Items

Year	2020	2021	2022	2023	2024
<b>Cash</b>	\$ 767,663,905	\$792,092,532	\$640,960,698	\$708,367,079	\$791,304,039
<b>Total Assets</b>	\$792,644,959	\$831,056,768	\$885,168,624	\$951,302,152	\$1,032,888,203
<b>Total Liabilities</b>	\$5,269,834	\$8,141,056	\$11,125,515	\$10,821,861	\$10,674,768
<b>Equity</b>	\$787,375,125	\$822,915,712	\$874,043,109	\$940,480,291	\$1,022,213,435

### Employment Impact:

<b>New Direct Jobs</b>	10,393	28,452	50,864	85,273	151,003
<b>Cuml Jobs</b>		38,845	79,316	136,137	236,276
<b>Indirect Jobs</b>	28,060	76,821	137,333	230,237	407,707
<b>Cuml Jobs Indirect</b>		104,882	214,154	367,570	637,944
<b>Total Job Impact</b>	38,453	143,727	293,471	503,706	874,219

# INCOME STATEMENT

Years 1- 5

World Standing Together - AST

1-Jul-21

Sales	% of Total		% of Total		% of Total		% of Total		% of Total	
	2020	Sales	2021	Sales	2022	Sales	2023	Sales	2024	Sales
State Office ASTF	\$4,178,664	4%	\$7,413,758	4%	\$10,648,846	4%	\$13,883,936	4%	\$17,119,027	4%
Regional Office AST	\$29,250,594	30%	\$51,896,204	30%	\$74,541,836	30%	\$97,187,472	30%	\$119,833,110	30%
City Office AST	\$14,625,330	15%	\$25,948,168	15%	\$37,270,984	15%	\$48,593,802	15%	\$59,916,621	15%
HUD Assets	\$2,089,338	2%	\$3,706,890	2%	\$5,324,442	2%	\$6,941,990	2%	\$8,559,536	2%
City Help Program	\$8,357,328	8%	\$14,827,520	8%	\$21,297,696	8%	\$27,767,876	8%	\$34,238,058	8%
City Bond Coordination	\$1,253,616	1%	\$2,224,160	1%	\$3,194,688	1%	\$4,165,216	1%	\$5,135,743	1%
Tech School and Training	\$1,253,616	1%	\$2,224,160	1%	\$3,194,688	1%	\$4,165,216	1%	\$5,135,743	1%
Utilities and Green Technology	\$4,178,664	4%	\$7,413,758	4%	\$10,648,846	4%	\$13,883,936	4%	\$17,119,027	4%
Real Estate Redevelopment	\$4,178,664	4%	\$7,413,758	4%	\$10,648,846	4%	\$13,883,936	4%	\$17,119,027	4%
International Program	\$29,250,594	30%	\$51,896,204	30%	\$74,541,836	30%	\$97,187,474	30%	\$119,833,112	30%
<b>Total Sales</b>	<b>\$98,616,408</b>	<b>100%</b>	<b>\$174,964,580</b>	<b>100%</b>	<b>\$251,312,708</b>	<b>100%</b>	<b>\$327,660,854</b>	<b>100%</b>	<b>\$404,009,004</b>	<b>100%</b>
<b>Cost of Goods Sold</b>										
<b>Gross Profit</b>	<b>\$51,940,754</b>	<b>53%</b>	<b>\$90,077,105</b>	<b>51%</b>	<b>\$130,128,867</b>	<b>52%</b>	<b>\$169,661,682</b>	<b>52%</b>	<b>\$209,194,496</b>	<b>52%</b>
<b>Operating Expenses</b>										
Sales & Marketing	\$10,386,041	11%	\$17,671,422	10%	\$25,357,452	10%	\$33,028,213	10%	\$40,724,108	10%
Research & Development	\$792,000	1%	\$2,520,000	1%	\$4,248,000	2%	\$5,976,000	2%	\$7,704,000	2%
G & A	\$18,986,351	19%	\$5,266,434	3%	\$7,564,512	3%	\$9,862,592	3%	\$12,160,671	3%
Depreciation	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
<b>Total Operating Expenses</b>	<b>\$30,164,392</b>	<b>31%</b>	<b>\$25,457,856</b>	<b>15%</b>	<b>\$37,169,964</b>	<b>15%</b>	<b>\$48,866,805</b>	<b>15%</b>	<b>\$60,588,779</b>	<b>15%</b>
<b>Income From Operations</b>	<b>\$21,776,362</b>	<b>22%</b>	<b>\$64,619,249</b>	<b>37%</b>	<b>\$92,958,903</b>	<b>37%</b>	<b>\$120,794,877</b>	<b>37%</b>	<b>\$148,605,717</b>	<b>37%</b>
Interest Income	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
Interest Expense	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
<b>Income before Taxes</b>	<b>\$21,776,362</b>	<b>22%</b>	<b>\$64,619,249</b>	<b>37%</b>	<b>\$92,958,903</b>	<b>37%</b>	<b>\$120,794,877</b>	<b>37%</b>	<b>\$148,605,717</b>	<b>37%</b>
Taxes on Income			\$29,078,662	17%	\$41,831,506	17%	\$54,357,695	17%	\$66,872,573	17%
<b>Net Income After Taxes</b>			<b>\$35,540,587</b>	<b>20%</b>	<b>\$51,127,397</b>	<b>20%</b>	<b>\$66,437,182</b>	<b>20%</b>	<b>\$81,733,144</b>	<b>20%</b>
Sales Growth				77%		44%		30%		23%
Gross Profit Growth				73%		44%		30%		23%
Income from Operations Growth				197%		44%		30%		23%
Net Income After Taxes Growth						44%		30%		23%

Balance Sheet	Years 1- 5		World Standing Together - AST		
	1-Jul-21				
	Year End				
	2020	2021	2022	2023	2024
<b>Assets</b>					
<i>Current Assets</i>					
Cash	\$767,663,905	\$792,092,532	\$640,960,698	\$708,367,079	\$791,304,039
Investments	\$0	\$0	\$200,000,000	\$200,000,000	\$200,000,000
Accounts Receivable	\$0	\$13,983,182	\$19,226,872	\$17,954,019	\$16,603,110
Notes Receivable	\$24,981,054	\$24,981,054	\$24,981,054	\$24,981,054	\$24,981,054
Inventory	\$0	\$0	\$0	\$0	\$0
Other Current Assets	\$0	\$0	\$0	\$0	\$0
<b>Total Current Assets</b>	<b>\$792,644,959</b>	<b>\$831,056,768</b>	<b>\$885,168,624</b>	<b>\$951,302,152</b>	<b>\$1,032,888,203</b>
<i>Plant &amp; Equipment</i>					
Land	\$0	\$0	\$0	\$0	\$0
Plant	\$0	\$0	\$0	\$0	\$0
Preoperating Expenses	\$0	\$0	\$0	\$0	\$0
Lic Agreement	\$0	\$0	\$0	\$0	\$0
Equipment	\$0	\$0	\$0	\$0	\$0
Automobiles	\$0	\$0	\$0	\$0	\$0
Accumulated Depreciation	\$0	\$0	\$0	\$0	\$0
<b>Total Net Plant &amp; Equip</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Total Assets</b>	<b>\$792,644,959</b>	<b>\$831,056,768</b>	<b>\$885,168,624</b>	<b>\$951,302,152</b>	<b>\$1,032,888,203</b>
<b>Liabilities &amp; Equity</b>					
<i>Current Liabilities</i>					
Short Term Debt	\$0	\$0	\$0	\$0	\$0
Accounts Payable	\$5,269,834	\$8,141,056	\$11,125,515	\$10,821,861	\$10,674,768
Other Payables	\$0	\$0	\$0	\$0	\$0
Accrued Liabilities (Patent Option)	\$0	\$0	\$0	\$0	\$0
<b>Total Current Liabilities</b>	<b>\$5,269,834</b>	<b>\$8,141,056</b>	<b>\$11,125,515</b>	<b>\$10,821,861</b>	<b>\$10,674,768</b>
Long Term Debt	\$0	\$0	\$0	\$0	\$0
<b>Total Liabilities</b>	<b>\$5,269,834</b>	<b>\$8,141,056</b>	<b>\$11,125,515</b>	<b>\$10,821,861</b>	<b>\$10,674,768</b>
<i>Owner/Stockholder Equity</i>					
Common Stock	\$774,412,682	\$774,412,682	\$774,412,682	\$774,412,682	\$774,412,682
Retained Earnings	\$12,962,443	\$48,503,030	\$99,630,427	\$166,067,609	\$247,800,753
Dividends Payable	\$0	\$0	\$0	\$0	\$0
<b>Total Owners' Equity</b>	<b>\$787,375,125</b>	<b>\$822,915,712</b>	<b>\$874,043,109</b>	<b>\$940,480,291</b>	<b>\$1,022,213,435</b>

Gross Profit Analysis		Years 1- 5		World Standing Together - AST						
1-Jul-21										
	2020	% of Sales	2021	% of Sales	2022	% of Sales	2023	% of Sales	2024	% of Sales
<b>State Office ASTF</b>										
Sales	\$4,178,664		\$7,413,758		\$10,648,846		\$13,883,936		\$17,119,027	
Cost of Goods Sold	\$1,253,601	30%	\$2,224,128	30%	\$3,194,654	30%	\$4,165,181	30%	\$5,135,708	30%
Labor	\$208,933	5.0%	\$370,688	5%	\$532,442	5%	\$694,197	5%	\$855,951	5%
Fixed Cost of Goods & Services	\$0	0.0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
<b>Gross Profit</b>	<b>\$2,716,130</b>	<b>65%</b>	<b>\$4,818,942</b>	<b>65%</b>	<b>\$6,921,750</b>	<b>65%</b>	<b>\$9,024,558</b>	<b>65%</b>	<b>\$11,127,368</b>	<b>65%</b>
<b>Regional Office AST</b>										
Sales	\$29,250,594		\$51,896,204		\$74,541,836		\$97,187,472		\$119,833,110	
Cost of Goods Sold	\$8,775,179	30%	\$15,568,862	30%	\$22,362,551	30%	\$29,156,242	30%	\$35,949,933	30%
<b>Gross Profit</b>	<b>\$19,012,865</b>	<b>65%</b>	<b>\$33,732,532</b>	<b>65%</b>	<b>\$48,452,193</b>	<b>65%</b>	<b>\$63,171,856</b>	<b>65%</b>	<b>\$77,891,521</b>	<b>65%</b>
<b>City Office AST</b>										
Sales	\$14,625,330		\$25,948,168		\$37,270,984		\$48,593,802		\$59,916,621	
Cost of Goods Sold	\$4,387,599	30%	\$7,784,450	30%	\$11,181,295	30%	\$14,578,141	30%	\$17,974,986	30%
Labor	\$2,925,066	20%	\$5,189,634	20%	\$7,454,197	20%	\$9,718,760	20%	\$11,983,324	20%
Fixed Cost of Goods & Services	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
<b>Gross Profit</b>	<b>\$7,312,665</b>	<b>50%</b>	<b>\$12,974,084</b>	<b>50%</b>	<b>\$18,635,492</b>	<b>50%</b>	<b>\$24,296,901</b>	<b>50%</b>	<b>\$29,958,311</b>	<b>50%</b>
<b>HUD Assets</b>										
Sales	\$2,089,338		\$3,706,890		\$5,324,442		\$6,941,990		\$8,559,536	
Cost of Goods Sold	\$626,802	30%	\$1,112,066	30%	\$1,597,334	30%	\$2,082,597	30%	\$2,567,861	30%
Labor	\$208,934	10%	\$370,689	10%	\$532,445	10%	\$694,199	10%	\$855,954	10%
Fixed Cost of Goods & Services	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
<b>Gross Profit</b>	<b>\$1,253,602</b>	<b>60%</b>	<b>\$2,224,135</b>	<b>60%</b>	<b>\$3,194,663</b>	<b>60%</b>	<b>\$4,165,194</b>	<b>60%</b>	<b>\$5,135,721</b>	<b>60%</b>
<b>City Help Program</b>										
Sales	\$8,357,328		\$14,827,520		\$21,297,696		\$27,767,876		\$34,238,058	
Cost of Goods Sold	\$2,507,198	30%	\$4,448,256	30%	\$6,389,309	30%	\$8,330,363	30%	\$10,271,417	30%
Labor	\$1,671,466	20%	\$2,965,504	20%	\$4,259,539	20%	\$5,553,575	20%	\$6,847,612	20%
Fixed Cost of Goods & Services	\$0	0%	\$0	0%	\$0	0%	\$0	0%	\$0	0%
<b>Gross Profit</b>	<b>\$4,178,664</b>	<b>50%</b>	<b>\$7,413,760</b>	<b>50%</b>	<b>\$10,648,848</b>	<b>50%</b>	<b>\$13,883,938</b>	<b>50%</b>	<b>\$17,119,029</b>	<b>50%</b>
<b>City Bond Coordination</b>										
Sales	\$1,253,616		\$2,224,160		\$3,194,688		\$4,165,216		\$5,135,743	
Cost of Goods Sold	\$376,080	30.0%	\$667,248	30.0%	\$958,407	30.0%	\$1,249,565	30.0%	\$1,540,723	30.0%
Labor	\$125,364	10.0%	\$222,416	10.0%	\$319,469	10.0%	\$416,522	10.0%	\$513,574	10.0%
Fixed Cost of Goods & Services	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
<b>Gross Profit</b>	<b>\$752,172</b>	<b>60.0%</b>	<b>\$1,334,496</b>	<b>60.0%</b>	<b>\$1,916,812</b>	<b>60.0%</b>	<b>\$2,499,129</b>	<b>60.0%</b>	<b>\$3,081,446</b>	<b>60.0%</b>
<b>Tech School and Training</b>										
Sales	\$1,253,616		\$2,224,160		\$3,194,688		\$4,165,216		\$5,135,743	
Cost of Goods Sold	\$376,080	30.0%	\$667,248	30.0%	\$958,407	30.0%	\$1,249,565	30.0%	\$1,540,723	30.0%
Labor	\$250,728	20.0%	\$444,832	20.0%	\$638,938	20.0%	\$833,043	20.0%	\$1,027,149	20.0%
Fixed Cost of Goods & Services	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
<b>Gross Profit</b>	<b>\$626,808</b>	<b>50.0%</b>	<b>\$1,112,080</b>	<b>50.0%</b>	<b>\$1,597,343</b>	<b>50.0%</b>	<b>\$2,082,608</b>	<b>50.0%</b>	<b>\$2,567,871</b>	<b>50.0%</b>
<b>Utilities and Green Technology</b>										
Sales	\$4,178,664		\$7,413,758		\$10,648,846		\$13,883,936		\$17,119,027	
Cost of Goods Sold	\$1,253,601	30.0%	\$2,224,128	30.0%	\$3,194,654	30.0%	\$4,165,181	30.0%	\$5,135,708	30.0%
Labor	\$417,868	10.0%	\$741,376	10.0%	\$1,064,885	10.0%	\$1,388,394	10.0%	\$1,711,903	10.0%
Fixed Cost of Goods & Services	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
<b>Gross Profit</b>	<b>\$2,507,195</b>	<b>60.0%</b>	<b>\$4,448,254</b>	<b>60.0%</b>	<b>\$6,389,307</b>	<b>60.0%</b>	<b>\$8,330,361</b>	<b>60.0%</b>	<b>\$10,271,416</b>	<b>60.0%</b>
<b>Real Estate Redevelopment</b>										
Sales	\$4,178,664		\$7,413,758		\$10,648,846		\$13,883,936		\$17,119,027	
Cost of Goods Sold	\$1,253,601	30.0%	\$2,224,128	30.0%	\$3,194,654	30.0%	\$4,165,181	30.0%	\$5,135,708	30.0%
Labor	\$1,044,666	25.0%	\$1,853,440	25.0%	\$2,662,212	25.0%	\$3,470,984	25.0%	\$4,279,757	25.0%
Fixed Cost of Goods & Services	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
<b>Gross Profit</b>	<b>\$1,880,397</b>	<b>45.0%</b>	<b>\$3,336,190</b>	<b>45.0%</b>	<b>\$4,791,980</b>	<b>45.0%</b>	<b>\$6,247,771</b>	<b>45.0%</b>	<b>\$7,703,562</b>	<b>45.0%</b>
<b>International Program</b>										
Sales	\$29,250,594		\$51,896,204		\$74,541,836		\$97,187,472		\$119,833,112	
Cost of Goods Sold	\$8,775,179	30.0%	\$15,568,862	30.0%	\$22,362,551	30.0%	\$29,156,242	30.0%	\$35,949,934	30.0%
Labor	\$8,775,179	30.0%	\$17,644,710	34.0%	\$24,598,806	33.0%	\$32,071,866	33.0%	\$39,544,927	33.0%
Fixed Cost of Goods & Services	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
<b>Gross Profit</b>	<b>\$11,700,236</b>	<b>40.0%</b>	<b>\$18,682,632</b>	<b>36.0%</b>	<b>\$27,580,479</b>	<b>37.0%</b>	<b>\$35,959,366</b>	<b>37.0%</b>	<b>\$44,338,251</b>	<b>37.0%</b>
<b>Total Sales</b>										
Sales	\$98,616,408		\$174,964,580		\$251,312,708		\$327,660,854		\$404,009,004	
Cost of Goods Sold	\$29,584,920	30.0%	\$52,489,376	30.0%	\$75,393,816	30.0%	\$98,298,258	30.0%	\$121,202,701	30.0%
Labor	\$17,090,734	17.3%	\$32,398,099	18.5%	\$45,790,025	18.2%	\$59,700,914	18.2%	\$73,611,807	18.2%
Fixed Cost of Goods & Services	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%	\$0	0.0%
<b>Gross Profit</b>	<b>\$51,940,754</b>	<b>52.7%</b>	<b>\$90,077,105</b>	<b>51.5%</b>	<b>\$130,128,867</b>	<b>51.8%</b>	<b>\$169,661,682</b>	<b>51.8%</b>	<b>\$209,194,496</b>	<b>51.8%</b>

**Ratio Analysis**

(Years 1 - 5)

**World Standing Together - AST**

1-Jul-21

<b>Ratios</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023</b>	<b>2024</b>
Current Ratio	150.41	102.08	79.56	87.91	96.76
Quick Ratio (Acid Test)	150.41	102.08	61.59	69.42	78.02
Return on Total Assets		4.28%	5.78%	6.98%	7.91%
Total Assets Turnover	0.12	0.21	0.28	0.34	0.39
Total Debt to Total Assets	0.01	0.01	0.01	0.01	0.01
Gross Profit Margin	52.67%	51.48%	51.78%	51.78%	51.78%
Operating Profit Margin	22.08%	36.93%	36.99%	36.87%	36.78%
Net Profit Margin		20.31%	20.34%	20.28%	20.23%
Return on Sales		39.46%	39.29%	39.16%	39.07%
Return on Owners' Equity		4.32%	5.85%	7.06%	8.00%
Total Debt to Owners' Equity	0.67%	0.99%	1.27%	1.15%	1.04%
<b>Operating Ratios</b>					
% Inc from Ops / Total Assets	2.75%	7.78%	10.50%	12.70%	14.39%
% Profit BT / Total Assets	2.75%	7.78%	10.50%	12.70%	14.39%
Sales / Total Assets	0.12	0.21	0.28	0.34	0.39
Sales / Day (244 bus. days)	\$404,166	\$717,068	\$1,029,970	\$1,342,872	\$1,655,775
Number of Employees	<b>10,393</b>	<b>38,845</b>	<b>79,316</b>	<b>136,137</b>	<b>236,276</b>
Sales per Employee	9,488.95	\$4,504	\$3,168	\$2,407	\$1,710
Income from Operations per Employee	2,095.34	\$1,664	\$1,172	\$887	\$629
Net Income after Taxes per Employee		\$915	\$645	\$488	\$346
<b>Asset Management (Efficiency)</b>					
Total Liabilities / Total Assets	0.01	0.01	0.01	0.01	0.01
Total Debt to Total Assets	0.00	0.00:1	0.00:1	0.00:1	0.00:1
Debt to Capitalization	0.00	0.00:1	0.00:1	0.00:1	0.00:1
Liabilities / Net Worth	0.01	0.01	0.01	0.01	0.01
Return on Equity (Pretax)	2.77%	7.85%	10.64%	12.84%	14.54%
Return on Equity (After tax)		4.32%	5.85%	7.06%	8.00%
<b>Working Capital Cycle</b>					
Sales / Receivables	#DIV/0!	12.51	13.07	18.25	24.33
Days Sales Outstanding	#DIV/0!	29.17	27.92	20.00	15.00
Cost of Sales / Payables	9.86	11.06	11.70	15.68	19.60
Sales / Working Capital	(18.71)	29.95	31.02	45.94	68.15
<b>Marketing Efficiency</b>					
Sales / Cost of Sales & Mkg.	\$9.50	\$9.90	\$9.91	\$9.92	\$9.92

# Sensitivity Analysis

World Standing Together - AST

1-Jul-21

Full Year- 2020

Compare the best and worst case of each Income Statement line item to the planned amounts.  
The planned amounts are taken directly from the Income Statements.

<b>Sales</b>	<b>Pessimistic 75%</b>	<b>Planned 100%</b>	<b>Optimistic 120%</b>
State Office ASTF	\$3,133,998	\$4,178,664	\$5,014,397
Regional Office AST	\$21,937,946	\$29,250,594	\$35,100,713
City Office AST	\$10,968,998	\$14,625,330	\$17,550,396
HUD Assets	\$1,567,004	\$2,089,338	\$2,507,206
City Help Program	\$6,267,996	\$8,357,328	\$10,028,794
City Bond Coordination	\$940,212	\$1,253,616	\$1,504,339
Tech School and Training	\$940,212	\$1,253,616	\$1,504,339
Utilities and Green Technology	\$3,133,998	\$4,178,664	\$5,014,397
Real Estate Redevelopment	\$3,133,998	\$4,178,664	\$5,014,397
International Program	\$21,937,946	\$29,250,594	\$35,100,713
<b>Total Sales</b>	<b>\$73,962,308</b>	<b>\$98,616,408</b>	<b>\$118,339,691</b>
<b>Variable Costs</b>	<b>Pessimistic 125%</b>	<b>Planned 100%</b>	<b>Optimistic 90%</b>
Cost of Goods Sold	\$58,344,568	\$46,675,654	\$42,008,089
<b>Total Variable Costs</b>	<b>\$58,344,568</b>	<b>\$46,675,654</b>	<b>\$42,008,089</b>
<b>Gross Profit</b>	\$15,617,740	\$51,940,754	\$76,331,602
<i>% of Total Sales</i>	<i>21.12%</i>	<i>52.67%</i>	<i>64.50%</i>
<b>Operating Expenses</b>	<b>Pessimistic 125%</b>	<b>Planned 100%</b>	<b>Optimistic 90%</b>
Sales & Marketing	\$12,982,551	\$10,386,041	\$9,347,437
Research & Development	\$990,000	\$792,000	\$712,800
G & A (without Depreciation)	\$23,732,939	\$18,986,351	\$17,087,716
Depreciation	\$0	\$0	\$0
<b>Total Operating Expenses</b>	<b>\$37,705,490</b>	<b>\$30,164,392</b>	<b>\$27,147,953</b>
<b>Income from Operations</b>	<b>(\$22,087,750)</b>	<b>\$21,776,362</b>	<b>\$49,183,649</b>