



Business Plan

Shawn Simmons

Executive Summary

Opportunity

Problem

The South Jamaica area energy cost is very high and inefficient, with a few homes utilizing solar power.

There is a great need for an alternative to light and gas companies, that monopolized the community for years.

Solution

We are the first solar power company in the area to offer a superior new technology: at a lower price we provide fast efficient service but with better results and without the risk of damage to your home. We can differentiate on price as well, offering as well as offering premium services with a more hands-on approach from our team.

Market

Our primary market is homeowners ages range from 35-60 in a community who recognize the value of maintaining their homes c and have the extra income available to pay for our service. Forty percent of residents in the surrounding area are high income, earning more than \$70,000 per year. People in that demographic tend to focus more on energy-saving and efficient products.

Competition

Our competitors are basically un existent in this area, South Jamaica is basically untapped market with

only a few homes utilizing solar power. The main competitors would be the light and gas company, but their prices are so high, and their service is very inefficient.

Why Us?

Our founder Shawn Simmons is a successful entrepreneur, that has been working in this community for 40 years. He has transitioned from Real Estate to solar energy. Due to the needs of his previous clients.

Expectations

Forecast

We are projecting sales of \$250,000 in year 1 and \$500,000 in year 2 with a profit margin of %15. Our co-founders will draw only minimal salaries, starting in month 3, so we can reinvest our profits into growing the business. Rent will be our biggest expenses, followed by smaller allotments for marketing, and maintenance. In year 3, our earning potential should jump way up with the potential new home sales,

Financial Highlights by Year



Financing Needed

We are financing our business ourselves with \$5,000 in investment from each of our co-founders and a \$100,000 interest-free loan. No loan payments are due for the first two years, so we have time to get up and running. We are keeping our salaries low, so our startup funds are being used primarily for the truck purchase (\$26,000), initial advertising (\$2,000), permits and licensing (\$1,000), initial food supplies (\$1,000), material (\$30,000) and cash reserves as we ramp up (\$26,000).

Opportunity

Problem & Solution

Problem Worth Solving

Our solution

Target Market

Competition

Current alternatives

Our advantages

Execution

Marketing & Sales

Marketing Plan

We don't have a dedicated marketing person yet, but we've had good success so far with our do-it-yourself strategy of "try everything and see what sticks." High-visibility signage is key to gaining local attention, and we made a good decision to invest heavily there.

Beyond that, marketing tactics that have worked well include loyalty cards (we switched from our own paper punch cards to a multi-vendor swipe card program), encouraging Yelp reviews, and offering discounts to followers on social media. Print ads in the newspaper and one attempt at billboard advertising did not do well, and we have no immediate plans to try those again. Experimenting with Google search advertising and sponsoring vintage auto shows had more mixed results, but we still think there are good opportunities there.

Sales Plan

On the consumer-facing side, we are set up to take cash or mobile payments, using iPads with a virtual point-of-sale solution. About 80% of our customers prefer to use credit cards, so it's worth the sub-3% transaction fee to offer that convenience. On the business-to-business side, our company president negotiated our existing deal with real-estate agents, but we recently added a commissioned salesperson to pursue other corporate deals

Operations

Locations & Facilities

We are located at 114-14 Sutphin Blvd Jamaica NY 11434, 900 square foot office. We also provide parking in a safe area. We share office space with Prime Real Estate Consultants. A major source of our business, through Prime Real Estate, we have access to hundreds of homeowners on yearly basis.

Technology

In the office, we use QuickBooks Desktop as our accounting solution and a collection of company-specific Excel spreadsheets to track inventory usage, consumables, and so on. Our payroll is handled through Paychex. For the corporate channel, we are using Highrise as a simple CRM, just to track leads, conversation notes, and so on. We may upgrade to Salesforce later if

we get enough traction in the B2B space. For customer payments, we use an iPad-based point-of-sale system that enables us to take payment on any of the major credit cards

Equipment & Tools

Once we had the structure in place, we acquired

- Roofing equipment
- Solar panels
- Inverter
- Racking
- Performance monitoring
- Storage option (battery or grid connection)

. For our lobby we got furniture and décor, which includes a coffee pot and snack bar, as well as tasteful car accessories for impulse buying while customers wait. To complete the luxurious feel of our service station, we purchased a package that included initial installation and a year of maintenance.

Milestones & Metrics

Milestones Table

Milestone	Due Date	Who's Responsible
Purchase a new truck	July 20, 2022	Shawn Simmons

Key metrics

Since our prices are fixed, we are focused on maximizing our unit counts. Our focus right now is on the most basic metrics: daily revenue, payroll, repairs, and profit margins. We are doing OK so far, but it is critical that we keep a close eye on our margins as we scale up.

Company

Overview

Ownership & Structure

International Energy Inc is registered as a corporation. Our One founder, Shawn Simmons, no outside investors are involved now, though there might be an opportunity for that as the business grows.

Company history

As unlikely as it sounds, our growing company originally started as a side project, something Shawn Simmons did in our spare time away from his real job as a real estate investor. He saw a need in the community and capitalized on it.

Team

Management team

As of this time Shawn Simmons is the only member of management. we hope to bring on new members at a future date.

Advisors

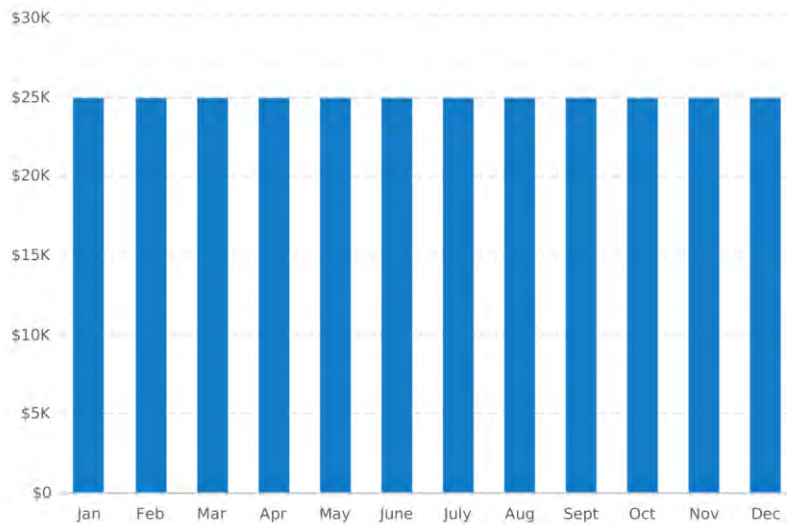
Financial Plan

Forecast

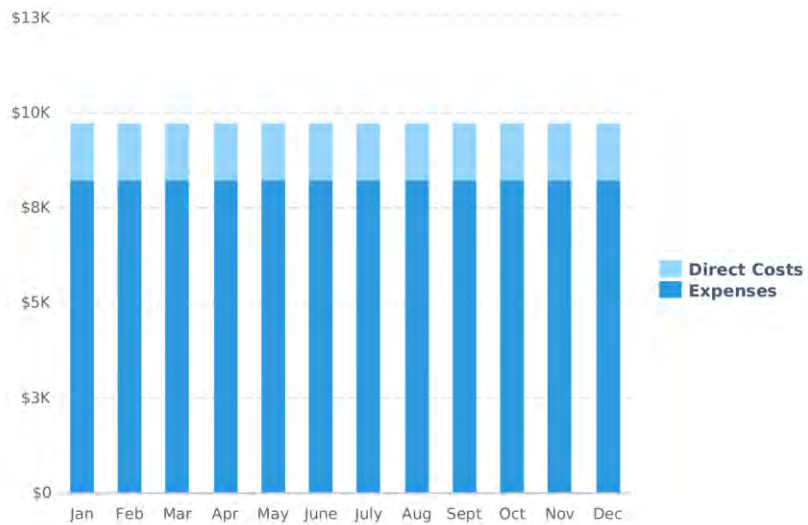
Key assumptions

As of July 2021, the average cost of solar in the U.S. is \$2.76 per watt – that comes out to about \$55,200 for a 20-kW system. That means that the total cost for a 20-kW solar system would be **\$40,848** after the federal solar tax credit discount (not factoring in any additional state rebates or incentives). we can service on 4 homes per month.

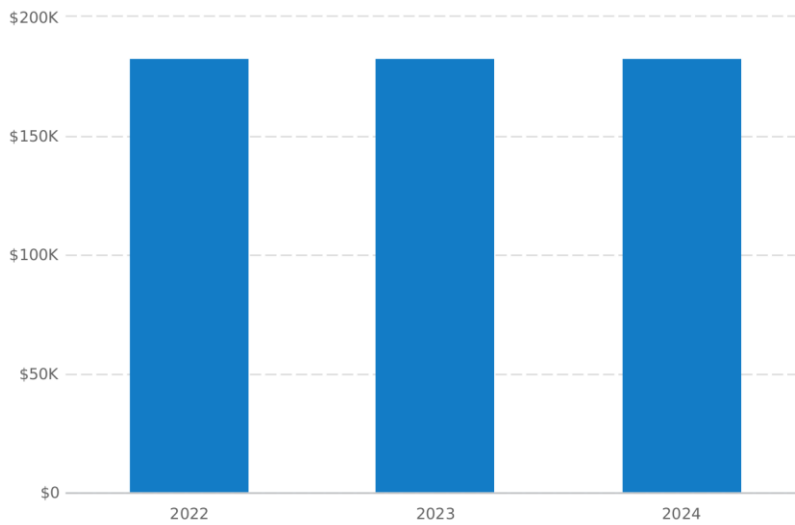
Revenue by Month



Expenses by Month



Net Profit (or Loss) by Year



Pricing

As of July 2021, the average cost of solar in the U.S. is \$2.76 per watt – that comes out to about \$55,200 for a 20 kW system. That means that the total cost for a 20 kW solar system would

be **\$40,848** after the federal solar tax credit discount (not factoring in any additional state rebates or incentives)

Financing

Use of funds

The biggest expense will be the solar panel equipment. We paid \$20,000 for a used truck and an additional \$56,000. City permits and licensing cost another \$1,000. We have budgeted \$2,000 for the first two months of marketing and advertising and \$1,000 for our initial food supplies. The remaining \$20,000 will be used as reserves until our sales ramp up. We don't plan on paying ourselves salaries until month 3, and even then, we will keep them low so we can invest as much as we can back into the business.

Sources of Funds

We received \$100,000 in low-interest loans

Statements**Projected Profit and Loss**

	2022	2023	2024
Revenue	\$300,000	\$300,000	\$300,000
Direct Costs	\$18,000	\$18,000	\$18,000
Gross Margin	\$282,000	\$282,000	\$282,000
Gross Margin %	94%	94%	94%
Operating Expenses			
Salaries & Wages	\$48,000	\$48,000	\$48,000
Materiel	\$12,000	\$12,000	\$12,000
Total Operating Expenses	\$60,000	\$60,000	\$60,000
Operating Income	\$222,000	\$222,000	\$222,000
Interest Incurred	\$4,467	\$4,624	\$4,798
Depreciation and Amortization	\$2,000	\$2,000	\$2,000
Gain or Loss from Sale of Assets			
Income Taxes	\$32,330	\$32,306	\$32,281
Total Expenses	\$116,797	\$116,931	\$117,079
Net Profit	\$183,203	\$183,069	\$182,921
Net Profit / Sales	61%	61%	61%

Projected Balance Sheet

	Starting Balances	2022	2023	2024
Cash		\$151,810	\$337,058	\$522,331
Accounts Receivable		\$8,100	\$8,100	\$8,100
Inventory				
Other Current Assets				
Total Current Assets		\$159,910	\$345,158	\$530,431
Long-Term Assets		\$50,000	\$50,000	\$50,000
Accumulated Depreciation		(\$2,000)	(\$4,000)	(\$6,000)
Total Long-Term Assets		\$48,000	\$46,000	\$44,000
Total Assets		\$207,910	\$391,158	\$574,431
Accounts Payable		\$600	\$600	\$600
Income Taxes Payable		\$8,080	\$8,074	\$8,068
Sales Taxes Payable		\$6,000	\$6,000	\$6,000
Short-Term Debt	\$32,462	\$35,002	\$37,750	\$40,722
Prepaid Revenue				
Total Current Liabilities	\$32,462	\$49,682	\$52,424	\$55,390
Long-Term Debt	\$97,538	\$95,025	\$92,462	\$89,848
Long-Term Liabilities	\$97,538	\$95,025	\$92,462	\$89,848

Total Liabilities	\$130,000	\$144,707	\$144,886	\$145,238
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Paid-In Capital		\$10,000	\$10,000	\$10,000
Retained Earnings	(\$130,000)	(\$130,000)	\$53,203	\$236,272
Earnings		\$183,203	\$183,070	\$182,921
Total Owner's Equity	(\$130,000)	\$63,203	\$246,272	\$429,193
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Total Liabilities & Equity	\$0	\$207,910	\$391,158	\$574,431
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Projected Cash Flow Statement

	2022	2023	2024
Net Cash Flow from Operations			
Net Profit	\$183,203	\$183,069	\$182,921
Depreciation & Amortization	\$2,000	\$2,000	\$2,000
Change in Accounts Receivable	(\$8,100)	\$0	\$0
Change in Inventory			
Change in Accounts Payable	\$600	\$0	\$0
Change in Income Tax Payable	\$8,080	(\$6)	(\$6)
Change in Sales Tax Payable	\$6,000	\$0	\$0
Change in Prepaid Revenue			
Net Cash Flow from Operations	\$191,783	\$185,064	\$184,915
Investing & Financing			
Assets Purchased or Sold	(\$50,000)		
Net Cash from Investing	(\$50,000)		
Investments Received	\$10,000		
Dividends & Distributions			
Change in Short-Term Debt	\$2,540	\$2,747	\$2,972
Change in Long-Term Debt	(\$2,512)	(\$2,563)	(\$2,615)
Net Cash from Financing	\$10,027	\$184	\$358
Cash at Beginning of Period	\$0	\$151,810	\$337,058
Net Change in Cash	\$151,810	\$185,248	\$185,273
Cash at End of Period	\$151,810	\$337,058	\$522,331

Appendix

Profit and Loss Statement (With monthly detail)

2022	Jan '22	Feb '22	Mar '22	Apr '22	May '22	June '22	July '22	Aug '22	Sept '22	Oct '22	Nov '22	Dec '22
Total Revenue	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Total Direct Costs	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Gross Margin	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500
Gross Margin %	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%
Operating Expenses												
Salaries and Wages	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000

Employee Related Expenses													
Materiel	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Total Operating Expenses	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Operating Income	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500
Interest Incurred	\$367	\$368	\$369	\$370	\$371	\$372	\$373	\$374	\$375	\$376	\$377	\$378	\$378
Depreciation and Amortization	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$166	\$167
Gain or Loss from Sale of Assets													
Income Taxes	\$2,695	\$2,695	\$2,695	\$2,694	\$2,694	\$2,695	\$2,694	\$2,694	\$2,694	\$2,693	\$2,694	\$2,694	\$2,693

Total Expenses	\$9,728	\$9,730	\$9,730	\$9,730	\$9,732	\$9,733	\$9,734	\$9,734	\$9,736	\$9,735	\$9,738	\$9,737
Net Profit	\$15,272	\$15,270	\$15,270	\$15,270	\$15,268	\$15,267	\$15,266	\$15,266	\$15,264	\$15,265	\$15,262	\$15,263
Net Profit / Sales	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
Total Revenue	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Total Direct Costs	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Gross Margin	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500
Gross Margin %	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%
Operating Expenses												
Salaries and Wages	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Employee Related Expenses												
Material	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000

Total Operating Expenses	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Operating Income	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500
Interest Incurred	\$379	\$380	\$381	\$382	\$384	\$385	\$386	\$387	\$388	\$389	\$391	\$392
Depreciation and Amortization	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$167
Gain or Loss from Sale of Assets												
Income Taxes	\$2,693	\$2,693	\$2,693	\$2,692	\$2,693	\$2,692	\$2,692	\$2,692	\$2,692	\$2,692	\$2,691	\$2,691
Total Expenses	\$9,739	\$9,740	\$9,741	\$9,741	\$9,744	\$9,743	\$9,745	\$9,745	\$9,747	\$9,748	\$9,749	\$9,749
Net Profit	\$15,261	\$15,260	\$15,259	\$15,259	\$15,256	\$15,257	\$15,255	\$15,255	\$15,253	\$15,252	\$15,251	\$15,251

Net Profit / Sales	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%
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2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Total Revenue	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Total Direct Costs	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Gross Margin	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500	\$23,500
Gross Margin %	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%	94%
Operating Expenses												
Salaries and Wages	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Employee Related Expenses												
Material	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000

Total Operating Expenses	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Operating Income	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500	\$18,500
Interest Incurred	\$393	\$394	\$395	\$397	\$398	\$399	\$400	\$402	\$403	\$404	\$406	\$407
Depreciation and Amortization	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$167
Gain or Loss from Sale of Assets												
Income Taxes	\$2,691	\$2,691	\$2,691	\$2,690	\$2,691	\$2,690	\$2,690	\$2,689	\$2,690	\$2,689	\$2,690	\$2,689
Total Expenses	\$9,751	\$9,751	\$9,753	\$9,754	\$9,755	\$9,756	\$9,757	\$9,757	\$9,760	\$9,760	\$9,762	\$9,763
Net Profit	\$15,249	\$15,249	\$15,247	\$15,246	\$15,245	\$15,244	\$15,243	\$15,243	\$15,240	\$15,240	\$15,238	\$15,237

Net Profit / Sales	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%	61%
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	2022	2023	2024
Total Revenue	\$300,000	\$300,000	\$300,000
Total Direct Costs	\$18,000	\$18,000	\$18,000
Gross Margin	\$282,000	\$282,000	\$282,000
Gross Margin %	94%	94%	94%
Operating Expenses			
Salaries and Wages	\$48,000	\$48,000	\$48,000
Employee Related Expenses			
Materiel	\$12,000	\$12,000	\$12,000
Total Operating Expenses	\$60,000	\$60,000	\$60,000
Operating Income	\$222,000	\$222,000	\$222,000
Interest Incurred	\$4,467	\$4,624	\$4,798
Depreciation and Amortization	\$2,000	\$2,000	\$2,000
Gain or Loss from Sale of Assets			
Income Taxes	\$32,330	\$32,306	\$32,281
Total Expenses	\$116,797	\$116,931	\$117,079
Net Profit	\$183,203	\$183,069	\$182,921

Net Profit / Sales

61%

61%

61%

Balance Sheet (With Monthly Detail)

	Starting Balances	Jan '22	Feb '22	Mar '22	Apr '22	May '22	June '22	July '22	Aug '22	Sept '22	Oct '22	Nov '22	Dec '22
Cash	(\$27,670)		(\$7,240)	\$12,890	\$18,935	\$39,065	\$59,195	\$65,242	\$85,372	\$105,502	\$111,550	\$131,680	\$151,810
Accounts Receivable		\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100
Inventories													
Other Current Assets													
Total Current Assets	(\$19,570)		\$860	\$20,990	\$27,035	\$47,165	\$67,295	\$73,342	\$93,472	\$113,602	\$119,650	\$139,780	\$159,910
Long-Term Assets		\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Accumulated Depreciation		(\$167)	(\$333)	(\$500)	(\$667)	(\$833)	(\$1,000)	(\$1,167)	(\$1,333)	(\$1,500)	(\$1,667)	(\$1,833)	(\$2,000)

Total Long-Term Assets	\$49,833	\$49,667	\$49,500	\$49,333	\$49,167	\$49,000	\$48,833	\$48,667	\$48,500	\$48,333	\$48,167	\$48,000
Total Assets	\$30,263	\$50,527	\$70,490	\$76,368	\$96,332	\$116,295	\$122,175	\$142,139	\$162,102	\$167,983	\$187,947	\$207,910
Accounts Payable	\$300	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Income Taxes Payable	\$2,695	\$5,390	\$8,085	\$2,694	\$5,388	\$8,083	\$2,694	\$5,388	\$8,082	\$2,693	\$5,387	\$8,080
Sales Taxes Payable	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000
Short-Term Debt	\$32,462	\$32,667	\$32,872	\$33,079	\$33,287	\$33,497	\$33,707	\$33,920	\$34,133	\$34,348	\$34,565	\$34,783
Prepaid Revenue												
Total Current Liabilities	\$32,462	\$37,662	\$42,862	\$47,764	\$38,581	\$43,485	\$48,390	\$39,214	\$44,121	\$49,030	\$39,858	\$44,770

Long-Term Debt	\$97,538	\$97,330	\$97,122	\$96,914	\$96,706	\$96,497	\$96,288	\$96,078	\$95,868	\$95,658	\$95,448	\$95,237	\$95,025
Long-Term Liabilities	\$97,538	\$97,330	\$97,122	\$96,914	\$96,706	\$96,497	\$96,288	\$96,078	\$95,868	\$95,658	\$95,448	\$95,237	\$95,025
Total Liabilities	\$130,000	\$134,992	\$139,984	\$144,678	\$135,287	\$139,981	\$144,678	\$135,292	\$139,990	\$144,689	\$135,305	\$140,006	\$144,707
Paid-In Capital		\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Retained Earnings	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)	(\$130,000)
Earnings		\$15,272	\$30,542	\$45,812	\$61,082	\$76,350	\$91,617	\$106,883	\$122,149	\$137,413	\$152,678	\$167,940	\$183,203
Total Owner's Equity	(\$130,000)	(\$104,728)	(\$89,458)	(\$74,188)	(\$58,918)	(\$43,650)	(\$28,383)	(\$13,117)	\$2,149	\$17,413	\$32,678	\$47,940	\$63,203
Total Liabilities & Equity	\$0	\$30,263	\$50,527	\$70,490	\$76,368	\$96,332	\$116,295	\$122,175	\$142,139	\$162,102	\$167,983	\$187,947	\$207,910

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
Cash	\$165,940	\$186,070	\$198,120	\$204,171	\$224,301	\$244,431	\$250,484	\$270,614	\$290,744	\$296,798	\$316,928	\$337,058
Accounts Receivable	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100
Inventory												
Other Current Assets												
Total Current Assets	\$174,040	\$194,170	\$206,220	\$212,271	\$232,401	\$252,531	\$258,584	\$278,714	\$298,844	\$304,898	\$325,028	\$345,158
Long-Term Assets	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Accumulated Depreciation	(\$2,167)	(\$2,333)	(\$2,500)	(\$2,667)	(\$2,833)	(\$3,000)	(\$3,167)	(\$3,333)	(\$3,500)	(\$3,667)	(\$3,833)	(\$4,000)
Total Long-Term Assets	\$47,833	\$47,667	\$47,500	\$47,333	\$47,167	\$47,000	\$46,833	\$46,667	\$46,500	\$46,333	\$46,167	\$46,000

Total Assets	\$221,873	\$241,837	\$253,720	\$259,604	\$279,568	\$299,531	\$305,417	\$325,381	\$345,344	\$351,231	\$371,195	\$391,158
Accounts Payable	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Income Taxes Payable	\$10,773	\$13,466	\$8,079	\$2,692	\$5,385	\$8,077	\$2,692	\$5,384	\$8,076	\$2,692	\$5,383	\$8,074
Sales Taxes Payable	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000
Short-Term Debt	\$35,223	\$35,445	\$35,669	\$35,894	\$36,121	\$36,349	\$36,578	\$36,810	\$37,042	\$37,277	\$37,512	\$37,750
Prepaid Revenue												
Total Current Liabilities	\$48,596	\$53,511	\$50,348	\$41,186	\$46,106	\$51,026	\$41,870	\$46,794	\$51,718	\$42,569	\$47,495	\$52,424
Long-Term Debt	\$94,814	\$94,602	\$94,389	\$94,177	\$93,964	\$93,750	\$93,537	\$93,322	\$93,108	\$92,893	\$92,678	\$92,462

Long-Term Liabilities \$94,814 \$94,602 \$94,389 \$94,177 \$93,964 \$93,750 \$93,537 \$93,322 \$93,108 \$92,893 \$92,678 \$92,462

Total Liabilities \$143,410 \$148,113 \$144,737 \$135,363 \$140,069 \$144,776 \$135,407 \$140,116 \$144,826 \$135,462 \$140,173 \$144,886

Paid-In Capital \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000

Retained Earnings \$53,203 \$53,203 \$53,203 \$53,203 \$53,203 \$53,203 \$53,203 \$53,203 \$53,203 \$53,203 \$53,203 \$53,203

Earnings \$15,261 \$30,521 \$45,780 \$61,039 \$76,296 \$91,552 \$106,808 \$122,062 \$137,315 \$152,567 \$167,819 \$183,070

Total Owner's Equity \$78,464 \$93,724 \$108,983 \$124,242 \$139,498 \$154,755 \$170,010 \$185,265 \$200,518 \$215,770 \$231,021 \$246,272

Total Liabilities & Equity \$221,873 \$241,837 \$253,720 \$259,604 \$279,568 \$299,531 \$305,417 \$325,381 \$345,344 \$351,231 \$371,195 \$391,158

2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Cash	\$351,188	\$371,318	\$383,374	\$389,431	\$409,561	\$429,691	\$435,750	\$455,880	\$476,010	\$482,071	\$502,201	\$522,331
Accounts Receivable	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100	\$8,100
Inventory												
Other Current Assets												
Total Current Assets	\$359,288	\$379,418	\$391,474	\$397,531	\$417,661	\$437,791	\$443,850	\$463,980	\$484,110	\$490,171	\$510,301	\$530,431
Long-Term Assets	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Accumulated Depreciation	(\$4,167)	(\$4,333)	(\$4,500)	(\$4,667)	(\$4,833)	(\$5,000)	(\$5,167)	(\$5,333)	(\$5,500)	(\$5,667)	(\$5,833)	(\$6,000)
Total Long-Term Assets	\$45,833	\$45,667	\$45,500	\$45,333	\$45,167	\$45,000	\$44,833	\$44,667	\$44,500	\$44,333	\$44,167	\$44,000

Total Assets	\$405,121	\$425,085	\$436,974	\$442,864	\$462,828	\$482,791	\$488,683	\$508,647	\$528,610	\$534,504	\$554,468	\$574,431
Accounts Payable	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Income Taxes Payable	\$10,765	\$13,456	\$8,073	\$2,690	\$5,381	\$8,071	\$2,690	\$5,379	\$8,069	\$2,689	\$5,379	\$8,068
Sales Taxes Payable	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000	\$2,000	\$4,000	\$6,000
Short-Term Debt	\$37,988	\$38,229	\$38,471	\$38,714	\$38,960	\$39,206	\$39,455	\$39,705	\$39,957	\$40,210	\$40,465	\$40,722
Prepaid Revenue												
Total Current Liabilities	\$51,353	\$56,285	\$53,144	\$44,004	\$48,941	\$53,877	\$44,745	\$49,684	\$54,626	\$45,499	\$50,444	\$55,390
Long-Term Debt	\$92,247	\$92,030	\$91,814	\$91,597	\$91,379	\$91,162	\$90,944	\$90,725	\$90,506	\$90,287	\$90,068	\$89,848

Long-Term Liabilities \$92,247 \$92,030 \$91,814 \$91,597 \$91,379 \$91,162 \$90,944 \$90,725 \$90,506 \$90,287 \$90,068 \$89,848

Total Liabilities \$143,600 \$148,315 \$144,957 \$135,601 \$140,320 \$145,039 \$135,688 \$140,409 \$145,132 \$135,786 \$140,512 \$145,238

Paid-In Capital \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000 \$10,000

Retained Earnings \$236,272 \$236,272 \$236,272 \$236,272 \$236,272 \$236,272 \$236,272 \$236,272 \$236,272 \$236,272 \$236,272 \$236,272

Earnings \$15,249 \$30,498 \$45,744 \$60,991 \$76,236 \$91,480 \$106,723 \$121,966 \$137,206 \$152,446 \$167,684 \$182,921

Total Owner's Equity \$261,521 \$276,770 \$292,017 \$307,263 \$322,508 \$337,752 \$352,995 \$368,238 \$383,478 \$398,718 \$413,956 \$429,193

Total Liabilities & Equity \$405,121 \$425,085 \$436,974 \$442,864 \$462,828 \$482,791 \$488,683 \$508,647 \$528,610 \$534,504 \$554,468 \$574,431

	Starting Balances	2022	2023	2024
Cash		\$151,810	\$337,058	\$522,331
Accounts Receivable		\$8,100	\$8,100	\$8,100
Inventory				
Other Current Assets				
Total Current Assets		\$159,910	\$345,158	\$530,431
Long-Term Assets		\$50,000	\$50,000	\$50,000
Accumulated Depreciation		(\$2,000)	(\$4,000)	(\$6,000)
Total Long-Term Assets		\$48,000	\$46,000	\$44,000
Total Assets		\$207,910	\$391,158	\$574,431
Accounts Payable		\$600	\$600	\$600
Income Taxes Payable		\$8,080	\$8,074	\$8,068
Sales Taxes Payable		\$6,000	\$6,000	\$6,000
Short-Term Debt	\$32,462	\$35,002	\$37,750	\$40,722
Prepaid Revenue				
Total Current Liabilities	\$32,462	\$49,682	\$52,424	\$55,390
Long-Term Debt	\$97,538	\$95,025	\$92,462	\$89,848

Long-Term Liabilities	\$97,538	\$95,025	\$92,462	\$89,848
Total Liabilities	\$130,000	\$144,707	\$144,886	\$145,238
Paid-In Capital		\$10,000	\$10,000	\$10,000
Retained Earnings	(\$130,000)	(\$130,000)	\$53,203	\$236,272
Earnings		\$183,203	\$183,070	\$182,921
Total Owner's Equity	(\$130,000)	\$63,203	\$246,272	\$429,193
Total Liabilities & Equity	\$0	\$207,910	\$391,158	\$574,431

Cash Flow Statement (With Monthly Detail)

2022	Jan '22	Feb '22	Mar '22	Apr '22	May '22	June '22	July '22	Aug '22	Sept '22	Oct '22	Nov '22	Dec '22
Net Cash Flow from Operations												
Net Profit	\$15,272	\$15,270	\$15,270	\$15,270	\$15,268	\$15,267	\$15,266	\$15,266	\$15,264	\$15,265	\$15,262	\$15,263
Depreciation & Amortization	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167
Change in Accounts Receivable	(\$8,100)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Inventory												

Change in Accounts Payable	\$300	\$300	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$2,695	\$2,695	\$2,695	(\$5,391)	\$2,694	\$2,695	(\$5,389)	\$2,694	\$2,694	(\$5,389)	\$2,694	\$2,693
Change in Sales Tax Payable	\$2,000	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000
Change in Prepaid Revenue												
Net Cash Flow from Operations	\$12,333	\$20,432	\$20,131	\$6,045	\$20,129	\$20,128	\$6,044	\$20,126	\$20,125	\$6,042	\$20,123	\$20,122

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**Net Cash
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\$204	\$205	\$207	\$208	\$210	\$211	\$212	\$214	\$215	\$216	\$218	\$219
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Change in Long-Term Debt	(\$207)	(\$208)	(\$208)	(\$208)	(\$209)	(\$209)	(\$210)	(\$210)	(\$210)	(\$211)	(\$211)	(\$211)
Net Cash from Financing	\$9,997	(\$2)	(\$1)	\$0	\$1	\$2	\$3	\$4	\$5	\$6	\$7	\$8
Cash at Beginning of Period	\$0	(\$27,670)	(\$7,240)	\$12,890	\$18,935	\$39,065	\$59,195	\$65,242	\$85,372	\$105,502	\$111,550	\$131,680
Net Change in Cash	(\$27,670)	\$20,430	\$20,130	\$6,045	\$20,130	\$20,130	\$6,047	\$20,130	\$20,130	\$6,048	\$20,130	\$20,130
Cash at End of Period	(\$27,670)	(\$7,240)	\$12,890	\$18,935	\$39,065	\$59,195	\$65,242	\$85,372	\$105,502	\$111,550	\$131,680	\$151,810

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
Net Cash Flow from Operations												
Net Profit	\$15,261	\$15,260	\$15,259	\$15,259	\$15,256	\$15,257	\$15,255	\$15,255	\$15,253	\$15,252	\$15,251	\$15,251
Depreciation & Amortization	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Inventory												

Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$2,693	\$2,693	(\$5,387)	(\$5,387)	\$2,693	\$2,692	(\$5,385)	\$2,692	\$2,692	(\$5,384)	\$2,691	\$2,691
Change in Sales Tax Payable	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000
Change in Prepaid Revenue												
Net Cash Flow from Operations	\$14,121	\$20,120	\$12,039	\$6,039	\$20,116	\$20,115	\$6,037	\$20,113	\$20,112	\$6,035	\$20,109	\$20,108

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	\$221	\$222	\$224	\$225	\$227	\$228	\$230	\$231	\$233	\$234	\$236	\$237
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Change in Long-Term Debt	(\$212)	(\$212)	(\$212)	(\$213)	(\$213)	(\$213)	(\$214)	(\$214)	(\$214)	(\$215)	(\$215)	(\$216)
Net Cash from Financing	\$9	\$10	\$11	\$12	\$14	\$15	\$16	\$17	\$18	\$19	\$21	\$22
Cash at Beginning of Period	\$151,810	\$165,940	\$186,070	\$198,120	\$204,171	\$224,301	\$244,431	\$250,484	\$270,614	\$290,744	\$296,798	\$316,928
Net Change in Cash	\$14,130	\$20,130	\$12,050	\$6,051	\$20,130	\$20,130	\$6,053	\$20,130	\$20,130	\$6,054	\$20,130	\$20,130
Cash at End of Period	\$165,940	\$186,070	\$198,120	\$204,171	\$224,301	\$244,431	\$250,484	\$270,614	\$290,744	\$296,798	\$316,928	\$337,058

2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Net Cash Flow from Operations												
Net Profit	\$15,249	\$15,249	\$15,247	\$15,246	\$15,245	\$15,244	\$15,243	\$15,243	\$15,240	\$15,240	\$15,238	\$15,237
Depreciation & Amortization	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167	\$167
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Inventory												

Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$2,691	\$2,691	(\$5,383)	(\$5,383)	\$2,691	\$2,690	(\$5,381)	\$2,689	\$2,690	(\$5,380)	\$2,690	\$2,689
Change in Sales Tax Payable	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000	(\$4,000)	\$2,000	\$2,000
Change in Prepaid Revenue												
Net Cash Flow from Operations	\$14,107	\$20,106	\$12,031	\$6,030	\$20,102	\$20,101	\$6,029	\$20,098	\$20,097	\$6,027	\$20,094	\$20,093

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**Net Cash
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	\$239	\$240	\$242	\$244	\$245	\$247	\$248	\$250	\$252	\$253	\$255	\$257
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Change in Long-Term Debt	(\$216)	(\$216)	(\$217)	(\$217)	(\$217)	(\$218)	(\$218)	(\$218)	(\$219)	(\$219)	(\$220)	(\$220)
Net Cash from Financing	\$23	\$24	\$25	\$27	\$28	\$29	\$30	\$32	\$33	\$34	\$36	\$37
Cash at Beginning of Period	\$337,058	\$351,188	\$371,318	\$383,374	\$389,431	\$409,561	\$429,691	\$435,750	\$455,880	\$476,010	\$482,071	\$502,201
Net Change in Cash	\$14,130	\$20,130	\$12,056	\$6,057	\$20,130	\$20,130	\$6,059	\$20,130	\$20,130	\$6,061	\$20,130	\$20,130
Cash at End of Period	\$351,188	\$371,318	\$383,374	\$389,431	\$409,561	\$429,691	\$435,750	\$455,880	\$476,010	\$482,071	\$502,201	\$522,331

	2022	2023	2024
Net Cash Flow from Operations			
Net Profit	\$183,203	\$183,069	\$182,921
Depreciation & Amortization	\$2,000	\$2,000	\$2,000
Change in Accounts Receivable	(\$8,100)	\$0	\$0
Change in Inventory			
Change in Accounts Payable	\$600	\$0	\$0
Change in Income Tax Payable	\$8,080	(\$6)	(\$6)
Change in Sales Tax Payable	\$6,000	\$0	\$0
Change in Prepaid Revenue			
Net Cash Flow from Operations	\$191,783	\$185,064	\$184,915
Investing & Financing			
Assets Purchased or Sold	(\$50,000)		
Net Cash from Investing	(\$50,000)		
Investments Received	\$10,000		
Dividends & Distributions			
Change in Short-Term Debt	\$2,540	\$2,747	\$2,972
Change in Long-Term Debt	(\$2,512)	(\$2,563)	(\$2,615)

Net Cash from Financing	\$10,027	\$184	\$358
Cash at Beginning of Period	\$0	\$151,810	\$337,058
Net Change in Cash	\$151,810	\$185,248	\$185,273
Cash at End of Period	\$151,810	\$337,058	\$522,331