



# A New Day Solar, Inc.

Business Plan



# Mission Statement

A New Day Solar envisions a New Orleans that is completely self-sufficient in its energy needs. As such its mission is to place solar photovoltaic arrays on businesses, government buildings, and residences throughout the greater metro area. This will accomplish two goals: creating viable paths for energy independence and creating a profitable enterprise that rewards its owners, shareholders, and employees.

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## Executive Summary

The use of renewable and alternative energy continues to gain market share in the United States, spurred by concerns over energy independence and the environmental impacts of fossil fuels, not to mention rising electricity prices. Utilizing clean, domestically produced energy is a new, burgeoning market that is still in its infancy. A New Day Solar, Inc. (“the Company”) is entering this market with a next-generation solar product that has the potential to revolutionize the industry. The New Orleans-based business has the exclusive Louisiana distribution rights to the Smartflower, a state-of-the-art total solar solution that bypasses the need for rooftop installation and regulatory permission.

The Smartflower is a true plug-and-play solar system that can be installed and begin producing renewable energy within an hour. The fully automatic system features a flower-like array of solar panels with an innovative astronomical control system that tracks the sun’s movement – ensuring direct 90-degree exposure all day. The system is up to 40% more efficient than conventional rooftop systems. It includes a smart cooling system for the factory-prewired integrated batteries, a controller, and inverter further extend the Smartflower’s efficiency and eliminate common energy losses. The Smartflower comes in a wide variety of colors, and different models have features such as electric vehicle charging stations.



As the exclusive Louisiana distributor, A New Day Solar will market this groundbreaking product line to both the residential and commercial sectors throughout the state. In addition to homeowners, the Smartflower is a perfect solar solution for housing developers, resort owners, apartment and condo complexes, commercial and retail buildings, and off-grid landowners. Customers here are looking for a better solution than going through the local electric monopoly.

Solar capacity in Louisiana has more than doubled in the past few years, yet it still has one of the lowest per-capita installed capacity in the nation. Installation in this sun-rich state is expected to grow more rapidly in the future, and the Smartflower, which has the capacity to supply an average home’s total electrical needs, will appeal to anyone who has been unable to get traditional rooftop solar or is seeking a next-generation alternative. A New Day Solar will also seek out government contracts, partnerships with land and housing developers, as well as sub-contracting deals with other solar providers who want to sell the Smartflower.

A New Day Solar, led by its founder Brian Butler, intends to become a marquee solar company throughout Louisiana. Mr. Butler is an entrepreneur and business owner and also has experience in mechanics, electrical systems, sales, and customer service. Along with qualified business development, sales, marketing, and installation professionals, Mr. Butler plans to take New Day Solar from a start-up to a large, thriving company and job creator in Louisiana. To initially fund the Company, a loan of \$400,000 is being sought.

## Objectives

- Market the Smartflower to homeowners, landowners, developers and business owners, etc., throughout New Orleans.
  - The Smartflower will appeal to anyone who has been unable to get traditional rooftop solar due to delays in panel availability or the permitting process.
- The Smartflower also bypasses the state's Electric's Rule 14H, dealing with interconnection, because of its ability to store its own generated power.
- A New Day Solar will also sell the Smartflower to other solar companies that wish to resell the products.
- A New Day Solar will expand to include physical location in Louisiana's other major parishes.

## Keys to Success

- Exclusive distribution in Louisiana of the Smartflower
- Mr. Butler is well connected throughout New Orleans and has contacts with residential, commercial, and business customers statewide
- A New Day Solar's employees will work to continually expand the knowledge base of potential clients, educating them on the first-to-market benefits of the Smartflower
- A New Day Solar will utilize extensive marketing tactics and attend industry trade shows and events to network and promoted its leading-edge renewable-energy products and services
- A New Day Solar will maintain strong growth through marketing and sales while keeping overhead low and using cash flow to fund future expansion efforts

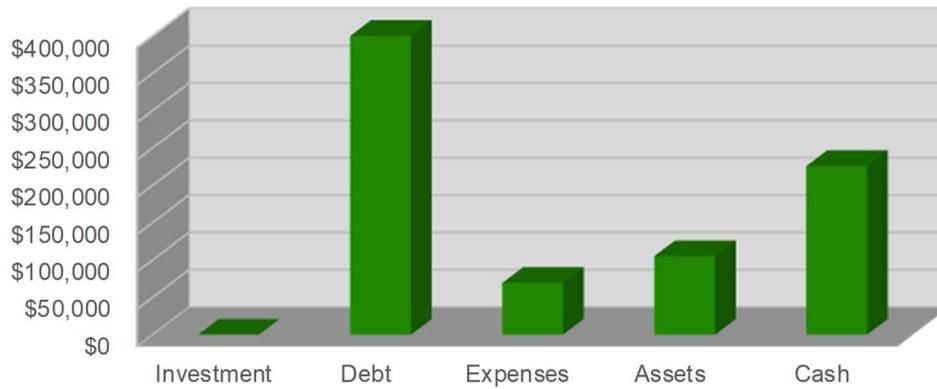
# Pre-Operating Source and Use of Funds

Pre-Operating Use of Funds	
Expenses	
Marketing & Advertising	\$12,500
Travel & Entertainment	\$6,000
Professional Services	\$5,000
Rent Deposit	\$7,500
Research & Development	\$25,000
Staff/Payroll	\$10,000
Fees/Dues/Subscriptions	\$750
Office Supplies	\$2,500
Total Expenses	\$69,250
Assets	
Inventory	\$25,000
Property	\$0
Equipment	\$80,000
Other Long-Term Assets	\$0
Total Assets	\$105,000
Total Use of Funds	\$174,250

Pre-Operating Source of Funds	
Investment	
Owner	\$0
Investor	\$0
Total Investment	\$0
Debt	
Current Debt	\$0
Long-Term Debt	\$400,000
Total Debt	\$400,000
Total Source of Funds	\$400,000

Total Source & Use of Funds	
Total Source of Funds	\$400,000
Total Use of Funds	\$174,250
Month 1 Starting Cash	\$225,750

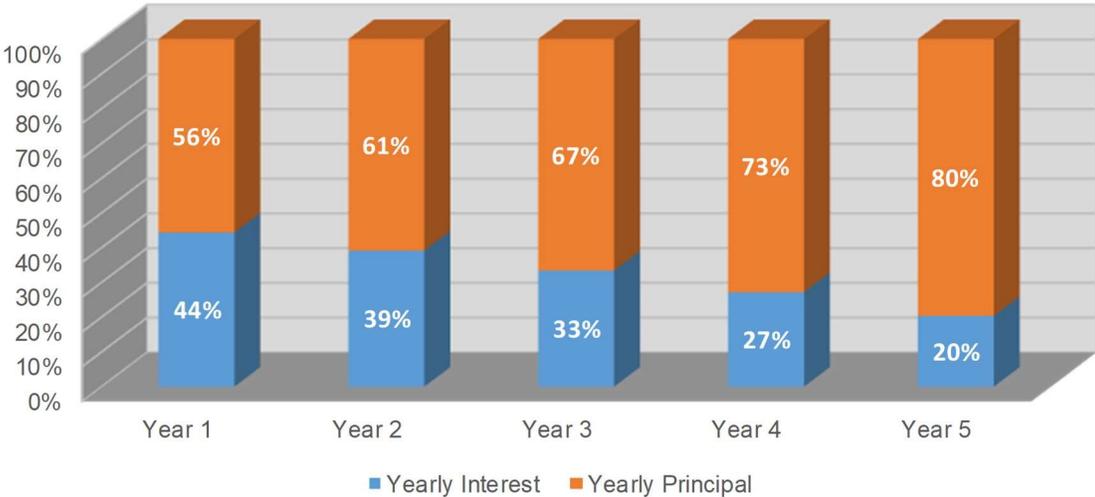
Source & Use of Funds



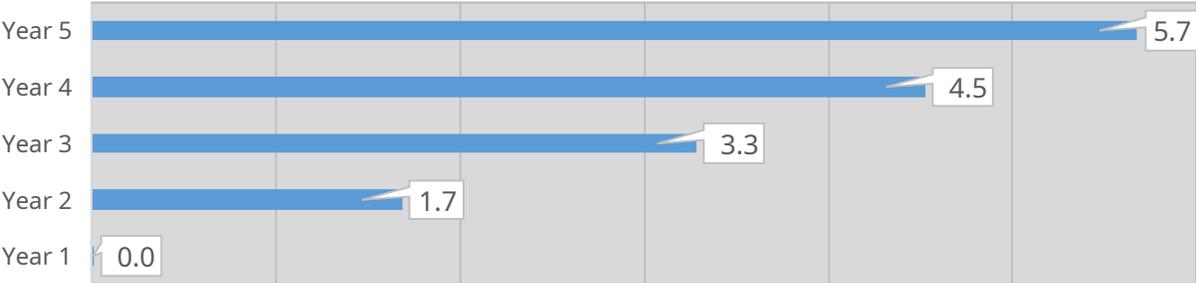
# Debt Overview

Debt Overview					
	Year 1	Year 2	Year 3	Year 4	Year 5
Starting Balance	\$400,000	\$357,029	\$310,026	\$258,614	\$202,380
Yearly Interest	\$34,256	\$30,225	\$25,816	\$20,993	\$15,718
Yearly Principal	\$42,971	\$47,002	\$51,412	\$56,234	\$61,510
Total Payments	\$77,228	\$77,228	\$77,228	\$77,228	\$77,228
Ending Balance	\$357,029	\$310,026	\$258,614	\$202,380	\$140,870

Payment Breakdown By Year



Debt-Service Coverage Ratio (DSCR)

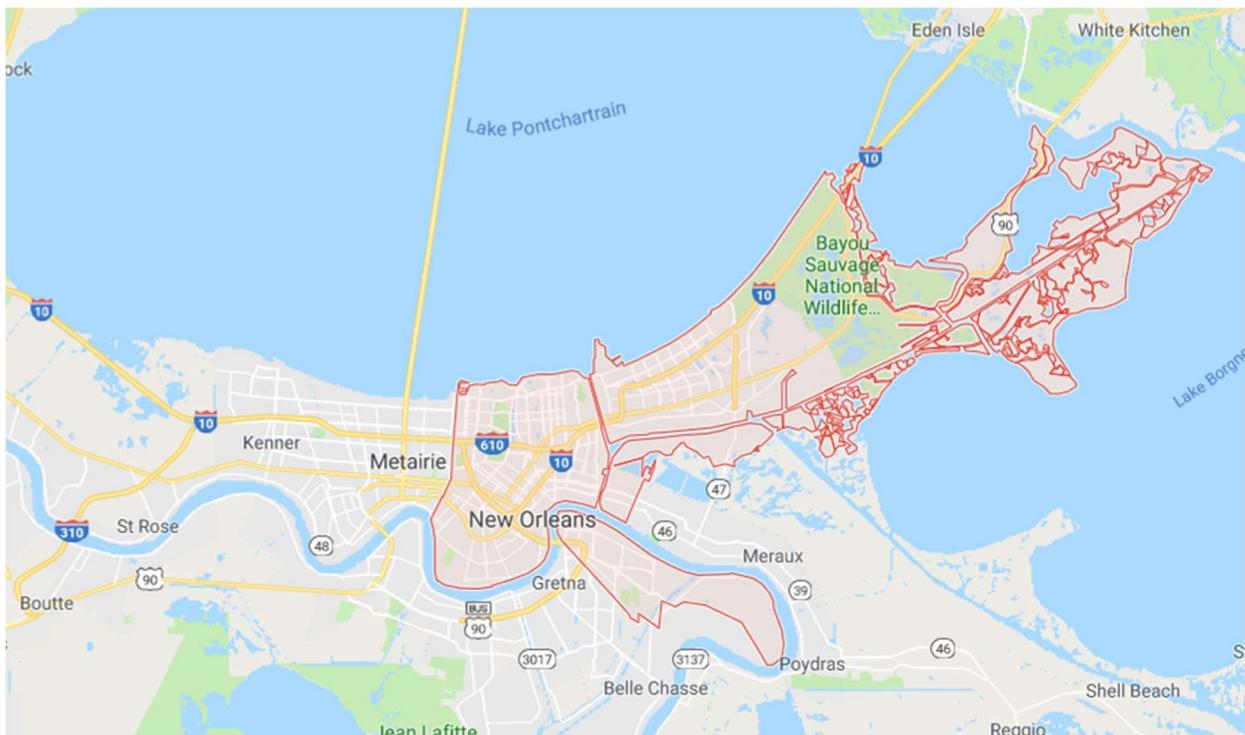


## Company Summary

A New Day Solar is registered as a Limited Liability Company (LLC) in the state of Louisiana. The Company will operate from a 10,000-square-foot facility, which includes office space, a working shop, and storage.

## Company Location

A New Day Solar will operate from Metairie, Louisiana, a close-in suburb to New Orleans that has excellent access to the entire metro area and surrounding region.



## Company Ownership

The Company is owned by Jim Smith (45%), Susan Miller (30%), David Moran (15%), and Chris Lemelle (10%).

## Products and Services

New Day Solar will be an authorized Smartflower solar dealership and will be selling the full line of the Smartflower POP solar panels and systems from this leading-edge manufacturer. The Company's primary focus will be commercializing the product in New Orleans and potentially statewide.

The Smartflower does not require roof space or permitting through the local electrical companies, speeding up the ability of energy independence to the owners regardless of any power failures on the grid due to natural disasters or grid blackouts. Smartflower eliminates the need for extensive planning, configuration and installation of traditional panel solar power systems.

The system is delivered to any home in its compact form with everything necessary for power generation – photovoltaic modules, controller, inverter – and ready to start in no time. Users simply anchor it in the ground with a concrete or screw foundation and then operate it immediately. In comparison to conventional photovoltaic systems there is no complicated installation or operation process, which usually needs to be done by a professional. With the Smartflower, users can start generating electricity in about an hour. Among benefits include:

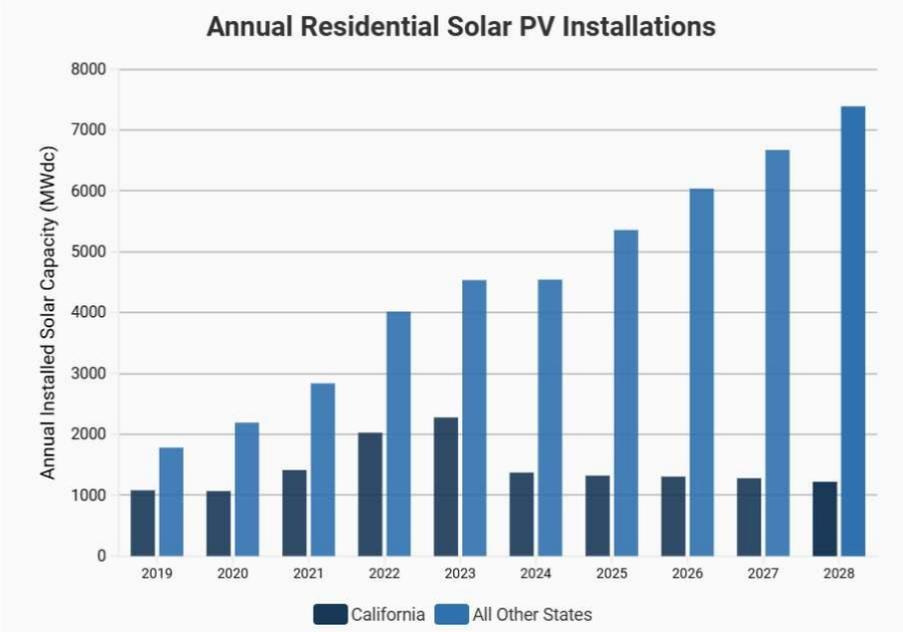
- All-in-one solar system with integrated power storage without extensive installation
- Energy-efficient production: up to 40% more output due to innovative smart tracking
- Smart cooling and smart cleaning, eliminating up to 15% of common losses from heat and contamination



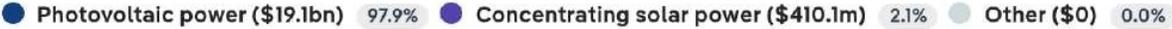
The Smartflower uses an innovative astronomical control system, with a solar modular fan that moves horizontally and vertically along the sun's position, even when it's cloudy. This guarantees optimum alignment with the sun – an exact 90-degree angle – during the entire course of the day, even when the sun is low on the horizon in the winter. The result: despite the lower space requirement, up to 40% more output as compared to that of a conventional rooftop system, which receives optimum sunlight only for a few hours during the year. A New Day Solar will be the exclusive distributor of this product in the New Orleans region.

# Market Analysis

The market is projected to continue its historic growth in the coming years, with total installed PV capacity expected to more than double to over 15 GW of PV capacity installed annually by 2028. As shown here, utility will remain the primary segment by volume through 2028, though residential and non-residential will also have strong growth.



The market specifically for solar-power providers in the United States consists of companies that amass large arrays of PV panels and concentrated solar dishes and sell the energy directly to customers or to the grid. Solar-power providers generated approximately \$7.5 billion in revenue in 2023, with an astounding 49.9% compound annual growth since 2018. As shown below, from market research firm IBISWorld, 97% of the market is from solar PV.



Louisiana has had 352 MW of solar installed to date, compared to 570 MW in Mississippi and 820 MW in Alabama, despite a much larger population. There are 115 solar companies currently operating in Louisiana, according to data from the SEIA. Of these, 79 are contractor/installers, 10 distributors, 8 project developers, 3 manufacturers, and 15 engaged in other solar-related activities. A New Day Solar exists to supplement and add to the market to spur the next phase of solar development in Louisiana.

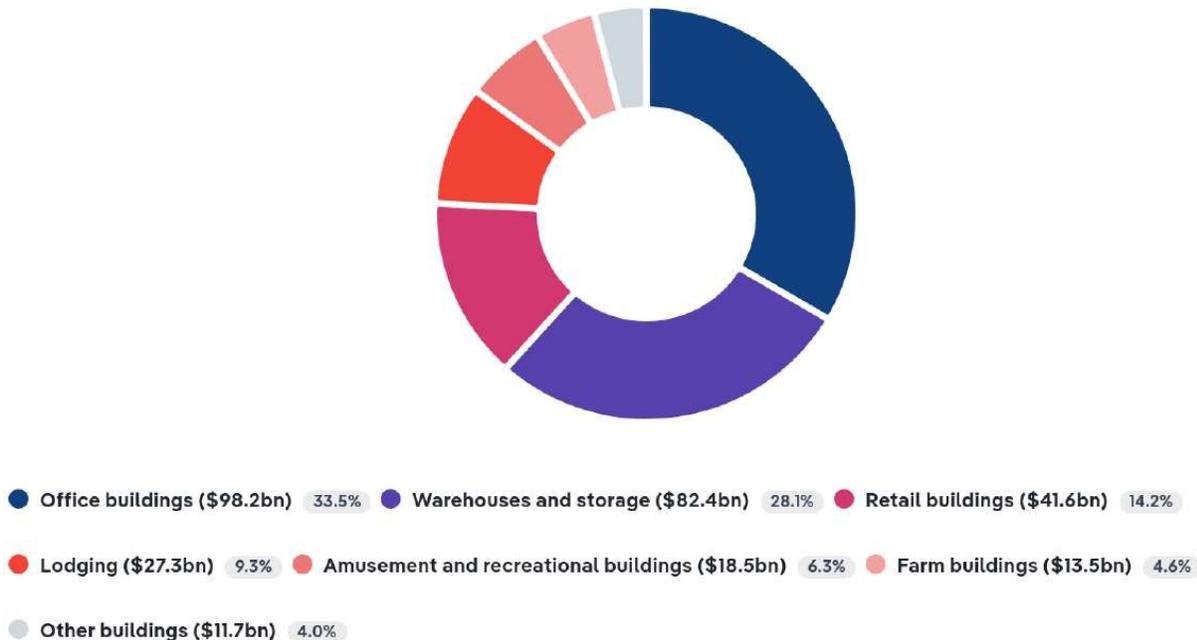
<sup>1</sup> SEIA. "U.S. Solar Market Adds 10.6 GW of PV." <https://www.seia.org/>  
<sup>2</sup> IBISWorld. "Solar Power in the U.S." Sep. 2024. IBISWorld.com

## Market Segmentation

The Company's Solar as a Service will initially be marketed to commercial and government entities. The major target markets are outlined below:

### Major Market Segmentation

Industry revenue in 2024 broken down by key markets



Additional products such as standalone off-grid products will be aimed at national and international companies, aid organizations, governments, NGOs and more.

Driving the market are cost factors, environmental concerns, and the ability to receive government-funded tax breaks. Customers include residential homeowners and commercial property owners. The to-market strategy involves identifying potential customer segments and marketing directly to them. This will include:

- Selling the Smartflower systems to new home builders as a way to increase the value and marketability of the new home.
- Selling the systems to existing homeowners directly.
- Market the systems as standalone – the homeowner would never be without electricity even after the power is off due to storms and other events.
- Market the systems as environmentally friendly, capturing the “green” market.

# Location and Demographics Summary

Being located in New Orleans will provide the Company with an excellent environment for its business. The city proper is home to over 340,000 people and the metro area includes more than 1.1 million residents. This growing market has a strong business environment as well and has been recognized through numerous accolades, including:

- New Orleans was named the #1 Metro for IT Job Growth in the USA [Forbes]
- New Orleans demonstrated 3rd Fastest Wage-growth in the USA [CareerBuilder.com]  
Greater New Orleans was ranking a Top 20 Strongest Performing economy in the USA [Brookings Inst.]
- New Orleans was ranked #1 on the list of “America's Biggest Brain Magnets” for attracting people under 25 with college degrees [Forbes]
- New Orleans MSA was named the #2 Best Big City for a Job [Forbes]
- New Orleans was ranked #2 Employment Market in the Country [Manpower]

In just Orleans Parish, as shown below with select demographics, the population is over 364,000. There are nearly 196,000 housing units, as well as more than 9,900 businesses in the Parish.

U.S. Census Bureau American Communities Survey	
Facts	Orleans Parish, LA
Population estimates, 2023	364,136
Persons under 18 years, percent	19.30%
Persons 65 years and over, percent	17.40%
Housing units, 2022	195,627
Owner-occupied housing unit rate, 2018-2022	49.30%
Median value of owner-occupied housing units, 2018-2022	\$281,500
Median selected monthly owner costs -with a mortgage, 2018-2022	\$1,948
Median selected monthly owner costs -without a mortgage, 2018-2022	\$021
Median gross rent, 2018-2022	\$1,162
Building permits, 2022	1,622
Households, 2018-2022	155,669
Median household income (in 2022 dollars), 2018-2022	\$51,116
Persons in poverty, percent	22.60%
Total employer establishments, 2021	9,909
Total employment, 2021	154,352

<sup>3</sup> Compiled by the City of New Orleans Department of Economic Development  
<sup>4</sup> U.S. Census Bureau. Census.gov

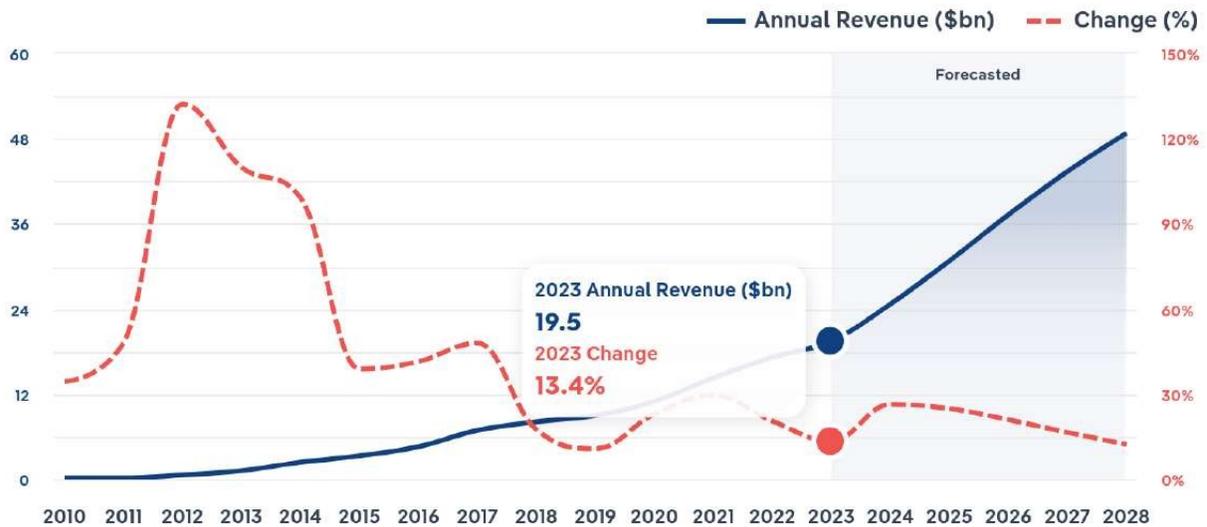
## Industry Summary

Operators in this industry own and operate solar-power-generating facilities in the form of either photovoltaic panels or solar thermal power stations that make use of mirrors or lenses to concentrate the sun's energy. This industry covers utility-scale solar and does not include distributed energy.



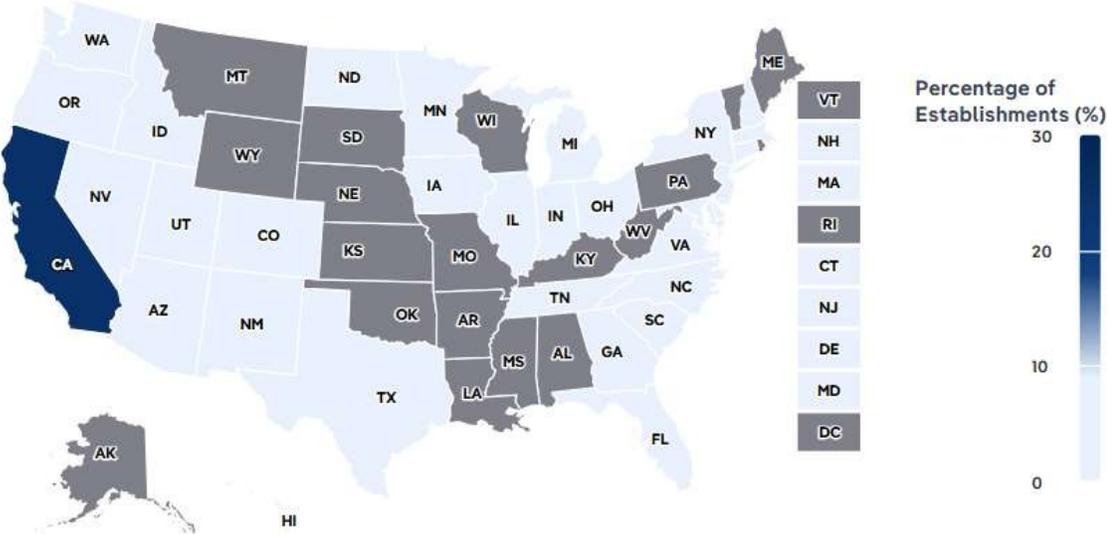
## Revenue

Total value (\$) and annual change from 2010 - 2028. Includes 5-year outlook.



<sup>5</sup> IBISWorld. "Solar Power in the United States." April. IBISWorld.com.

Solar power companies need open space and sunlight. This makes southern states a prime location to base operations. States that offer incentives for solar power facilities see an influx in companies. State legislation plays a major role in entering the solar power market, allowing companies to reduce entry costs and create a need for solar energy. Louisiana ranks low on percentage of establishments per state.



Year	Revenue (\$ Million)	IVA (\$ Million)	Establishments (Units)	Enterprises (Units)	Employment (Units)	Wages (\$ Million)
2018	8,085.7	5,758.4	245	184	2,777	357.2
2019	8,961.4	5,684.4	270	198	2,953	406.2
2020	11,021.1	7,936.3	333	257	3,169	456.7
2021	14,286.5	9,846.0	460	349	4,811	692.0
2022	17,220.0	11,554.9	562	427	5,845	839.4
2023	19,530.3	13,366.0	675	514	6,829	975.0
2024	24,691.8	17,093.9	844	642	8,587	1,227.4
2025	30,831.1	21,529.4	1,041	792	10,638	1,523.0
2026	37,290.3	25,659.9	1,273	969	12,916	1,847.7
2027	43,440.4	29,749.6	1,548	1,182	15,373	2,189.7
2028	48,777.4	32,898.1	1,853	1,421	17,903	2,532.0
2029	53,963.8	36,115.7	2,177	1,676	20,412	2,869.6

# Marketing Strategy & Implementation

A well-rounded approach to marketing will promote A New Day Solar to a diverse residential/commercial and industrial customer base. The New Day Solar website will be extensively developed and be the public face for the Company. Marketing tactics are further outlined below:

## Internet Marketing:

- SEO: A New Day Solar will use search engine optimization (SEO) to draw traffic to its website through search engines. When someone in New Orleans or Louisiana searches for “solar panels,” “solar PV,” “solar farm projects,” etc., a link to New Day Solar will ideally appear. New Day Solar will also be featured on the websites of its retail and distribution partners as well as on the sites of accessory products it sells.
- Social media: A New Day Solar will have social media links, e.g. Facebook, Instagram, and others, where consumers can share the Company’s info within their social networks. The quality of the products, its innovative services, and its reputation will be leveraged through social media platforms as a means to attain brand recognition and high-quality leads.
- SMO: Social media optimization (SMO) will include maintaining various social media sites for mobile and local search.
- E-mail marketing: New Day Solar has developed and will continue to develop an extensive list of leads for potential customers. This will continually grow and be used for targeting interested individuals/companies and their network friends and colleagues.
- PPC/CPM: A New Day Solar will potentially use a pay-per-click (PPC) and CPM (cost-per-thousand impressions) campaign that advertises the Company and its services along the sidebars of search engines and on relevant websites with text and banner ads for the above-mentioned terms and other pertinent searches.
- Google My Business: The Company will set up a free business page on Google. This is a simple and effective way to increase online visibility. The tool makes it possible for A New Day Solar to advertise hours of operation, reviews, location, and contact information.



## Traditional Marketing:

- **Print Media:** Purchasing ads in appropriate newspapers and other publications is a cost-effective way of marketing to reach consumers in towns all across the target demo.
- **Print Collateral:** New Day Solar will use product catalogs, brochures, flyers, and business cards, as well as direct mail postcards that will be sent to potential residential and business customers in the region.
- **Radio:** Ads in key markets will be placed to promote New Day Solar and its products.
- **Relationship Marketing:** This strategy will allow the Company to focus on customer building. Enhancing existing relationships with customers and improving customer loyalty. This will be extended to local businesses as well. Building a strong relationship with local businesses allows for more referrals.
- **Transactional Marketing:** This marketing strategy will allow the Company to upsell products to existing or new customers. Ensuring that employees are completely knowledgeable about the products, special deals or promotions will allow them to persuade customers to increase their purchases.
- **Public Relations:** Free publicity can often be generated by creating and sending out press releases to newspapers, TV news stations, magazines, and websites. These can generate awareness of A New Day Solar and its innovative solar PV panels and systems.

## Company Milestones

- **Year 1:** Hiring well-connected salespeople to establish immediate sales pipeline.
- **Year 3:** Have locations in multiple states.
- **Year 5:** Have national presence, all loans paid off and seeking further expansion.

# SWOT Analysis

The following is a summary of the Company's strengths, weaknesses, opportunities, & threats.



## STRENGTHS

- ☐ Solar systems custom designed for large-scale installation
- ☐ Great attention paid to both performance and aesthetics
- ☐ Management dedicated to promoting green energy movement
- ☐ Location near major regional population center



## WEAKNESSES

- ☐ Limited capital - require substantial funding for startup
- ☐ Owners are new to solar installations
- ☐ Staff has limited experience



## OPPORTUNITIES

- ☐ Huge national market with fast growth
- ☐ Limited direct competition in the region
- ☐ Business model is highly scalable w/ national expansion goals



## THREATS

- ☐ Solar install companies are sprouting up all the time
- ☐ Changes in regulations and tax credits could impact industry
- ☐ Continuing tight credit markets make funding difficult

## Management Summary

Brian Butler, President & Lead Financial Modeler

Brian Butler is the founder of Butler Consultants. He is a lead financial modeler and consultant, leveraging a background in business and financial analysis. His qualifications and experience make him a sound leader and an extraordinary financial modeler. He excels at preparing financial projections for start-up and existing businesses, including the creation of income statements, cash flow balance sheets, sales forecasts, personnel rollouts, and more. Brian has extensive experience creating financial models for just about any industry out there.



Brian holds a Concordia University, Harvard case-based Master's of Business Administration with a focus in Entrepreneurship. He also holds three separate Bachelor's Degrees in Information Systems, Business with a focus in Finance, and Economics.

Brian is also an avid classic car collector, having spent the past couple decades buying old cars and restoring them beyond their previous glory. A husband, and a father of 3 boys, he also spends his spare time building a great life and ensuring there's always something fun going on.

Jon Rossitto, VP of Operations & Lead Researcher

Jon has been writing market analysis and business plans for over a decade. With thousands of plans under his belt, there is almost nothing he hasn't written about. Past jobs included early stints in retail, agriculture, facilities management, the restaurant industry, and public service, though a passion was found in golf course management, working at multiple facilities. He then settled into writing as a career, utilizing a degree in journalism from the University of Oregon while often combining real-world interests with the journalism field, covering sports, golf course management and the business of golf while at a newspaper in Oregon and then at a golf magazine in Florida.

In addition to having written about nearly any industry on the planet, he's an aficionado in varied topics that revolve around combining creativity and practicality: Architecture, construction, landscaping, furniture making, brewing, winemaking, and green technology. Traveling to see the world is also always on his mind, getting to know where people live and how that shapes their lives. In addition to having lived in all four corners of the U.S., he's visited over 40 states and 12 countries.

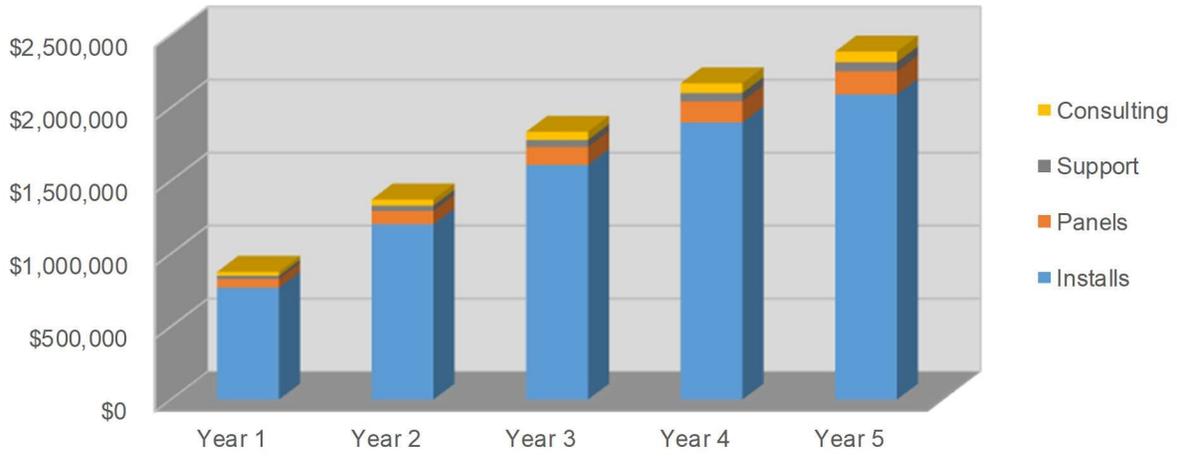
Jon is an avid woodworker, wine-taster and beer enthusiast. His woodwork takes cues from the American Craftsman and British Arts and Crafts movements. His passions for wine and beer often couple with a love of travel, though he still hasn't reached his goal of hitting both Oktoberfest in Germany and Pilsner Fest in the Czech Republic in the same trip. Maybe this year!

# Financial Summary

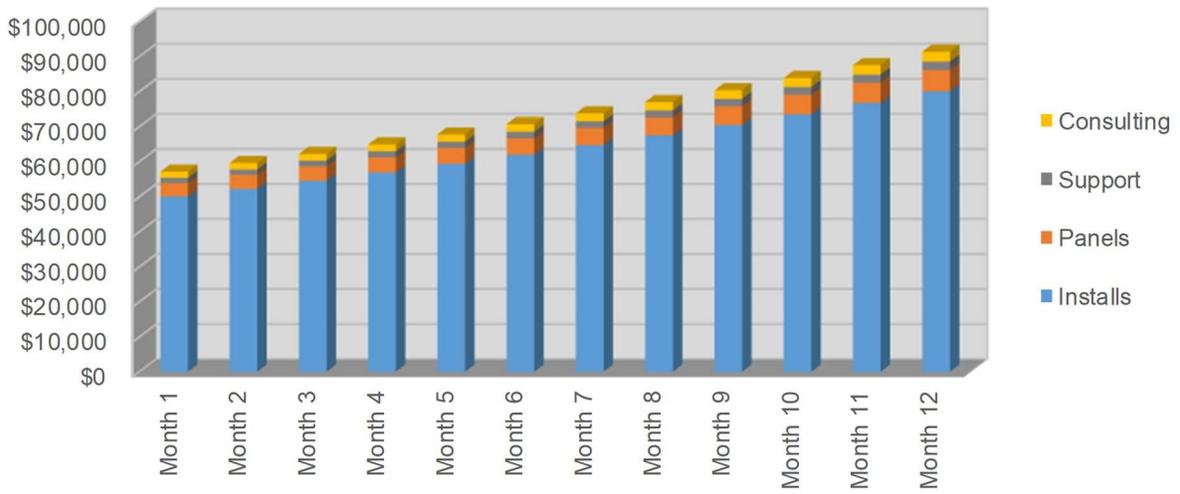
## Revenue Forecast

Yearly Revenue					
	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Units</b>					
Installs	31	47	62	72	77
Panels	15	24	31	36	39
Support	92	141	186	215	232
Consulting	77	118	155	179	193
<b>Unit Price</b>					
Installs	\$25,000.00	\$25,500.00	\$26,010.00	\$26,530.20	\$27,060.80
Panels	\$3,800.00	\$3,876.00	\$3,953.52	\$4,032.59	\$4,113.24
Support	\$250.00	\$255.00	\$260.10	\$265.30	\$270.61
Consulting	\$350.00	\$357.00	\$364.14	\$371.42	\$378.85
<b>Revenue</b>					
Installs	\$767,229	\$1,201,263	\$1,608,361	\$1,898,966	\$2,090,217
Panels	\$58,309	\$91,296	\$122,235	\$144,321	\$158,856
Support	\$23,017	\$36,038	\$48,251	\$56,969	\$62,707
Consulting	\$26,853	\$42,044	\$56,293	\$66,464	\$73,158
Gross Revenue	\$875,408	\$1,370,641	\$1,835,140	\$2,166,721	\$2,384,938
<b>Unit Cost</b>					
Installs	\$10,000.00	\$10,100.00	\$10,201.00	\$10,303.01	\$10,406.04
Panels	\$1,500.00	\$1,515.00	\$1,530.15	\$1,545.45	\$1,560.91
Support	\$13.00	\$13.13	\$13.26	\$13.39	\$13.53
Consulting	\$17.00	\$17.17	\$17.34	\$17.52	\$17.69
<b>Direct Costs</b>					
Installs	\$306,892	\$475,794	\$630,792	\$737,464	\$803,778
Panels	\$23,017	\$35,685	\$47,309	\$55,310	\$60,283
Support	\$1,197	\$1,856	\$2,460	\$2,876	\$3,135
Consulting	\$1,304	\$2,022	\$2,681	\$3,134	\$3,416
Direct Cost of Revenue	\$332,410	\$515,357	\$683,242	\$798,784	\$870,612

### Yearly Revenue



### Year 1 Revenue



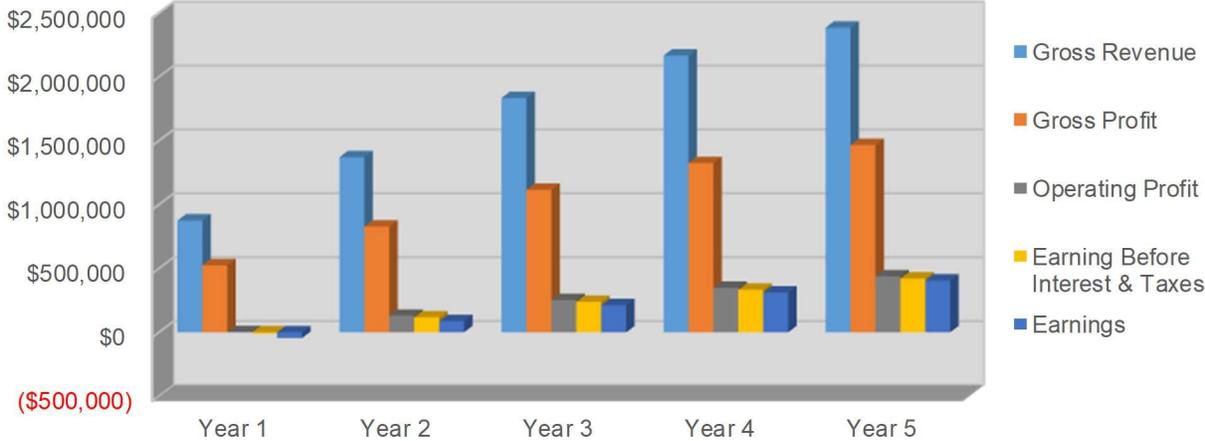
# Personnel Forecast

Yearly Personnel					
	Year 1	Year 2	Year 3	Year 4	Year 5
<b>Headcount</b>					
Managers	1	1	1	1	1
Forman/Lead Installer	0	1	1	1	1
Installers	2	3	4	5	5
Sales	1	1	1	1	1
Office Staff	1	1	2	2	2
<b>Total Headcount</b>	<b>5</b>	<b>7</b>	<b>9</b>	<b>10</b>	<b>10</b>
<b>Compensation</b>					
Managers	\$85,000	\$93,500	\$102,850	\$113,135	\$124,449
Forman/Lead Installer	\$65,000	\$68,250	\$71,663	\$75,246	\$79,008
Installers	\$48,000	\$50,400	\$52,920	\$55,566	\$58,344
Sales	\$40,000	\$42,000	\$44,100	\$46,305	\$48,620
Office Staff	\$48,000	\$49,440	\$50,923	\$52,451	\$54,024
<b>Payroll</b>					
Managers	\$85,000	\$93,500	\$102,850	\$113,135	\$124,449
Forman/Lead Installer	\$0	\$68,250	\$71,663	\$75,246	\$79,008
Installers	\$96,000	\$151,200	\$211,680	\$277,830	\$291,722
Sales	\$40,000	\$42,000	\$44,100	\$46,305	\$48,620
Office Staff	\$48,000	\$49,440	\$101,846	\$104,902	\$108,049
<b>Total Payroll</b>	<b>\$269,000</b>	<b>\$404,390</b>	<b>\$532,139</b>	<b>\$617,417</b>	<b>\$651,847</b>

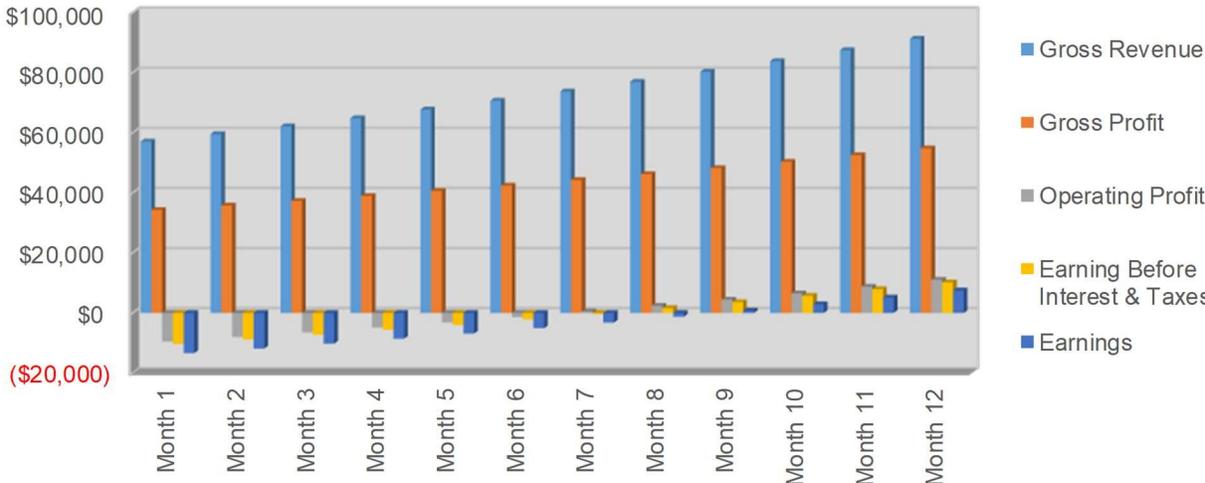
## Income Statement

Yearly Income Statement					
	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Revenue	\$875,408	\$1,370,641	\$1,835,140	\$2,166,721	\$2,384,938
Direct Cost of Revenue	\$332,410	\$515,357	\$683,242	\$798,784	\$870,612
Commission	\$17,508	\$27,413	\$36,703	\$43,334	\$47,699
Total Cost of Revenue	\$349,918	\$542,770	\$719,945	\$842,119	\$918,311
Gross Profit	\$525,491	\$827,872	\$1,115,195	\$1,324,602	\$1,466,627
Gross Profit Percentage	60.0%	60.4%	60.8%	61.1%	61.5%
Operating Expenses					
Marketing & Advertising	\$60,000	\$63,000	\$66,150	\$69,458	\$72,930
Travel & Entertainment	\$48,000	\$50,400	\$52,920	\$55,566	\$58,344
Rent	\$30,000	\$31,500	\$33,075	\$34,729	\$36,465
Utilities	\$8,000	\$8,400	\$8,820	\$9,261	\$9,724
Insurance	\$6,000	\$6,300	\$6,615	\$6,946	\$7,293
Legal/Accounting	\$1,800	\$1,890	\$1,985	\$2,084	\$2,188
Professional Fees	\$1,000	\$1,050	\$1,103	\$1,158	\$1,216
Office Supplies	\$2,400	\$2,520	\$2,646	\$2,778	\$2,917
Dues & Subscriptions	\$600	\$630	\$662	\$695	\$729
Auto	\$24,000	\$25,200	\$26,460	\$27,783	\$29,172
Web Hosting/Internet	\$300	\$315	\$331	\$347	\$365
Repair & Maintenance	\$1,800	\$1,890	\$1,985	\$2,084	\$2,188
Research & Development	\$18,000	\$18,900	\$19,845	\$20,837	\$21,879
Telephones	\$600	\$630	\$662	\$695	\$729
Total Payroll	\$269,000	\$404,390	\$532,139	\$617,417	\$651,847
Payroll Taxes	\$32,280	\$48,527	\$63,857	\$74,090	\$78,222
Payroll Benefits	\$21,520	\$32,351	\$42,571	\$49,393	\$52,148
Total Operating Expenses	\$525,300	\$697,893	\$861,823	\$975,320	\$1,028,356
Operating Profit	\$191	\$129,979	\$253,372	\$349,282	\$438,270
Operating Profit Percentage	0.0%	9.5%	13.8%	16.1%	18.4%
Depreciation					
Depreciation	\$10,000	\$12,500	\$15,000	\$16,250	\$16,250
Earning Before Interest & Taxes	(\$9,809)	\$117,479	\$238,372	\$333,032	\$422,020
EBIT Percentage	-1.1%	8.6%	13.0%	15.4%	17.7%
Interest Expense					
Interest Expense	\$34,256	\$30,225	\$25,816	\$20,993	\$15,718
Taxes Accrued	\$0	\$0	\$0	\$0	\$0
Earnings	(\$44,066)	\$87,254	\$212,556	\$312,039	\$406,302
Earnings Percentage	-5.0%	6.4%	11.6%	14.4%	17.0%

### Yearly Income Statement



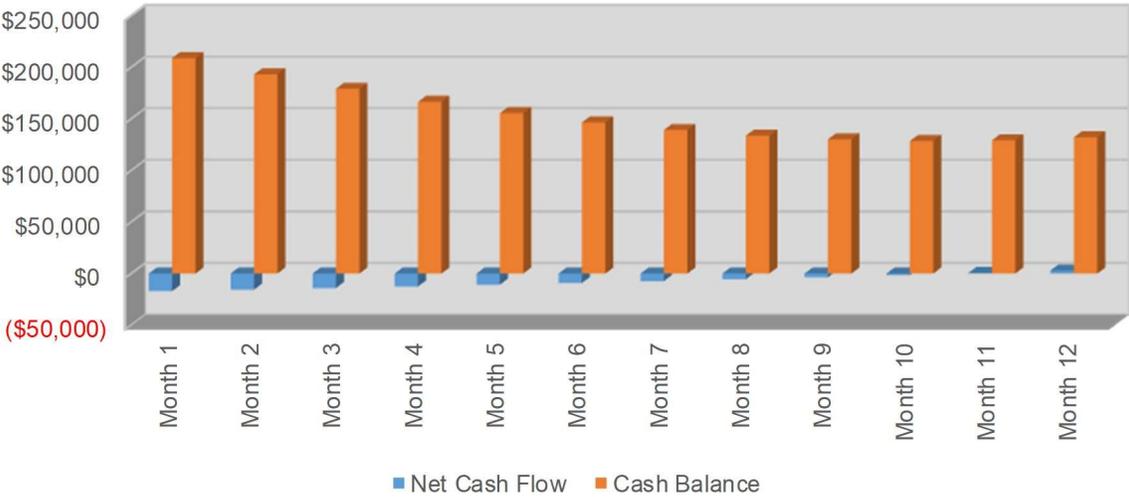
### Year 1 Income Statement



## Statement of Cash Flow

Yearly Statement of Cash Flow					
	Year 1	Year 2	Year 3	Year 4	Year 5
<u>Operating Activities</u>					
Cash Received					
Gross Revenue	\$875,408	\$1,370,641	\$1,835,140	\$2,166,721	\$2,384,938
Total Cash Received	\$875,408	\$1,370,641	\$1,835,140	\$2,166,721	\$2,384,938
Cash Used					
Cost of Revenue	\$349,918	\$542,770	\$719,945	\$842,119	\$918,311
Payroll/Taxes/Benefits	\$322,800	\$485,268	\$638,567	\$740,901	\$782,216
Other Operating Expenses	\$202,500	\$212,625	\$223,256	\$234,419	\$246,140
Additional Inventory	\$16,655	\$18,229	\$13,327	\$8,488	\$4,466
Interest Expense	\$34,256	\$30,225	\$25,816	\$20,993	\$15,718
Taxes Accrued	\$0	\$0	\$0	\$0	\$0
Total Cash Used	\$926,129	\$1,289,117	\$1,620,911	\$1,846,920	\$1,966,852
Net Cash From/(Used By) Operating	(\$50,720)	\$81,524	\$214,229	\$319,801	\$418,086
<u>Investing Activities</u>					
Cash Received					
Proceeds from Property/Land	\$0	\$0	\$0	\$0	\$0
Proceeds from Equipment	\$0	\$0	\$0	\$0	\$0
Total Cash Received	\$0	\$0	\$0	\$0	\$0
Cash Used					
Purchase of Property/Land	\$0	\$0	\$0	\$0	\$0
Purchase of Equipment	\$0	\$20,000	\$20,000	\$10,000	\$0
Total Cash Used	\$0	\$20,000	\$20,000	\$10,000	\$0
Net Cash From/(Used By) Investing	\$0	(\$20,000)	(\$20,000)	(\$10,000)	\$0
<u>Financing Activities</u>					
Cash Received					
Proceeds from Investors	\$0	\$0	\$0	\$0	\$0
Proceeds from Long-Term Debt	\$0	\$0	\$0	\$0	\$0
Total Cash Received	\$0	\$0	\$0	\$0	\$0
Cash Used					
Dividends Paid	\$0	\$0	\$0	\$0	\$0
Repayment of Long-Term Debt	\$42,971	\$47,002	\$51,412	\$56,234	\$61,510
Total Cash Used	\$42,971	\$47,002	\$51,412	\$56,234	\$61,510
Net Cash From/(Used By) Financing	(\$42,971)	(\$47,002)	(\$51,412)	(\$56,234)	(\$61,510)
Net Cash Flow	(\$93,692)	\$14,522	\$142,818	\$253,566	\$356,576
Cash Balance	\$132,058	\$146,580	\$289,397	\$542,964	\$899,540

### Year 1 Statement of Cash Flow



## Balance Sheet

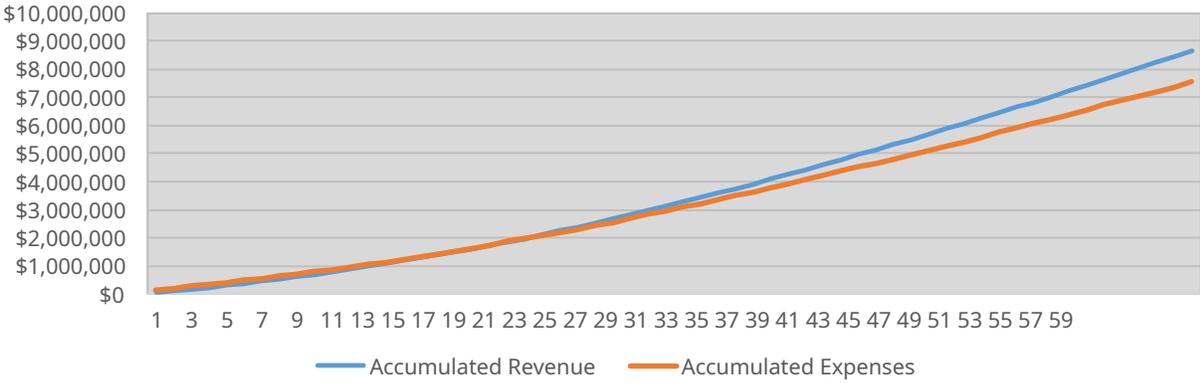
Yearly Balance Sheet					
	Year 1	Year 2	Year 3	Year 4	Year 5
<u>Assets</u>					
Current Assets					
Cash	\$132,058	\$146,580	\$289,397	\$542,964	\$899,540
Inventory	\$41,655	\$59,884	\$73,211	\$81,699	\$86,166
Other Current Assets	\$0	\$0	\$0	\$0	\$0
Total Current Assets	\$173,713	\$206,464	\$362,609	\$624,663	\$985,706
Long-Term Assets					
Property	\$0	\$0	\$0	\$0	\$0
Equipment	\$80,000	\$100,000	\$120,000	\$130,000	\$130,000
Other Long-Term Assets	\$0	\$0	\$0	\$0	\$0
Accumulated Depreciation	(\$10,000)	(\$22,500)	(\$37,500)	(\$53,750)	(\$70,000)
Total Long-Term Assets	\$70,000	\$77,500	\$82,500	\$76,250	\$60,000
Total Assets	\$243,713	\$283,964	\$445,109	\$700,913	\$1,045,706
<u>Liabilities</u>					
Current Liabilities					
Current Debt	\$0	\$0	\$0	\$0	\$0
Total Current Liabilities	\$0	\$0	\$0	\$0	\$0
Long-Term Liabilities					
Long-Term Debt	\$357,029	\$310,026	\$258,614	\$202,380	\$140,870
New Long-Term Debt	\$0	\$0	\$0	\$0	\$0
Total Long-Term Liabilities	\$357,029	\$310,026	\$258,614	\$202,380	\$140,870
Total Liabilities	\$357,029	\$310,026	\$258,614	\$202,380	\$140,870
<u>Shareholders' Equity</u>					
Paid-in Capital					
Owner	\$0	\$0	\$0	\$0	\$0
Investor	\$0	\$0	\$0	\$0	\$0
New Paid-in Capital	\$0	\$0	\$0	\$0	\$0
Total Paid-in Capital	\$0	\$0	\$0	\$0	\$0
Retained Earnings					
Previous Retained Earnings	(\$69,250)	(\$113,316)	(\$26,062)	\$186,494	\$498,533
Current Earnings	(\$44,066)	\$87,254	\$212,556	\$312,039	\$406,302
Total Retained Earnings	(\$113,316)	(\$26,062)	\$186,494	\$498,533	\$904,835
Total Shareholders' Equity	(\$113,316)	(\$26,062)	\$186,494	\$498,533	\$904,835
Total Liabilities & Equity	\$243,713	\$283,964	\$445,109	\$700,913	\$1,045,706

# Break-Even Analysis

The Operating Break-Even accounts for the Company's revenue and expenses on the Income Statement.

Break-Even	
Analysis	Month
Operating Break-Even	22

Operating Break-Even



## Best & Worst Case

The Best and Worst Case analysis illustrates what the Company's financial statements might look like with an increase or decrease in Revenue.

Best Case -- Revenue Increase By: 10%					
	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Revenue	\$962,949	\$1,507,706	\$2,018,654	\$2,383,393	\$2,623,431
Total Cost of Revenue	\$384,910	\$597,047	\$791,939	\$926,330	\$1,010,142
Gross Profit	\$578,040	\$910,659	\$1,226,715	\$1,457,062	\$1,613,289
Gross Profit Percentage	60.0%	60.4%	60.8%	61.1%	61.5%
Total Operating Expenses	\$525,300	\$697,893	\$861,823	\$975,320	\$1,028,356
Operating Profit	\$52,740	\$212,766	\$364,892	\$481,742	\$584,933
Operating Profit Percentage	5.5%	14.1%	18.1%	20.2%	22.3%
Earning Before Interest & Taxes	\$42,740	\$200,266	\$349,892	\$465,492	\$568,683
EBIT Percentage	4.4%	13.3%	17.3%	19.5%	21.7%
Interest Expense	\$34,256	\$30,225	\$25,816	\$20,993	\$15,718
Taxes Accrued	\$0	\$0	\$0	\$0	\$0
Earnings	\$8,483	\$170,041	\$324,076	\$444,499	\$552,965
Earnings Percentage	0.9%	11.3%	16.1%	18.6%	21.1%
Net Cash Flow	(\$41,143)	\$97,309	\$254,337	\$386,027	\$503,239
Cash Balance	\$184,607	\$281,916	\$536,253	\$922,280	\$1,425,519

Worst Case -- Revenue Decrease By: 10%					
	Year 1	Year 2	Year 3	Year 4	Year 5
Gross Revenue	\$787,868	\$1,233,577	\$1,651,626	\$1,950,048	\$2,146,444
Total Cost of Revenue	\$314,926	\$488,493	\$647,950	\$757,907	\$826,480
Gross Profit	\$472,941	\$745,085	\$1,003,676	\$1,192,142	\$1,319,964
Gross Profit Percentage	60.0%	60.4%	60.8%	61.1%	61.5%
Total Operating Expenses	\$525,300	\$697,893	\$861,823	\$975,320	\$1,028,356
Operating Profit	(\$52,359)	\$47,192	\$141,853	\$216,822	\$291,608
Operating Profit Percentage	-6.6%	3.8%	8.6%	11.1%	13.6%
Earning Before Interest & Taxes	(\$62,359)	\$34,692	\$126,853	\$200,572	\$275,358
EBIT Percentage	-7.9%	2.8%	7.7%	10.3%	12.8%
Interest Expense	\$34,256	\$30,225	\$25,816	\$20,993	\$15,718
Taxes Accrued	\$0	\$0	\$0	\$0	\$0
Earnings	(\$96,615)	\$4,467	\$101,037	\$179,579	\$259,640
Earnings Percentage	-12.3%	0.4%	6.1%	9.2%	12.1%
Net Cash Flow	(\$146,241)	(\$68,265)	\$31,298	\$121,106	\$209,914
Cash Balance	\$79,509	\$11,244	\$42,542	\$163,648	\$373,561

# Appendix A – Year 1 Financials

Year 1 Monthly Forecast illustrates the Company's first 12 months after the Pre-Operating stage.

Year 1 Revenue											
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11
<b>Units</b>											
Ins talls	2	2	2	2	2	2	3	3	3	3	3
Panels	1	1	1	1	1	1	1	1	1	1	1
Support	6	6	7	7	7	7	8	8	8	9	9
Consulting	5	5	5	6	6	6	6	7	7	7	8
<b>Unit Price</b>											
Ins talls	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Panels	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800	\$3,800
Support	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Consulting	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350	\$350
<b>Revenue</b>											
Ins talls	\$50,000	\$52,183	\$54,461	\$56,838	\$59,319	\$61,909	\$64,611	\$67,432	\$70,375	\$73,448	\$76,650
Panels	\$3,800	\$3,966	\$4,139	\$4,320	\$4,508	\$4,705	\$4,910	\$5,125	\$5,349	\$5,582	\$5,820
Support	\$1,500	\$1,565	\$1,634	\$1,705	\$1,780	\$1,857	\$1,938	\$2,023	\$2,111	\$2,203	\$2,300
Consulting	\$1,750	\$1,826	\$1,906	\$1,989	\$2,076	\$2,167	\$2,261	\$2,360	\$2,463	\$2,571	\$2,683
Gross Revenue	\$57,050	\$59,540	\$62,140	\$64,852	\$67,683	\$70,638	\$73,721	\$76,940	\$80,298	\$83,804	\$87,463
<b>Unit Cost</b>											
Ins talls	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Panels	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Support	\$13	\$13	\$13	\$13	\$13	\$13	\$13	\$13	\$13	\$13	\$13
Consulting	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17	\$17
<b>Direct Costs</b>											
Ins talls	\$20,000	\$20,873	\$21,784	\$22,735	\$23,728	\$24,763	\$25,845	\$26,973	\$28,150	\$29,379	\$30,660
Panels	\$1,500	\$1,565	\$1,634	\$1,705	\$1,780	\$1,857	\$1,938	\$2,023	\$2,111	\$2,203	\$2,300
Support	\$78	\$81	\$85	\$89	\$93	\$97	\$101	\$105	\$110	\$115	\$120
Consulting	\$85	\$89	\$93	\$97	\$101	\$105	\$110	\$115	\$120	\$125	\$130
Direct Cost of Revenue	\$21,663	\$22,609	\$23,596	\$24,626	\$25,701	\$26,823	\$27,993	\$29,215	\$30,491	\$31,822	\$33,210

Year 1 Personnel											
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11
<b>Headcount</b>											
Managers	1	1	1	1	1	1	1	1	1	1	1
Forman/Lead Installer	0	0	0	0	0	0	0	0	0	0	0
Ins tallers	2	2	2	2	2	2	2	2	2	2	2
Sales	1	1	1	1	1	1	1	1	1	1	1
Office Staff	1	1	1	1	1	1	1	1	1	1	1
<b>Total Headcount</b>	<b>5</b>										
<b>Compensation</b>											
Managers	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083
Forman/Lead Installer	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417	\$5,417
Ins tallers	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Sales	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333
Office Staff	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
<b>Payroll</b>											
Managers	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083	\$7,083
Forman/Lead Installer	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Ins tallers	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000
Sales	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333	\$3,333
Office Staff	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
<b>Total Payroll</b>	<b>\$22,417</b>										

Year 1 Income Statement										
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10
Gross Revenue	\$57,050	\$59,540	\$62,140	\$64,852	\$67,683	\$70,638	\$73,721	\$76,940	\$80,298	\$83,804
Direct Cost of Revenue	\$21,663	\$22,609	\$23,596	\$24,626	\$25,701	\$26,823	\$27,993	\$29,215	\$30,491	\$31,822
Commission	\$1,141	\$1,191	\$1,243	\$1,297	\$1,354	\$1,413	\$1,474	\$1,539	\$1,606	\$1,676
Total Cost of Revenue	\$22,804	\$23,799	\$24,838	\$25,923	\$27,054	\$28,235	\$29,468	\$30,754	\$32,097	\$33,498
Gross Profit	\$34,246	\$35,741	\$37,301	\$38,930	\$40,629	\$42,403	\$44,254	\$46,185	\$48,202	\$50,306
Gross Profit Percentage	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%	60.0%
Operating Expenses										
Marketing & Advertising	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Travel & Entertainment	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Rent	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Utilities	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667	\$667
Insurance	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Legal/Accounting	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Professional Fees	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83
Office Supplies	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Dues & Subscriptions	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Auto	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Web Hosting/Internet	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
Repair & Maintenance	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
Research & Development	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Telephones	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Total Payroll	\$22,417	\$22,417	\$22,417	\$22,417	\$22,417	\$22,417	\$22,417	\$22,417	\$22,417	\$22,417
Payroll Taxes	\$2,690	\$2,690	\$2,690	\$2,690	\$2,690	\$2,690	\$2,690	\$2,690	\$2,690	\$2,690
Payroll Benefits	\$1,793	\$1,793	\$1,793	\$1,793	\$1,793	\$1,793	\$1,793	\$1,793	\$1,793	\$1,793
Total Operating Expenses	\$43,775	\$43,775	\$43,775	\$43,775	\$43,775	\$43,775	\$43,775	\$43,775	\$43,775	\$43,775
Operating Profit	(\$9,529)	(\$8,034)	(\$6,474)	(\$4,845)	(\$3,146)	(\$1,372)	\$479	\$2,410	\$4,427	\$6,531
Operating Profit Percentage	-16.7%	-13.5%	-10.4%	-7.5%	-4.6%	-1.9%	0.6%	3.1%	5.5%	7.8%
Depreciation										
Depreciation	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833	\$833
Earning Before Interest & Taxes	(\$10,362)	(\$8,867)	(\$7,307)	(\$5,679)	(\$3,979)	(\$2,206)	(\$355)	\$1,577	\$3,593	\$5,697
EBIT Percentage	-18.2%	-14.9%	-11.8%	-8.8%	-5.9%	-3.1%	-0.5%	2.0%	4.5%	6.8%
Interest Expense										
Interest Expense	\$3,000	\$2,974	\$2,948	\$2,922	\$2,896	\$2,869	\$2,842	\$2,816	\$2,788	\$2,761
Taxes Accrued	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Earnings	(\$13,362)	(\$11,842)	(\$10,255)	(\$8,601)	(\$6,875)	(\$5,075)	(\$3,197)	(\$1,238)	\$805	\$2,936
Earnings Percentage	-23.4%	-19.9%	-16.5%	-13.3%	-10.2%	-7.2%	-4.3%	-1.6%	1.0%	3.5%

## Year 1 Statement of Cash Flow

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10
<b>Operating Activities</b>										
Cash Received										
Gross Revenue	\$57,050	\$59,540	\$62,140	\$64,852	\$67,683	\$70,638	\$73,721	\$76,940	\$80,298	\$83,804
Total Cash Received	\$57,050	\$59,540	\$62,140	\$64,852	\$67,683	\$70,638	\$73,721	\$76,940	\$80,298	\$83,804
Cash Used										
Cost of Revenue	\$22,804	\$23,799	\$24,838	\$25,923	\$27,054	\$28,235	\$29,468	\$30,754	\$32,097	\$33,498
Payroll/Taxes/Benefits	\$26,900	\$26,900	\$26,900	\$26,900	\$26,900	\$26,900	\$26,900	\$26,900	\$26,900	\$26,900
Other Operating Expenses	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875	\$16,875
Additional Inventory	\$1,091	\$1,139	\$1,189	\$1,241	\$1,295	\$1,351	\$1,410	\$1,472	\$1,536	\$1,603
Interest Expense	\$3,000	\$2,974	\$2,948	\$2,922	\$2,896	\$2,869	\$2,842	\$2,816	\$2,788	\$2,761
Taxes Accrued	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cash Used	\$70,670	\$71,688	\$72,750	\$73,860	\$75,020	\$76,231	\$77,496	\$78,817	\$80,196	\$81,637
Net Cash From/(Used By) Operating	(\$13,620)	(\$12,147)	(\$10,611)	(\$9,008)	(\$7,337)	(\$5,593)	(\$3,774)	(\$1,877)	\$102	\$2,167
<b>Investing Activities</b>										
Cash Received										
Proceeds from Property/Land	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Proceeds from Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cash Received	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash Used										
Purchase of Property/Land	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchase of Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cash Used	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Cash From/(Used By) Investing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Financing Activities</b>										
Cash Received										
Proceeds from Investors	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Proceeds from Long-Term Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cash Received	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cash Used										
Dividends Paid	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Repayment of Long-Term Debt	\$3,436	\$3,461	\$3,487	\$3,514	\$3,540	\$3,566	\$3,593	\$3,620	\$3,647	\$3,675
Total Cash Used	\$3,436	\$3,461	\$3,487	\$3,514	\$3,540	\$3,566	\$3,593	\$3,620	\$3,647	\$3,675
Net Cash From/(Used By) Financing	(\$3,436)	(\$3,461)	(\$3,487)	(\$3,514)	(\$3,540)	(\$3,566)	(\$3,593)	(\$3,620)	(\$3,647)	(\$3,675)
Net Cash Flow	(\$17,056)	(\$15,609)	(\$14,098)	(\$12,522)	(\$10,876)	(\$9,159)	(\$7,367)	(\$5,497)	(\$3,545)	(\$1,508)
Cash Balance	\$208,694	\$193,085	\$178,987	\$166,466	\$155,589	\$146,430	\$139,062	\$133,565	\$130,020	\$128,512

## Year 1 Balance Sheet

Assets	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10
<b>Assets</b>										
<b>Current Assets</b>										
Cash	\$208,694	\$193,085	\$178,987	\$166,466	\$155,589	\$146,430	\$139,062	\$133,565	\$130,020	\$128,512
Inventory	\$26,091	\$27,230	\$28,419	\$29,660	\$30,954	\$32,306	\$33,716	\$35,188	\$36,724	\$38,327
Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Current Assets</b>	<b>\$234,785</b>	<b>\$220,316</b>	<b>\$207,406</b>	<b>\$196,125</b>	<b>\$186,543</b>	<b>\$178,735</b>	<b>\$172,778</b>	<b>\$168,753</b>	<b>\$166,744</b>	<b>\$166,839</b>
<b>Long-Term Assets</b>										
Property	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Equipment	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000	\$80,000
Other Long-Term Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Accumulated Depreciation	(\$833)	(\$1,667)	(\$2,500)	(\$3,333)	(\$4,167)	(\$5,000)	(\$5,833)	(\$6,667)	(\$7,500)	(\$8,333)
<b>Total Long-Term Assets</b>	<b>\$79,167</b>	<b>\$78,333</b>	<b>\$77,500</b>	<b>\$76,667</b>	<b>\$75,833</b>	<b>\$75,000</b>	<b>\$74,167</b>	<b>\$73,333</b>	<b>\$72,500</b>	<b>\$71,667</b>
<b>Total Assets</b>	<b>\$313,952</b>	<b>\$298,649</b>	<b>\$284,906</b>	<b>\$272,792</b>	<b>\$262,377</b>	<b>\$253,735</b>	<b>\$246,945</b>	<b>\$242,086</b>	<b>\$239,244</b>	<b>\$238,506</b>
<b>Liabilities</b>										
<b>Current Liabilities</b>										
Current Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Current Liabilities</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Long-Term Liabilities</b>										
Long-Term Debt	\$396,564	\$393,103	\$389,616	\$386,102	\$382,562	\$378,996	\$375,403	\$371,783	\$368,135	\$364,461
New Long-Term Debt	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Long-Term Liabilities</b>	<b>\$396,564</b>	<b>\$393,103</b>	<b>\$389,616</b>	<b>\$386,102</b>	<b>\$382,562</b>	<b>\$378,996</b>	<b>\$375,403</b>	<b>\$371,783</b>	<b>\$368,135</b>	<b>\$364,461</b>
<b>Total Liabilities</b>	<b>\$396,564</b>	<b>\$393,103</b>	<b>\$389,616</b>	<b>\$386,102</b>	<b>\$382,562</b>	<b>\$378,996</b>	<b>\$375,403</b>	<b>\$371,783</b>	<b>\$368,135</b>	<b>\$364,461</b>
<b>Shareholders' Equity</b>										
<b>Paid-in Capital</b>										
Owner	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Investor	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Paid-in Capital	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Paid-in Capital</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>
<b>Retained Earnings</b>										
Previous Retained Earnings	(\$69,250)	(\$82,612)	(\$94,454)	(\$104,709)	(\$113,310)	(\$120,185)	(\$125,261)	(\$128,458)	(\$129,696)	(\$128,891)
Current Earnings	(\$13,362)	(\$11,842)	(\$10,255)	(\$8,601)	(\$6,875)	(\$5,075)	(\$3,197)	(\$1,238)	\$805	\$2,936
<b>Total Retained Earnings</b>	<b>(\$82,612)</b>	<b>(\$94,454)</b>	<b>(\$104,709)</b>	<b>(\$113,310)</b>	<b>(\$120,185)</b>	<b>(\$125,261)</b>	<b>(\$128,458)</b>	<b>(\$129,696)</b>	<b>(\$128,891)</b>	<b>(\$125,955)</b>
<b>Total Shareholders' Equity</b>	<b>(\$82,612)</b>	<b>(\$94,454)</b>	<b>(\$104,709)</b>	<b>(\$113,310)</b>	<b>(\$120,185)</b>	<b>(\$125,261)</b>	<b>(\$128,458)</b>	<b>(\$129,696)</b>	<b>(\$128,891)</b>	<b>(\$125,955)</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$313,952</b>	<b>\$298,649</b>	<b>\$284,906</b>	<b>\$272,792</b>	<b>\$262,377</b>	<b>\$253,735</b>	<b>\$246,945</b>	<b>\$242,086</b>	<b>\$239,244</b>	<b>\$238,506</b>

## Loan Amortization Schedule

Long-Term Debt	Interest Rate 9.00%		Term 7.0								
	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11
Balance	\$400,000	\$396,564	\$393,103	\$389,616	\$386,102	\$382,562	\$378,996	\$375,403	\$371,783	\$368,135	\$364,564
Interest	\$3,000	\$2,974	\$2,948	\$2,922	\$2,896	\$2,869	\$2,842	\$2,816	\$2,788	\$2,761	\$2,734
Principal	\$3,436	\$3,461	\$3,487	\$3,514	\$3,540	\$3,566	\$3,593	\$3,620	\$3,647	\$3,675	\$3,702
	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23
Balance	\$357,029	\$353,271	\$349,485	\$345,670	\$341,827	\$337,955	\$334,054	\$330,124	\$326,164	\$322,175	\$318,156
Interest	\$2,678	\$2,650	\$2,621	\$2,593	\$2,564	\$2,535	\$2,505	\$2,476	\$2,446	\$2,416	\$2,386
Principal	\$3,758	\$3,786	\$3,814	\$3,843	\$3,872	\$3,901	\$3,930	\$3,960	\$3,989	\$4,019	\$4,048
	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35
Balance	\$310,026	\$305,916	\$301,774	\$297,602	\$293,398	\$289,163	\$284,896	\$280,597	\$276,266	\$271,903	\$267,507
Interest	\$2,325	\$2,294	\$2,263	\$2,232	\$2,200	\$2,169	\$2,137	\$2,104	\$2,072	\$2,039	\$2,006
Principal	\$4,110	\$4,141	\$4,172	\$4,204	\$4,235	\$4,267	\$4,299	\$4,331	\$4,364	\$4,396	\$4,428
	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47
Balance	\$258,614	\$254,118	\$249,589	\$245,025	\$240,427	\$235,795	\$231,127	\$226,425	\$221,688	\$216,915	\$212,106
Interest	\$1,940	\$1,906	\$1,872	\$1,838	\$1,803	\$1,768	\$1,733	\$1,698	\$1,663	\$1,627	\$1,591
Principal	\$4,496	\$4,530	\$4,564	\$4,598	\$4,632	\$4,667	\$4,702	\$4,737	\$4,773	\$4,809	\$4,844
	Month 49	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58	Month 59
Balance	\$202,380	\$197,462	\$192,508	\$187,516	\$182,487	\$177,420	\$172,315	\$167,171	\$161,989	\$156,769	\$151,511
Interest	\$1,518	\$1,481	\$1,444	\$1,406	\$1,369	\$1,331	\$1,292	\$1,254	\$1,215	\$1,176	\$1,137
Principal	\$4,918	\$4,955	\$4,992	\$5,029	\$5,067	\$5,105	\$5,143	\$5,182	\$5,221	\$5,260	\$5,298