



Assisted Living Facility, Inc.

Strategic Business Plan

The information in this document is confidential and is to be only read by authorized parties. Please refer to the confidentiality agreement for further details. This business plan is not an offering for securities.

Confidentiality Agreement

The undersigned reader acknowledges that the information provided in this business plan is confidential; therefore, the reader agrees not to disclose it without the express written permission of or an authorized agent of the Assisted Living Facility, Inc.

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

This business plan is not to be copied or reproduced by any means without the sole written consent of an authorized agent of Assisted Living Facility, Inc.

Upon request, this document is to be immediately returned.

Signature

Date

Name (typed or printed)

Table of Contents

1.0 Executive Summary	4
1.1 The Services	4
1.2 Financing	4
1.3 Mission Statement	4
1.4 Management Team	5
1.5 Sales Forecasts	5
1.6 Expansion Plan	5
2.0 Company and Financing Summary	6
2.1 Registered Name and Corporate Structure	6
2.2 Required Funds	6
2.3 Investor Equity	6
2.4 Management Equity	7
2.5 Exit Strategy	7
3.0 Assisted Living Facility Services	8
4.0 Strategic and Market Analysis	9
4.1 Economic Outlook	9
4.2 Industry Analysis	9
4.3 Customer Profile	9
4.4 Competition	11
5.0 Marketing Plan	12
5.1 Marketing Objectives	12
5.2 Revenue Forecasts	12
5.3 Marketing Strategies	13
5.4 Pricing	14
6.0 Organizational Plan and Personnel Summary	15
6.1 Corporate Organization	15
6.2 Organizational Budget	15
6.3 Management Biographies	16
7.0 Financial Plan	17
7.1 Underlying Assumptions	17
7.2 Sensitivity Analysis	17
7.3 Source of Funds	17
7.4 General Assumptions	17
7.5 Profit and Loss Statements	18
7.6 Cash Flow Analysis	19
7.7 Balance Sheet	20
7.8 Breakeven Analysis	21
7.9 Business Ratios	21
Appendix A – SWOT Analysis	22
Appendix B - Three Year Profit and Loss Statement	23
Appendix C - Three Year Cash Flow Analysis	27
Appendix D – Loan Amortization Table	31

1.0 Executive Summary

The purpose of this business plan is to raise \$900,000 for the development of an assisted living facility while showcasing the expected financials and operations over the next three years. The Assisted Living Facility, Inc. (“the Company”) is a New York based corporation that will provide assisted living services through its facility to customers in its targeted market. The Company was founded by John Doe.

1.1 The Services

As state above, the Assisted Living Facility is in the business of providing compassionate assisted living services that will allow developmentally disabled people to live happy and productive lives while having direct access to assistance. The facility that the business is seeking to acquire can house up to 20 people. It is anticipated that the business will receive \$2,500 per month per resident.

In addition to these fees, the Company will also provide a limited number of medical services when necessary (provided by third party independent contractors that are properly licensed). This will be a strong secondary stream of income for the business.

The third section of the business plan will further describe the services offered by the Assisted Living Facility.

1.2 Financing

Mr. Doe is seeking to raise \$900,000 via a bank loan. The interest rate and loan agreement are to be further discussed during negotiation. This business plan assumes that the business will receive a 30 year loan with a 5.25% fixed interest rate. The financing will be used for the following:

- Development of the Company’s Assisted Living Facility location.
- Financing for the first six months of operation.
- Capital to purchase FF&E for the facility.
- Capital for licensure and professional fees associated with the establishment of the assisted living facility location.

Mr. Doe will contribute \$100,000 to the venture.

1.3 Mission Statement

It is the goal of the Company to provide a caring environment for those that need assisted living support support. The Company is committed to providing a safe and secure environment for its residents. Management will also ensure that the facility complies with all local, state, and federal regulations concerning assisted living services.

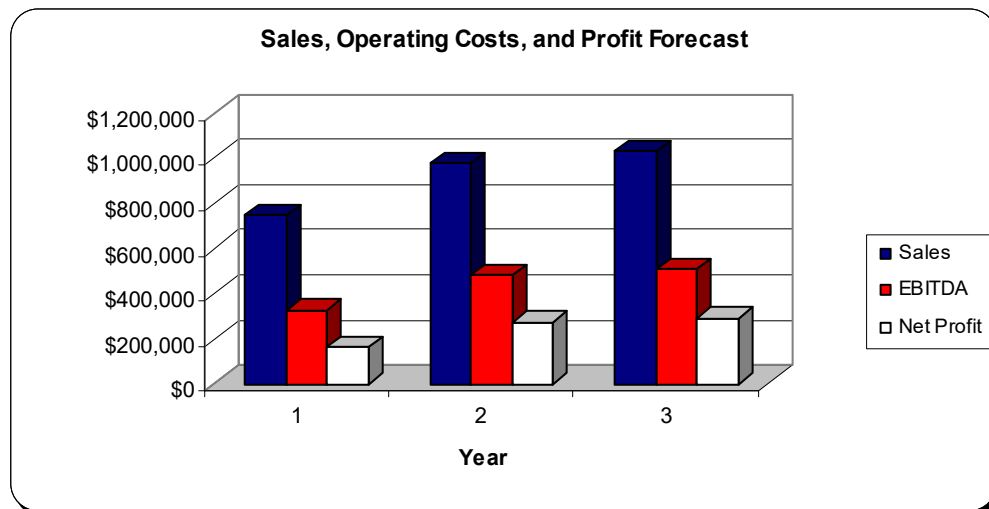
1.4 Management Team

The Company was founded by John Doe. Mr. Doe has years of experience in the assisted living facility industry. Through his expertise, he will be able to bring the operations of the business to profitability within its first year of operations.

1.5 Sales Forecasts

Mr. Doe expects a strong rate of growth at the start of operations. Below are the expected financials over the next three years.

Proforma Profit and Loss (Yearly)			
Year	1	2	3
Sales	\$748,800	\$978,120	\$1,027,026
Operating Costs	\$193,765	\$199,578	\$205,565
EBITDA	\$324,635	\$477,582	\$505,453
Taxes, Interest, and Depreciation	\$160,572	\$205,978	\$213,836
Net Profit	\$164,063	\$271,604	\$291,617



1.6 Expansion Plan

The Founder expects that the business will aggressively expand during the first three years of operation. Mr. Doe intends to implement marketing campaigns that will effectively target families with individuals that require continued care within a compassionate assisted living facility.

2.0 Company and Financing Summary

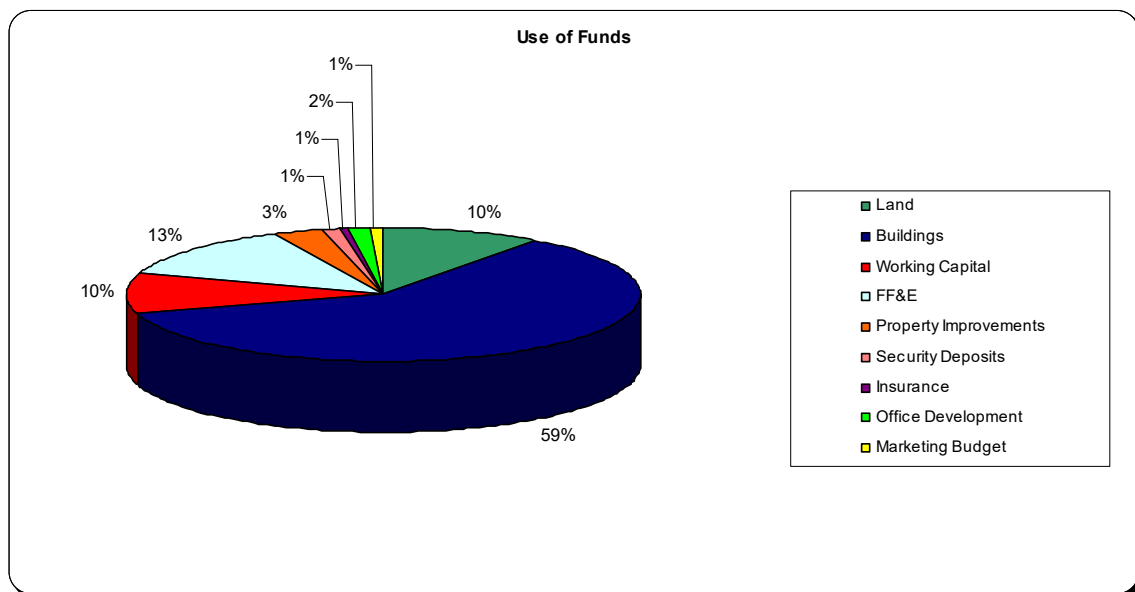
2.1 Registered Name and Corporate Structure

Assisted Living Facility, Inc. The Company is registered as a corporation in the State of New York.

2.2 Required Funds

At this time, the Assisted Living Facility requires \$1,000,000 of debt funds. Below is a breakdown of how these funds will be used:

Projected Startup Costs	
Land	\$100,000
Buildings	\$600,000
Working Capital	\$100,000
FF&E	\$125,000
Property Improvements	\$30,000
Security Deposits	\$12,500
Insurance	\$5,000
Office Development	\$15,000
Marketing Budget	\$7,500
Miscellaneous and Unforeseen Costs	\$5,000
Total Startup Costs	\$1,000,000



2.3 Investor Equity

Mr. Doe is not seeking an investment from a third party at this time.

2.4 Management Equity

John Doe owns 100% of the Assisted Living Facility, Inc.

2.5 Exit Strategy

If the business is very successful, Mr. Doe may seek to sell the business to a third party for a significant earnings multiple. Most likely, the Company will hire a qualified business broker to sell the business on behalf of the Assisted Living Facility. Based on historical numbers, the business could fetch a sales premium of up to six times earnings plus the value of the appreciated real estate owned by the Assisted Living Facility.

3.0 Assisted Living Facility Services

The Assisted Living Facility's will seek to provide people with an alternative to the uncompassionate facilities of normal mental health institutions. The Company will hire a broad range of assisted living aides that will provide a safe, stimulating, and caring environment for the Company's residents. As stated in the executive summary, the business will be able to house up to 20 people at any given time. By the start of Year 2 of operations, the Company anticipates that the location will operate at 95% occupancy at all times.

In order to ensure that residents have access to their healthcare needs onsite, the business will retain a number of licensed medical professionals that can render services. These professionals include:

- Mental Healthcare Providers (including social workers, therapists, and psychologists)
- Occupational Therapists
- Physical Therapists

Beyond these professionals, the Company will retain a physician consultant (who will be on twenty-four hour call) in order to recommend courses of action in the event of a medical emergency. It should be noted that the Company, at all times, will comply with all federal, state, and local laws regarding the operations of the facility. All employees will be required to undergo substantial background checks prior to their employment.

4.0 Strategic and Market Analysis

4.1 Economic Outlook

This section of the analysis will detail the economic climate, the assisted living facility industry, the customer profile, and the competition that the business will face as it progresses through its business operations.

Currently, the economic climate is uncertain. The pandemic stemming from Covid-19 has created a substantial amount of turmoil within the capital markets. It is expected that a prolonged economic recession will occur given that numerous businesses are being forced to remain closed for an indefinite period of time (while concurrently having their respective employees remain at home). However, central banks around the world have taken aggressive steps in order to ensure the free flow of capital into financial institutions. This is expected to greatly blunt the economic issues that will arise from this public health matter.

However, assisted living facilities typically operate with great economic stability as people will continue to require specialized medical care regardless of the general economic climate. Additionally, the risks related to developing a new assisted living facility are further ameliorated given that two vaccines have been approved and many older people will soon be immunized.

4.2 Industry Analysis

There are over 60,000 assisted living service companies in the United States. Each year, the industry generates over \$76 billion dollars in billable revenue. The industry also employs more than 1,000,000 people.

The assisted living industry has grown substantially over the past twenty years as people are living longer and require a greater degree of care. Additionally, many families have become busier. Most families are now two-income households and the difficulty between managing a professional life and family life has increased significantly. As such, many families feel that assisted living facilities are the only option when an older person (or developmentally disabled person) requires ongoing supervision and care.

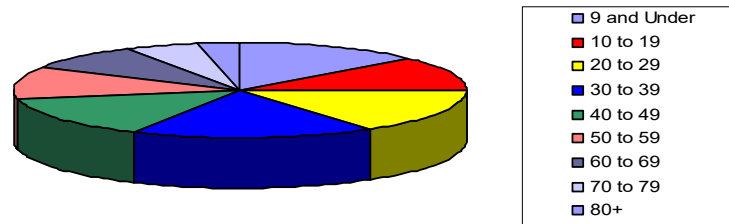
This is a mature industry, and the future anticipated growth rate of the industry will mirror that of the general economy and the population growth among people aged 65 and older.

4.3 Customer Profile

Mr. Doe expects that residents will have a range of older age disorders, but are able to live within a facility that provides a host of specialty physical and mental health care services. Management anticipates that the average client will be between the ages of 70 to 80.

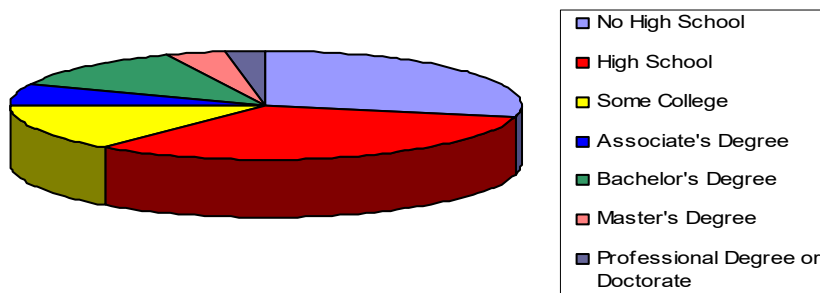
Age (by % of Population)	5 Miles	20 Miles	State
9 and Under	13.40%	12.80%	11.20%
10 to 19	12.00%	10.70%	9.70%
20 to 29	15.00%	14.90%	14.20%
30 to 39	17.30%	16.20%	15.90%
40 to 49	14.30%	14.10%	14.70%
50 to 59	11.10%	12.70%	13.40%
60 to 69	8.60%	9.10%	9.90%
70 to 79	5.40%	6.00%	6.60%
80+	3.00%	3.40%	4.50%

Age Brekdown (5 Miles)



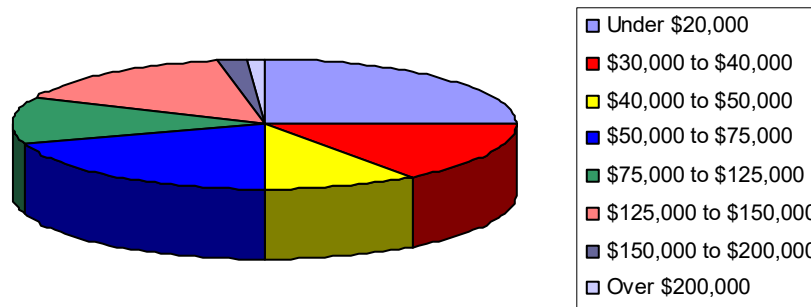
Education (by % of Population)	5 Miles	20 Miles	State
No High School	28.60%	24.40%	29.40%
High School	32.20%	30.50%	31.70%
Some College	14.10%	13.60%	14.40%
Associate's Degree	6.40%	6.80%	6.40%
Bachelor's Degree	12.40%	15.40%	13.00%
Master's Degree	3.90%	5.70%	3.40%
Professional Degree or Doctorate	2.40%	3.60%	1.60%

Education Breakdown (5 Miles)



Household Income (by % of Population)	5 Miles	20 Miles	State
Under \$20,000	25.00%	25.00%	25.00%
\$30,000 to \$40,000	15.00%	19.00%	15.00%
\$40,000 to \$50,000	10.00%	19.00%	10.00%
\$50,000 to \$75,000	20.00%	12.00%	20.00%
\$75,000 to \$125,000	12.00%	13.00%	8.00%
\$125,000 to \$150,000	15.00%	6.00%	12.00%
\$150,000 to \$200,000	2.00%	5.00%	5.00%
Over \$200,000	1.00%	1.00%	5.00%

Income Breakdown (5 Miles)



In this section of the analysis, you should describe the type of customer you are seeking to acquire. These traits include income size, type of business/occupation; how far away from your business is to your customer, and what the customer is looking for. In this section, you can also put demographic information about your target market including population size, income demographics, level of education, etc.

4.4 Competition

This is one of the sections of the business plan that you must write completely on your own. The key to writing a strong competitive analysis is that you do your research on the local competition. Find out who your competitors are by searching online directories and searching in your local Yellow Pages. If there are a number of competitors in the same industry (meaning that it is not feasible to describe each one) then showcase the number of businesses that compete with you, and why your business will provide your residents with higher quality assisted living care.

5.0 Marketing Plan

The Assisted Living Facility intends to maintain an extensive marketing campaign that will ensure maximum visibility for the business in its targeted market. Below is an overview of the marketing strategies and objectives of the Company.

5.1 Marketing Objectives

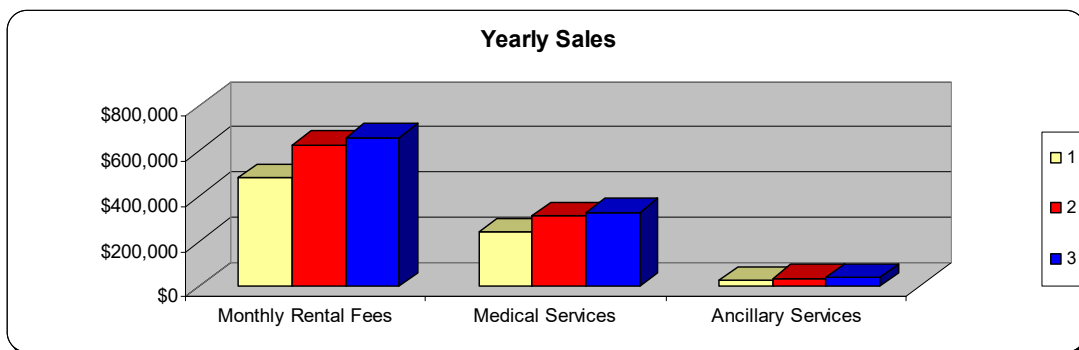
- Develop an online presence by developing a website and placing the Company's name and contact information with search engines.
- Implement a local campaign with the Company's targeted market via the use of local newspaper advertisements and word of mouth advertising.
- Establish relationships with doctors and mental health professionals that will refer business to the Assisted Living Facility.

5.2 Revenue Forecasts

Yearly Sales Forecast			
Year	1	2	3
Growth (%)	0.0%	10.0%	5.0%
Monthly Rental Fees	\$480,000	\$627,000	\$658,350
Medical Services	\$240,000	\$313,500	\$329,175
Ancillary Services	\$28,800	\$37,620	\$39,501
Totals	\$748,800	\$978,120	\$1,027,026

Cost of Sales Forecast			
Year	1	2	3
Growth (%)	0.0%	10.0%	5.0%
Monthly Rental Fees	\$96,000	\$125,400	\$131,670
Medical Services	\$120,000	\$156,750	\$164,588
Ancillary Services	\$14,400	\$18,810	\$19,751
Totals	\$230,400	\$300,960	\$316,008

Gross Profit			
Year	1	2	3
Total	\$518,400	\$677,160	\$711,018



5.3 Marketing Strategies

Foremost, the Assisted Living Facility will maintain strong relationships with the healthcare community. This will ensure that proper referrals are made when an older person (or developmentally disabled person) requires round-the-clock care that cannot generally be provided by their family. The business, during the course of the pre-launch phase of the business, will distribute information packages to social workers, psychologists, other mental healthcare professionals, and well as physicians that specialize in geriatric medicine. This will ensure that a waiting list can be developed while the facility is being prepared.

The Company will also maintain an expansive presence on the Internet via a proprietary website as well as a social media presence. As it relates to the website, the Company will have a large scale platform developed that is mobile friendly and search engine optimized. This website will showcase the facility, amenities, and how to enroll a loved one as a resident. This platform will also feature account login functionality in order to track the expenses of residents. The website will link to all social media accounts.

The business will use search engine optimization strategies in order to increase the presence of the website when specific keyword searches are completed. For instance, when a person conducts a search for “assisted living facilities in New York”, the Company’s website will appear within the search. The retained SEO firm will place linking text on a third party websites in order to accomplish this goal. This firm will also manage press releases issued by the business.

In regards to the social media marketing aspect of operations, the Assisted Living Facility will maintain pages/accounts on Facebook, Twitter, Instagram, and YouTube. These social media pages generally allow for reviews to be provided, which will create a strong brand name for the Company moving forward. In regards to YouTube, the business will have a number of professionally produced videos created that will showcase the facility and senior staff. These videos will be uploaded to YouTube and mirrored on both the Company’s proprietary website and social media pages.

The business will also develop ongoing relationships with regional real estate brokers and agents that will provide referrals to people that have recently moved to the area. Brochures and information packages will be mailed to these individuals in order to make them aware of the Assisted Living Facility brand name.

Management will also become a member of a number of professional and civic organizations. The business will provide donations and financial support to local charities and positive community causes. This will create additional awareness especially among organizations that provide services to elderly people. These donations will be made on an ongoing basis.

Finally, the Company will advertise in local and regional publications (magazines, journals, and real estate circulars). This is important for two reasons. First, it will further

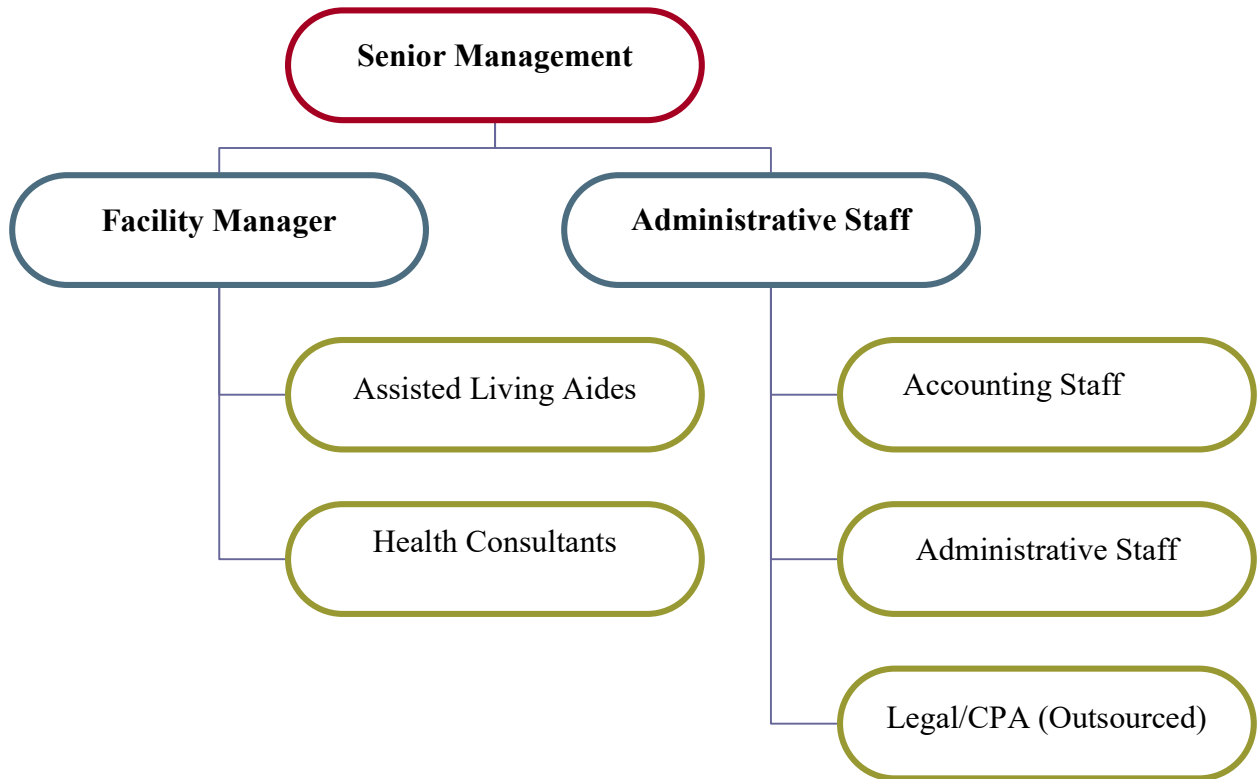
create visibility of the Company on a regional basis. Second, many of these advertisements will also be shown on the online versions of these publications (which will have a direct link to the Company's website). This will further assist in the search engine optimization strategies that the business will use in order to drive traffic to the website.

5.4 Pricing

In this section, describe the pricing of your services and products. You should provide as much information as possible about your pricing as possible in this section. However, if you have hundreds of items, condense your product list categorically. This section of the business plan should not span more than 1 page.

6.0 Organizational Plan and Personnel Summary

6.1 Corporate Organization

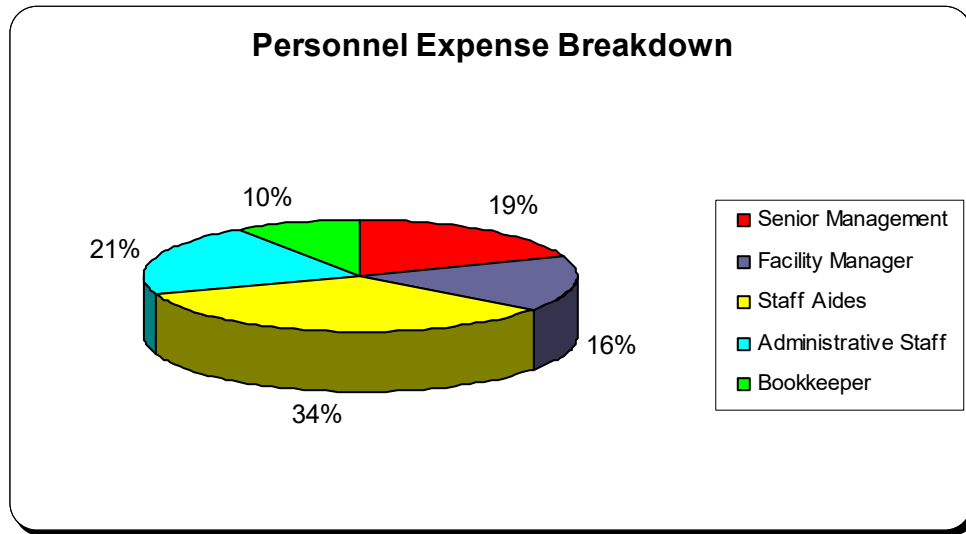


6.2 Organizational Budget

Personnel Plan - Yearly			
Year	1	2	3
Senior Management	\$50,000	\$51,500	\$53,045
Facility Manager	\$42,500	\$43,775	\$45,088
Staff Aides	\$90,000	\$92,700	\$95,481
Administrative Staff	\$55,000	\$56,650	\$58,350
Bookkeeper	\$25,000	\$25,750	\$26,523
Total	\$262,500	\$270,375	\$278,486

Numbers of Personnel			
Year	1	2	3
Senior Management	1	1	1
Facility Manager	1	1	1
Staff Aides	3	3	3
Administrative Staff	2	2	2
Bookkeeper	1	1	1
Totals	8	8	8

6.2 Organizational Budget (Cont.)



6.3 Management Biographies

In this section of the business plan, you should write a two to four paragraph biography about your work experience, your education, and your skill set. For each owner or key employee, you should provide a brief biography in this section.

7.0 Financial Plan

7.1 Underlying Assumptions

The Company has based its proforma financial statements on the following:

- The Assisted Living Facility will have an annual revenue growth rate of 8% per year.
- The Owner will acquire \$900,000 of debt funds to develop the business.
- The loan will have a 30 year term with a 5.25% interest rate.

7.2 Sensitivity Analysis

The Company's revenues are not sensitive to negative changes in the economy. The demand for quality assisted living facilities remains strong in any economic climate. Despite the pandemic (which is expected to subside within 2021), families will still require ongoing care. The high gross margins generated from monthly fees as well as rendered services will ensure that the business is able to remain profitable and cash flow positive at all times.

7.3 Source of Funds

Financing	
Equity Contributions	
Management Investment	\$100,000.00
Total Equity Financing	\$100,000.00
Banks and Lenders	
Bank Loan	\$900,000.00
Total Debt Financing	\$900,000.00
Total Financing	\$1,000,000.00

7.4 General Assumptions

General Assumptions			
Year	1	2	3
Federal Tax Rate	25.0%	25.0%	25.0%
State Tax Rate	5.0%	5.0%	5.0%
Personnel Taxes	7.65%	7.65%	7.65%

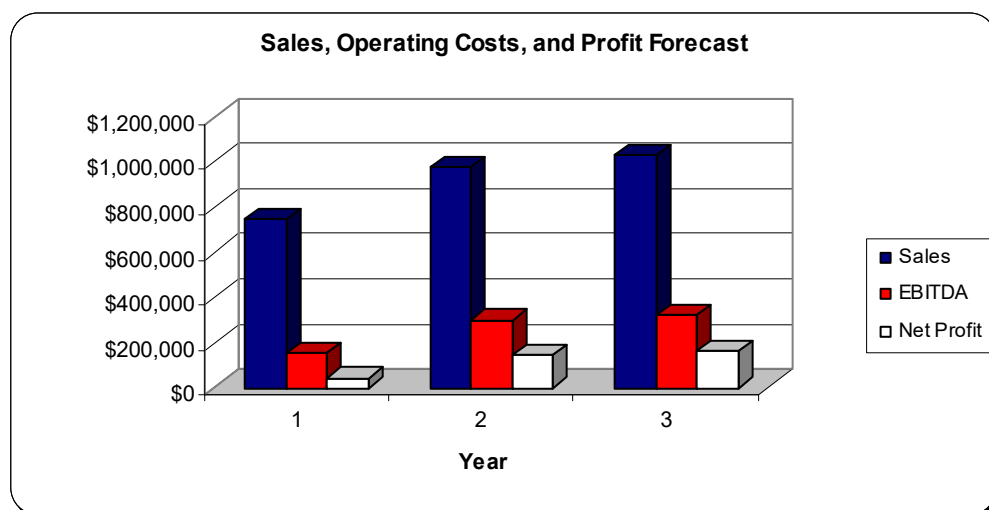
7.5 Profit and Loss Statements

Proforma Profit and Loss (Yearly)			
Year	1	2	3
Sales	\$748,800	\$978,120	\$1,027,026
Cost of Goods Sold	\$230,400	\$300,960	\$316,008
Gross Margin	69.23%	69.23%	69.23%
Gross Profit	\$518,400	\$677,160	\$711,018

Expenses			
Payroll	\$262,500	\$270,375	\$278,486
General and Administrative	\$15,000	\$15,450	\$15,914
Marketing Expenses	\$3,500	\$3,605	\$3,713
Professional Fees and Licensure	\$10,000	\$10,300	\$10,609
Insurance Costs	\$30,000	\$30,900	\$31,827
Property Maintenance	\$8,500	\$8,755	\$9,018
Vehicle Costs	\$12,500	\$12,875	\$13,261
Miscellaneous Costs	\$5,000	\$5,150	\$5,305
Payroll Taxes	\$20,081	\$20,684	\$21,304
Total Operating Costs	\$367,081	\$378,094	\$389,436

EBITDA	\$151,319	\$299,066	\$321,582
Federal Income Tax	\$15,265	\$52,372	\$58,181
State Income Tax	\$3,053	\$10,474	\$11,636
Interest Expense	\$46,948	\$46,265	\$45,546
Depreciation Expenses	\$43,312	\$43,312	\$43,312

Net Profit	\$42,742	\$146,643	\$162,907
Profit Margin	5.71%	14.99%	15.86%



7.6 Cash Flow Analysis

Proforma Cash Flow Analysis - Yearly			
Year	1	2	3
Cash From Operations	\$86,053	\$189,954	\$206,219
Cash From Receivables	\$0	\$0	\$0
Operating Cash Inflow	\$86,053	\$189,954	\$206,219

Other Cash Inflows

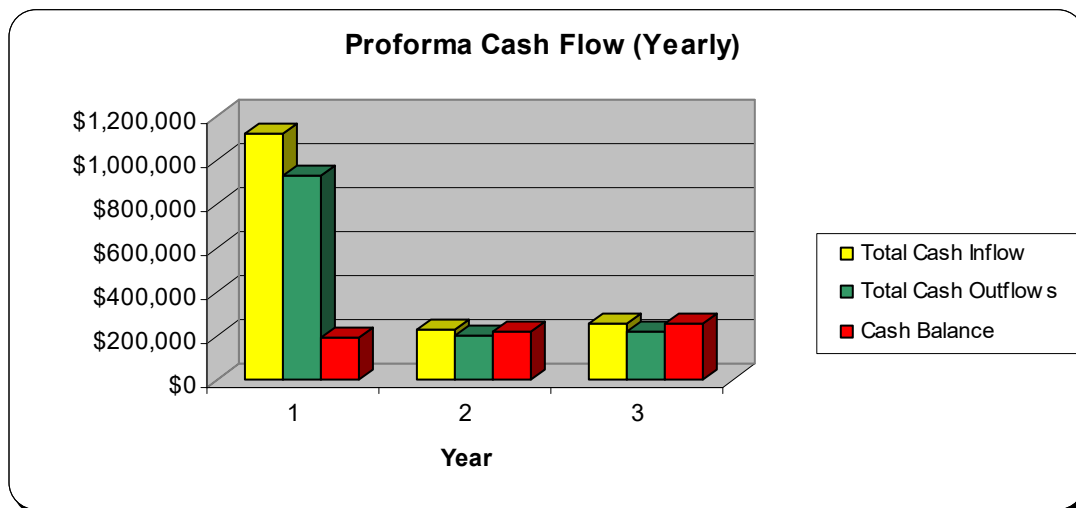
Equity Investment	\$100,000	\$0	\$0
Increased Borrowings	\$900,000	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0
A/P Increases	\$37,902	\$43,587	\$50,125
Total Other Cash Inflows	\$1,037,902	\$43,587	\$50,125

Total Cash Inflow	\$1,123,955	\$233,542	\$256,344
--------------------------	--------------------	------------------	------------------

Cash Outflows

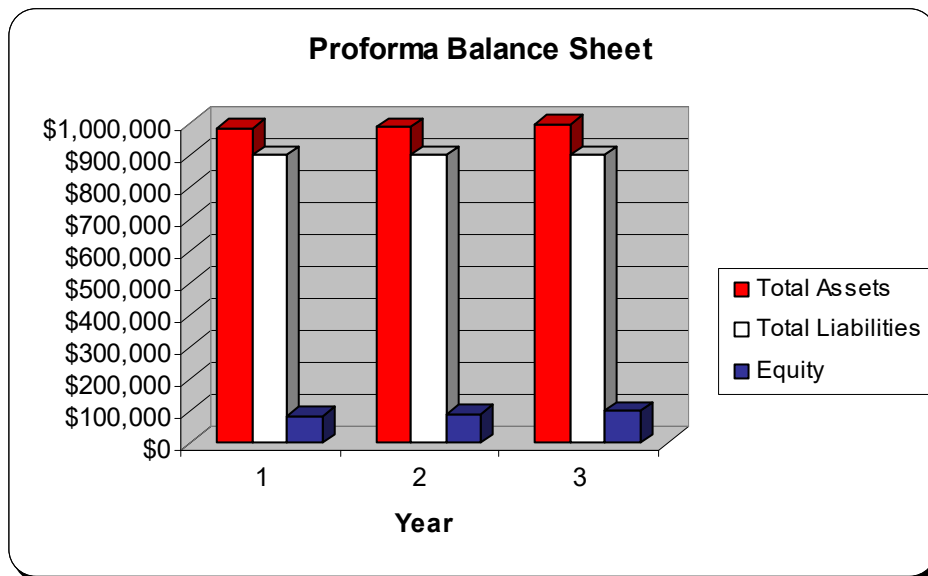
Repayment of Principal	\$12,690	\$13,373	\$14,092
A/P Decreases	\$24,897	\$29,876	\$35,852
A/R Increases	\$0	\$0	\$0
Asset Purchases	\$837,500	\$17,658	\$19,213
Dividends	\$58,690	\$141,265	\$153,701
Total Cash Outflows	\$933,778	\$202,173	\$222,858

Net Cash Flow	\$190,178	\$31,369	\$33,486
Cash Balance	\$190,178	\$221,547	\$255,033



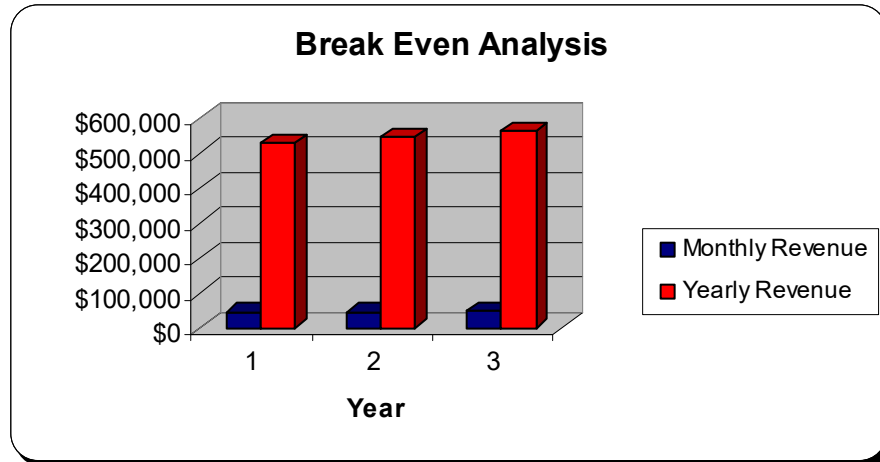
7.7 Balance Sheet

Proforma Balance Sheet - Yearly			
Year	1	2	3
Assets			
Cash	\$190,178	\$221,547	\$255,033
Real Estate	\$700,000	\$700,000	\$700,000
FF&E	\$125,000	\$142,658	\$161,871
Deposits	\$12,500	\$12,500	\$12,500
Accumulated Depreciation	(\$43,312)	(\$86,623)	(\$129,935)
Total Assets	\$984,366	\$990,081	\$999,469
Liabilities and Equity			
Accounts Payable	\$13,005	\$26,716	\$40,990
Long Term Liabilities	\$887,310	\$873,937	\$860,564
Other Liabilities	\$0	\$0	\$0
Total Liabilities	\$900,315	\$900,652	\$901,553
Equity	\$84,051	\$89,429	\$97,916
Total Liabilities and Equity	\$984,366	\$990,081	\$999,469



7.8 Breakeven Analysis

Monthly Break Even Analysis			
Year	1	2	3
Monthly Revenue	\$44,186	\$45,511	\$46,877
Yearly Revenue	\$530,228	\$546,135	\$562,519



7.9 Business Ratios

Business Ratios - Yearly			
Year	1	2	3
Sales			
Sales Growth	0.0%	10.0%	5.0%
Gross Margin	69.2%	69.2%	69.2%
Financials			
Profit Margin	5.71%	14.99%	15.86%
Assets to Liabilities	1.09	1.10	1.11
Equity to Liabilities	0.09	0.10	0.11
Assets to Equity	11.71	11.07	10.21
Liquidity			
Acid Test	0.21	0.25	0.28
Cash to Assets	0.19	0.22	0.26

Appendix A – SWOT Analysis

Strengths

- Economically insulated business as people require assisted living care at all times.
- Recurring streams of revenue generated from rental fees.
- A compassionate staff that will attend to the needs of residents.
- The ability to generate revenues from health systems (for certain services).
- An owner-operator (John Doe) that has extensive experience in the assisted living facility industry.

Weaknesses

- Many regulatory and compliance issues.
- Moderately high operating costs.
- Substantial competition in the greater New York metropolitan area market.

Opportunities

- Development of additional assisted living facilities to cater to the needs of a greater number of individuals.
- Acquisition of third party assisted living facilities that will be branded with the Company's name.
- Acquisition of additional rounds of capital in order to further fuel the growth of the business.

Threats

- Liabilities resulting from onsite client injury.
- General uncertainty as a result of the COVID-19 pandemic (limited risk as operations are expected to commence after the pandemic subsides).

Appendix B - Three Year Profit and Loss Statement

Profit and Loss Statement (First Year)							
Months	1	2	3	4	5	6	7
Sales	\$46,800	\$46,800	\$46,800	\$62,400	\$62,400	\$62,400	\$66,300
Cost of Goods Sold	\$14,400	\$14,400	\$14,400	\$19,200	\$19,200	\$19,200	\$20,400
Gross Margin	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%

Gross Profit	\$32,400	\$32,400	\$32,400	\$43,200	\$43,200	\$43,200	\$45,900
---------------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------	-----------------

Expenses

Payroll	\$21,875	\$21,875	\$21,875	\$21,875	\$21,875	\$21,875	\$21,875
General and Administrative	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250
Marketing Expenses	\$292	\$292	\$292	\$292	\$292	\$292	\$292
Professional Fees and Licensure	\$833	\$833	\$833	\$833	\$833	\$833	\$833
Insurance Costs	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Property Maintenance	\$708	\$708	\$708	\$708	\$708	\$708	\$708
Vehicle Costs	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042
Miscellaneous Costs	\$417	\$417	\$417	\$417	\$417	\$417	\$417
Payroll Taxes	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673
Total Operating Costs	\$30,590	\$30,590	\$30,590	\$30,590	\$30,590	\$30,590	\$30,590

EBITDA	\$1,810	\$1,810	\$1,810	\$12,610	\$12,610	\$12,610	\$15,310
Federal Income Tax	\$954	\$954	\$954	\$1,272	\$1,272	\$1,272	\$1,352
State Income Tax	\$191	\$191	\$191	\$254	\$254	\$254	\$270
Interest Expense	\$3,938	\$3,933	\$3,928	\$3,924	\$3,919	\$3,915	\$3,910
Depreciation Expense	\$3,609	\$3,609	\$3,609	\$3,609	\$3,609	\$3,609	\$3,609

Net Profit	-\$6,882	-\$6,877	-\$6,873	\$3,550	\$3,555	\$3,559	\$6,169
-------------------	-----------------	-----------------	-----------------	----------------	----------------	----------------	----------------

Profit and Loss Statement (First Year Cont.)						
Month	8	9	10	11	12	1
Sales	\$66,300	\$66,300	\$74,100	\$74,100	\$74,100	\$748,800
Cost of Goods Sold	\$20,400	\$20,400	\$22,800	\$22,800	\$22,800	\$230,400
Gross Margin	69.2%	69.2%	69.2%	69.2%	69.2%	69.2%
Gross Profit	\$45,900	\$45,900	\$51,300	\$51,300	\$51,300	\$518,400

Expenses

Payroll	\$21,875	\$21,875	\$21,875	\$21,875	\$21,875	\$262,500
General and Administrative	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$15,000
Marketing Expenses	\$292	\$292	\$292	\$292	\$292	\$3,500
Professional Fees and Licensure	\$833	\$833	\$833	\$833	\$833	\$10,000
Insurance Costs	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Property Maintenance	\$708	\$708	\$708	\$708	\$708	\$8,500
Vehicle Costs	\$1,042	\$1,042	\$1,042	\$1,042	\$1,042	\$12,500
Miscellaneous Costs	\$417	\$417	\$417	\$417	\$417	\$5,000
Payroll Taxes	\$1,673	\$1,673	\$1,673	\$1,673	\$1,673	\$20,081
Total Operating Costs	\$30,590	\$30,590	\$30,590	\$30,590	\$30,590	\$367,081
EBITDA	\$15,310	\$15,310	\$20,710	\$20,710	\$20,710	\$151,319
Federal Income Tax	\$1,352	\$1,352	\$1,511	\$1,511	\$1,511	\$15,265
State Income Tax	\$270	\$270	\$302	\$302	\$302	\$3,053
Interest Expense	\$3,905	\$3,901	\$3,896	\$3,891	\$3,887	\$46,948
Depreciation Expense	\$3,609	\$3,609	\$3,609	\$3,609	\$3,609	\$43,312
Net Profit	\$6,173	\$6,178	\$11,392	\$11,396	\$11,401	\$42,742

Profit and Loss Statement (Second Year)					
2					
Quarter	Q1	Q2	Q3	Q4	2
Sales	\$244,530	\$244,530	\$244,530	\$244,530	\$978,120
Cost of Goods Sold	\$75,240	\$75,240	\$75,240	\$75,240	\$300,960
Gross Margin	69.2%	69.2%	69.2%	69.2%	69.2%

Gross Profit	\$169,290	\$169,290	\$169,290	\$169,290	\$677,160
---------------------	------------------	------------------	------------------	------------------	------------------

Expenses

Payroll	\$67,594	\$67,594	\$67,594	\$67,594	\$270,375
General and Administrative	\$3,863	\$3,863	\$3,863	\$3,863	\$15,450
Marketing Expenses	\$901	\$901	\$901	\$901	\$3,605
Professional Fees and Licensure	\$2,575	\$2,575	\$2,575	\$2,575	\$10,300
Insurance Costs	\$7,725	\$7,725	\$7,725	\$7,725	\$30,900
Property Maintenance	\$2,189	\$2,189	\$2,189	\$2,189	\$8,755
Vehicle Costs	\$3,219	\$3,219	\$3,219	\$3,219	\$12,875
Miscellaneous Costs	\$1,288	\$1,288	\$1,288	\$1,288	\$5,150
Payroll Taxes	\$5,171	\$5,171	\$5,171	\$5,171	\$20,684
Total Operating Costs	\$94,523	\$94,523	\$94,523	\$94,523	\$378,094

EBITDA	\$74,767	\$74,767	\$74,767	\$74,767	\$299,066
Federal Income Tax	\$13,093	\$13,093	\$13,093	\$13,093	\$52,372
State Income Tax	\$2,619	\$2,619	\$2,619	\$2,619	\$10,474
Interest Expense	\$11,632	\$11,588	\$11,545	\$11,500	\$46,265
Depreciation Expense	\$10,828	\$10,828	\$10,828	\$10,828	\$43,312

Net Profit	\$36,595	\$36,639	\$36,682	\$36,727	\$146,643
-------------------	-----------------	-----------------	-----------------	-----------------	------------------

Profit and Loss Statement (Third Year)					
3					
Quarter	Q1	Q2	Q3	Q4	3
Sales	\$256,757	\$256,757	\$256,757	\$256,757	\$1,027,026
Cost of Goods Sold	\$79,002	\$79,002	\$79,002	\$79,002	\$316,008
Gross Margin	69.2%	69.2%	69.2%	69.2%	69.2%

Gross Profit	\$177,755	\$177,755	\$177,755	\$177,755	\$711,018
---------------------	------------------	------------------	------------------	------------------	------------------

Expenses

Payroll	\$69,622	\$69,622	\$69,622	\$69,622	\$278,486
General and Administrative	\$3,978	\$3,978	\$3,978	\$3,978	\$15,914
Marketing Expenses	\$928	\$928	\$928	\$928	\$3,713
Professional Fees and Licensure	\$2,652	\$2,652	\$2,652	\$2,652	\$10,609
Insurance Costs	\$7,957	\$7,957	\$7,957	\$7,957	\$31,827
Property Maintenance	\$2,254	\$2,254	\$2,254	\$2,254	\$9,018
Vehicle Costs	\$3,315	\$3,315	\$3,315	\$3,315	\$13,261
Miscellaneous Costs	\$1,326	\$1,326	\$1,326	\$1,326	\$5,305
Payroll Taxes	\$5,326	\$5,326	\$5,326	\$5,326	\$21,304
Total Operating Costs	\$97,359	\$97,359	\$97,359	\$97,359	\$389,436

EBITDA	\$80,395	\$80,395	\$80,395	\$80,395	\$321,582
Federal Income Tax	\$14,545	\$14,545	\$14,545	\$14,545	\$58,181
State Income Tax	\$2,909	\$2,909	\$2,909	\$2,909	\$11,636
Interest Expense	\$11,455	\$11,410	\$11,364	\$11,317	\$45,546
Depreciation Expense	\$10,828	\$10,828	\$10,828	\$10,828	\$43,312

Net Profit	\$40,658	\$40,703	\$40,749	\$40,796	\$162,907
-------------------	-----------------	-----------------	-----------------	-----------------	------------------

Appendix C - Three Year Cash Flow Analysis

Cash Flow Analysis (First Year)								
Month	1	2	3	4	5	6	7	8
Cash From Operations	-\$3,272	-\$3,268	-\$3,263	\$7,160	\$7,164	\$7,169	\$9,778	\$9,783
Cash From Receivables	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	-\$3,272	-\$3,268	-\$3,263	\$7,160	\$7,164	\$7,169	\$9,778	\$9,783

Other Cash Inflows

Equity Investment	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$900,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159
Total Other Cash Inflows	\$1,003,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159	\$3,159

Total Cash Inflow	\$999,886	-\$109	-\$105	\$10,318	\$10,323	\$10,327	\$12,936	\$12,941
--------------------------	------------------	---------------	---------------	-----------------	-----------------	-----------------	-----------------	-----------------

Cash Outflows

Repayment of Principal	\$1,032	\$1,037	\$1,041	\$1,046	\$1,051	\$1,055	\$1,060	\$1,064
A/P Decreases	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075	\$2,075
A/R Increases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$837,500	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$840,607	\$3,112	\$3,116	\$3,121	\$3,125	\$3,130	\$3,134	\$3,139

Net Cash Flow	\$159,279	-\$3,221	-\$3,221	\$7,197	\$7,197	\$7,197	\$9,802	\$9,802
Cash Balance	\$159,279	\$156,058	\$152,837	\$160,034	\$167,231	\$174,429	\$184,231	\$194,033

Cash Flow Analysis (First Year Cont.)					
Month	9	10	11	12	1
Cash From Operations	\$9,787	\$15,001	\$15,006	\$15,010	\$86,053
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$9,787	\$15,001	\$15,006	\$15,010	\$86,053

Other Cash Inflows

Equity Investment	\$0	\$0	\$0	\$0	\$100,000
Increased Borrowings	\$0	\$0	\$0	\$0	\$900,000
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$3,159	\$3,159	\$3,159	\$3,159	\$37,902
Total Other Cash Inflows	\$3,159	\$3,159	\$3,159	\$3,159	\$1,037,902

Total Cash Inflow	\$12,946	\$18,160	\$18,164	\$18,169	\$1,123,955
--------------------------	-----------------	-----------------	-----------------	-----------------	--------------------

Cash Outflows

Repayment of Principal	\$1,069	\$1,074	\$1,078	\$1,083	\$12,690
A/P Decreases	\$2,075	\$2,075	\$2,075	\$2,075	\$24,897
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$0	\$0	\$0	\$0	\$837,500
Dividends	\$0	\$0	\$0	\$58,690	\$58,690
Total Cash Outflows	\$3,144	\$3,148	\$3,153	\$61,848	\$933,778

Net Cash Flow	\$9,802	\$15,011	\$15,011	-\$43,679	\$190,178
Cash Balance	\$203,835	\$218,846	\$233,857	\$190,178	\$190,178

Cash Flow Analysis (Second Year)					
2					
Quarter	Q1	Q2	Q3	Q4	2
Cash From Operations	\$47,489	\$47,489	\$47,489	\$47,489	\$189,954
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$47,489	\$47,489	\$47,489	\$47,489	\$189,954

Other Cash Inflows

Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$10,897	\$10,897	\$10,897	\$10,897	\$43,587
Total Other Cash Inflows	\$10,897	\$10,897	\$10,897	\$10,897	\$43,587

Total Cash Inflow	\$58,385	\$58,385	\$58,385	\$58,385	\$233,542
--------------------------	-----------------	-----------------	-----------------	-----------------	------------------

Cash Outflows

Repayment of Principal	\$3,278	\$3,321	\$3,365	\$3,409	\$13,373
A/P Decreases	\$7,469	\$7,469	\$7,469	\$7,469	\$29,876
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$4,415	\$4,415	\$4,415	\$4,415	\$17,658
Dividends	\$35,316	\$35,316	\$35,316	\$35,316	\$141,265
Total Cash Outflows	\$50,478	\$50,521	\$50,565	\$50,609	\$202,173

Net Cash Flow	\$7,908	\$7,864	\$7,821	\$7,776	\$31,369
Cash Balance	\$198,085	\$205,950	\$213,770	\$221,547	\$221,547

Cash Flow Analysis (Third Year)					
3					
Quarter	Q1	Q2	Q3	Q4	3
Cash From Operations	\$51,555	\$51,555	\$51,555	\$51,555	\$206,219
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$51,555	\$51,555	\$51,555	\$51,555	\$206,219

Other Cash Inflows

Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$12,531	\$12,531	\$12,531	\$12,531	\$50,125
Total Other Cash Inflows	\$12,531	\$12,531	\$12,531	\$12,531	\$50,125

Total Cash Inflow	\$64,086	\$64,086	\$64,086	\$64,086	\$256,344
--------------------------	-----------------	-----------------	-----------------	-----------------	------------------

Cash Outflows

Repayment of Principal	\$3,454	\$3,500	\$3,546	\$3,593	\$14,092
A/P Decreases	\$8,963	\$8,963	\$8,963	\$8,963	\$35,852
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$4,803	\$4,803	\$4,803	\$4,803	\$19,213
Dividends	\$38,425	\$38,425	\$38,425	\$38,425	\$153,701
Total Cash Outflows	\$55,645	\$55,691	\$55,737	\$55,784	\$222,858

Net Cash Flow	\$8,440	\$8,395	\$8,349	\$8,302	\$33,486
Cash Balance	\$229,987	\$238,382	\$246,731	\$255,033	\$255,033

Appendix D – Loan Amortization Table

\$900,000 Loan carrying a 30 Year Term and a 5.25% Interest Rate

Payment Number	Payment Amount	Principal Payment	Interest Payment	Balance
1	\$4,970	\$1,032	\$3,938	\$898,968
2	\$4,970	\$1,037	\$3,933	\$897,931
3	\$4,970	\$1,041	\$3,928	\$896,889
4	\$4,970	\$1,046	\$3,924	\$895,843
5	\$4,970	\$1,051	\$3,919	\$894,793
6	\$4,970	\$1,055	\$3,915	\$893,738
7	\$4,970	\$1,060	\$3,910	\$892,678
8	\$4,970	\$1,064	\$3,905	\$891,614
9	\$4,970	\$1,069	\$3,901	\$890,545
10	\$4,970	\$1,074	\$3,896	\$889,471
11	\$4,970	\$1,078	\$3,891	\$888,393
12	\$4,970	\$1,083	\$3,887	\$887,310
13	\$4,970	\$1,088	\$3,882	\$886,222
14	\$4,970	\$1,093	\$3,877	\$885,129
15	\$4,970	\$1,097	\$3,872	\$884,032
16	\$4,970	\$1,102	\$3,868	\$882,929
17	\$4,970	\$1,107	\$3,863	\$881,822
18	\$4,970	\$1,112	\$3,858	\$880,711
19	\$4,970	\$1,117	\$3,853	\$879,594
20	\$4,970	\$1,122	\$3,848	\$878,472
21	\$4,970	\$1,127	\$3,843	\$877,346
22	\$4,970	\$1,131	\$3,838	\$876,214
23	\$4,970	\$1,136	\$3,833	\$875,078
24	\$4,970	\$1,141	\$3,828	\$873,937
25	\$4,970	\$1,146	\$3,823	\$872,790
26	\$4,970	\$1,151	\$3,818	\$871,639
27	\$4,970	\$1,156	\$3,813	\$870,482
28	\$4,970	\$1,161	\$3,808	\$869,321
29	\$4,970	\$1,167	\$3,803	\$868,154
30	\$4,970	\$1,172	\$3,798	\$866,983
31	\$4,970	\$1,177	\$3,793	\$865,806
32	\$4,970	\$1,182	\$3,788	\$864,624
33	\$4,970	\$1,187	\$3,783	\$863,437
34	\$4,970	\$1,192	\$3,778	\$862,245
35	\$4,970	\$1,198	\$3,772	\$861,047
36	\$4,970	\$1,203	\$3,767	\$859,844
37	\$4,970	\$1,208	\$3,762	\$858,636
38	\$4,970	\$1,213	\$3,757	\$857,423
39	\$4,970	\$1,219	\$3,751	\$856,204
40	\$4,970	\$1,224	\$3,746	\$854,980
41	\$4,970	\$1,229	\$3,741	\$853,751
42	\$4,970	\$1,235	\$3,735	\$852,516
43	\$4,970	\$1,240	\$3,730	\$851,276
44	\$4,970	\$1,245	\$3,724	\$850,031
45	\$4,970	\$1,251	\$3,719	\$848,780

46	\$4,970	\$1,256	\$3,713	\$847,524
47	\$4,970	\$1,262	\$3,708	\$846,262
48	\$4,970	\$1,267	\$3,702	\$844,994
49	\$4,970	\$1,273	\$3,697	\$843,721
50	\$4,970	\$1,279	\$3,691	\$842,443
51	\$4,970	\$1,284	\$3,686	\$841,159
52	\$4,970	\$1,290	\$3,680	\$839,869
53	\$4,970	\$1,295	\$3,674	\$838,573
54	\$4,970	\$1,301	\$3,669	\$837,272
55	\$4,970	\$1,307	\$3,663	\$835,965
56	\$4,970	\$1,312	\$3,657	\$834,653
57	\$4,970	\$1,318	\$3,652	\$833,335
58	\$4,970	\$1,324	\$3,646	\$832,011
59	\$4,970	\$1,330	\$3,640	\$830,681
60	\$4,970	\$1,336	\$3,634	\$829,345
61	\$4,970	\$1,341	\$3,628	\$828,004
62	\$4,970	\$1,347	\$3,623	\$826,657
63	\$4,970	\$1,353	\$3,617	\$825,303
64	\$4,970	\$1,359	\$3,611	\$823,944
65	\$4,970	\$1,365	\$3,605	\$822,579
66	\$4,970	\$1,371	\$3,599	\$821,208
67	\$4,970	\$1,377	\$3,593	\$819,831
68	\$4,970	\$1,383	\$3,587	\$818,448
69	\$4,970	\$1,389	\$3,581	\$817,059
70	\$4,970	\$1,395	\$3,575	\$815,664
71	\$4,970	\$1,401	\$3,569	\$814,262
72	\$4,970	\$1,407	\$3,562	\$812,855
73	\$4,970	\$1,414	\$3,556	\$811,441
74	\$4,970	\$1,420	\$3,550	\$810,022
75	\$4,970	\$1,426	\$3,544	\$808,596
76	\$4,970	\$1,432	\$3,538	\$807,163
77	\$4,970	\$1,438	\$3,531	\$805,725
78	\$4,970	\$1,445	\$3,525	\$804,280
79	\$4,970	\$1,451	\$3,519	\$802,829
80	\$4,970	\$1,457	\$3,512	\$801,372
81	\$4,970	\$1,464	\$3,506	\$799,908
82	\$4,970	\$1,470	\$3,500	\$798,437
83	\$4,970	\$1,477	\$3,493	\$796,961
84	\$4,970	\$1,483	\$3,487	\$795,478
85	\$4,970	\$1,490	\$3,480	\$793,988
86	\$4,970	\$1,496	\$3,474	\$792,492
87	\$4,970	\$1,503	\$3,467	\$790,989
88	\$4,970	\$1,509	\$3,461	\$789,480
89	\$4,970	\$1,516	\$3,454	\$787,964
90	\$4,970	\$1,522	\$3,447	\$786,442
91	\$4,970	\$1,529	\$3,441	\$784,912
92	\$4,970	\$1,536	\$3,434	\$783,377
93	\$4,970	\$1,543	\$3,427	\$781,834
94	\$4,970	\$1,549	\$3,421	\$780,285
95	\$4,970	\$1,556	\$3,414	\$778,729

96	\$4,970	\$1,563	\$3,407	\$777,166
97	\$4,970	\$1,570	\$3,400	\$775,596
98	\$4,970	\$1,577	\$3,393	\$774,019
99	\$4,970	\$1,583	\$3,386	\$772,436
100	\$4,970	\$1,590	\$3,379	\$770,846
101	\$4,970	\$1,597	\$3,372	\$769,248
102	\$4,970	\$1,604	\$3,365	\$767,644
103	\$4,970	\$1,611	\$3,358	\$766,032
104	\$4,970	\$1,618	\$3,351	\$764,414
105	\$4,970	\$1,626	\$3,344	\$762,788
106	\$4,970	\$1,633	\$3,337	\$761,156
107	\$4,970	\$1,640	\$3,330	\$759,516
108	\$4,970	\$1,647	\$3,323	\$757,869
109	\$4,970	\$1,654	\$3,316	\$756,215
110	\$4,970	\$1,661	\$3,308	\$754,554
111	\$4,970	\$1,669	\$3,301	\$752,885
112	\$4,970	\$1,676	\$3,294	\$751,209
113	\$4,970	\$1,683	\$3,287	\$749,526
114	\$4,970	\$1,691	\$3,279	\$747,835
115	\$4,970	\$1,698	\$3,272	\$746,137
116	\$4,970	\$1,705	\$3,264	\$744,431
117	\$4,970	\$1,713	\$3,257	\$742,718
118	\$4,970	\$1,720	\$3,249	\$740,998
119	\$4,970	\$1,728	\$3,242	\$739,270
120	\$4,970	\$1,736	\$3,234	\$737,535
121	\$4,970	\$1,743	\$3,227	\$735,791
122	\$4,970	\$1,751	\$3,219	\$734,041
123	\$4,970	\$1,758	\$3,211	\$732,282
124	\$4,970	\$1,766	\$3,204	\$730,516
125	\$4,970	\$1,774	\$3,196	\$728,742
126	\$4,970	\$1,782	\$3,188	\$726,961
127	\$4,970	\$1,789	\$3,180	\$725,171
128	\$4,970	\$1,797	\$3,173	\$723,374
129	\$4,970	\$1,805	\$3,165	\$721,569
130	\$4,970	\$1,813	\$3,157	\$719,756
131	\$4,970	\$1,821	\$3,149	\$717,935
132	\$4,970	\$1,829	\$3,141	\$716,106
133	\$4,970	\$1,837	\$3,133	\$714,269
134	\$4,970	\$1,845	\$3,125	\$712,425
135	\$4,970	\$1,853	\$3,117	\$710,572
136	\$4,970	\$1,861	\$3,109	\$708,711
137	\$4,970	\$1,869	\$3,101	\$706,841
138	\$4,970	\$1,877	\$3,092	\$704,964
139	\$4,970	\$1,886	\$3,084	\$703,078
140	\$4,970	\$1,894	\$3,076	\$701,184
141	\$4,970	\$1,902	\$3,068	\$699,282
142	\$4,970	\$1,910	\$3,059	\$697,372
143	\$4,970	\$1,919	\$3,051	\$695,453
144	\$4,970	\$1,927	\$3,043	\$693,526
145	\$4,970	\$1,936	\$3,034	\$691,590

146	\$4,970	\$1,944	\$3,026	\$689,646
147	\$4,970	\$1,953	\$3,017	\$687,693
148	\$4,970	\$1,961	\$3,009	\$685,732
149	\$4,970	\$1,970	\$3,000	\$683,762
150	\$4,970	\$1,978	\$2,991	\$681,784
151	\$4,970	\$1,987	\$2,983	\$679,797
152	\$4,970	\$1,996	\$2,974	\$677,801
153	\$4,970	\$2,004	\$2,965	\$675,797
154	\$4,970	\$2,013	\$2,957	\$673,784
155	\$4,970	\$2,022	\$2,948	\$671,762
156	\$4,970	\$2,031	\$2,939	\$669,731
157	\$4,970	\$2,040	\$2,930	\$667,691
158	\$4,970	\$2,049	\$2,921	\$665,642
159	\$4,970	\$2,058	\$2,912	\$663,585
160	\$4,970	\$2,067	\$2,903	\$661,518
161	\$4,970	\$2,076	\$2,894	\$659,442
162	\$4,970	\$2,085	\$2,885	\$657,357
163	\$4,970	\$2,094	\$2,876	\$655,264
164	\$4,970	\$2,103	\$2,867	\$653,161
165	\$4,970	\$2,112	\$2,858	\$651,048
166	\$4,970	\$2,121	\$2,848	\$648,927
167	\$4,970	\$2,131	\$2,839	\$646,796
168	\$4,970	\$2,140	\$2,830	\$644,656
169	\$4,970	\$2,149	\$2,820	\$642,506
170	\$4,970	\$2,159	\$2,811	\$640,348
171	\$4,970	\$2,168	\$2,802	\$638,179
172	\$4,970	\$2,178	\$2,792	\$636,001
173	\$4,970	\$2,187	\$2,783	\$633,814
174	\$4,970	\$2,197	\$2,773	\$631,617
175	\$4,970	\$2,207	\$2,763	\$629,411
176	\$4,970	\$2,216	\$2,754	\$627,195
177	\$4,970	\$2,226	\$2,744	\$624,969
178	\$4,970	\$2,236	\$2,734	\$622,733
179	\$4,970	\$2,245	\$2,724	\$620,488
180	\$4,970	\$2,255	\$2,715	\$618,233
181	\$4,970	\$2,265	\$2,705	\$615,967
182	\$4,970	\$2,275	\$2,695	\$613,692
183	\$4,970	\$2,285	\$2,685	\$611,408
184	\$4,970	\$2,295	\$2,675	\$609,113
185	\$4,970	\$2,305	\$2,665	\$606,808
186	\$4,970	\$2,315	\$2,655	\$604,493
187	\$4,970	\$2,325	\$2,645	\$602,167
188	\$4,970	\$2,335	\$2,634	\$599,832
189	\$4,970	\$2,346	\$2,624	\$597,486
190	\$4,970	\$2,356	\$2,614	\$595,131
191	\$4,970	\$2,366	\$2,604	\$592,765
192	\$4,970	\$2,376	\$2,593	\$590,388
193	\$4,970	\$2,387	\$2,583	\$588,001
194	\$4,970	\$2,397	\$2,573	\$585,604
195	\$4,970	\$2,408	\$2,562	\$583,196

196	\$4,970	\$2,418	\$2,551	\$580,778
197	\$4,970	\$2,429	\$2,541	\$578,349
198	\$4,970	\$2,440	\$2,530	\$575,909
199	\$4,970	\$2,450	\$2,520	\$573,459
200	\$4,970	\$2,461	\$2,509	\$570,998
201	\$4,970	\$2,472	\$2,498	\$568,526
202	\$4,970	\$2,483	\$2,487	\$566,044
203	\$4,970	\$2,493	\$2,476	\$563,550
204	\$4,970	\$2,504	\$2,466	\$561,046
205	\$4,970	\$2,515	\$2,455	\$558,531
206	\$4,970	\$2,526	\$2,444	\$556,005
207	\$4,970	\$2,537	\$2,433	\$553,467
208	\$4,970	\$2,548	\$2,421	\$550,919
209	\$4,970	\$2,560	\$2,410	\$548,359
210	\$4,970	\$2,571	\$2,399	\$545,788
211	\$4,970	\$2,582	\$2,388	\$543,206
212	\$4,970	\$2,593	\$2,377	\$540,613
213	\$4,970	\$2,605	\$2,365	\$538,009
214	\$4,970	\$2,616	\$2,354	\$535,392
215	\$4,970	\$2,627	\$2,342	\$532,765
216	\$4,970	\$2,639	\$2,331	\$530,126
217	\$4,970	\$2,651	\$2,319	\$527,475
218	\$4,970	\$2,662	\$2,308	\$524,813
219	\$4,970	\$2,674	\$2,296	\$522,140
220	\$4,970	\$2,685	\$2,284	\$519,454
221	\$4,970	\$2,697	\$2,273	\$516,757
222	\$4,970	\$2,709	\$2,261	\$514,048
223	\$4,970	\$2,721	\$2,249	\$511,327
224	\$4,970	\$2,733	\$2,237	\$508,594
225	\$4,970	\$2,745	\$2,225	\$505,849
226	\$4,970	\$2,757	\$2,213	\$503,093
227	\$4,970	\$2,769	\$2,201	\$500,324
228	\$4,970	\$2,781	\$2,189	\$497,543
229	\$4,970	\$2,793	\$2,177	\$494,750
230	\$4,970	\$2,805	\$2,165	\$491,945
231	\$4,970	\$2,818	\$2,152	\$489,127
232	\$4,970	\$2,830	\$2,140	\$486,297
233	\$4,970	\$2,842	\$2,128	\$483,455
234	\$4,970	\$2,855	\$2,115	\$480,600
235	\$4,970	\$2,867	\$2,103	\$477,733
236	\$4,970	\$2,880	\$2,090	\$474,853
237	\$4,970	\$2,892	\$2,077	\$471,961
238	\$4,970	\$2,905	\$2,065	\$469,056
239	\$4,970	\$2,918	\$2,052	\$466,138
240	\$4,970	\$2,930	\$2,039	\$463,208
241	\$4,970	\$2,943	\$2,027	\$460,264
242	\$4,970	\$2,956	\$2,014	\$457,308
243	\$4,970	\$2,969	\$2,001	\$454,339
244	\$4,970	\$2,982	\$1,988	\$451,357
245	\$4,970	\$2,995	\$1,975	\$448,362

246	\$4,970	\$3,008	\$1,962	\$445,354
247	\$4,970	\$3,021	\$1,948	\$442,332
248	\$4,970	\$3,035	\$1,935	\$439,297
249	\$4,970	\$3,048	\$1,922	\$436,250
250	\$4,970	\$3,061	\$1,909	\$433,188
251	\$4,970	\$3,075	\$1,895	\$430,114
252	\$4,970	\$3,088	\$1,882	\$427,026
253	\$4,970	\$3,102	\$1,868	\$423,924
254	\$4,970	\$3,115	\$1,855	\$420,809
255	\$4,970	\$3,129	\$1,841	\$417,680
256	\$4,970	\$3,142	\$1,827	\$414,538
257	\$4,970	\$3,156	\$1,814	\$411,381
258	\$4,970	\$3,170	\$1,800	\$408,211
259	\$4,970	\$3,184	\$1,786	\$405,027
260	\$4,970	\$3,198	\$1,772	\$401,830
261	\$4,970	\$3,212	\$1,758	\$398,618
262	\$4,970	\$3,226	\$1,744	\$395,392
263	\$4,970	\$3,240	\$1,730	\$392,152
264	\$4,970	\$3,254	\$1,716	\$388,898
265	\$4,970	\$3,268	\$1,701	\$385,629
266	\$4,970	\$3,283	\$1,687	\$382,347
267	\$4,970	\$3,297	\$1,673	\$379,050
268	\$4,970	\$3,311	\$1,658	\$375,738
269	\$4,970	\$3,326	\$1,644	\$372,412
270	\$4,970	\$3,341	\$1,629	\$369,072
271	\$4,970	\$3,355	\$1,615	\$365,716
272	\$4,970	\$3,370	\$1,600	\$362,347
273	\$4,970	\$3,385	\$1,585	\$358,962
274	\$4,970	\$3,399	\$1,570	\$355,563
275	\$4,970	\$3,414	\$1,556	\$352,148
276	\$4,970	\$3,429	\$1,541	\$348,719
277	\$4,970	\$3,444	\$1,526	\$345,275
278	\$4,970	\$3,459	\$1,511	\$341,816
279	\$4,970	\$3,474	\$1,495	\$338,341
280	\$4,970	\$3,490	\$1,480	\$334,852
281	\$4,970	\$3,505	\$1,465	\$331,347
282	\$4,970	\$3,520	\$1,450	\$327,827
283	\$4,970	\$3,536	\$1,434	\$324,291
284	\$4,970	\$3,551	\$1,419	\$320,740
285	\$4,970	\$3,567	\$1,403	\$317,173
286	\$4,970	\$3,582	\$1,388	\$313,591
287	\$4,970	\$3,598	\$1,372	\$309,993
288	\$4,970	\$3,614	\$1,356	\$306,380
289	\$4,970	\$3,629	\$1,340	\$302,750
290	\$4,970	\$3,645	\$1,325	\$299,105
291	\$4,970	\$3,661	\$1,309	\$295,444
292	\$4,970	\$3,677	\$1,293	\$291,767
293	\$4,970	\$3,693	\$1,276	\$288,073
294	\$4,970	\$3,710	\$1,260	\$284,364
295	\$4,970	\$3,726	\$1,244	\$280,638

296	\$4,970	\$3,742	\$1,228	\$276,896
297	\$4,970	\$3,758	\$1,211	\$273,137
298	\$4,970	\$3,775	\$1,195	\$269,363
299	\$4,970	\$3,791	\$1,178	\$265,571
300	\$4,970	\$3,808	\$1,162	\$261,763
301	\$4,970	\$3,825	\$1,145	\$257,939
302	\$4,970	\$3,841	\$1,128	\$254,097
303	\$4,970	\$3,858	\$1,112	\$250,239
304	\$4,970	\$3,875	\$1,095	\$246,364
305	\$4,970	\$3,892	\$1,078	\$242,472
306	\$4,970	\$3,909	\$1,061	\$238,563
307	\$4,970	\$3,926	\$1,044	\$234,637
308	\$4,970	\$3,943	\$1,027	\$230,694
309	\$4,970	\$3,961	\$1,009	\$226,733
310	\$4,970	\$3,978	\$992	\$222,755
311	\$4,970	\$3,995	\$975	\$218,760
312	\$4,970	\$4,013	\$957	\$214,747
313	\$4,970	\$4,030	\$940	\$210,717
314	\$4,970	\$4,048	\$922	\$206,669
315	\$4,970	\$4,066	\$904	\$202,603
316	\$4,970	\$4,083	\$886	\$198,520
317	\$4,970	\$4,101	\$869	\$194,419
318	\$4,970	\$4,119	\$851	\$190,299
319	\$4,970	\$4,137	\$833	\$186,162
320	\$4,970	\$4,155	\$814	\$182,007
321	\$4,970	\$4,174	\$796	\$177,833
322	\$4,970	\$4,192	\$778	\$173,641
323	\$4,970	\$4,210	\$760	\$169,431
324	\$4,970	\$4,229	\$741	\$165,203
325	\$4,970	\$4,247	\$723	\$160,955
326	\$4,970	\$4,266	\$704	\$156,690
327	\$4,970	\$4,284	\$686	\$152,406
328	\$4,970	\$4,303	\$667	\$148,102
329	\$4,970	\$4,322	\$648	\$143,781
330	\$4,970	\$4,341	\$629	\$139,440
331	\$4,970	\$4,360	\$610	\$135,080
332	\$4,970	\$4,379	\$591	\$130,701
333	\$4,970	\$4,398	\$572	\$126,303
334	\$4,970	\$4,417	\$553	\$121,886
335	\$4,970	\$4,437	\$533	\$117,449
336	\$4,970	\$4,456	\$514	\$112,993
337	\$4,970	\$4,475	\$494	\$108,518
338	\$4,970	\$4,495	\$475	\$104,023
339	\$4,970	\$4,515	\$455	\$99,508
340	\$4,970	\$4,534	\$435	\$94,974
341	\$4,970	\$4,554	\$416	\$90,419
342	\$4,970	\$4,574	\$396	\$85,845
343	\$4,970	\$4,594	\$376	\$81,251
344	\$4,970	\$4,614	\$355	\$76,636
345	\$4,970	\$4,635	\$335	\$72,002

346	\$4,970	\$4,655	\$315	\$67,347
347	\$4,970	\$4,675	\$295	\$62,672
348	\$4,970	\$4,696	\$274	\$57,976
349	\$4,970	\$4,716	\$254	\$53,260
350	\$4,970	\$4,737	\$233	\$48,523
351	\$4,970	\$4,758	\$212	\$43,766
352	\$4,970	\$4,778	\$191	\$38,987
353	\$4,970	\$4,799	\$171	\$34,188
354	\$4,970	\$4,820	\$150	\$29,368
355	\$4,970	\$4,841	\$128	\$24,526
356	\$4,970	\$4,863	\$107	\$19,664
357	\$4,970	\$4,884	\$86	\$14,780
358	\$4,970	\$4,905	\$65	\$9,875
359	\$4,970	\$4,927	\$43	\$4,948
360	\$4,970	\$4,948	\$22	\$0