

prison  
entrepreneurship  
program

Business Plan Competition  
January 23-24, 2020

Johnathan  
Empyrean Landscape Solutions

Prison Entrepreneurship Program  
P.O. Box 926274  
Houston, TX 77292  
(832) 767-0928  
[www.pep.org](http://www.pep.org)

# *Empyrean Landscape Solutions*

*“From the dirt to your trees, Empyrean Landscape Solutions will handle your landscaping needs.”*

Business Plan  
January 2020

*Johnathan*  
Owner & Founder

**TABLE OF CONTENTS**

---

**EXECUTIVE SUMMARY .....1**

**PERSONAL FIT .....2**

**OPPORTUNITY .....3**

**SOLUTION .....3**

**CUSTOMERS .....4**

**DIFFERENTIATORS .....7**

**EXTRAS .....8**

**MARKETING.....8**

**RÉSUMÉ ..... ATTACHED**

**FINANCIAL PROJECTIONS ..... ATTACHED**

**EXECUTIVE SUMMARY**

<b>Opportunity</b>	<b>Purpose</b>	<b>Solution</b>																																				
<p>Most landscape supply centers and wood recycles have congestion, long wait times, limited accessibility and limited options.</p>	<p>It is Empyrean Landscape Solutions goal to always define excellence, customer relationships and convenience in the landscaping industry.</p>	<p>Empyrean Landscape Solutions offers a variety of materials to choose from as well as a developed organizational structure allowing us to be timely in all of our dealings.</p>																																				
<b>Customers</b>	<b>Differentiators</b>	<b>Extras</b>																																				
<p>We will be located in Austin, Texas. Mainly catering to commercial landscaping companies, contractors and occasionally residential homeowners.</p>	<p>We have flaggers to guide and direct traffic, a strong online presence making it possible to purchase needed materials ahead of time. Allowing you to have an experience like none other.</p>	<p>We employ people who know their way around the landscaping industry in order for you to get the best help possible.</p>																																				
<b>Marketing</b>	<b>Start-up Costs</b>	<b>Financials &amp; Extras</b>																																				
<p>We will use signs, billboards, social media, search engine optimization and word of mouth with a referral program in place.</p>	<table border="0"> <tr> <td>Sales:</td> <td style="text-align: right;">\$ 1,337,700</td> <td style="text-align: right;">100%</td> </tr> <tr> <td>COGS</td> <td style="text-align: right;"><u>347,800</u></td> <td style="text-align: right;"><u>26%</u></td> </tr> <tr> <td>Gross profit</td> <td style="text-align: right;">989,900</td> <td style="text-align: right;">74%</td> </tr> <tr> <td>Overhead</td> <td style="text-align: right;"><u>461,400</u></td> <td style="text-align: right;"><u>34%</u></td> </tr> <tr> <td>Pretax income</td> <td style="text-align: right;">528,500</td> <td style="text-align: right;">40%</td> </tr> <tr> <td>Tax expense</td> <td style="text-align: right;">132,100</td> <td style="text-align: right;">10%</td> </tr> <tr> <td>Owner withdrawals</td> <td style="text-align: right;"><u>27,500</u></td> <td style="text-align: right;"><u>2%</u></td> </tr> <tr> <td>Net income</td> <td style="text-align: right;"><u>\$ 368,900</u></td> <td style="text-align: right;"><u>28%</u></td> </tr> </table>	Sales:	\$ 1,337,700	100%	COGS	<u>347,800</u>	<u>26%</u>	Gross profit	989,900	74%	Overhead	<u>461,400</u>	<u>34%</u>	Pretax income	528,500	40%	Tax expense	132,100	10%	Owner withdrawals	<u>27,500</u>	<u>2%</u>	Net income	<u>\$ 368,900</u>	<u>28%</u>	<table border="0"> <tr> <td>Owner investment - cash</td> <td style="text-align: right;">\$ 260,500</td> </tr> <tr> <td>Owner investment - equipment</td> <td style="text-align: right;">-</td> </tr> <tr> <td>Vehicle and/or equipment loan</td> <td style="text-align: right;">508,000</td> </tr> <tr> <td>Start up financing</td> <td style="text-align: right;"><u>1,000,000</u></td> </tr> <tr> <td><b>Total start up costs:</b></td> <td style="text-align: right;"><b><u>\$ 1,768,500</u></b></td> </tr> <tr> <td><b>Plan Purpose:</b></td> <td style="text-align: right;">Start-Up</td> </tr> </table>	Owner investment - cash	\$ 260,500	Owner investment - equipment	-	Vehicle and/or equipment loan	508,000	Start up financing	<u>1,000,000</u>	<b>Total start up costs:</b>	<b><u>\$ 1,768,500</u></b>	<b>Plan Purpose:</b>	Start-Up
Sales:	\$ 1,337,700	100%																																				
COGS	<u>347,800</u>	<u>26%</u>																																				
Gross profit	989,900	74%																																				
Overhead	<u>461,400</u>	<u>34%</u>																																				
Pretax income	528,500	40%																																				
Tax expense	132,100	10%																																				
Owner withdrawals	<u>27,500</u>	<u>2%</u>																																				
Net income	<u>\$ 368,900</u>	<u>28%</u>																																				
Owner investment - cash	\$ 260,500																																					
Owner investment - equipment	-																																					
Vehicle and/or equipment loan	508,000																																					
Start up financing	<u>1,000,000</u>																																					
<b>Total start up costs:</b>	<b><u>\$ 1,768,500</u></b>																																					
<b>Plan Purpose:</b>	Start-Up																																					
	<b>Personal Fit</b>																																					

With my experience in the landscaping industry, communication skills and ambition I look forward to creating a customer experience that cannot be matched. As well as thrive to become a leading outlet supplier in the Austin area and eventually other areas.

## PERSONAL FIT

---

I was born on June 23, 1997, Austin, Texas. I am now 22 years old. Growing up I had a great childhood. I am the baby brother to five half-siblings, one sister and four brothers. My parents had previous marriages before they met; they remarried and I was born. They are still together to this day. My mom had three boys in her previous marriage and my dad had a son and a daughter. I grew up mainly with my brothers from my mother's side of family, I hardly knew my other brother and sister until later in life. My parents provided everything I ever needed and wanted. They set a great example of following the law, having a relationship with God and many other things. My parents were prime examples of loving, providing and just overall great parents. As for my brothers, they were not really around early on, but I knew they loved me. They were busy making bad decisions that led to imprisonment and deportation due to the fact that my mom and brothers migrated to the states in the '90's from Sri Lanka.

Despite all of that, I had a great childhood and every example of what not to do from my brothers. Therefore I made a vow to myself and parents to never end up like them. I chose to commit myself to my grades and sports. I was in the top 10% of my graduating class of 600 and I was a leader on and off of the football field. Which gradually began to change because of new influences in my life who were older than me. Everything I had promised to not do slowly went out the window. I began experimenting with drugs and alcohol, which led to partying, which then led to me selling drugs. My life began to be consumed by a very negative lifestyle. My study habits, working out, etc. were replaced with drugs, partying and selling drugs. I began skipping school, I was not listening to my parents, and eventually everything in my life was out of control. Though, I thought I was in control and doing the right thing for myself; I thought this because I was making more money than my parents and most people, so why would I listen to what they had to say. I made a decision to live life on my own terms. Which led to me being arrested for the first time when I was 17. I then went in and out of jail still trying to cheat the system while I was on probation. I graduated, but not with my class. The judge ordered me to drop out due to truancy, so I tested out and received my Diploma.

One day God grabbed ahold of me; it was May 25, 2017. I was arrested for a probation violation. My bond was set at \$450,000 and this time I could not bond out. I was put in solitary confinement for four months, all together I spent 20 months fighting drug charges and a false domestic violence accusation. I eventually got tired of fighting so I signed for two four year sentences ran concurrent. Shortly after, I was on a bus headed to TDCJ, which I have now served three years of incarceration.

Looking back, I think the absence of my brothers really took a toll on me, which led me to look for a big brother in friends who were bad influences. I have had a lot of time to evaluate where I went wrong in life. I took a lot of things in life for granted. I used to blame people, my parents, circumstances, and even God for the mistakes I made in life. I realized I had developed many bad habits in the past several years that I had to correct. I had to do it for myself, my family but most importantly for God. I broke a promise I made to my mother which was to not put her through what my brothers did. All her life she has been lied to and I refuse to keep lying to her. I want to see her smile and know that I am one of the reasons behind her smile and my fathers. I want them to be able to be proud

when they say “that is my son” not ashamed. I came to realize my current living conditions and this is not what I want for my life. That is when I honestly decided to make a change.

## **OPPORTUNITY**

---

- Can I solve the problem given my skills and personality?
  - I have experienced this problem first hand in my many years in the landscaping industry; I have great communication skills and the ability to defuse situations with solutions. I know the need and will provide a one stop shop solution.
- Is the customer looking for a more holistic solution than his or her immediate complaint?
  - Yes, when embarking on a landscaping project, a vision is required for a long-term look; we want to help accommodate your needs properly and efficiently.
- Do I need to do all of the work myself or can I hire others to help me and still maintain quality?
  - I will require the help of others, but will be sure to instill the company’s vision and goals into all employees to maintain quality.
- Is there growth potential to expand my business, or is this a dying market?
  - There is high potential growth, due to Austin expanding.
- How soon can I get my business up and running?
  - Within three to five years of gathering funds and key investors on board, the company will be operating.
- Is this something that will take a lot of cash to get started or is it more of a question of hustle?
  - I will need a substantial amount of money to start-up, and hustle will play a major role as well.
- Is this something I would be proud to share with my family and parole officer?
  - Absolutely, because I am defying the odds and achieving success.
- Is the opportunity (Activity and Start Date) consistent with potential parole restrictions?
  - Yes, I will be off parole by the start of this venture.
- Would my business start as a part-time venture or need to be full time?
  - This business will require full-time attention.

## **SOLUTION**

---

- Is what I am offering filling the customer’s real need?
  - Yes, if you are at my place of business you are in need of landscaping supplies or a location to recycle wood/brush; which we offer at affordable prices.
- What are the benefits (not features) that I am providing?
  - A company that offers opportunity for growth within the company as an employee; our goal is to not constrict you personally or financially, nor timely (for customers).

- Why can I do this better than another business (competitor)?
  - Due to my experience in the industry as an employee and an owner, I truly understand the shortcomings and I believe I can fix them.
- How will I deliver this better idea to my customers?
  - Having a strong network within the industry; but also I know people like to share good experiences and others will want the same thing, so word of mouth will be my best deliverer.
- Is my delivery (retail store, home service, etc.) consistent with how I will produce the service (one-day delivery, hand-made products, etc.)?
  - Yes, customers will know the inventory on hand and will know if we are able to meet your expectations.
- Is my solution consistent with my passion for selling?
  - Yes, at the end of the day people want to enjoy the experience they are buying from.
- Is the price of my solution equal to or less than the customer's pain?
  - We are competitively priced, but we are more gauged to satisfy the customer.
- Is the approximate cost of my solution lower than the price?
  - In some aspects time is our most expensive cost, but yes we have great relations with suppliers, to be able to effectively meet our customers' needs.
- Do I need a fixed location (Storefront) or is this a mobile business?
  - Yes and we will have a store front.
- Do I offer a guaranty or return policy?
  - Most items are not refundable, but we can guarantee the best quality in our products offered.

## CUSTOMERS

---

### **Demographics:**

- Will my service have different appeal to men versus women?
  - Customers will vary from male and female.
- What is my ideal customer's age (children, young adult, middle aged, mature)?
  - Ages will range from 18 years old to elderly.
- Does my customer need to be married, single or does it matter?
  - Marital status does not matter.
- Do language or ethnicity differences improve or limit my ability to sell to my ideal customer?
  - This type of business will not be affected by language barriers nor ethnicity.
- What aspect of my ideal customer am I appealing to (outdoors person, health conscious, nerd, their personal image, environmental concerns, recreation, etc.)?
  - We will appeal to the outdoors person, environmentally conscious, business owners and those who are seeking convenience.

### **Income:**

- Does my customer need a certain income (rich, middle class, poor)?
  - No, anyone with an income will be fine.
- Does my customer need to own specific assets (car, house, boat)?
  - Yes, homes with yards will be required, and or businesses.

### **Location:**

- Where will I sell to my customers (their home, their workplace, on the street, online, my store, an event like trades day)?
  - I will sell at my store front and heavily utilize online advertising sources.
- Do I go to my customer (home service) or does my customer come to me?
  - Both, though majority will come to me, delivery options will be offered.
- What neighborhood will my ideal customer live/work in (River Oaks/Highland park, a suburb, or small rural community)?
  - Our range will be 20 to 30 miles from our location; living in various neighborhoods.
- How close are my customers geographically located (live close to each other or spread all over the city)? Time is money.
  - 20 to 30 miles from my location.
- How easily can I find this customer (one at a time or they will provide referrals)?
  - Most customers will be acquired through referrals, but I will also be doing a lot of foot work to gain business from companies and contractors.

### **Other:**

- Can I reach these individuals as a group or do I need to find and sell to them individually?
  - Customers will mainly be found individually.
- Once I sell to a customer, what is the likelihood that they will buy from me again?
  - It is very likely; due to companies having multiple jobs throughout the week, they will be in need of a reliable supplier.

### ***If Doing Business to Business Operations (Optional):***

- Am I selling to a wholesaler, retailer or does it matter?
  - I will mainly sell to landscaping businesses/contractors, but will also be doing business with residential homeowners.
- What industry is my customer in?
  - Landscaping.
- What size customer do I want to serve (large/small, single/multiple locations)?
  - We will never turn down a customer do to size; we will serve small to large and everything in between.

- Will my customer require special insurance (construction bonding, liability insurance)?
  - Yes, insurance will be required.
- Does my customer require 24/7 service?
  - No, it will not.
- Do I have the capacity to meet the customer's demands?
  - Absolutely, we will meet customer demands with quality and will deliver if needed.
- Will the size of a customer allow me to develop other clients or will I be hostage to one company?
  - We are capable of meeting the needs of any company.

**DIFFERENTIATORS**

<b>My Competitors</b>	<b>Direct or Indirect</b>	<b>Promotion</b>	<b>Price</b>	<b>Their Advantages</b>	<b>Their Disadvantages</b>	<b>My Differentiators</b>
Austin Wood	Direct	Signs & word of mouth	N/A	Well established and widely known and used.	Limited selection of products.	Significant Web presence and a diverse selection of both service and products.
Home Depot	Indirect	TV ads, magazines, and newspapers.	N/A	Reputation and sales management.	Limited selection and do not wholesale.	Significant Web presence and a diverse selection of both service and products.
Lowe's	Indirect	TV ads, magazines, and newspapers.	N/A	Reputation and sales management.	Limited selection and do not wholesale.	Significant Web presence and a diverse selection of both service and products.
Whittlesey	Direct	Signs & Word of mouth	N/A	Widely known, location, diverse selection of products.	Very congested due to high traffic.	Significant Web presence and a diverse selection of both service and products.

## **EXTRAS**

---

### **External Extras:**

- Do you have a connection with a supplier in your industry?
  - No, but I have established relationships with my competitors.
- Do you have access to a favorable location for your business?
  - I am seeking a location in Austin, Texas; that is a reasonable distance from my competitors.
- Are you going to be the first company of your type in your chosen area operations?
  - No, but I will be sure to bring innovation into the industry.

### **Internal Extras:**

- Do you have a new or cutting edge concept?
  - Yes, the establishment of an online presence; to make placing orders more convenient.
- Will you be able to offer specialized or flexible scheduling that your competitors cannot match initially?
  - I will offer specialized training to employees to provide a time efficient experience every time.
- Are you an especially charming or personable person?
  - I grew up honing my sales skills. I am a social person and easily attract others. I love to see others succeed; so I would definitely say so.

## **MARKETING**

---

### **Message:**

- What are three things your company name (with no other information provided) says about your company?
  - We are the ideal place for landscaping problems/needs. We are top of the line in customer service and we have quality products and services.
- What is your tagline?
  - From the dirt to your trees, Emphyrean Landscape Solutions will handle all of your landscaping needs.
- How does your name and tagline make you different than your competitors?
  - Our name is an attention grabber and the tagline lets you know that in regards to landscaping, we have you covered.
- Can your message be effectively conveyed through multiple types of media?
  - Most definitely.
- Is your message effective across different demographics?
  - Yes it is. You know what we are about and what we offer.
- Is your pricing consistent with the market for similar offerings?
  - Yes, we are a competitive company though, and our prices will reflect that.

- Is your pricing consistent with the degree of personalization?
  - Pricing varies on the size of the order/job. We can ensure you quality commitment, effort and competitive pricing.

**Media:**

- What are three types of media you will use to reach your customers?
  - I will be advertising through social media, cold calling commercial companies, and word of mouth.
- How many potential typical customers (not just total people) can you reach each month using the types listed above?
  - I will be seeking to reach 20 companies a month and I believe social media and word of mouth will reach 500 or more a month.
- Once you've reached your typical customer, how many will actually buy from you?
  - My goal is to do business with 40 to 50 companies/contractors on a regular monthly basis. I will have at least 50 residential customers a month.
- For each of the three, what do you think the estimated cost will be?
  - My advertising methods will be virtually free, but I may have to spend \$90 to \$150 for professional ad on social media outlets.
- For each cost estimate, is this a one-time expense up front or a recurring monthly charge?
  - Bi-annually for professional social media ads and monthly for cold calling.
- How will you collect customer reviews?
  - I will provide incentives to write reviews online on yelp or other sites.

## RESUME

---

### **Johnathan**

1100 Hwy 1807

Venus, TX 76084

Cell 999-999-999, myaccount@gmail.com

### **Experience**

#### ***Lawnsapes***

*2017-present*

Owner, Oversee operations, book keeping and customer relations

#### ***KG Lawn care***

*2016-2017*

Supervised three man crew

#### ***Austin Sonsapes***

*2013-2016*

Supervised crews and responsible for driving

### **Skills**

- **Management**
- **Communications**
- **Machine operator**
- **Customer relations**
- **Computer skills**
- **Project manager**

### **Education/Certifications**

#### ***PEP***

*May 2019 – January 2020*

Values-based entrepreneurship program of intensive three-month leadership academy and six-month business plan competition with training in business, marketing, finance and competitive strategies. Participants are coached by top executives and MBA advisors from universities across the country culminating in a 30-minute presentation to CEOs and investors. Graduates earn certificate in Entrepreneurship from Baylor University's Hankamer School of Business.

#### ***Masters Learning Institute***

*2015*

Diploma

Owner's name	Johnathan
Company name	Empyrean Landscape Solutions

**NAICS Business Classification**

Sector (general classification)	_42_Wholesale_Trade
Sub-sector (more specific classification)	424: Merchant Wholesalers, Nondurable Goods

**Start-up Costs**

**Year 1**

**Assumption 4 - Total Uses**

Non-Depreciable Costs	Paid or contributed in Month 1
marketing, business cards, fliers	3,000
cell phone purchase	500
car/truck down payment, if leased	
permits	
supplies, office & misc.	1,000
Website	1,000

Cash needed for start-up expenses 5,500

Depreciable Costs	Paid or contributed in Month 1	Equipment Financing (Additional to amount paid)	Depreciable Assets
company car, truck or van	9,000	81,000	90,000
company trailer	2,000	18,000	
computer, printer, fax	1,500		1,500
Land	200,000		200,000
Tub Grinder with Conveyer belt	25,000	250,000	275,000
Front End Loader	17,500	159,000	176,500
building/office deposit	1,000,000	N/A	N/A
beginning cash balance		N/A	N/A
Cash needed for start-up assets	<u>1,255,000</u>	<u>508,000</u>	<u>743,000</u>

60 assumed life (months)  
12,383 monthly depreciation

**Total start up cost** 1,768,500

**Assumption 5 - Total Sources**

Cash owner will contribute and the value of owner's assets contributed to company	260,500	15%
Vehicle loan and other equipment debt (see note 7 for financing)	508,000	29%
Startup financing, if applicable (for example Kiva loan)	1,000,000	57%
Outside equity investment, if applicable		0%
<b>Total start up cost, total sources</b>	<u><u>1,768,500</u></u>	100%



# Johnathan dba Empyrean Landscape Solutions

## Projected Income and Cash Flow Statements

### Year 1

	Assump- tions	Start-up Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	First Year	% of Total Revenue
Revenue	2														
Gravel	6	-	8,250	8,250	8,250	11,000	11,000	11,000	11,000	13,750	13,750	13,750	13,750	123,750	9%
Mulch	6	-	70,000	70,000	70,000	70,000	105,000	105,000	105,000	113,750	113,750	113,750	113,750	1,050,000	78%
Wood Recycle	6	-	9,000	10,000	10,000	11,000	12,000	16,000	16,000	20,000	20,000	20,000	20,000	164,000	12%
<b>Total revenue</b>		-	<b>87,250</b>	<b>88,250</b>	<b>88,250</b>	<b>92,000</b>	<b>128,000</b>	<b>132,000</b>	<b>132,000</b>	<b>147,500</b>	<b>147,500</b>	<b>147,500</b>	<b>147,500</b>	<b>1,337,750</b>	<b>100%</b>
Cost of Goods Sold	2														
Gravel	6	-	3,000	3,000	3,000	4,000	4,000	4,000	4,000	5,000	5,000	5,000	5,000	45,000	3%
Mulch	6	-	18,000	18,000	18,000	18,000	27,000	27,000	27,000	29,250	29,250	29,250	29,250	270,000	20%
Wood Recycle	6	-	1,800	2,000	2,000	2,200	2,400	3,200	3,200	4,000	4,000	4,000	4,000	32,800	2%
<b>Total COGS</b>		-	<b>22,800</b>	<b>23,000</b>	<b>23,000</b>	<b>24,200</b>	<b>33,400</b>	<b>34,200</b>	<b>34,200</b>	<b>38,250</b>	<b>38,250</b>	<b>38,250</b>	<b>38,250</b>	<b>347,800</b>	<b>26%</b>
<b>Gross profit</b>		-	<b>64,450</b>	<b>65,250</b>	<b>65,250</b>	<b>67,800</b>	<b>94,600</b>	<b>97,800</b>	<b>97,800</b>	<b>109,250</b>	<b>109,250</b>	<b>109,250</b>	<b>109,250</b>	<b>989,950</b>	<b>74%</b>
Expenses	2														
Auto or truck lease	-														0%
Depreciation	3	-	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	136,217	10%
Gasoline & fuels	-		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	11,000	1%
Insurance - bonding	-														0%
Insurance - vehicle	-														0%
Interest - equip & start up	7	-	3,387	3,384	10,049	10,042	10,035	10,028	10,021	10,014	10,007	10,000	9,993	96,962	7%
Marketing	3,000				1,000							1,000		5,000	0%
Office - rent	-														0%
Office - insurance	-														0%
Office - telephone	-		50	50	50	50	50	50	50	50	50	50	50	550	0%
Office - utilities	-		450	450	450	450	450	450	450	450	450	450	450	4,950	0%
Payroll - not owner and not in COGS	8	-	10,800	10,800	10,800	12,000	12,000	12,000	12,000	10,800	10,800	10,800	10,800	123,600	9%
Payroll taxes (9%)	6 & 8	-	972	972	972	1,080	1,080	1,080	1,080	972	972	972	972	11,124	1%
Permits	-														0%
Supplies	1,000		4,500	4,500	5,250	6,600	7,650	7,650	8,400	6,600	5,250	7,350	4,650	69,400	5%
Tax service	-														0%
Telephone - cellular	500		100	100	100	100	100	100	100	100	100	100	100	1,600	0%
Start-up expenses	1,000													1,000	0%
															0%
															0%
															0%
															0%
															0%
															0%
<b>Total expenses</b>		<b>5,500</b>	<b>33,642</b>	<b>33,640</b>	<b>41,054</b>	<b>44,705</b>	<b>44,749</b>	<b>44,742</b>	<b>45,485</b>	<b>42,370</b>	<b>41,013</b>	<b>43,106</b>	<b>41,399</b>	<b>461,403</b>	<b>34%</b>
<b>Taxable profit (loss)</b>	<b>1</b>	<b>(5,500)</b>	<b>30,808</b>	<b>31,610</b>	<b>24,196</b>	<b>23,095</b>	<b>49,851</b>	<b>53,058</b>	<b>52,315</b>	<b>66,880</b>	<b>68,237</b>	<b>66,144</b>	<b>67,851</b>	<b>528,547</b>	<b>40%</b>
<b>Tax (expense) benefit</b>	<b>1</b>			<b>(14,230)</b>			<b>(24,286)</b>			<b>(43,063)</b>			<b>(50,558)</b>	<b>(132,137)</b>	<b>-10%</b>
<b>Owner's withdrawals</b>	<b>1</b>		<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(27,500)</b>	<b>-2%</b>
<b>Net profit (loss)</b>		<b>(5,500)</b>	<b>28,308</b>	<b>14,881</b>	<b>21,696</b>	<b>20,595</b>	<b>23,066</b>	<b>50,558</b>	<b>49,815</b>	<b>21,317</b>	<b>65,737</b>	<b>63,644</b>	<b>14,793</b>	<b>368,910</b>	<b>28%</b>
Depreciation	3	-	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	12,383	136,217	
Equipment purchases	3	(1,763,000)	-	-	-	-	-	-	-	-	-	-	-	(1,763,000)	
Principle, equipment loan	7	508,000	(341)	(343)	(345)	(348)	(350)	(352)	(355)	(357)	(359)	(362)	(364)	504,123	
Repay debt financing	7	1,000,000	-	-	(671)	(675)	(680)	(684)	(689)	(694)	(698)	(703)	(708)	993,798	
Owner contribution	3	260,500	-	-	-	-	-	-	-	-	-	-	-	260,500	
Equity investor	3	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Net cash flow</b>		<b>-</b>	<b>40,350</b>	<b>26,921</b>	<b>33,063</b>	<b>31,955</b>	<b>34,419</b>	<b>61,905</b>	<b>61,155</b>	<b>32,649</b>	<b>77,063</b>	<b>74,963</b>	<b>26,105</b>	<b>500,548</b>	
Cash, period start		-	-	40,350	67,271	100,334	132,289	166,708	228,613	289,768	322,417	399,480	474,443	-	
Cash, period end		-	40,350	67,271	100,334	132,289	166,708	228,613	289,768	322,417	399,480	474,443	500,548	500,548	