

prison  
entrepreneurship  
program

Business Plan Competition  
January 23-24, 2020

Christopher  
Paradise Landscapes

Prison Entrepreneurship Program  
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# *Paradise Landscapes*

*“Revitalize your Garden of Eden and redeem your safe haven promise land”*

Business Plan  
January 2020

*Christopher*  
Owner & Founder

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**EXECUTIVE SUMMARY**

<b>Opportunity</b>	<b>Purpose</b>	<b>Solution</b>																																				
<p>Landscaping and irrigation designs are lacking in the industry and there is a high cost for labor, pushing costs over the customer's budgets.</p>	<p>We will glorify craftsmanship work, offer fire-proof plants and introduce irrigation improvements and advancements.</p>	<p>Beautifying lawn care with service perfection and investing in a better fire break strategy with a fire alarm sprinkler irrigation system that can provide your home and land with safer property protection and paradise style.</p>																																				
<b>Customers</b>	<b>Differentiators</b>	<b>Extras</b>																																				
<p>We will seek customers needing landscaping and new innovative fire prevention methods.</p>	<p>We are certified and licensed in the industry, our lawn care is detailed and stylish. Our competitive advantage is our unique fire alarm irrigation system to protect and save customers' homes and property from fire.</p>	<p>We have strong relationships with environmentalists, fire prevention, safety sponsors and landscape irrigation inspectors who are committed to improving fire break methods within the landscape industry.</p>																																				
<b>Marketing</b>	<b>Financial &amp; Extras</b>	<b>Start-up Costs</b>																																				
<p>We will reach customers through flyers, business directories and word of mouth.</p>	<table border="0"> <tr> <td>Sales:</td> <td style="text-align: right;">\$ 555,500</td> <td style="text-align: right;">100%</td> </tr> <tr> <td>COGS</td> <td style="text-align: right;">235,700</td> <td style="text-align: right;">42%</td> </tr> <tr> <td>Gross profit</td> <td style="text-align: right;">319,700</td> <td style="text-align: right;">58%</td> </tr> <tr> <td>Overhead</td> <td style="text-align: right;">43,700</td> <td style="text-align: right;">8%</td> </tr> <tr> <td>Pretax income</td> <td style="text-align: right;">276,000</td> <td style="text-align: right;">50%</td> </tr> <tr> <td>Tax expense</td> <td style="text-align: right;">69,000</td> <td style="text-align: right;">12%</td> </tr> <tr> <td>Owner withdrawals</td> <td style="text-align: right;">48,000</td> <td style="text-align: right;">9%</td> </tr> <tr> <td>Net income</td> <td style="text-align: right;"><u>\$ 159,000</u></td> <td style="text-align: right;"><u>29%</u></td> </tr> </table>	Sales:	\$ 555,500	100%	COGS	235,700	42%	Gross profit	319,700	58%	Overhead	43,700	8%	Pretax income	276,000	50%	Tax expense	69,000	12%	Owner withdrawals	48,000	9%	Net income	<u>\$ 159,000</u>	<u>29%</u>	<table border="0"> <tr> <td>Owner investment - cash</td> <td style="text-align: right;">\$ 21,350</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;">9,000</td> </tr> <tr> <td>Start up financing</td> <td style="text-align: right;">-</td> </tr> <tr> <td><b>Total start up costs:</b></td> <td style="text-align: right;"><b><u>\$ 30,350</u></b></td> </tr> <tr> <td><b>Plan Purpose:</b></td> <td style="text-align: right;">Startup</td> </tr> </table>	Owner investment - cash	\$ 21,350	Owner investment - equipment	-	Vehicle and/or equipment loan	9,000	Start up financing	-	<b>Total start up costs:</b>	<b><u>\$ 30,350</u></b>	<b>Plan Purpose:</b>	Startup
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<b>Personal Fit</b>																																						

**As founder, owner, lead landscaper and irrigation specialist of "Paradise Landscapes," I look forward to providing safety and property protection to my customers and their communities. The wild-fire in Paradise, California, inspired the creation of the "Fire Alarm Sprinkler Irrigation System." I have the passion and experience to introduce this innovation to the landscape industry.**

## PERSONAL FIT

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I was born in 1987, in Littlefield, Texas, a town located on the western panhandle of the Lone Star State. My parents divorced by the time I was 4 years old. After their divorce my mother kept full custody of my brother and me. My mother shortly remarried a man who shortly became my stepfather, for the next 7 years of my life. My father, never remarried and I only had weekend visits with him. I attended primary, elementary, and junior high school in my hometown of Littlefield. My years in school were challenging, as I was diagnosed with ADHD. While that created challenges, it was no excuse for why I was very disobedient and disrespectful to my teachers. However, at the age of 13, I moved schools to live with my father. I started my high school year in a new school system and matured as a student, making better grades and joining the athletic program. By the end of my junior year of high school, I started hanging around an older group of friends who were experimenting with alcohol and drugs. By the end of the summer, I dropped out of school, with an under-developed plan to work, pursue a G.E.D, and possibly enlist in the Air Force. Despite my intentions, I failed myself and did not stick to my plan. Instead, I got addicted to alcohol, drugs and women.

I started working with my father at the age of 14, he taught me how to drive and operate heavy equipment on a cotton farm. My grandfather ran and owned an independent cotton gin and I was a “yard man” keeping up property landscape and maintenance. As I became older I started working at the local grocery store stocking groceries and learning sales service, and in a short while I was promoted to the produce department. Then, at 18 years old, I received inheritance money, which funded what became a bad drug addiction that cost me my job.

My addiction led me to, constantly move from one family member’s house to another. My stays became unwelcome after I started stealing from my family members to fund my addiction, which led to me moving from friends’ houses to motels. I surrounded myself with drugs and criminals daily, with the only goal in mind being sexual relationships with women and drugs. I started doing these things because I was an addict and the two went hand in hand while I was stuck in that lifestyle. My past mistakes, and the people I surrounded myself led to me viewing myself as a rebel as a way of attempting to justify my poor choices. My criminal history began when I was charged with fraud and forgery of a financial instrument after I stole a check book and wrote checks using a fake I.D.

I was sentenced to four years of adult probation at age 18. After serving two months I violated my probation by failing a drug test and was sent to SAFF for a drug treatment program. When I completed the program I was released from SAFF to a half-way house. There I found a job, started working and made the bad decision to relapse. Two months out of SAFF, 19 years old and living in the half-way house, I finally got my first vehicle. I was a very immature driver, speeding, racing, and running red lights as well as having road rage. On the day of March 13<sup>th</sup>, 2007, after leaving work in my vehicle I made the split second bad decision to run a red light. The cause and effect was I collided with another vehicle in the intersection and tragically two young girls were killed in the crash. I was responsible for the loss of their lives and was charged with manslaughter and sentenced to prison for 15 years. My first and current prison sentence. As of today I have

served a total of 12½ years on this current 15 year sentence. I will be released to the Dallas transitional house upon release from prison.

The biggest change I have made while being incarcerated is gaining more patience, becoming self-aware, and learning how to be goal oriented. I have gained patience by dealing with the prison environment and having a total of 11 parole denials, which requires true patience. To help myself find purpose while incarcerated.

I keep setting educational goals and achieving them one by one, leading to a life-long lesson on the value of self-improvement. I have made spiritual commitments, family commitments and PEP commitments to stop doing destructive, dangerous and immoral things. Now my days of criminal activity, addiction are behind me, and I have committed myself to further character development. I am done with smoking, drinking alcohol and being untrustworthy. I have changed for myself, my soul and spirit and better relationships with God, family and community with my PEP family. My trigger is my desire to have a bigger, better, and more balanced life to never come back to prison and be the man my family wants me to be.

I want to own my own business and use my work ethic and skills to save homes, properties and lives from fires while I beautify landscapes. My actions will show my character changes, and I will show how I am a honest, hardworking individual. I would like to start my own business a year after my release. I know the importance of capital and money management, and I have learned proper ways to handle finances and use them to meet my business's needs.

## **OPPORTUNITY**

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- Can I solve the problem given my skills and personality?
  - Absolutely, I am certified in landscape design, construction and maintenance. I am also recognized by the "Texas Landscape and Nursery Association".
- Is the customer looking for a more holistic solution than his or her immediate complaint?
  - Yes, beyond lawn care and new landscaping, my customers will also be interested in protecting their homes, property and families with my company's products.
- Do I need to do all of the work myself or can I hire others to help me and still maintain quality?
  - As the business grows, I will need to hire employees. I will be able to find qualified candidates who are licensed and share my attention to detail.
- Is there growth potential to expand my business, or is this a dying market?
  - My business has the potential to expand as the market for fire-proof landscaping increases. Beyond my company's unique value add, lawn care and landscaping is a stable industry.
- How soon can I get my business up and running?
  - I believe my company will be operational in 20 to 30-months.

- Is this something that will take a lot of cash to get started or is it more of a question of hustle?
  - I will use a base line operational cost method, mostly funding my business with revenue to grow.
- Is this something I would be proud to share with my family and parole officer?
  - Yes, I believe that running and owning my own business will be helpful for myself and my family.
- Is the opportunity (Activity and Start Date) consistent with potential parole restrictions?
  - Yes, I believe it will comply with my parole restrictions.
- Would my business start as a part-time venture or need to be full time?
  - To run and operate my business properly, it will need to be a full-time venture.

## SOLUTION

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- Is what I am offering filling the customer's real need?
  - Yes, I believe that up-grading my customer's landscaping while improving home safety will be fulfilling to me and meet my customer's need.
- What are the benefits (not features) that I am providing?
  - My customers will feel pride in their property and peace of mind knowing that their families are safe from fires.
- Why can I do this better than another business (competitor)?
  - I have a deep passion for lawn care and landscaping, and offering fire protection services from the start will help my business become the go-to service.
- How will I deliver this better idea to my customers?
  - While getting initial customers will require online advertising, my professional work ethic and quality service will drive word of mouth advertising.
- Is my delivery (retail store, home service, etc.) consistent with how I will produce the service (one-day delivery, hand-made products, etc.)?
  - My service will include home and lawn services.
- Is my solution consistent with my passion for selling?
  - Yes, I am enthusiastic about what I do, dedicated to achieving my goals, and passionate about protecting my community from fires.
- Is the price of my solution equal to or less than the customer's pain?
  - My pricing will consist of the product and length of the job as well as the preference of the work. I expect my services to cost around the market average.
- Is the approximate cost of my solution lower than the price?
  - Yes, by doing most of the work myself at the beginning, my profit margins will be higher than average.
- Do I need a fixed location (Storefront) or is this a mobile business?
  - Yes, I will need a shop and office to run my business out of.
- Do I offer a guaranty or return policy?
  - Yes, my business will be insured and bonded for all my service

## **CUSTOMERS**

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### **Demographics:**

- Will my service have different appeal to men versus women?
  - No, I believe men and women have the same needs when it comes to their homes and lawns.
- What is my ideal customer's age (children, young adult, middle aged, mature)?
  - My ideal customer age is 20-85, home owner or business owners.
- Does my customer need to be married, single or does it matter?
  - It does not matter if my customers are married or single.
- Do language or ethnicity differences improve or limit my ability to sell to my ideal customer?
  - People's language or race has no factor in my line of business.
- What aspect of my ideal customer am I appealing to (outdoors person, health conscious, nerd, their personal image, environmental concerns, recreation, etc.)?
  - I believe all home owners and business owners' care about quality lawn care and maintenance, and many will pay for the peace of mind of protecting their property and families.

### **Income:**

- Does my customer need a certain income (rich, middle class, poor)?
  - I would prefer my customers to be upper class but anyone with the money to pay for my service and will seek contracts with city county state parks and camp sites.
- Does my customer need to own specific assets (car, house, boat)?
  - My customers will own property.

### **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 market my services on-line and through word of mouth, and then make sales in customers' homes and businesses.
- Do I go to my customer (home service) or does my customer come to me?
  - I will travel to my customers to perform my services.
- What neighborhood will my ideal customer live/work in (River Oaks/Highland park, a suburb, or small rural community)?
  - Any higher class neighborhood, new housing development, government property, or business park are key initial targets.
- How close are my customers geographically located (live close to each other or spread all over the city)? Time is money.
  - My target customers will ideally live within a 50 mile radius of my office.

- How easily can I find this customer (one at a time or they will provide referrals)?
  - By promoting my business to housing developments, working with local governments, and asking customers for three referrals, I will be able to find clients and drive new business.

**Other:**

- Can I reach these individuals as a group or do I need to find and sell to them individually?
  - While advertisements can get customers' attention, landscaping is business that relies heavily on referrals, beyond my high-quality service, I will stand out by offering unique products that promote safety and are environmentally friendly.
- Once I sell to a customer, what is the likelihood that they will buy from me again?
  - I will encourage all my customers to tell their friends and family and any close neighbors about my work performance, honest labor, and unique fire prevention service. I expect to get business contracts by doing heavy outreach, especially when my business is getting off the ground.

**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>
Hanson and Hanson	Direct	Web-page, newspaper, local directories	Change by material and square foot	Established company, manpower ability to handle large jobs	Lack quality skill sets neglect small jobs, poor customer service, high prices	Fire-prevention (fire proof secured) customer relationships, fair bid prices
Blue oak landscaping	Direct	Business cards, newspaper, flyers, signs, web-page	Charged by the material and square foot	Established company, manpower ability to handle large jobs	Lack quality skill sets, no unique advantages neglect small jobs, poor customer service, and high prices.	Better Fire prevention (fire proof secured) fair bid prices, availability for smaller projects
Southern landscapes center	Direct	Business cards, newspaper, local directories	Charged by the material and square foot	Established companies contacts manpower ability to handle large jobs	Lack quality skill sets, no unique advantages neglect small jobs, poor customer service, and high prices.	Fire-prevention in landscaping better customers relationships fair-bid-pricing more availability for smaller projects
Green masters	Direct	Newspaper, flyers, signs, web-pages, local directories	Charged by the material and square foot	Established companies contacts manpower ability to handle large jobs	Lack quality skill sets, no unique advantages neglect small jobs, poor customer service, and high prices.	Fire-prevention in landscaping fair bid pricing
Lowe's	Indirect	Billboards, street signs, web-pages	Charged by the job percent of bid	Stocked materials well established company local word of mouth	Lack quality skill sets, no unique advantages neglect small jobs, poor customer service, and high prices.	Fire- prevention in landscaping

## **EXTRAS**

### **External Extras:**

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- Do you have a connection with a supplier in your industry?
  - As of right now I have PEP as an extended network.
- Do you have access to a favorable location for your business?
  - I have my family that will help me in any way they can and property in Paradise, California.
- Are you going to be the first company of your type in your chosen area operations?
  - No, I will not be the first landscape company in the industry. However my service will offer a unique competitive advantage by introducing a smart property fine alarm sprinkler system to the market.

### **Internal Extras:**

- Do you have a new or cutting edge concept?
  - Yes, fire proof secured landscaping with new cutting edge irrigation improvements and advancements.
- Will you be able to offer specialized or flexible scheduling that your competitors cannot match initially?
  - Yes, weekly or bi-weekly scheduling and appointments.
- Are you an especially charming or personable person?
  - I am passionate about being an entrepreneur. My training and professional development has shown that I have an impressive style that is cheerful and charismatic. I have a personality that's consistent and dependable so I say absolutely!

## **MARKETING**

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### **Message:**

- What are three things your company name (with no other information provided) says about your company?
  - Reviving, Redeeming and restoring landscapes. A place of bliss and comfort style, a heavenly oasis vision.
- What is your tagline?
  - Transforming your lawn into a memorable, fireproof paradise.
- How does your name and tagline make you different than your competitors?
  - Your home and lawn is our main focus, we beautify landscapes and fire-proof your safe haven.
- Can your message be effectively conveyed through multiple types of media?
  - We will use multiple types of media for advertisement, and our message can absolutely translate across media platforms.

- Is your message effective across different demographics?
  - Yes, I will spread my company name to multiple surrounding counties and communities.
- Is your pricing consistent with the market for similar offerings?
  - My pricing is sustainable and still lower than most fair bid pricing for quality work.
- Is your pricing consistent with the degree of personalization?
  - Yes, the size of the job will determine pricing, but will not affect the quality of work we provide.

**Media:**

- What are three types of media you will use to reach your customers?
  - Google.com craigslist- S.C.O.R.E and Angie's list. On-line web sites also newspapers ads, flyers business cards and most important word of mouth.
- How many potential typical customers (not just total people) can you reach each month using the types listed above?
  - We should be able to generate leads for at least 105 people a month.
- Once you've reached your typical customer, how many will actually buy from you?
  - Once I reach my typical customer who contacts me for a job. I will seek at least 45 contracts a month.
- For each of the three, what do you think the estimated cost will be?
  - \$1560 biannually for advertising, \$20 for business cards per month.
- For each cost estimate, is this a one-time expense up front or a recurring monthly charge?
  - It will be a biannual cost for advertising and a monthly cost, for business cards.
- How will you collect customer reviews?
  - I will ask customers to e-mail me with their reviews for my website, post their reviews on social media or online marketplaces, and pass on good word of mouth reviews.

## RESUME

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### **Christopher**

1100 Hwy 1807

Venus, TX 76084

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

### **Experience**

#### ***Maintenance/ Plumber in TDCJ***

*March 2015- April 2019*

Responsible for repairing and installing sweat pipes and folder joints

#### ***Laundry/ Presser in TDCJ***

*July 2013- March 2015*

Operated pressing machine and, steam pressed/ hot pressed and starched clothing.

#### ***Commissary stock clerk***

*August 2011-March 2015*

Responsible for receipts, stock rotation and inventory counts

#### ***Library Assistant/ Clerk***

*November 2010- August 2011*

Organized and prioritized stocking book-shelves and checked books in and out

### **Skills**

- **Wood machinist and builder**
- **Lawn-care specialist**
- **Gardener and irrigation technician**
- **Plumbing and sewage operator**
- **Painter**
- **Material handler**
- **Heavy equipment operator**
- **Book accounting**

### **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.

#### ***Windham School District***

*October 2018- March 2019*

Landscape design, construction and maintenance

#### ***Windham School District***

*October 2011- May 2012*

Construction Carpentry and OSHA training

#### ***Windham School District***

*January 2009- August 2009*

G.E.D.

Owner's name	Christopher
Company name	Paradise Landscapes
<b>NAICS Business Classification</b>	
Sector (general classification)	55_Management_of_Companies_and_Enterprises
Sub-sector (more specific classification)	551: Management of Companies and Enterprises

**Start-up Costs**  
**Year 1**

**Assumption 4 - Total Uses**

Non-Depreciable Costs	Paid or contributed in Month 1
marketing, business cards, fliers	550
cell phone purchase	150
car/truck down payment, if leased	
permits	1,200
supplies, office & misc.	100
Dry Run Expenses	5,000
Inventory (starting)	1,000
Disposable Bags/Cans	200
Insurance Liability	500

Cash needed for start-up expenses 8,700

Depreciable Costs	Paid or contributed in Month 1	Equipment Financing (Additional to amount paid)	Depreciable Assets
company car, truck or van	3,500	4,500	8,000
company trailer	2,500		
computer, printer, fax	500		500
	3,500	4,500	8,000
	2,650		2,650
			-
building/office deposit		N/A	N/A
beginning cash balance		N/A	N/A
Cash needed for start-up assets	<u>12,650</u>	<u>9,000</u>	<u>19,150</u>

60 assumed life (months)  
319 monthly depreciation

**Total start up cost** 30,350

**Assumption 5 - Total Sources**

Cash owner will contribute and the value of owner's assets contributed to company	21,350	70%
Vehicle loan and other equipment debt (see note 7 for financing)	9,000	30%
Startup financing, if applicable (for example Kiva loan)		0%
Outside equity investment, if applicable		0%
<b>Total start up cost, total sources</b>	<u><u>30,350</u></u>	100%



**Christopher dba Paradise Landscapes**  
**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														
Lawn Care Contract	6	-	750	3,000	4,500	5,250	6,750	8,250	9,000	9,000	9,000	9,000	9,000	73,500	13%
Irrigation	6	-	3,000	15,000	15,000	30,000	30,000	60,000	60,000	60,000	60,000	60,000	60,000	453,000	82%
Seasonal Decoration	6	-	2,000	4,000	3,000	2,000	1,000	1,000	1,000	2,000	3,000	4,000	6,000	29,000	5%
<b>Total revenue</b>		-	5,750	22,000	22,500	37,250	37,750	69,250	70,000	71,000	72,000	73,000	75,000	555,500	100%
Cost of Goods Sold	2														
Lawn Care Contract	6	-	125	500	750	875	1,125	1,375	1,500	1,500	1,500	1,500	1,500	12,250	2%
Irrigation	6	-	1,427	7,135	7,135	14,270	14,270	28,540	28,540	28,540	28,540	28,540	28,540	215,477	39%
Seasonal Decoration	6	-	550	1,100	825	550	275	275	275	550	825	1,100	1,650	7,975	1%
<b>Total COGS</b>		-	2,102	8,735	8,710	15,695	15,670	30,190	30,315	30,590	30,865	31,140	31,690	235,702	42%
<b>Gross profit</b>		-	3,648	13,265	13,790	21,555	22,080	39,060	39,685	40,410	41,135	41,860	43,310	319,798	58%
Expenses	2														
Auto or truck lease	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
Depreciation	3	-	319	319	319	319	319	319	319	319	319	319	371	3,562	1%
Gasoline & fuels	-	-	500	500	500	500	500	500	500	500	500	500	500	5,500	1%
Insurance - bonding	-	-	150	150	150	150	150	150	150	150	150	150	150	1,650	0%
Insurance - vehicle	-	-	150	150	150	150	150	150	150	150	150	150	150	1,650	0%
Interest - equip & start up	7	-	45	44	43	42	42	41	40	39	38	37	36	449	0%
Marketing	550	-	-	-	-	-	500	-	-	-	-	-	-	1,050	0%
Office - rent	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
Office - insurance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
Office - telephone	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
Office - utilities	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
Payroll - not owner and not in COGS	8	-	-	-	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	12,600	2%
Payroll taxes (9%)	6 & 8	-	-	-	126	126	126	126	126	126	126	126	126	1,134	0%
Permits	1,200	-	-	-	-	-	-	-	-	-	-	-	-	1,200	0%
Supplies	100	-	250	250	250	250	250	250	250	250	250	250	250	2,850	1%
Tax service	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
Telephone - cellular	150	-	50	50	50	50	50	50	50	50	50	50	50	700	0%
Start-up expenses	6,700	-	-	-	-	-	-	-	-	-	-	-	-	6,700	1%
	-	-	20	20	20	20	20	20	20	20	20	20	20	220	0%
	-	-	409	409	409	409	409	409	409	409	409	409	409	4,499	1%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0%
<b>Total expenses</b>		8,700	1,893	1,892	3,417	3,417	3,916	3,415	3,414	3,413	3,412	3,412	3,462	43,764	8%
<b>Taxable profit (loss)</b>	1	(8,700)	1,755	11,373	10,373	18,138	18,164	35,645	36,271	36,997	37,723	38,448	39,848	276,034	50%
Tax (expense) benefit	1	-	-	(1,107)	-	-	(11,669)	-	-	(27,228)	-	-	(29,005)	(69,008)	-12%
Owner's withdrawals	1	-	(1,500)	(2,500)	(4,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(48,000)	-9%
<b>Net profit (loss)</b>		(8,700)	255	7,766	6,373	13,138	1,495	30,645	31,271	4,769	32,723	33,448	5,843	159,025	29%
Depreciation	3	-	319	319	319	319	319	319	319	319	319	319	371	3,562	
Equipment purchases	3	(21,650)	-	-	-	-	-	-	-	-	-	-	(3,099)	(24,749)	
Principle, equipment loan	7	9,000	(166)	(167)	(168)	(169)	(170)	(171)	(171)	(172)	(173)	(174)	(175)	7,124	
Repay debt financing	7	-	-	-	-	-	-	-	-	-	-	-	-	-	
Owner contribution	3	21,350	-	-	-	-	-	-	-	-	-	-	-	21,350	
Equity investor	3	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Net cash flow</b>		-	408	7,918	6,524	13,289	1,645	30,794	31,419	4,915	32,869	33,594	2,940	166,312	
Cash, period start		-	-	408	8,325	14,849	28,138	29,783	60,576	91,995	96,910	129,779	163,373	-	
<b>Cash, period end</b>		-	408	8,325	14,849	28,138	29,783	60,576	91,995	96,910	129,779	163,373	166,312	166,312	