

prison
entrepreneurship
program

Business Plan Competition
January 23-24, 2020

Nathan
Integrity Production Services

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

Integrity Production Services

“We use integrity to flow your oil well”

Business Plan
January 2020

Nathan
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

Opportunity	Purpose	Solution																																				
<p>Oil field personal experience High pressure to perform at top levels with little training and are expected to produce results.</p>	<p>Integrity Production Services strives to be a premiere oilfield service company with a focus on safety' service and commitment.</p>	<p>Integrity Production Services is ready with highly trained and skilled personnel capable of handling all aspects of flow back and well testing operators.</p>																																				
Customers	Differentiators	Extras																																				
<p>Small independent operators and major operators in the Permian Basin Oil and Gas Industry.</p>	<p>A 10 year of industry experience/ Over 500 wells on production to date/ A power safety record.</p>	<p>We have numerous existing contacts with decision makers in the Oil and Gas Industry who have committed in advance to doing business with our company.</p>																																				
Marketing	Financials & Extras	Start-up Costs																																				
<p>Our own personal contacts/ Hire seasoned sales agents/ Good old fashioned word of mouth.</p>	<table border="0"> <tr> <td>Sales:</td> <td style="text-align: right;">\$1,426,000</td> <td style="text-align: right;">100%</td> </tr> <tr> <td>COGS</td> <td style="text-align: right;">195,200</td> <td style="text-align: right;">14%</td> </tr> <tr> <td>Gross profit</td> <td style="text-align: right;"><u>1,230,800</u></td> <td style="text-align: right;"><u>86%</u></td> </tr> <tr> <td>Overhead</td> <td style="text-align: right;">270,300</td> <td style="text-align: right;">19%</td> </tr> <tr> <td>Pretax income</td> <td style="text-align: right;">960,400</td> <td style="text-align: right;">67%</td> </tr> <tr> <td>Tax expense</td> <td style="text-align: right;">240,100</td> <td style="text-align: right;">17%</td> </tr> <tr> <td>Owner withdrawals</td> <td style="text-align: right;">58,000</td> <td style="text-align: right;">4%</td> </tr> <tr> <td>Net income</td> <td style="text-align: right;"><u>\$ 662,300</u></td> <td style="text-align: right;"><u>46%</u></td> </tr> </table>	Sales:	\$1,426,000	100%	COGS	195,200	14%	Gross profit	<u>1,230,800</u>	<u>86%</u>	Overhead	270,300	19%	Pretax income	960,400	67%	Tax expense	240,100	17%	Owner withdrawals	58,000	4%	Net income	<u>\$ 662,300</u>	<u>46%</u>	<table border="0"> <tr> <td>Owner investment - cash</td> <td style="text-align: right;">\$148,500</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;">90,000</td> </tr> <tr> <td>Start up financing</td> <td style="text-align: right;">-</td> </tr> <tr> <td>Total start up costs:</td> <td style="text-align: right;"><u>\$238,500</u></td> </tr> <tr> <td>Plan Purpose:</td> <td style="text-align: right;">Start-Up</td> </tr> </table>	Owner investment - cash	\$148,500	Owner investment - equipment	-	Vehicle and/or equipment loan	90,000	Start up financing	-	Total start up costs:	<u>\$238,500</u>	Plan Purpose:	Start-Up
Sales:	\$1,426,000	100%																																				
COGS	195,200	14%																																				
Gross profit	<u>1,230,800</u>	<u>86%</u>																																				
Overhead	270,300	19%																																				
Pretax income	960,400	67%																																				
Tax expense	240,100	17%																																				
Owner withdrawals	58,000	4%																																				
Net income	<u>\$ 662,300</u>	<u>46%</u>																																				
Owner investment - cash	\$148,500																																					
Owner investment - equipment	-																																					
Vehicle and/or equipment loan	90,000																																					
Start up financing	-																																					
Total start up costs:	<u>\$238,500</u>																																					
Plan Purpose:	Start-Up																																					
Personal Fit																																						

As CEO, Senior Operator and Head Trainer of Integrity Production Services I look forward to a hands on approach to leadership of this venture. I will personally be on the start of every job to inspect personnel + ensure that we are fulfilling our full potential. Our core values are being valued on safe service and committed to just that. In the past 10 years I have dedicated my life to this industry. This is not only my passion it is also my dream.

PERSONAL FIT

Believe it or not writing a personal statement is rather a hard thing to do. I want to really express to you the parts of me that explain who I am, how I became such a unique young man. I have been through so much that my life could make a Hallmark movie. I wish you could have been there and really experienced some of these situations but without further ado. Try to picture my life, a movie, I was born in Dallas, Texas on April 16th 1982 to my mother, Donna. My mother and father dated in there years after High School but mom raised me on her own. We lived with my favorite person in the world, my grandmother, Margaret. My grandmother was the best to me and I was the apple of her eye. I loves school and did really good in my elementary, intermediate and junior high school years. As I got into the 9th grade I was introduce to drugs, skipping school and partying. I chose to quit school, move out on my own and sell drugs for a living.

I was about 15 when I turned from being an honor roll student, strong starting High School running back and super liked personality, to a drop out, drug dealer going nowhere. I was so blind and lost that I did not realize I was a criminal until it was too late. I got my 1st felony at the age of 18 and was on my way to prison with a 5 year sentence. I was in shock, scared and had no idea what would happen next. Dallas County Jail was the worst place I have ever been in my life. Tomorrow is not promised to you and only the strong survive! At this point in my life I was broken and almost hopeless. If you would have told me that going to prison could save me and turn my life around I would have told you "you're crazy." That is exactly what happened. I put my trust in the heavenly father and he healed me and restored my hope and heart.

I did my whole 5 year sentence and while I was in TDCJ I committed myself to change and doing anything I could to better myself. It was a hard time but it was also very productive. I got my GED, 21 college credits and completed an 18 month program called IFI, which stands for Interchange Freedom Initiative. The best thing I have ever done, it really changed my life and the fruit of this change was proven upon my release in 2007. I really did a lot of good things from 2007 to 2015. I worked in the oil field for 8 years strong, loved every minute of it. The Lord really blessed me with a passion for work, I bought a 3 bedroom brick home and remarried my ex-wife and moved her and my seven year old daughter into a beautiful home. Our lives were so good and I have an 8 year proven track record of success, work history, and being a loving faithful father and husband. In 2015 the most tragic event I have ever experienced happened in my home. I found out my beautiful wife and my younger brother were having an affair while I was out of town working. This broke my heart and turned my world upside down. I tried to be forgiving but it was too hard to continue the marriage. We were fighting and fussing all the time and it led to my daughter calling the police and once again I am in prison. I never thought I would ever be back here. I did need some time for my heart to heal and get back to trusting people. I will admit that situation really affected me in a negative way. But today I feel like I am back to myself and have been healed. I am thinking clearly, having fun even in prison and learning a lot in PEP. I feel like my future is bright.

The most beautiful thing about starting your life over is you can make it however you want. With that being said I am leaving prison a single, healthy, young oil field worker with over

8 years' experience and a proven track record of success. I am passionate about the work I do and cannot wait to get back in the field, build my contacts back up, save money to start purchasing equipment. I am a trustworthy individual and pride myself on being honest and carrying myself with integrity.

I plan on going to Dallas, Texas upon my release in October of 2020.

OPPORTUNITY

- Can I solve the problem given my skills and personality?
 - With 10 years in the Oil and Gas industry, and over 500 wells produced to date; I have a proven track record to solve all potential problems.
- Is the customer looking for a more holistic solution than his or her immediate complaint?
 - My company's main focus is to develop higher quality operations and industry leading equipment.
- Do I need to do all of the work myself or can I hire others to help me and still maintain quality?
 - I will hire only seasoned workers at start-up, and I will be present at every job being started to ensure quality.
- Is there growth potential to expand my business, or is this a dying market?
 - Our company has a passion for expanding and look forward to operating in other markets where resources allow.
- How soon can I get my business up and running?
 - I believe we can be operating within 12 to 18 months of my release.
- Is this something that will take a lot of cash to get started or is it more of a question of hustle?
 - I will rely heavily on industry contacts and bootstrap financing to lower cost, but will still need a significant amount of money to get started.
- Is this something I would be proud to share with my family and parole officer?
 - Yes, I will be very proud to share this alone with the ethics that influences it.
- Is the opportunity (Activity and Start Date) consistent with potential parole restrictions?
 - Yes I believe so.
- Would my business start as a part-time venture or need to be full time?
 - We will be a fully operational business at the time of founding and will require the full attention of the owners.

SOLUTION

- Is what I am offering filling the customer's real need?
 - Yes.

- What are the benefits (not features) that I am providing?

- I am providing skilled operators, safety on all job sites.
- Why can I do this better than another business (competitor)?
 - Due to my knowledge and understanding of the business I will be raising the bar creating an industry standard.
- How will I deliver this better idea to my customers?
 - I will be relying heavily on my industry contacts and references.
- Is my delivery (retail store, home service, etc.) consistent with how I will produce the service (one-day delivery, hand-made products, etc.)?
 - I will be required to travel due to the geographic spread of my customers.
- Is my solution consistent with my passion for selling?
 - Yes. My passion for selling comes from my sales history as the top salesman for a fortune 500 company.
- Is the price of my solution equal to or less than the customer's pain?
 - Yes.
- Is the approximate cost of my solution lower than the price?
 - Yes.
- Do I need a fixed location (Storefront) or is this a mobile business?
 - We will require a formal office and shop.
- Do I offer a guaranty or return policy?
 - Yes.

CUSTOMERS

Demographics:

- Will my service have different appeal to men versus women?
 - Men will be more interested in my company due to it being in the oil and gas industry.
- What is my ideal customer's age (children, young adult, middle aged, mature)?
 - My ideal customer will be between 25-75 years of age.
- Does my customer need to be married, single or does it matter?
 - Marital status is not important.
- Do language or ethnicity differences improve or limit my ability to sell to my ideal customer?
 - No.
- What aspect of my ideal customer am I appealing to (outdoors person, health conscious, nerd, their personal image, environmental concerns, recreation, etc.)?
 - My target customer will be interested in environmental cleanliness and compliance to safety standards.

Income:

- Does my customer need a certain income (rich, middle class, poor)?
 - No.
- Does my customer need to own specific assets (car, house, boat)?

- No.

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 to my customers at their personal office, events, job sites and word of mouth.
- Do I go to my customer (home service) or does my customer come to me?
 - I will most likely go to their business but I will have an office in case they need to come to me or require my service.
- What neighborhood will my ideal customer live/work in (River Oaks/Highland park, a suburb, or small rural community)?
 - Small populated areas.
- How close are my customers geographically located (live close to each other or spread all over the city)? Time is money.
 - They will be located close together.
- How easily can I find this customer (one at a time or they will provide referrals)?
 - These customers will be easily found on the web, by referral and newspapers.

Other:

- Can I reach these individuals as a group or do I need to find and sell to them individually?
 - I will reach these customers individually.
- Once I sell to a customer, what is the likelihood that they will buy from me again?
 - The likelihood that these customers will buy from me again is excellent due to our business will have contractual agreements with a lot of these businesses.

If Doing Business to Business Operations (Optional):

- Am I selling to a wholesaler, retailer or does it matter?
 - My customer will be owners of oil field companies and their field supervisors.
- What industry is my customer in?
 - Oil and gas industry.
- What size customer do I want to serve (large/small, single/multiple locations)?
 - Independent to major corporations.
- Will my customer require special insurance (construction bonding, liability insurance)?
 - Yes.
- Does my customer require 24/7 service?
 - Yes. We will provide 24 hour on call service.
- Do I have the capacity to meet the customer's demands?
 - Yes.

- Will the size of a customer allow me to develop other clients or will I be hostage to one company?
 - Yes the size of our customer will allow us to grow.

DIFFERENTIATORS

My Competitors	Direct or Indirect	Promotion	Price	Their Advantages	Their Disadvantages	My Differentiators
F 2	Direct	Business Card Word of Mouth	\$4,000 Per Day	Well Known	Waiting Time	Personnel Cost Less Open To New Contracts
Oil States International	Indirect	Website Billboard Tradeshows	\$5,000 Per Day	Well Known Bigger Market	Not Very Personal High Personnel Turnover	Highly Trained Personnel Cost Less Personal Relationships
Blackwell	Direct	Business Card Newspaper Magazines	\$4,500 Per Day	Good Contracts	Can Only Handle Small Jobs	Cost less Can Handle Any Job On Call Service
Halliburton	Indirect	T.V Radio Billboard Newspaper	\$6,000 Per Day	Well Known Personnel	High Cost	Cost Less On Call Service

EXTRAS

External Extras:

- Do you have a connection with a supplier in your industry?
 - Yes.
- Do you have access to a favorable location for your business?
 - Yes.
- Are you going to be the first company of your type in your chosen area operations?
 - No.

Internal Extras:

- Do you have a new or cutting edge concept?
 - No.
- Will you be able to offer specialized or flexible scheduling that your competitors cannot match initially?
 - Yes. We will have an around the clock emergency call service.
- Are you an especially charming or personable person?
 - Yes I have unmatched enthusiasm and charisma.

MARKETING

Message:

- What are three things your company name (with no other information provided) says about your company?
 - We have integrity and we produce services.
- What is your tagline?
 - We use integrity to flow your oil well.
- How does your name and tagline make you different than your competitors?
 - We operate in integrity something hard to find these days.
- Can your message be effectively conveyed through multiple types of media?
 - Yes.
- Is your message effective across different demographics?
 - Yes.
- Is your pricing consistent with the market for similar offerings?
 - Yes.
- Is your pricing consistent with the degree of personalization?
 - Yes.

Media:

- What are three types of media you will use to reach your customers?
 - I will be using business cards, a sales agent and word of mouth.

- How many potential typical customers (not just total people) can you reach each month using the types listed above?
 - A minimum of 20 per month.
- Once you've reached your typical customer, how many will actually buy from you?
 - Four to eight per month.
- For each of the three, what do you think the estimated cost will be?
 - This will cost from \$200- \$500 per month.
- For each cost estimate, is this a one-time expense up front or a recurring monthly charge?
 - This will be on a job by job basis although I will have some contractual agreements with some of these companies.
- How will you collect customer reviews?
 - I will collect reviews from my web site. I will also collect reviews at luncheons and company dinners.

RESUME

Nathan

1100 Hwy 1807
Venus, TX 76084
Cell 999-999-999, myaccount@gmail.com

Experience

Oil Patch Group-Rig Supervisor *2017-2018*

Well testing, Rig-up equipment, operated three phase separator and various jobs around the Oil Field.

Thompson Field Services-Senior Operator *2015-2017*

Drill out, frac, flow-back and well test supervisor.

F2 Oil Field Services-Lead Operator *2015*

Lead operator for Devor Energy in Big Spring and Midland.

Oil States International- Flow Back Operator *2013-2015*

Senior gas well and rig-up operator and forklift/man lift operator.

Skills

- **10 years in Oil Field**
- **Heavy equipment operator**
- **Forklift operator**
- **Man Lift operator**
- **Gas Lift operator**
- **First-Aid and CPR Certified**
- **Salesman**
- **Carpentry/Framing**

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.

Alvin Community College *2014-2015*

21 College Credits (algebra, biology, and excel computer).

Safety Training *2007-2018*

First-Aid and CPR Certified

Owner's name	Nathan
Company name	Integrity Production Services

NAICS Business Classification

Sector (general classification)	21_Mining_Quarrying_and_Oil_and_Gas_Extraction	
Sub-sector (more specific classification)	211: Oil and Gas Extraction	

Start-up Costs
Year 1

Assumption 4 - Total Uses

Non-Depreciable Costs	Paid or contributed in Month 1
marketing, business cards, fliers	500
cell phone purchase	1,000
car/truck down payment, if leased	10,000
permits	
supplies, office & misc.	2,000
Company Uniforms	1,000
Safety Equipment PPE	1,000

Cash needed for start-up expenses 15,500

Depreciable Costs	Paid or contributed in Month 1	Equipment Financing (Additional to amount paid)	Depreciable Assets
company car, truck or van	10,000	20,000	30,000
company trailer	10,000	20,000	
computer, printer, fax	2,000		2,000
Tools	6,000		6,000
3 Phase Separator	30,000	30,000	60,000
Pipe/Plug	20,000	20,000	40,000
building/office deposit	5,000	N/A	N/A
beginning cash balance	50,000	N/A	N/A
Cash needed for start-up assets	<u>133,000</u>	<u>90,000</u>	<u>138,000</u>

60 assumed life (months)
2,300 monthly depreciation

Total start up cost 238,500

Assumption 5 - Total Sources

Cash owner will contribute and the value of owner's assets contributed to company	148,500	62%
Vehicle loan and other equipment debt (see note 7 for financing)	90,000	38%
Startup financing, if applicable (for example Kiva loan)		0%
Outside equity investment, if applicable		0%
Total start up cost, total sources	<u>238,500</u>	100%

**Nathan dba Integrity Production Services
EOU, Financing, and Payroll Assumptions
Year 1**

Assumption 6 - Revenue Model (Economics of One Unit)

	Product 1		Product 2		Product 3	
Product name	Drill Out		Flowback/Well Testing		Production Monitoring	
Product description	Personnel 24 hr. crew/equipment rental		Personnel 24 hr. crew/equipment rental		Personnel 24 hr. crew/equipment rental	
Price per unit	5,000.00	100%	6,000.00	100%	3,000.00	100%
Cost of <u>one</u> unit	hours	rate	hours	rate	hours	rate
Non-owner payroll exp.		-		-		-
Non-owner payroll tax	9.0%	-		-		-
cost 1 description	Fuel	100.00	Fuel	100.00	Fuel	100.00
cost 2 description	Equipment	200.00	Equipment	100.00	Trailer	100.00
cost 3 description	Rig Maintenance	500.00	Rig Maintenance	500.00	Misc	100.00
cost 4 description	Misc	100.00	Misc.	100.00		
Total variable costs		900.00		800.00		300.00
Gross profit per unit - what you see on income statement		4,100.00		5,200.00		2,700.00
		82%		87%		90%

	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	Total Year
Drill Out sold		6	6	8	3	6	6	6	6	3	3	3	56
Flowback/Well Testing sold		14	14	14	14	14	14	14	14	14	15	10	151
Production Monitoring sold		5	5	10	5	10	5	5	5	10	15	5	80
total revenue		\$129,000	\$129,000	\$154,000	\$114,000	\$144,000	\$129,000	\$129,000	\$129,000	\$129,000	\$150,000	\$90,000	\$1,426,000
total cost of sales		\$18,100	\$18,100	\$21,400	\$15,400	\$19,600	\$18,100	\$18,100	\$18,100	\$16,900	\$19,200	\$12,200	\$195,200
total income statement gross profit (excludes owner labor)		\$110,900	\$110,900	\$132,600	\$98,600	\$124,400	\$110,900	\$110,900	\$110,900	\$112,100	\$130,800	\$77,800	\$1,230,800

Assumption 7 - Financing

		Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total Year
Equipment financing, see Start-up Costs sheet		amortization schedule											
Amount borrowed	\$ 90,000	principal, beginning	90,000	88,775	87,542	86,301	85,051	83,793	82,527	81,252	79,969	78,678	77,377
Interest rate (example 8%)	8.0%	interest expense	600	592	584	575	567	559	550	542	533	525	516
Loan term (# of months)	60	principal payment	(1,225)	(1,233)	(1,241)	(1,250)	(1,258)	(1,266)	(1,275)	(1,283)	(1,292)	(1,300)	(1,309)
Monthly payment	1,825	principal, ending	88,775	87,542	86,301	85,051	83,793	82,527	81,252	79,969	78,678	77,377	76,068
Start-up financing, see Start-up Costs sheet													
Amount borrowed	\$ -	principal, beginning	-	-	-	-	-	-	-	-	-	-	-
Interest rate (example 8%)		interest expense	-	-	-	-	-	-	-	-	-	-	-
Payback period (# of months)		principal payment	-	-	-	-	-	-	-	-	-	-	-
Grace period (months pay delay)		principal, ending	-	-	-	-	-	-	-	-	-	-	-
Monthly payment	\$ -												

Assumption 8 - Payroll, nondirect

	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total Year
# of employees	4	4	4	4	4	6	6	6	6	6	6	
avg hours each employee(s) worked per month, not in EOU above	160	160	160	160	160	160	160	160	160	160	160	
average per hour wage	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	
salary expense, excluding payroll taxes	9,600	9,600	9,600	9,600	9,600	14,400	14,400	14,400	14,400	14,400	14,400	134,400

Assumption 9 - Equipment Purchases, after start-up

Description	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total Year
Truck						80,000						
Iron Separator/Flare Stack					40,000		40,000					
Trailers & Tools					10,000.00		10,000.00	10,000.00				

Nathan dba Integrity Production Services
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														
Drill Out	6	-	30,000	30,000	40,000	15,000	30,000	30,000	30,000	30,000	15,000	15,000	15,000	280,000	20%
Flowback/Well Testing	6	-	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	84,000	90,000	60,000	906,000	64%
Production Monitoring	6	-	15,000	15,000	30,000	15,000	30,000	15,000	15,000	15,000	30,000	45,000	15,000	240,000	17%
Total revenue		-	129,000	129,000	154,000	114,000	144,000	129,000	129,000	129,000	129,000	150,000	90,000	1,426,000	100%
Cost of Goods Sold	2														
Drill Out	6	-	5,400	5,400	7,200	2,700	5,400	5,400	5,400	5,400	2,700	2,700	2,700	50,400	4%
Flowback/Well Testing	6	-	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	11,200	12,000	8,000	120,800	8%
Production Monitoring	6	-	1,500	1,500	3,000	1,500	3,000	1,500	1,500	1,500	3,000	4,500	1,500	24,000	2%
Total COGS		-	18,100	18,100	21,400	15,400	19,600	18,100	18,100	18,100	16,900	19,200	12,200	195,200	14%
Gross profit		-	110,900	110,900	132,600	98,600	124,400	110,900	110,900	110,900	112,100	130,800	77,800	1,230,800	86%
Expenses	2														
Auto or truck lease		10,000	600	600	600	600	600	600	600	600	600	600	600	16,600	1%
Depreciation	3	-	2,300	2,300	2,300	2,300	3,133	4,467	5,300	5,467	5,467	5,467	5,467	43,967	3%
Gasoline & fuels		-	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	16,500	1%
Insurance - bonding		-	800	800	800	800	800	800	800	800	800	800	800	8,800	1%
Insurance - vehicle		-	200	200	200	200	200	200	200	200	200	200	200	2,200	0%
Interest - equip & start up	7	-	600	592	584	575	567	559	550	542	533	525	516	6,142	0%
Marketing		500	100	100	100	100	100	100	100	100	100	100	100	1,600	0%
Office - rent		-	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%
Office - insurance		-	200	200	200	200	200	200	200	200	200	200	200	2,200	0%
Office - telephone		-	100	100	100	100	100	100	100	100	100	100	100	1,100	0%
Office - utilities		-	100	100	100	100	100	100	100	100	100	100	100	1,100	0%
Payroll - not owner and not in COGS	8	-	9,600	9,600	9,600	9,600	9,600	14,400	14,400	14,400	14,400	14,400	14,400	134,400	9%
Payroll taxes (9%)	6 & 8	-	864	864	864	864	864	1,296	1,296	1,296	1,296	1,296	1,296	12,096	1%
Permits		-												-	0%
Supplies		2,000	200	200	200	400	400	400	600	600	600	400	200	6,200	0%
Tax service		-												-	0%
Telephone - cellular		1,000	200	200	200	200	200	400	400	400	400	400	400	4,400	0%
Start-up expenses		2,000	-	-	-	-	-	-	-	-	-	-	-	2,000	0%
		-												-	0%
		-												-	0%
		-												-	0%
		-												-	0%
		-												-	0%
		-												-	0%
Total expenses		15,500	18,364	18,356	18,348	18,539	19,364	26,121	27,146	27,304	27,296	27,087	26,879	270,304	19%
Taxable profit (loss)	1	(15,500)	92,536	92,544	114,252	80,061	105,036	84,779	83,754	83,596	84,804	103,713	50,921	960,496	67%
Tax (expense) benefit	1			(42,395)			(74,837)			(63,032)		(59,860)		(240,124)	-17%
Owner's withdrawals	1	-	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)	(6,000)	(6,000)	(6,000)	(6,000)	(10,000)	(4,000)	(58,000)	-4%
Net profit (loss)		(15,500)	88,536	46,149	110,252	76,061	26,198	78,779	77,754	14,564	78,804	93,713	(12,938)	662,372	46%
Depreciation	3	-	2,300	2,300	2,300	2,300	3,133	4,467	5,300	5,467	5,467	5,467	5,467	43,967	
Equipment purchases	3	(173,000)	-	-	-	-	(50,000)	(80,000)	(50,000)	(10,000)	-	-	-	(363,000)	
Principle, equipment loan	7	90,000	(1,225)	(1,233)	(1,241)	(1,250)	(1,258)	(1,266)	(1,275)	(1,283)	(1,292)	(1,300)	(1,309)	76,068	
Repay debt financing	7	-	-	-	-	-	-	-	-	-	-	-	-	-	
Owner contribution	3	148,500	-	-	-	-	-	-	-	-	-	-	-	148,500	
Equity investor	3	-	-	-	-	-	-	-	-	-	-	-	-	-	
Net cash flow		50,000	89,611	47,216	111,311	77,111	(21,926)	1,979	31,779	8,747	82,979	97,879	(8,781)	567,906	
Cash, period start		-	50,000	139,611	186,827	298,138	375,249	353,323	355,303	387,082	395,829	478,808	576,687	-	
Cash, period end		50,000	139,611	186,827	298,138	375,249	353,323	355,303	387,082	395,829	478,808	576,687	567,906	567,906	