

prison
entrepreneurship
program

Business Plan Competition
September 20, 2024

Float Meditations

Prison Entrepreneurship Program
P.O. Box 2767
Houston, TX 77252
(832) 767-0928
www.pep.org

Float Meditations

Business Plan
September 2024

Steve
Owner & Founder

TABLE OF CONTENTS

EXECUTIVE SUMMARY..... 1

TEAM LEADERSHIP STATEMENT 2

PRODUCT/SERVICE OFFERING 3

MARKET/INDUSTRY 4

COMPETITION 4

DIFFERENTIATION..... 4

MARKETING STRATEGY 5

VISION AND OBJECTIVES 6

FINANCIAL SUMMARY..... 7

FINANCIALS 8

FINANCIALS (CONTINUED)..... 9

EXECUTIVE SUMMARY

Opportunity	Purpose	Solution																																					
<ul style="list-style-type: none"> • People suffering painful and slow physical injury • Sufferers of high anxiety or stress • Health and Wellness seekers • Zen like peace and tranquility for mind, body and soul rejuvenation 	<ul style="list-style-type: none"> • Assist in the recovery of folks rehabilitating from injury or illness • Reduce inflammation and increase oxygen and blood flow in the body • Promote reduced stress and anxiety to assist in better sleep and personal vitality • Calm the mind, create inner peace, help unlock creative output 	<ul style="list-style-type: none"> • A sensory deprivation float tank with specially designed salt bath treatments to help with physical and mental ailments. • Psycho-Hypnosis therapy • Guided Meditation Therapy • Guided Yoga 																																					
Customers	Differentiators	Extras																																					
<ul style="list-style-type: none"> • Physical Therapy Patients • Rehabilitation Patients • Yoga connoisseurs • Artists and performers • Athletes and Bodybuilders • Magnesium deficient persons 	<ul style="list-style-type: none"> • Guided Meditation floats • Guided Psych-Hypnosis floats 	<ul style="list-style-type: none"> • Fully equipped bathroom facilities in each float room • Endorsed by professional athletes and the FBI 																																					
Marketing	Start-up Costs	Financials & Extras																																					
<ul style="list-style-type: none"> • Social Media Platforms • Website with SEO Optimization for top search engine placement • Press releases pre-grand opening as well as at grand opening to build excitement for the actual grand opening • Direct Marketing via strategic alliances with Rehabilitation and Physical Therapy centers 	<table> <tr> <td>Owner investment - cash</td> <td>\$32,000</td> </tr> <tr> <td>Owner investment - equipment</td> <td>-</td> </tr> <tr> <td>Vehicle and/or equipment loan</td> <td>-</td> </tr> <tr> <td>Start up financing</td> <td>66,449</td> </tr> <tr> <td>Total startup costs:</td> <td><u>\$98,449</u></td> </tr> </table>	Owner investment - cash	\$32,000	Owner investment - equipment	-	Vehicle and/or equipment loan	-	Start up financing	66,449	Total startup costs:	<u>\$98,449</u>	<table> <tr> <td colspan="3">Year one summary income statement:</td> </tr> <tr> <td>Sales</td> <td>\$172,000</td> <td>100%</td> </tr> <tr> <td>COGS</td> <td><u>5,000</u></td> <td><u>3%</u></td> </tr> <tr> <td>Gross profit</td> <td>166,900</td> <td>97%</td> </tr> <tr> <td>Overhead</td> <td><u>89,700</u></td> <td><u>52%</u></td> </tr> <tr> <td>Pretax income</td> <td>77,100</td> <td>45%</td> </tr> <tr> <td>Tax expense</td> <td>19,200</td> <td>11%</td> </tr> <tr> <td>Owner withdrawals</td> <td><u>46,100</u></td> <td><u>27%</u></td> </tr> <tr> <td>Net income</td> <td><u>\$11,700</u></td> <td><u>7%</u></td> </tr> </table>	Year one summary income statement:			Sales	\$172,000	100%	COGS	<u>5,000</u>	<u>3%</u>	Gross profit	166,900	97%	Overhead	<u>89,700</u>	<u>52%</u>	Pretax income	77,100	45%	Tax expense	19,200	11%	Owner withdrawals	<u>46,100</u>	<u>27%</u>	Net income	<u>\$11,700</u>	<u>7%</u>
Owner investment - cash	\$32,000																																						
Owner investment - equipment	-																																						
Vehicle and/or equipment loan	-																																						
Start up financing	66,449																																						
Total startup costs:	<u>\$98,449</u>																																						
Year one summary income statement:																																							
Sales	\$172,000	100%																																					
COGS	<u>5,000</u>	<u>3%</u>																																					
Gross profit	166,900	97%																																					
Overhead	<u>89,700</u>	<u>52%</u>																																					
Pretax income	77,100	45%																																					
Tax expense	19,200	11%																																					
Owner withdrawals	<u>46,100</u>	<u>27%</u>																																					
Net income	<u>\$11,700</u>	<u>7%</u>																																					

TEAM LEADERSHIP STATEMENT

Business Name: Float Meditations

CEO: Steve

Steve brings one year of personal float use to the sensory deprivation service industry. He has practiced meditation and self-hypnosis for over three years. He has experience as a department lead and manager ranging from food service and retail to recycling and e-commerce. Steve holds a Bachelor's of Science Degree from the University of Phoenix.

COO: Eules

Eules brings twelve years of trucking and logistics experience to Float Meditations. He most recently was a route planner with impeccable time management skills. This is a valuable skill in any organization, but when applied to the operations of a customer service firm this is invaluable. He also has previous construction and remodeling experience which aids in maintenance and repairs of our facility.

CFO: Aaron

Aaron comes to us with an analytical mind and experience with accounting and budgeting. He is detail oriented and utilizes his skills to create and assist organizations with monthly and annual budgets. Aaron is currently enrolled and working towards an accounting degree from Southern New Hampshire State University online.

CMO: Todd

Todd brings a wealth of marketing knowledge to the Float Meditations organization. He successfully has promoted the Prison Entrepreneurship Program to peers and executives at various networking events. Todd is a motivated asset with a natural ability to build rapport and has a gift for public speaking. He is a confident communicator and is passionate about customer service and satisfaction.



PRODUCT/SERVICE OFFERING

Float Meditations is a sensory deprivation floatation experience. We offer float sessions inside of tanks deprived of light and sound. These tanks are filled with water and 850lbs of Epsom salt containing high concentrations of magnesium. This salt and water combination mimic the salinity of the Dead Sea which allows for complete buoyancy enabling the human body to float on the surface without any effort or exertion. In addition to the float we also sell float enhancements including headrests, waterproof earbuds/earplugs, and swim caps. 90% of our revenue will come from the floats, 5% from the earbuds and 5% from headrests. We plan to open our float center in the fall of 2026.

People understand the importance of maintaining good physical, emotional, mental, and spiritual wellness. Today there are a plethora of ways to achieve good wellness from therapy apps to essential oils, but often people do not want to exercise, do yoga, practice proper breathing or take time off to attend meditation retreats. Fortunately, we offer a non-invasive, cutting edge alternative by way of floating in our state-of-the-art float center. Float Meditations offers one 60-minute float for \$80. Float bundles include two floats a month for \$140 and four floats per month for \$220. We want our clients to have the best experience possible therefore we have included an add-on service to enhance the therapeutic quality by offering guided meditations led by best-selling author, Making Sense podcast host, the Waking Up app meditation teacher, and neuroscientist Sam Harris and hypnosis audios guided by the highly sought after, world renowned Hypnotherapist Marissa Peer for an additional \$14.99. The benefits of floating are as follows: users see an increase of creative flow, anxiety and stress relief, increased blood flow, chronic pain and headache relief, deeper spiritual insights, an increase of dopamine, better heart rate regulation, deep relaxation, clear thoughts, an increase in mindfulness, reduction of inflammation, and is an effective post workout recovery. As mentioned above we have provided the option to add guided meditations and guided hypnosis to any float session. Our clients can choose from a list of audio files that include but is not limited to mindfulness, Meta-Loving Kindness, smoking cessation, overcoming overeating, eliminate compulsive shopping, and reduce substance use disorder. To take the float experience to an even higher level we suggest using our headrests and waterproof earbuds/plugs. Located in our private suites and adjacent to each float tank are full bathrooms equipped with showers (walk in, no step). We also provide complimentary towels, Q-tips and specific pre/post float shampoo, conditioner, and body wash.

The health and wellness movement is a continually evolving industry. We plan to grow, adjust, and adapt to future trends while being an innovative source of mind and body healing. As the popularity of floating increases, we will see an uptick in business that will necessitate the opening of new Float Meditations centers locally then regionally. Franchising Float Meditations is our end goal. Join us and let floating become your lifestyle.

MARKET/INDUSTRY

Float Meditations is in the fast-growing service sector of the Health and Wellness industry. Sensory deprivation floats are becoming a multi-million-dollar industry nationwide. In the Kansas City, MO market this is estimated to be a 20 million-dollar industry with an expected growth of 2-5% annually. With the rapid expansion of Kansas City and its growing population and the increased interest in healthier living this industry has no other future but incredible growth. The current market trend in the health and wellness industry is the “active float” which has many medical and mental health benefits. With emerging knowledge of the health benefits of sensory deprivation Epsom salt/Magnesium floats and the fact we are breaking into the market during this emergence, we expect immense growth and viability.

COMPETITION

On a national level there is one direct competitor, Max Vitality. Locally, there are two small operators in the Kansas City area offering similar services. We believe that as we open and begin operations, we have with our operational design, a goal of 50% of the total market share in the Kansas City market. Our indirect competition will be health clubs, gyms and residences with hot tubs and both, hypnosis and meditation apps which are available on various e-devices. Barriers to entry are the costs of rent or mortgage of our physical location along with the remodeling and outfitting of our individual float rooms and communal spaces. These will include specialized HVAC systems with individual controls for steady-state humidity and temperature in each float tub and room offering the most absolutely unique and personalized float experience. As we are emerging into this industry while in its infancy stage and with few specialized direct competitors we expect our business model to be the premiere “active float” provider in the Kansas City area.

DIFFERENTIATION

Setting ourselves apart from our competition is vital to our success. Some of our differentiators are the personalized “get-to-know-you” relationship we will build with every user. We want to cultivate a family where clients feel welcomed and comfortable as if we are open just for them, at all levels of contact with our center and staff. Our “active floats” will have offerings such as guided meditations by renowned neuro- scientist Sam Harris and Hypnosis’ led by the highly sought-after Hypnotherapist Marissa Peer that can be added to any float session. By offering these specialized services we ensure our client’s needs are met and will measure our success through suggestions and reviews. We will be diligent in addressing concerns with an open and objective viewpoint. By being flexible and ever growing as a service, this will help us not only reach full customer satisfaction, but also bring about continual growth organizationally allowing us to better assist our clients as they become healthier and happier in the mind, body, and spirit. Additionally, we will send opt in/opt out, appointment reminders, thank you notes, and special occasion notices via text and email. We will also develop a customer retention program where we offer special occasion notices such as birthdays, anniversaries, and other important dates which help clients to feel less like a customer and more like a member of the family. By ensuring this feeling of family within our clientele we will be able to offer loyalty and referral specials, giveaways, and other perks for reviews and word of mouth helping us continually grow.

MARKETING STRATEGY

Float Meditations will initially market sensory deprivation floats to people who are rehabilitating injuries using physical therapy, expanding in the future to include yogis, meditators, athletes, and body builders in the Kansas City area with a focus on the northern suburbs. To reach our intended consumers we will first and foremost establish a high quality, intuitively user-friendly website detailing who we are, what we offer, the benefits of floating, and FAQ's. We will create a social media presence using the most popular social media platforms such as Instagram, X, and TikTok among others in order to connect us completely to followers of the float and meditation lifestyle. We will also have a YouTube channel showcasing our floats.

PRICE:

Float Meditations pricing structure will be based on a per person session model with bundle packages available. A single float will cost \$80.00 for 60 minutes. Package pricing will begin at \$140.00 per month for two floats or \$220.00 per month for four floats. To gain the most benefit, it is recommended to use three floats during the first week as a way to anchor your mind and body adding additional floats thereafter. We will offer enhancement amenities such as guided meditations or hypnosis audio at \$14.99 each per session. Floats will be scheduled by appointment only with no walk-ins to ensure client privacy and complete unhindered relaxation. Packages will be paid monthly as a subscription with full ability to schedule online. Float Meditations will accept all major forms of payment such as cash or credit and debit cards as well as electronic payment such as Apple, Google, and Samsung Pay. Clients may choose to auto bill-pay options for a hassle-free membership where even paying for their float meditations leaves them in a Zen like state of mind.

PLACE:

Float Meditations will open our first float center in northern Kansas City, MO across the street from Athletico Physical Therapy next to the Joint Chiropractic centers and east of Massage Envy. This will position us directly in view of our primary target clientele which should affirm our expected emergence and grasp of the meditation and relaxation industry market.

PROMOTION:

Float Meditations will make use of online social media platforms such as Facebook, Instagram, X, and Tik Tok plus a YouTube Channel to bring awareness to our float and meditation offerings. We will have fully interactive and user-friendly website that will reach optimum search ranking with the aid of search engine optimization for curious and potential clientele to dive in to the world and offerings of Float Meditations. Here they will be able to view videos and photos, and receive answers to their every question about Float Meditations via our About and FAQ pages. We will offer promotions such as 10% off a single float with additional add-on purchase as well as referral credits and Military/First Responder exclusive pricing promotions. The positioning of our location will ensure excellent visibility among our target users. Strategic alliances with aforementioned businesses will be formed where we will cross promote by multiple means including direct referral. This will aid in not only boosting the local economy but also assist us in creating rapid but manageable growth. Our grand opening event will be a campaign using press releases and special invitations to news outlets, journalists, sports teams (Kansas City Chiefs) and other influential members of the Kansas City area. Our Float Meditations mascot "Wacky Arm" will draw increased traffic and attention to our float center. These methods will ensure our grand opening event will be a success, creating a vibrational buzz about Float Meditations.

VISION AND OBJECTIVES

TWO MONTHS BEFORE STARTING:

- File DBA and register EIN
- Obtain insurance, permits, licensing
- Open business bank account and if needed obtain a line of credit or loan
- Set up accounting systems
- Lease location and begin build out
- Purchase all equipment
- Begin Marketing; Pre-sell float bundles

FIRST TWO MONTHS AFTER STARTING:

- Operate business alone
- Create social media accounts and form an online presence
- Gain followers and subscribers
- Use AI chatbots to interact with customers, scheduling and re-scheduling appointments

FIRST YEAR:

- Hire one to two employees
- Hire an accountant
- Do not spend any of the 6-month working capital
- Begin selling headrests and ear plugs

SECOND YEAR:

- Hire additional employee(s) if needed
- Add one to two float tanks or pods
- Consider additional merchandise such as t-shirts, tumblers and swim caps
- Have 100 regular customers on subscription float plan

FIFTH YEAR:

- Have 200 regular customers on subscription float plan
- Open second location or expand current location adding float tanks or pods

TENTH YEAR:

- Open third location
- Have 300-500 regular customers on subscription float plans
- Exit through harvest or franchising

PHILANTHROPY:

Beginning year three we will donate 2% of annual net profits to PEP and local farmers practicing Regenerative Agriculture

COMMUNITY IMPACT:

Partner with eco-friendly tree planting service to plant trees offsetting carbon emissions. A certain number of sales reached will trigger an automatic tree planted.

FINANCIAL SUMMARY

Float Mediations revenue model is based on selling the following **three** products:

- **Sensory Deprivation Float** sells at an average price of **\$80.00**. This product has material cost of **\$3.00** producing a gross profit of **\$77.00** for each product sold. Materials include 850 lbs. of Epsom/Magnesium Chloride salt, 200 gal water. We project selling **1616** of these products in the first **YEAR** for revenues of **\$172,000**.
- **Headrest** sells at an average price of **\$30.00**. This product has material cost of **\$0.20** producing a gross profit of **\$29.80** for each product sold. Materials include waterproof headrest. We project selling **710** of these products in the first **YEAR** for revenues of **\$21,300**.
- **1 pair of Earplugs** sells at an average price of **\$20.00**. This product has material cost of **\$0.10** producing a gross profit of **\$19.90** for each product sold. Materials include 2 earplugs. We project selling **1071** of these products in the first **YEAR** for revenues of **\$21,420**

This will generate more than **\$214,720** in first year revenues with a net profit of **\$166,902**. This is a **7%** net margin after deducting **\$46,135** in total owner compensation, **\$89,700** in overhead and paying **\$19,200** in income taxes.

Our **Yearly** break-even will be **707** of units sold.

Float Mediations will open Fall of 2026. Total start-up funding is **\$98,449**. This amount will cover all equipment, inventory, initial marketing and other start-up costs.

An amount of **\$35,000** will be the **CEO's** initial capital contribution. With **\$89,700** in overhead, **\$15,000** of that will be six months emergency working capital.

FINANCIALS

Owner's name	Steve
Company name	Float Meditation
NAICS Business Classification	
Sector (general classification)	81_Other_Services_except_Public_Administration
Sub-sector (more specific classification)	812: Personal and Laundry Services

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	1,200		
car/truck down payment, if leased			
permits	300		
supplies, office & misc.	2,451		
Bodywash Shampoo Conditioner	50		
Towels Q-tips	2		
Inventory Retail Products	12		
Tanks Pods Salt	21,233		
HVAC	15,000		
Cash needed for start-up expenses	40,748		

Depreciable Costs	Paid or contributed in Month 1	Equipment Financing (Additional to amount paid)	Depreciable Assets
company car, truck or van			-
company trailer			
computer, printer, fax	2,001		2,001
Tanks Pods	20,000		20,000
Sackable Washer/Dryer	1,200		1,200
			-
building/office deposit	2,500	N/A	N/A
beginning cash balance	32,000	N/A	N/A
Cash needed for start-up assets	57,701	-	23,201
			60 assumed life (months)
			387 monthly depreciation

Total start up cost	98,449	
----------------------------	---------------	--

Assumption 5 - Total Sources

Cash owner will contribute and the value of owner's assets contributed to company	32,000	33%
Vehicle loan and other equipment debt (see note 7 for financing)	-	0%
Startup financing, if applicable (for example Kiva loan)	66,449	67%
Outside equity investment, if applicable		0%
Total start up cost, total sources	98,449	100%

FINANCIALS (CONTINUED)

Steve dba Float Meditation
EOU, Financing, and Payroll Assumptions
Year 1

Assumption 6 - Revenue Model (Economics of One Unit)

	Product 1				Product 2				Product 3			
Product name	Float				Headrest				Earplugs			
Product description	Sensory Deprivation Float				Waterproof Headrest Cradle				Waterproof Form Fitting Earplugs			
Price per unit	80.00 100%				30.00 100%				20.00 100%			
Cost of <u>one</u> unit	hours	rate			hours	rate			hours	rate		
Non-owner payroll exp.			-	0%			-	0%			-	0%
Non-owner payroll tax	9.0%		-	0%			-	0%			-	0%
cost 1 description	Salt		3.00	4%	Headrest		0.20	1%	Earplugs		0.10	1%
cost 2 description			-	0%			-	0%			-	0%
cost 3 description			-	0%			-	0%			-	0%
cost 4 description			-	0%			-	0%			-	0%
Total variable costs			3.00	4%			0.20	1%			0.10	1%
Gross profit per unit - what you see on income statement			77.00	96%			29.80	99%			19.90	100%

	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
Float sold			8	12	20	60	120	144	168	168	216	300	400	1,616
Headrest sold			-	1	4	25	50	50	75	75	130	150	150	710
Earplugs sold			3	8	20	30	50	80	100	120	160	200	300	1,071
total revenue			\$ 700	\$ 1,150	\$ 2,120	\$ 6,150	\$ 12,100	\$ 14,620	\$ 17,690	\$ 18,090	\$ 24,380	\$ 32,500	\$ 42,500	\$ 172,000
total cost of sales			\$ 24	\$ 37	\$ 63	\$ 188	\$ 375	\$ 450	\$ 529	\$ 531	\$ 690	\$ 950	\$ 1,260	\$ 5,097
total income statement gross profit (excludes owner labor)			\$ 676	\$ 1,113	\$ 2,057	\$ 5,962	\$ 11,725	\$ 14,170	\$ 17,161	\$ 17,559	\$ 23,690	\$ 31,550	\$ 41,240	\$ 166,903

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	\$ -												
Interest rate (example 8%)	0.0%												
Loan term (# of months)	-												
Monthly payment	-												
Start-up financing, see Start-up Costs sheet													
Amount borrowed	\$ 66,449	principal, beginning	66,449	66,449	66,449	66,449	66,449	66,449	66,449	66,449	64,906	63,348	
Interest rate (example 8%)	12.0%	interest expense	-	-	-	-	-	-	-	664	649	633	1,947
Payback period (# of months)	36	principal payment	-	-	-	-	-	-	-	(1,543)	(1,558)	(1,574)	(4,674)
Grace period (months pay delay)	9	principal, ending	66,449	66,449	66,449	66,449	66,449	66,449	66,449	64,906	63,348	61,775	
Monthly payment	\$ 2,207												

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	-	-	-	-	-	-	2	2	2	3	3	
avg hours each employee(s) worked per month, not in EOU above	-	-	-	-	-	-	40	40	40	40	40	
average per hour wage	-	-	-	-	-	-	44.00	44.00	44.00	59.00	59.00	
salary expense, excluding payroll taxes	-	-	-	-	-	-	3,520	3,520	3,520	7,080	7,080	24,720

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
Washer												

FINANCIALS (CONTINUED)

Steve dba Float Meditation 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														
Float	6	-	640	960	1,600	4,800	9,600	11,520	13,440	13,440	17,280	24,000	32,000	129,280	75%
Headrest	6	-	-	30	120	750	1,500	1,500	2,250	2,250	3,900	4,500	4,500	21,300	12%
Earplugs	6	-	60	160	400	600	1,000	1,600	2,000	2,400	3,200	4,000	6,000	21,420	12%
Total revenue		-	700	1,150	2,120	6,150	12,100	14,620	17,690	18,090	24,380	32,500	42,500	172,000	100%
Cost of Goods Sold	2														
Float	6	-	24	36	60	180	360	432	504	504	648	900	1,200	4,848	3%
Headrest	6	-	-	0	1	5	10	10	15	15	26	30	30	142	0%
Earplugs	6	-	0	1	2	3	5	8	10	12	16	20	30	107	0%
Total COGS		-	24	37	63	188	375	450	529	531	690	950	1,260	5,097	3%
Gross profit		-	676	1,113	2,057	5,962	11,725	14,170	17,161	17,559	23,690	31,550	41,240	166,903	97%
Expenses	2														
Auto or truck lease	-	-													0%
Depreciation	3	-	387	387	387	387	387	387	387	387	387	387	387	4,254	2%
Gasoline & fuels	-	-													0%
Insurance - bonding	-	-													0%
Insurance - vehicle	-	-													0%
Interest - equip & start up	7	-	-	-	-	-	-	-	-	664	649	633		1,947	1%
Marketing	500	300	300	200	150	150	100	100	100	100	200	100		2,300	1%
Office - rent	-	100	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000		10,100	6%
Office - insurance	-	200	200	200	200	200	200	200	200	200	200	200		2,200	1%
Office - telephone	-	40	40	40	40	40	40	40	40	40	40	40		440	0%
Office - utilities	-	110	-	-	80	-	-	40	-	-	-	-		230	0%
Payroll - not owner and not in COGS	8	-	-	-	-	-	-	3,520	3,520	3,520	7,080	7,080		24,720	14%
Payroll taxes (9%)	6 & 8	-	-	-	-	-	-	317	317	317	637	637		2,225	1%
Permits	300	-	-	-	-	-	-	-	-	-	-	-		300	0%
Supplies	2,451	-	-	-	-	-	-	-	-	-	-	-		2,451	1%
Tax service	-	-	-	-	-	-	-	-	-	-	-	-		-	0%
Telephone - cellular	1,200	100	100	100	100	100	100	100	100	100	100	100		2,300	1%
Start-up expenses	36,297	-	-	-	-	-	-	-	-	-	-	-		36,297	21%
6 Months Working Capital															0%
															0%
															0%
															0%
															0%
															0%
															0%
Total expenses		40,748	1,237	2,027	1,927	1,957	1,877	1,827	5,703	5,663	6,328	10,293	10,177	89,763	52%
Taxable profit (loss)	1	(40,748)	(561)	(914)	131	4,005	9,848	12,343	11,458	11,896	17,362	21,257	31,063	77,140	45%
Tax (expense) benefit	1	-	-	-	-	-	-	-	(1,864)	-	-	(1,742)	(1,742)	(19,285)	-11%
Owner's withdrawals	1	-	(2,300)	(2,300)	(4,615)	(4,615)	(4,615)	(4,615)	(4,615)	(4,615)	(4,615)	(4,615)	(4,615)	(46,135)	-27%
Net profit (loss)		(40,748)	(2,861)	(3,214)	(4,484)	(610)	5,233	7,728	6,843	5,416	12,747	16,642	9,027	11,720	7%
Depreciation	3	-	387	387	387	387	387	387	387	387	387	387	387	4,254	
Equipment purchases	3	(25,701)	-	-	-	-	-	-	-	-	-	-	-	(25,701)	
Principle, equipment loan	7	-	-	-	-	-	-	-	-	-	-	-	-	-	
Repay debt financing	7	66,449	-	-	-	-	-	-	-	(1,543)	(1,558)	(1,574)	-	61,775	
Owner contribution	3	32,000	-	-	-	-	-	-	-	-	-	-	-	32,000	
Equity investor	3	-	-	-	-	-	-	-	-	-	-	-	-	-	
Net cash flow		32,000	(2,474)	(2,827)	(4,098)	(223)	5,620	8,115	7,229	5,803	11,591	15,471	7,840	84,047	
Cash, period start		-	32,000	29,526	26,699	22,601	22,378	27,998	36,113	43,342	49,145	60,736	76,207	-	
Cash, period end		32,000	29,526	26,699	22,601	22,378	27,998	36,113	43,342	49,145	60,736	76,207	84,047	84,047	