

The Paciello Group, LLC
2017 Quarterly Projections

	Q1	Q2	Q3	Q4	Total	% Rev.
REVENUE						
#REF!	1,305,000	1,395,000	1,445,000	1,470,000	5,615,000	74.5%
#REF!	105,000	105,000	105,000	105,000	420,000	6.4%
#REF!	30,000	30,000	40,000	45,000	145,000	2.2%
Training	75,000	125,000	100,000	100,000	400,000	6.1%
#REF!	170,000	170,000	190,000	190,000	720,000	10.9%
TOTAL REVENUE	1,685,000	1,825,000	1,880,000	1,910,000	7,300,000	
COST OF GOODS						
#REF!	104,400	111,600	115,600	117,600	449,200	3.0%
#REF!	3,150	3,150	3,150	3,150	12,600	0.2%
#REF!	2,400	2,400	3,200	2,400	10,400	0.2%
Training	3,000	5,000	4,000	4,000	16,000	0.2%
#REF!	3,400	3,400	3,800	3,800	14,400	0.2%
TOTAL COST OF GOODS	116,350	125,550	129,750	130,950	502,600	3.8%
GROSS MARGIN	1,568,650	1,699,450	1,750,250	1,779,050	6,797,400	96.2%
EXPENSES						
#REF!						
Salaries & Benefits	372,000	372,000	372,000	372,000	1,487,998	22.5%
Other	15,950	14,591	14,924	14,952	60,417	0.9%
Total	387,950	386,590	386,924	386,951	1,548,415	23.5%
#REF!						
Salaries & Benefits	424,408	440,408	434,408	426,408	1,725,631	26.1%
Other	52,642	45,204	73,763	51,098	222,708	3.4%
Total	477,050	485,612	508,171	477,506	1,948,339	29.5%
#REF!						
Salaries & Benefits	29,640	29,640	29,640	29,640	118,560	1.8%
Other	30	30	30	30	120	0.0%
Total	29,670	29,670	29,670	29,670	118,680	1.8%
#REF!						
Salaries & Benefits	273,122	277,322	278,972	308,447	1,137,863	16.5%
Advertising & Promotions	24,000	24,000	24,000	24,000	96,000	1.1%
Other	14,218	14,218	14,218	14,218	56,873	0.8%
Total	311,340	315,540	317,190	346,665	1,290,736	18.3%
#REF!						
Salaries & Benefits	135,176	135,176	135,176	125,706	531,234	7.9%
Other	42,254	42,153	42,153	50,153	176,714	2.7%
Total	177,431	177,330	177,330	175,859	707,949	10.6%
TOTAL EXPENSE	1,383,440	1,394,743	1,419,285	1,416,652	5,614,119	83.7%
EBITDA	185,210	304,707	330,965	362,398	1,183,281	0.0% 12.5%
Deprec. & Amort.	1,167	1,500	1,972	2,000	6,639	0.1%
EBIT	186,376	306,207	332,937	364,398	1,189,919	12.6%
INTEREST						
Interest Income						
Interest - Short-term Notes						
Interest - Long-term Notes						
TOTAL OTHER						
PROFIT/(LOSS) Before Tax	185,210	304,707	330,965	362,398	1,183,281	12.5%
Taxes	40,362	91,412	99,290	108,719	339,783	3.7%
PROFIT/(LOSS) After Tax	144,848	213,295	231,676	253,679	843,498	8.9%