


Client Name:	J1 Insoles	The South Dakota Small Business Development Center has prepared these	
FINANCIAL STATEMENT:	Pro Forma Income Statement	financial projections from information communicated by the Client.	
Date Prepared	11/25/2015	We are not licensed by the state of South Dakota to practice Public Accounting and can therefore give no opinion or assurance on the statements.	

Year 1	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	TOTALS	
REVENUE	\$6,000	\$12,000	\$20,000	\$40,000	\$40,000	\$40,000	\$42,000	\$46,000	\$47,799	\$54,501	\$31,107	\$20,593	\$400,000	100.0%
COST OF GOODS SOLD	\$1,200	\$2,400	\$4,000	\$8,000	\$8,000	\$8,000	\$8,400	\$9,200	\$9,560	\$10,900	\$6,221	\$4,119	\$80,000	20.0%
GROSS PROFIT	\$4,800	\$9,600	\$16,000	\$32,000	\$32,000	\$32,000	\$33,600	\$36,800	\$38,239	\$43,601	\$24,886	\$16,474	\$320,000	80.0%
EXPENSES:														
Owner's Salary	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Owner Payroll Taxes 15.30%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Fixed Employee Wages	\$1,000	\$1,000	\$2,000	\$4,000	\$4,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$68,000	17.0%
Fixed Payroll Taxes 10.35%	\$104	\$104	\$207	\$414	\$414	\$828	\$828	\$828	\$828	\$828	\$828	\$828	\$7,038	1.8%
Supplies 11.67%	\$700	\$1,400	\$2,333	\$4,667	\$4,667	\$4,667	\$4,900	\$5,367	\$5,577	\$6,358	\$3,629	\$2,403	\$46,667	11.7%
Ad/Promotion	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000	3.0%
Rent	\$300	\$300	\$300	\$300	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$9,200	2.3%
Rylo	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$31,200	7.8%
Utilities	\$100	\$100	\$100	\$100	\$100	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$3,300	0.8%
Int - Loan 1	\$74	\$73	\$72	\$71	\$71	\$70	\$69	\$68	\$68	\$67	\$66	\$65	\$833	0.2%
Int - Loan 2	\$2,396	\$2,371	\$2,346	\$2,321	\$2,296	\$2,271	\$2,246	\$2,221	\$2,195	\$2,170	\$2,144	\$2,119	\$27,098	6.8%
Int - Loan 3	\$141	\$139	\$138	\$136	\$135	\$134	\$132	\$131	\$129	\$128	\$126	\$125	\$1,594	0.4%
Int - Loan 4	\$131	\$130	\$128	\$127	\$126	\$124	\$123	\$122	\$120	\$119	\$118	\$116	\$1,483	0.4%
Int - Loan 5	\$471	\$466	\$461	\$456	\$451	\$446	\$441	\$436	\$431	\$426	\$421	\$416	\$5,324	1.3%
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Amortization	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$56,816	14.2%
TOTAL EXPENSES	\$13,750	\$14,417	\$16,420	\$20,927	\$21,594	\$26,274	\$26,474	\$26,907	\$27,083	\$27,831	\$25,068	\$23,807	\$270,553	67.6%
NET PROFIT BEFORE TAX	(\$8,950)	(\$4,817)	(\$420)	\$11,073	\$10,406	\$5,726	\$7,126	\$9,893	\$11,156	\$15,770	(\$182)	(\$7,332)	\$49,447	12.4%
INCOME TAX 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
NET INCOME	(\$8,950)	(\$4,817)	(\$420)	\$11,073	\$10,406	\$5,726	\$7,126	\$9,893	\$11,156	\$15,770	(\$182)	(\$7,332)	\$49,447	12.4%

PROFIT CENTERS														
Revenue	\$6,000	\$12,000	\$20,000	\$40,000	\$40,000	\$40,000	\$42,000	\$46,000	\$47,799	\$54,501	\$31,107	\$20,593	\$400,000	100%
TOTAL	\$6,000	\$12,000	\$20,000	\$40,000	\$40,000	\$40,000	\$42,000	\$46,000	\$47,799	\$54,501	\$31,107	\$20,593	\$400,000	100%
COGS														
Revenue 20.0%	\$1,200	\$2,400	\$4,000	\$8,000	\$8,000	\$8,000	\$8,400	\$9,200	\$9,560	\$10,900	\$6,221	\$4,119	\$80,000	100%
TOTAL	\$1,200	\$2,400	\$4,000	\$8,000	\$8,000	\$8,000	\$8,400	\$9,200	\$9,560	\$10,900	\$6,221	\$4,119	\$80,000	100%

Client Name: FINANCIAL STATEMENT: Date Prepared	J1 Insoles Pro Forma Balance Sheets 11/25/2015		The South Dakota Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of South Dakota to practice Public Accounting and can therefore give no opinion or assurance on the statements.										
Year 1	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16
Cash	\$0	(\$13,981)	(\$23,863)	(\$29,381)	(\$23,440)	(\$18,198)	(\$17,671)	(\$15,777)	(\$11,150)	(\$5,293)	\$5,144	(\$406)	(\$13,140)
Inventory	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000
Current Assets	\$70,000	\$56,019	\$46,137	\$40,619	\$46,560	\$51,802	\$52,329	\$54,223	\$58,850	\$64,707	\$75,144	\$69,594	\$56,860
Net Fixed Assets	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Net Intangibles	\$852,240	\$847,505	\$842,771	\$838,036	\$833,301	\$828,567	\$823,832	\$819,097	\$814,363	\$809,628	\$804,893	\$800,159	\$795,424
TOTAL ASSETS	\$947,240	\$928,524	\$913,908	\$903,655	\$904,862	\$905,368	\$901,161	\$898,320	\$898,213	\$899,335	\$905,037	\$894,753	\$877,284
Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CPLTD-Loan 1	\$2,792	\$2,801	\$2,811	\$2,820	\$2,829	\$2,839	\$2,848	\$2,858	\$2,867	\$2,877	\$2,886	\$2,896	\$2,906
CPLTD-Loan 2	\$90,797	\$91,099	\$91,403	\$91,708	\$92,014	\$92,320	\$92,628	\$92,937	\$93,246	\$93,557	\$93,869	\$94,182	\$94,496
CPLTD-Loan 3	\$4,131	\$4,148	\$4,166	\$4,183	\$4,201	\$4,218	\$4,236	\$4,253	\$4,271	\$4,289	\$4,307	\$4,325	\$4,343
CPLTD-Loan 4	\$3,844	\$3,860	\$3,876	\$3,892	\$3,909	\$3,925	\$3,941	\$3,958	\$3,974	\$3,991	\$4,007	\$4,024	\$4,041
CPLTD-Loan 5	\$17,839	\$17,899	\$17,958	\$18,018	\$18,078	\$18,138	\$18,199	\$18,260	\$18,320	\$18,382	\$18,443	\$18,504	\$18,566
Current Liabilities	\$119,403	\$119,808	\$120,214	\$120,621	\$121,030	\$121,440	\$121,852	\$122,265	\$122,679	\$123,095	\$123,512	\$123,931	\$124,351
Long-Term Loan 1	\$19,310	\$19,072	\$18,833	\$18,594	\$18,354	\$18,113	\$17,871	\$17,629	\$17,385	\$17,141	\$16,896	\$16,651	\$16,404
Long-Term Loan 2	\$627,959	\$620,228	\$612,471	\$604,688	\$596,879	\$589,044	\$581,183	\$573,296	\$565,382	\$557,442	\$549,476	\$541,483	\$533,463
Long-Term Loan 3	\$29,624	\$29,271	\$28,916	\$28,559	\$28,201	\$27,841	\$27,480	\$27,118	\$26,753	\$26,388	\$26,021	\$25,652	\$25,282
Long-Term Loan 4	\$27,566	\$27,237	\$26,906	\$26,574	\$26,241	\$25,906	\$25,570	\$25,233	\$24,894	\$24,554	\$24,212	\$23,869	\$23,525
Long-Term Loan 5	\$123,377	\$121,858	\$120,334	\$118,805	\$117,271	\$115,731	\$114,187	\$112,637	\$111,083	\$109,523	\$107,957	\$106,387	\$104,811
Total Liabilities	\$947,240	\$937,473	\$927,674	\$917,842	\$907,976	\$898,077	\$888,144	\$878,177	\$868,177	\$858,143	\$848,075	\$837,973	\$827,836
Common Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retained Earnings	\$0	(\$8,950)	(\$13,767)	(\$14,187)	(\$3,115)	\$7,291	\$13,017	\$20,143	\$30,036	\$41,192	\$56,962	\$56,780	\$49,447
Total Owner's Equity	\$0	(\$8,950)	(\$13,767)	(\$14,187)	(\$3,115)	\$7,291	\$13,017	\$20,143	\$30,036	\$41,192	\$56,962	\$56,780	\$49,447
TOT LIA & NET WORTH	\$947,240	\$928,523	\$913,907	\$903,654	\$904,861	\$905,368	\$901,161	\$898,320	\$898,213	\$899,335	\$905,036	\$894,752	\$877,284
CHECK	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Client Name: FINANCIAL STATEMENT: Date Prepared	J1 Insoles Pro Forma Income Statement 11/25/2015	The South Dakota Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of South Dakota to practice Public Accounting and can therefore give no opinion or assurance on the statements.												
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Year 2	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	TOTALS	
REVENUE	\$45,917	\$41,069	\$83,800	\$40,996	\$54,575	\$192,339	\$204,239	\$155,757	\$70,624	\$56,772	\$32,986	\$20,927	\$1,000,000	100.0%
COST OF GOODS SOLD	\$9,183	\$8,214	\$16,760	\$8,199	\$10,915	\$38,468	\$40,848	\$31,151	\$14,125	\$11,354	\$6,597	\$4,185	\$200,000	20.0%
GROSS PROFIT	\$36,733	\$32,855	\$67,040	\$32,797	\$43,660	\$153,871	\$163,391	\$124,605	\$56,499	\$45,418	\$26,389	\$16,741	\$800,000	80.0%
EXPENSES:	0.0% Expense Growth													
Owner's Salary	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Owner Payroll Taxes 15.30%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Fixed Employee Wages	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$8,000	\$96,000	9.6%
Fixed Payroll Taxes 10.35%	\$828	\$828	\$828	\$828	\$828	\$828	\$828	\$828	\$828	\$828	\$828	\$828	\$9,936	1.0%
Supplies 11.67%	\$5,357	\$4,791	\$9,777	\$4,783	\$6,367	\$22,440	\$23,828	\$18,172	\$8,239	\$6,623	\$3,848	\$2,441	\$116,667	11.7%
Ad/Promotion	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000	1.2%
Rent	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000	1.2%
Rylo	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$31,200	3.1%
Utilities	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$4,800	0.5%
Int - Loan 1	\$64	\$64	\$63	\$62	\$61	\$60	\$60	\$59	\$58	\$57	\$56	\$56	\$719	0.1%
Int - Loan 2	\$2,093	\$2,067	\$2,042	\$2,016	\$1,990	\$1,963	\$1,937	\$1,911	\$1,885	\$1,858	\$1,832	\$1,805	\$23,398	2.3%
Int - Loan 3	\$123	\$122	\$120	\$119	\$118	\$116	\$115	\$113	\$111	\$110	\$108	\$107	\$1,383	0.1%
Int - Loan 4	\$115	\$113	\$112	\$111	\$109	\$108	\$107	\$105	\$104	\$102	\$101	\$99	\$1,287	0.1%
Int - Loan 5	\$411	\$406	\$401	\$396	\$391	\$386	\$381	\$375	\$370	\$365	\$360	\$355	\$4,597	0.5%
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Amortization	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$56,816	5.7%
TOTAL EXPENSES	\$26,727	\$26,127	\$31,077	\$26,049	\$27,598	\$43,636	\$44,989	\$39,298	\$29,330	\$27,679	\$24,868	\$23,426	\$370,803	37.1%
NET PROFIT BEFORE TAX	\$10,007	\$6,728	\$35,963	\$6,748	\$16,062	\$110,235	\$118,402	\$85,308	\$27,169	\$17,739	\$1,521	(\$6,684)	\$429,197	42.9%
INCOME TAX 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
NET INCOME	\$10,007	\$6,728	\$35,963	\$6,748	\$16,062	\$110,235	\$118,402	\$85,308	\$27,169	\$17,739	\$1,521	(\$6,684)	\$429,197	42.9%

PROFIT CENTERS														
Revenue	\$45,917	\$41,069	\$83,800	\$40,996	\$54,575	\$192,339	\$204,239	\$155,757	\$70,624	\$56,772	\$32,986	\$20,927	\$1,000,000	100%
TOTAL	\$45,917	\$41,069	\$83,800	\$40,996	\$54,575	\$192,339	\$204,239	\$155,757	\$70,624	\$56,772	\$32,986	\$20,927	\$1,000,000	100%
COGS														
Revenue 20.0%	\$9,183	\$8,214	\$16,760	\$8,199	\$10,915	\$38,468	\$40,848	\$31,151	\$14,125	\$11,354	\$6,597	\$4,185	\$200,000	100%
TOTAL	\$9,183	\$8,214	\$16,760	\$8,199	\$10,915	\$38,468	\$40,848	\$31,151	\$14,125	\$11,354	\$6,597	\$4,185	\$200,000	100%

Client Name: FINANCIAL STATEMENT: Date Prepared	J1 Insoles Pro Forma Balance Sheets 11/25/2015		The South Dakota Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of South Dakota to practice Public Accounting and can therefore give no opinion or assurance on the statements.									
Year 2	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17
Cash	(\$8,569)	(\$7,312)	\$23,146	\$24,353	\$34,841	\$139,466	\$252,223	\$331,851	\$353,305	\$365,293	\$361,028	\$348,522
Inventory	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000
Current Assets	\$61,431	\$62,688	\$93,146	\$94,353	\$104,841	\$209,466	\$322,223	\$401,851	\$423,305	\$435,293	\$431,028	\$418,522
Net Fixed Assets	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Net Intangibles	\$790,689	\$785,955	\$781,220	\$776,485	\$771,751	\$767,016	\$762,281	\$757,547	\$752,812	\$748,077	\$743,343	\$738,608
TOTAL ASSETS	\$877,120	\$873,643	\$899,366	\$895,839	\$901,591	\$1,001,482	\$1,109,505	\$1,184,398	\$1,201,117	\$1,208,371	\$1,199,371	\$1,182,130
Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CPLTD-Loan 1	\$2,915	\$2,925	\$2,935	\$2,945	\$2,954	\$2,964	\$2,974	\$2,984	\$2,994	\$3,004	\$3,014	\$3,024
CPLTD-Loan 2	\$94,811	\$95,127	\$95,444	\$95,762	\$96,081	\$96,402	\$96,723	\$97,046	\$97,369	\$97,694	\$98,019	\$98,346
CPLTD-Loan 3	\$4,361	\$4,379	\$4,397	\$4,415	\$4,434	\$4,452	\$4,471	\$4,489	\$4,508	\$4,527	\$4,546	\$4,565
CPLTD-Loan 4	\$4,058	\$4,075	\$4,092	\$4,109	\$4,126	\$4,143	\$4,160	\$4,177	\$4,195	\$4,212	\$4,230	\$4,248
CPLTD-Loan 5	\$18,628	\$18,690	\$18,752	\$18,815	\$18,877	\$18,940	\$19,004	\$19,067	\$19,130	\$19,194	\$19,258	\$19,322
Current Liabilities	\$124,773	\$125,196	\$125,620	\$126,046	\$126,473	\$126,902	\$127,332	\$127,763	\$128,197	\$128,631	\$129,067	\$129,505
Long-Term Loan 1	\$16,157	\$15,908	\$15,659	\$15,409	\$15,159	\$14,907	\$14,655	\$14,401	\$14,147	\$13,892	\$13,636	\$13,380
Long-Term Loan 2	\$525,417	\$517,344	\$509,244	\$501,117	\$492,962	\$484,781	\$476,573	\$468,337	\$460,073	\$451,782	\$443,464	\$435,117
Long-Term Loan 3	\$24,910	\$24,537	\$24,162	\$23,785	\$23,407	\$23,028	\$22,647	\$22,264	\$21,880	\$21,494	\$21,106	\$20,717
Long-Term Loan 4	\$23,179	\$22,832	\$22,483	\$22,133	\$21,781	\$21,428	\$21,073	\$20,717	\$20,359	\$20,000	\$19,639	\$19,277
Long-Term Loan 5	\$103,230	\$101,644	\$100,053	\$98,456	\$96,854	\$95,247	\$93,634	\$92,016	\$90,392	\$88,763	\$87,129	\$85,489
Total Liabilities	\$817,665	\$807,460	\$797,220	\$786,946	\$776,636	\$766,292	\$755,912	\$745,498	\$735,048	\$724,563	\$714,042	\$703,485
Common Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retained Earnings	\$59,454	\$66,182	\$102,145	\$108,893	\$124,955	\$235,190	\$353,592	\$438,899	\$466,069	\$483,808	\$485,329	\$478,644
Total Owner's Equity	\$59,454	\$66,182	\$102,145	\$108,893	\$124,955	\$235,190	\$353,592	\$438,899	\$466,069	\$483,808	\$485,329	\$478,644
TOT LIA & NET WORTH	\$877,119	\$873,642	\$899,365	\$895,838	\$901,591	\$1,001,482	\$1,109,504	\$1,184,397	\$1,201,117	\$1,208,370	\$1,199,370	\$1,182,130
CHECK	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

Client Name:	J1 Insoles	The South Dakota Small Business Development Center has prepared these
FINANCIAL STATEMENT:	Pro Forma Income Statement	financial projections from information communicated by the Client.
Date Prepared	11/25/2015	We are not licensed by the state of South Dakota to practice Public Accounting and can therefore give no opinion or assurance on the statements.

Year 3	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	TOTALS	
REVENUE	\$91,834	\$82,137	\$167,600	\$81,991	\$109,151	\$384,677	\$408,478	\$311,513	\$141,248	\$113,544	\$65,973	\$41,853	\$2,000,000	100.0%
COST OF GOODS SOLD	\$18,367	\$16,427	\$33,520	\$16,398	\$21,830	\$76,935	\$81,696	\$62,303	\$28,250	\$22,709	\$13,195	\$8,371	\$400,000	20.0%
GROSS PROFIT	\$73,467	\$65,710	\$134,080	\$65,593	\$87,321	\$307,742	\$326,782	\$249,211	\$112,999	\$90,835	\$52,778	\$33,483	\$1,600,000	80.0%
EXPENSES:	2.0% Expense Growth													
Owner's Salary	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Owner Payroll Taxes 15.30%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Fixed Employee Wages	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$8,160	\$97,920	4.9%
Fixed Payroll Taxes 10.35%	\$845	\$845	\$845	\$845	\$845	\$845	\$845	\$845	\$845	\$845	\$845	\$845	\$10,135	0.5%
Supplies 11.67%	\$10,714	\$9,583	\$19,553	\$9,566	\$12,734	\$44,879	\$47,656	\$36,343	\$16,479	\$13,247	\$7,697	\$4,883	\$233,333	11.7%
Ad/Promotion	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$1,020	\$12,240	0.6%
Rent	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000	0.6%
Rylo	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$2,600	\$31,200	1.6%
Utilities	\$408	\$408	\$408	\$408	\$408	\$408	\$408	\$408	\$408	\$408	\$408	\$408	\$4,896	0.2%
Int - Loan 1	\$55	\$54	\$53	\$52	\$51	\$51	\$50	\$49	\$48	\$47	\$46	\$45	\$601	0.0%
Int - Loan 2	\$1,778	\$1,751	\$1,724	\$1,697	\$1,670	\$1,643	\$1,616	\$1,589	\$1,561	\$1,534	\$1,506	\$1,478	\$19,549	1.0%
Int - Loan 3	\$105	\$104	\$102	\$101	\$99	\$98	\$96	\$94	\$93	\$91	\$90	\$88	\$1,160	0.1%
Int - Loan 4	\$98	\$97	\$95	\$94	\$92	\$91	\$89	\$88	\$86	\$85	\$83	\$82	\$1,080	0.1%
Int - Loan 5	\$349	\$344	\$339	\$334	\$328	\$323	\$317	\$312	\$307	\$301	\$296	\$290	\$3,841	0.2%
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Amortization	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$4,735	\$56,816	2.8%
TOTAL EXPENSES	\$31,867	\$30,700	\$40,634	\$30,610	\$33,743	\$65,851	\$68,591	\$57,242	\$37,341	\$34,072	\$28,485	\$25,634	\$484,771	24.2%
NET PROFIT BEFORE TAX	\$41,600	\$35,010	\$93,446	\$34,983	\$53,578	\$241,891	\$258,191	\$191,968	\$75,658	\$56,763	\$24,293	\$7,849	\$1,115,229	55.8%
INCOME TAX 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
NET INCOME	\$41,600	\$35,010	\$93,446	\$34,983	\$53,578	\$241,891	\$258,191	\$191,968	\$75,658	\$56,763	\$24,293	\$7,849	\$1,115,229	55.8%

PROFIT CENTERS														
Revenue	\$91,834	\$82,137	\$167,600	\$81,991	\$109,151	\$384,677	\$408,478	\$311,513	\$141,248	\$113,544	\$65,973	\$41,853	\$2,000,000	100%
TOTAL	\$91,834	\$82,137	\$167,600	\$81,991	\$109,151	\$384,677	\$408,478	\$311,513	\$141,248	\$113,544	\$65,973	\$41,853	\$2,000,000	100%
COGS														
Revenue 20.0%	\$18,367	\$16,427	\$33,520	\$16,398	\$21,830	\$76,935	\$81,696	\$62,303	\$28,250	\$22,709	\$13,195	\$8,371	\$400,000	100%
TOTAL	\$18,367	\$16,427	\$33,520	\$16,398	\$21,830	\$76,935	\$81,696	\$62,303	\$28,250	\$22,709	\$13,195	\$8,371	\$400,000	100%

Client Name:	J1 Insoles Pro Forma Balance Sheets 11/25/2015											
FINANCIAL STATEMENT:	The South Dakota Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of South Dakota to practice Public Accounting and can therefore give no opinion or assurance on the statements.											
Date Prepared												
Year 3	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18
Cash	\$384,264	\$413,381	\$500,897	\$529,914	\$577,490	\$813,342	\$1,065,458	\$1,251,315	\$1,320,824	\$1,371,402	\$1,389,473	\$1,391,063
Inventory	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000	\$70,000
Current Assets	\$454,264	\$483,381	\$570,897	\$599,914	\$647,490	\$883,342	\$1,135,458	\$1,321,315	\$1,390,824	\$1,441,402	\$1,459,473	\$1,461,063
Net Fixed Assets	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000	\$25,000
Net Intangibles	\$733,873	\$729,139	\$724,404	\$719,669	\$714,935	\$710,200	\$705,465	\$700,731	\$695,996	\$691,261	\$686,527	\$681,792
TOTAL ASSETS	\$1,213,138	\$1,237,520	\$1,320,301	\$1,344,584	\$1,387,425	\$1,618,542	\$1,865,924	\$2,047,046	\$2,111,820	\$2,157,664	\$2,171,000	\$2,167,855
Taxes Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
CPLTD-Loan 1	\$3,034	\$3,044	\$3,054	\$3,065	\$3,075	\$3,085	\$3,095	\$3,106	\$3,116	\$3,126	\$3,137	\$3,147
CPLTD-Loan 2	\$98,674	\$99,003	\$99,333	\$99,664	\$99,996	\$100,329	\$100,664	\$100,999	\$101,336	\$101,674	\$102,013	\$102,353
CPLTD-Loan 3	\$4,584	\$4,603	\$4,622	\$4,641	\$4,661	\$4,680	\$4,700	\$4,719	\$4,739	\$4,759	\$4,778	\$4,798
CPLTD-Loan 4	\$4,265	\$4,283	\$4,301	\$4,319	\$4,337	\$4,355	\$4,373	\$4,391	\$4,410	\$4,428	\$4,446	\$4,465
CPLTD-Loan 5	\$19,387	\$19,451	\$19,516	\$19,581	\$19,647	\$19,712	\$19,778	\$19,844	\$19,910	\$19,976	\$20,043	\$20,110
Current Liabilities	\$129,944	\$130,384	\$130,826	\$131,270	\$131,715	\$132,161	\$132,609	\$133,059	\$133,510	\$133,963	\$134,417	\$134,873
Long-Term Loan 1	\$13,122	\$12,864	\$12,605	\$12,345	\$12,084	\$11,822	\$11,559	\$11,296	\$11,031	\$10,766	\$10,500	\$10,232
Long-Term Loan 2	\$426,743	\$418,341	\$409,911	\$401,453	\$392,966	\$384,452	\$375,909	\$367,337	\$358,737	\$350,108	\$341,451	\$332,765
Long-Term Loan 3	\$20,326	\$19,934	\$19,540	\$19,144	\$18,747	\$18,348	\$17,947	\$17,545	\$17,141	\$16,735	\$16,328	\$15,919
Long-Term Loan 4	\$18,914	\$18,549	\$18,182	\$17,814	\$17,444	\$17,073	\$16,700	\$16,326	\$15,950	\$15,572	\$15,193	\$14,812
Long-Term Loan 5	\$83,844	\$82,193	\$80,537	\$78,875	\$77,207	\$75,535	\$73,856	\$72,172	\$70,482	\$68,787	\$67,086	\$65,379
Total Liabilities	\$692,893	\$682,265	\$671,600	\$660,900	\$650,163	\$639,390	\$628,581	\$617,734	\$606,851	\$595,931	\$584,974	\$573,980
Common Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retained Earnings	\$520,245	\$555,255	\$648,700	\$683,683	\$737,261	\$979,152	\$1,237,343	\$1,429,311	\$1,504,969	\$1,561,732	\$1,586,025	\$1,593,874
Total Owner's Equity	\$520,245	\$555,255	\$648,700	\$683,683	\$737,261	\$979,152	\$1,237,343	\$1,429,311	\$1,504,969	\$1,561,732	\$1,586,025	\$1,593,874
TOT LIA & NET WORTH	\$1,213,137	\$1,237,519	\$1,320,301	\$1,344,583	\$1,387,424	\$1,618,542	\$1,865,923	\$2,047,045	\$2,111,820	\$2,157,663	\$2,171,000	\$2,167,854
CHECK	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0

BREAK-EVEN ANALYSIS - YEAR 1		The South Dakota Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of South Dakota to practice Public Accounting and can therefore give no opinion or assurance on the statements.			
GROSS SALES	\$400,000				
COST OF GOODS	\$80,000				
GROSS MARGIN	\$320,000				
ITEMS	FIXED EXPENSES	VARIABLE EXPENSES	Break Even Point in Cash Flow (Year 2): \$547,922 Break Even Point in Cash Flow (Year 3): \$696,824		
Owner's Salary	\$0				
Owner Payroll Taxes	\$0				
Fixed Employee Wages	\$68,000				
Fixed Payroll Taxes	\$7,038				
Supplies	\$46,667				
Ad/Promotion	\$12,000				
Rent	\$9,200				
Rylo	\$31,200				
Utilities	\$3,300				
Depreciation	\$0				
Amortization	\$56,816				
Principal Pmt	\$119,403				
Interest	\$36,332				
Int-Line of Credit	\$0				
TOTALS	\$389,956	\$0			
BREAK-EVEN POINT % OF PROJECTED SALES BASED ON EXPENSES \$338,191 84.55% BASED ON CASH FLOW \$416,425 104.11%			VOLUME PROFIT RATIO AFTER BREAK-EVEN		
			SALES %	GROSS SALES VOLUME	PROFIT
			50.0%	\$200,000	(\$110,553)
			66.7%	\$266,667	(\$57,219)
			75.0%	\$300,000	(\$30,553)
			125.0%	\$500,000	\$129,447
			150.0%	\$600,000	\$209,447
			200.0%	\$800,000	\$369,447

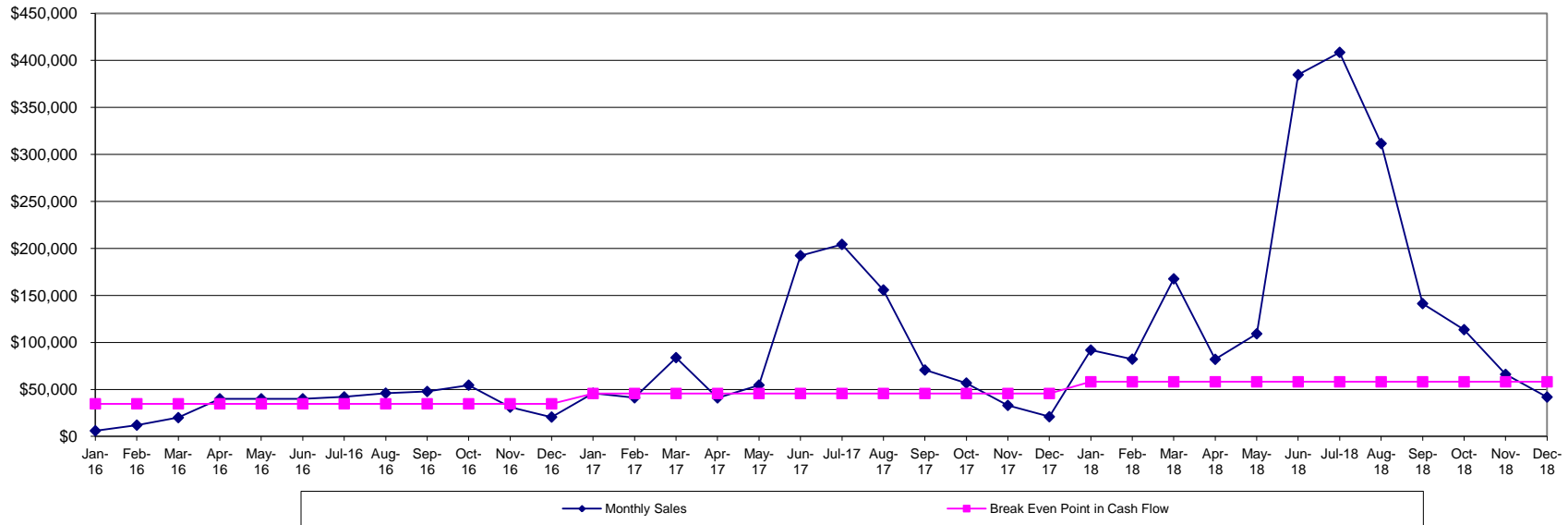
Debt Coverage Ratio Analysis	Projected Year 1	Projected Year 2	Projected Year 3
Net Profit Before Taxes	\$49,447	\$429,197	\$1,115,229
+ Depreciation	\$0	\$0	\$0
+ Amortization	\$56,816	\$56,816	\$56,816
+ Interest	\$36,332	\$31,384	\$26,231
- Increase in Permanent Working Capital	\$0	\$0	\$0
- New Capital Expenditures (Net of New Loans Injected)	\$0	\$0	\$0
= Total Cash Flow Available for D/S	\$142,595	\$517,397	\$1,198,276
/ Total Debt Service	\$155,735	\$155,735	\$155,735
= Debt Coverage Ratio	0.92	3.32	7.69

Client Name:	J1 Insoles
FINANCIAL STATEMENT:	Comparison Ratios
Date Prepared	11/25/2015

SIC/NAICS Code:		0			
		Industry Average	Year 1	Year 2	Year 3
Net Sales:			\$400,000	\$1,000,000	\$2,000,000
Total Assets:			\$877,284	\$1,182,130	\$2,167,855
Assets:	Cash & Equivalents	0.0%	-1.5%	29.5%	64.2%
	Accounts Receivable	0.0%	0.0%	0.0%	0.0%
	Inventory	0.0%	8.0%	5.9%	3.2%
	Other Current	0.0%	0.0%	0.0%	0.0%
	Total Current Assets	0.0%	6.5%	35.4%	67.4%
	Net Fixed Assets	0.0%	2.8%	2.1%	1.2%
	Intangibles	0.0%	90.7%	62.5%	31.5%
	Other Non-Current	0.0%	0.0%	0.0%	0.0%
	Total	100.0%	100.0%	100.0%	100.0%
Liabilities:	Notes Payable-Short Term	0.0%	0.0%	0.0%	0.0%
	CPLTD	0.0%	14.2%	11.0%	6.2%
	Accounts Payable	0.0%	0.0%	0.0%	0.0%
	Income Taxes Payable	0.0%	0.0%	0.0%	0.0%
	Other Current Liabilities	0.0%	0.0%	0.0%	0.0%
	Total Current Liabilities	0.0%	14.2%	11.0%	6.2%
	Long Term Debt	0.0%	80.2%	48.6%	20.3%
	Deferred Taxes	0.0%	0.0%	0.0%	0.0%
	Other Non-Current Liabilities	0.0%	0.0%	0.0%	0.0%
	Net Worth	0.0%	5.6%	40.5%	73.5%
	Total Liabilities & Net Worth	100.0%	100.0%	100.0%	100.0%
Income Data:	Net Sales	100.0%	100.0%	100.0%	100.0%
	Gross Profit	0.0%	80.0%	80.0%	80.0%
	Operating Expenses	0.0%	58.6%	33.9%	22.9%
	Operating Profit	0.0%	21.4%	46.1%	57.1%
	All Other Expenses	0.0%	9.1%	3.1%	1.3%
	Profit Before Taxes	0.0%	12.4%	42.9%	55.8%
			Year 1	Year 2	Year 3
Ratios:	Current Ratio	0.0	0.5	3.2	10.8
	Quick Ratio	0.0	-0.1	2.7	10.3
	Sales/Receivables	0.0 0	0.0 0	0.0 0	0.0 0
	COGS/Inventory	0.0 0	1.1 319	2.9 128	5.7 64
	COGS/Payables	0.0 0	0.0 0	0.0 0	0.0 0
	Sales/Working Capital	0.0	0.0	3.5	1.5
	EBIT/Interest	0.0	2.4	14.7	43.5
	Net Profit+Depr., Dep., Amort/ CPLTD	0.0	0.9	3.8	8.7
	Fixed/Worth	0.0	0.0	-0.1	0.0
	Debt/Worth	0.0	-1.1	-2.7	0.6
	% Profit Before Taxes / Tangible Net Worth	0.0%	und	und	122.3%
	% Profit Before Taxes / Total Assets	0.0%	5.6%	36.3%	51.4%
	Sales/Net Fixed Assets	0.0	16.0	40.0	80.0
	Sales/Total Assets	0.0	0.5	0.8	0.9
	% Depr., Dep., Amort/Sales	0.0%	14.2%	5.7%	2.8%
	% Compensation/Sales	0.0%	0.0%	0.0%	0.0%

Projected Sales and Cash Flow Performance

Sales vs Break Even Point (Years 1 through 3)



Change in Cash vs Cash on Hand (Years 1 through 3)

