

Game Dev Share, LLC
PRO FORMA CASHFLOW
2020 Calendar Year

	Apr-20	Q1 May-20	Jun-20	Jul-20	Q2 Aug-20	Sep-20	Oct-20	Q3 Nov-20	Dec-20	Jan-21	Q4 Feb-21	Mar-21	TOTAL YEAR 1
Revenues													
Job Listings	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,000.00	\$17,840.00	\$25,300.00	\$32,770.00	\$35,500.00	\$54,000.00	\$82,500.00	\$255,910.00
Job Advertising	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,250.00	\$6,400.00	\$1,100.00	\$2,500.00	\$4,100.00	\$4,950.00	\$22,300.00
Developer Subscriptions	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$600.00	\$1,600.00	\$2,600.00	\$3,600.00	\$7,300.00	\$15,400.00	\$31,400.00
Data Leasing	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$6,300.00	\$6,300.00	\$6,300.00	\$9,200.00	\$12,600.00	\$40,700.00
Portfolio Customization	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$250.00	\$340.00	\$300.00	\$360.00	\$730.00	\$1,540.00	\$3,620.00
Internal Marketplace	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00	\$600.00	\$3,400.00	\$5,000.00	\$7,400.00	\$13,600.00	\$21,500.00	\$51,900.00
External Advertising	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$140.00	\$200.00	\$400.00	\$560.00	\$600.00	\$1,450.00	\$2,160.00	\$5,510.00
Total Revenues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,940.00	\$22,740.00	\$43,740.00	\$48,630.00	\$56,260.00	\$90,380.00	\$140,650.00	\$411,340.00
Expenses													
Product Development and Delivery													
Salaries and Benefits	\$0.00	\$0.00	\$0.00	\$1,733.00	\$9,317.00	\$9,317.00	\$12,460.00	\$12,460.00	\$12,460.00	\$17,335.00	\$22,210.00	\$22,210.00	\$119,502.00
Telecommunications	\$0.00	\$0.00	\$0.00	\$20.00	\$40.00	\$40.00	\$40.00	\$40.00	\$40.00	\$60.00	\$80.00	\$100.00	\$460.00
Development Software Licensing	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$2,000.00
AWS (Network Charges)	\$51.00	\$10.00	\$10.00	\$20.00	\$40.00	\$60.00	\$60.00	\$80.00	\$80.00	\$100.00	\$120.00	\$160.00	\$791.00
AWS (Cloud Storage Charges)	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$200.00	\$200.00	\$900.00
Computers	\$0.00	\$0.00	\$0.00	\$1,000.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$1,000.00	\$0.00	\$4,000.00
Web/Email	\$0.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$60.00	\$60.00	\$120.00	\$120.00	\$120.00	\$600.00
Additional License Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
Total Product Development	\$51.00	\$30.00	\$30.00	\$2,793.00	\$10,667.00	\$9,787.00	\$12,930.00	\$12,990.00	\$12,990.00	\$18,965.00	\$23,980.00	\$23,040.00	\$128,253.00
Marketing and Sales													
Salaries and Benefits	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,042.00	\$7,042.00	\$7,042.00	\$7,042.00	\$7,042.00	\$7,042.00	\$7,042.00	\$49,294.00
Sales Commission	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$54.00	\$119.00	\$173.00	\$227.00	\$251.00	\$394.00	\$629.00	\$1,847.00
Advertising/Website	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$500.00	\$600.00	\$600.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$6,700.00
Collateral/Printing	\$0.00	\$0.00	\$0.00	\$0.00	\$350.00	\$350.00	\$0.00	\$0.00	\$0.00	\$1,360.00	\$1,360.00	\$0.00	\$3,420.00
Public Relations	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00	\$0.00	\$0.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$4,000.00
Trade Shows & Conferences	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$0.00	\$0.00	\$7,500.00	\$0.00	\$0.00	\$0.00	\$0.00	\$8,500.00
Computers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00
Mailing	\$0.00	\$0.00	\$0.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$300.00	\$300.00	\$300.00	\$2,100.00
Total Marketing and Sales	\$0.00	\$0.00	\$0.00	\$200.00	\$4,050.00	\$9,146.00	\$7,961.00	\$16,015.00	\$8,969.00	\$10,453.00	\$10,596.00	\$9,471.00	\$76,861.00
General and Administrative													
Salaries and Benefits	\$0.00	\$0.00	\$0.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,384.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$331,056.00

Administrative Support	\$0.00	\$0.00	\$0.00	\$0.00	\$1,550.00	\$1,550.00	\$1,550.00	\$1,550.00	\$1,550.00	\$1,550.00	\$1,550.00	\$1,550.00	\$12,400.00
Rent (incl. Utilities, sec. dep.)	\$0.00	\$0.00	\$0.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$27,711.00
Legal Fees	\$0.00	\$0.00	\$0.00	\$400.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$2,400.00
Telecommunications	\$0.00	\$0.00	\$0.00	\$3,000.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$5,160.00
Business Consulting	\$0.00	\$0.00	\$0.00	\$120.00	\$120.00	\$250.00	\$250.00	\$300.00	\$350.00	\$250.00	\$400.00	\$400.00	\$2,440.00
Computers	\$0.00	\$0.00	\$0.00	\$4,000.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5,000.00
Furniture	\$0.00	\$0.00	\$0.00	\$2,800.00	\$1,400.00	\$700.00	\$700.00	\$0.00	\$0.00	\$700.00	\$700.00	\$0.00	\$7,000.00
General Liability Insurance	\$0.00	\$0.00	\$0.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$675.00
Office Expenses and Supplies	\$0.00	\$0.00	\$0.00	\$300.00	\$180.00	\$200.00	\$180.00	\$180.00	\$180.00	\$200.00	\$220.00	\$220.00	\$1,860.00
Postage and Delivery	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$0.00	\$0.00	\$0.00	\$0.00	\$400.00	\$100.00	\$0.00	\$800.00
Employee Relations	\$0.00	\$0.00	\$0.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$500.00	\$600.00	\$600.00	\$4,100.00
Travel (Faculty)	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$300.00	\$0.00	\$0.00	\$0.00	\$2,000.00	\$2,000.00	\$0.00	\$4,600.00
Miscellaneous Fee Allocation	\$0.00	\$0.00	\$0.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00	\$13,500.00
Total G & A	\$0.00	\$0.00	\$0.00	\$52,508.00	\$47,258.00	\$45,408.00	\$45,088.00	\$43,988.00	\$44,488.00	\$47,608.00	\$47,578.00	\$44,778.00	\$139,964.00
Total Expenses	\$51.00	\$30.00	\$30.00	\$55,501.00	\$61,975.00	\$64,341.00	\$65,979.00	\$72,993.00	\$66,447.00	\$77,026.00	\$82,154.00	\$77,289.00	\$345,078.00
Net Income	(51.00)	(30.00)	(30.00)	(55,501.00)	(61,975.00)	(55,401.00)	(43,239.00)	(29,253.00)	(17,817.00)	(20,766.00)	8,226.00	63,361.00	Total 2020 (212,476.00)
Cumulative EBITDA		(81.00)	(111.00)	(55,612.00)	(117,587.00)	(172,988.00)	(216,227.00)	(245,480.00)	(263,297.00)	(284,063.00)	(275,837.00)	(212,476.00)	
Capital Account				\$325,000.00									
Total Capital				\$269,499.00	\$207,524.00	\$152,123.00	\$108,884.00	\$79,631.00	\$61,814.00	\$41,048.00	\$49,274.00	\$112,635.00	

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	Apr-21	Q1 May-21	Jun-21	Q2 Jul-21	Aug-21	Sep-21	Q3 Oct-21	Nov-21	Dec-21	Q4 Jan-22	Feb-22	Mar-22	Total 2021
Revenues													
Job Listings	\$86,500.00	\$87,900.00	\$88,500.00	\$105,660.00	\$107,600.00	\$109,650.00	\$112,500.00	\$116,000.00	\$118,300.00	\$124,300.00	\$126,786.00	\$129,321.72	\$1,313,017.72
Job Advertising	\$5,190.00	\$5,274.00	\$5,310.00	\$6,339.60	\$6,456.00	\$6,579.00	\$6,750.00	\$6,960.00	\$7,098.00	\$7,458.00	\$7,607.16	\$7,759.30	\$78,781.06
Developer Subscriptions	\$17,300.00	\$18,400.00	\$19,500.00	\$19,700.00	\$20,160.00	\$21,410.00	\$21,600.00	\$24,300.00	\$25,000.00	\$26,250.00	\$27,562.50	\$28,940.63	\$270,123.13
Data Leasing	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$3,500.00	\$4,000.00	\$5,200.00	\$5,200.00	\$6,000.00	\$6,000.00	\$6,500.00	\$6,500.00	\$56,900.00
Portfolio Customization	\$1,730.00	\$1,840.00	\$1,950.00	\$1,970.00	\$2,016.00	\$2,141.00	\$2,160.00	\$2,430.00	\$2,500.00	\$2,625.00	\$2,756.25	\$2,894.06	\$27,012.31
Internal Marketplace	\$22,050.00	\$24,500.00	\$26,100.00	\$23,100.00	\$26,050.00	\$27,300.00	\$28,650.00	\$29,900.00	\$31,500.00	\$33,075.00	\$34,728.75	\$36,465.19	\$343,418.94
External Advertising	\$2,500.00	\$2,850.00	\$3,160.00	\$3,050.00	\$3,190.00	\$3,540.00	\$3,380.00	\$3,850.00	\$4,200.00	\$4,410.00	\$4,630.00	\$4,860.00	\$43,620.00
Total Revenues	\$138,770.00	\$144,264.00	\$148,020.00	\$163,319.60	\$168,972.00	\$174,620.00	\$180,240.00	\$188,640.00	\$194,598.00	\$204,118.00	\$210,570.66	\$216,740.90	\$2,132,873.16
Expenses													
Product Development and Delivery													
Salaries and Benefits	\$22,210.00	\$22,210.00	\$22,210.00	\$27,085.00	\$27,626.00	\$27,626.00	\$32,855.00	\$32,855.00	\$32,855.00	\$33,209.00	\$33,563.00	\$33,563.00	\$347,867.00
Telecommunications	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$1,320.00
Development Software Licensing	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$3,000.00
AWS (Network Charges)	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$320.00	\$480.00	\$480.00	\$500.00	\$500.00	\$560.00	\$4,760.00
AWS (Cloud Storage Charges)	\$200.00	\$200.00	\$200.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$400.00	\$4,200.00
Computers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00
Web/Email	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$250.00	\$250.00	\$250.00	\$250.00	\$1,960.00
Additional License Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total Product Development	\$23,200.00	\$23,200.00	\$23,200.00	\$28,275.00	\$28,816.00	\$28,816.00	\$35,065.00	\$34,225.00	\$34,355.00	\$34,729.00	\$35,083.00	\$35,143.00	\$364,107.00
Marketing and Sales													
Salaries and Benefits	\$7,042.00	\$7,042.00	\$7,042.00	\$7,042.00	\$7,042.00	\$7,583.00	\$7,583.00	\$7,583.00	\$7,583.00	\$7,583.00	\$7,583.00	\$7,583.00	\$88,291.00
Sales Commission	\$667.00	\$683.00	\$693.00	\$805.00	\$820.00	\$841.00	\$861.00	\$901.00	\$920.00	\$967.00	\$991.00	\$1,016.00	\$10,165.00
Advertising/Website	\$1,000.00	\$1,000.00	\$1,000.00	\$600.00	\$600.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$11,200.00
Collateral/Printing	\$1,360.00	\$1,360.00	\$1,600.00	\$1,360.00	\$1,600.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$7,280.00
Public Relations	\$500.00	\$500.00	\$500.00	\$500.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$10,000.00
Trade Shows & Conferences	\$5,000.00	\$2,000.00	\$2,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$9,000.00
Computers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Mailing	\$300.00	\$300.00	\$300.00	\$200.00	\$200.00	\$200.00	\$300.00	\$300.00	\$300.00	\$200.00	\$200.00	\$200.00	\$3,000.00
Total Marketing and Sales	\$15,869.00	\$12,885.00	\$13,135.00	\$10,507.00	\$11,262.00	\$10,624.00	\$10,744.00	\$10,784.00	\$10,803.00	\$10,750.00	\$10,774.00	\$10,799.00	\$138,936.00
General and Administrative													
Salaries and Benefits	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$36,834.00	\$442,008.00
Administrative Support	\$1,550.00	\$1,550.00	\$1,550.00	\$1,550.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$1,800.00	\$20,600.00

Rent (incl. Utilities, sec. dep.)	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$3,079.00	\$36,948.00
Legal Fees	\$350.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$3,100.00
Telecommunications	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$3,240.00
Business Consulting	\$400.00	\$400.00	\$400.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$6,600.00
Computers	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Furniture	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,400.00
General Liability Insurance	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$900.00
Office Expenses and Supplies	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$450.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$500.00	\$5,700.00
Postage and Delivery	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$300.00	\$300.00	\$400.00	\$400.00	\$400.00	\$400.00	\$500.00	\$3,000.00
Employee Relations	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$7,200.00
Travel (Faculty)	\$0.00	\$0.00	\$0.00	\$0.00	\$3,000.00	\$3,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,000.00	\$3,000.00	\$12,000.00
Miscellaneous Fee Allocation	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$2,500.00	\$30,000.00
Total G & A	\$46,808.00	\$46,008.00	\$46,008.00	\$46,208.00	\$49,758.00	\$49,758.00	\$47,508.00	\$46,908.00	\$46,908.00	\$46,908.00	\$49,908.00	\$50,008.00	\$572,696.00
Total Expenses	\$85,877.00	\$82,093.00	\$82,343.00	\$84,990.00	\$89,836.00	\$89,198.00	\$93,317.00	\$91,917.00	\$92,066.00	\$92,387.00	\$95,765.00	\$95,950.00	\$1,075,739.00
Net Income	\$52,893.00	\$62,171.00	\$65,677.00	\$78,329.60	\$79,136.00	\$85,422.00	\$86,923.00	\$96,723.00	\$102,532.00	\$111,731.00	\$114,805.66	\$120,790.90	<i>Total 2021</i> \$1,057,134.16
Cumulative EBITDA	(\$159,583.00)	(\$97,412.00)	(\$31,735.00)	\$46,594.60	\$125,730.60	\$211,152.60	\$298,075.60	\$394,798.60	\$497,330.60	\$609,061.60	\$723,867.26	\$844,658.16	

Total Capital	\$112,635.00	\$174,806.00	\$240,483.00	\$318,812.60	\$397,948.60	\$483,370.60	\$570,293.60	\$667,016.60	\$769,548.60	\$881,279.60	\$996,085.26	\$1,116,876.16
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