

Q: How did you determine cash needs for funding?

A: We built a Cash Flow Projection based on income, cash payments out for boxes, staff, marketing and service, and determined what our peak “burn rate” was as a result of these inputs. A snapshot of our cash on an annualized basis is at right.

<i>in thousands</i>	2017	2018	2019	2020
Cash at Beginning	\$0.0	-\$647	-\$1,548	-\$1,910
CASH IN				
Revenue	\$14.6	\$567	\$3,735	\$24,577
Total Cash Receipts	\$14.6	\$567	\$3,735	\$24,577
CASH OUT				
Box	\$217	\$0.0	\$187	\$1,124
Storage	\$5.7	\$52	\$343	\$2,254
Pickups	\$34	\$306	\$2,015	\$13,259
Marketing	\$3.3	\$30	\$197	\$1,295
Team	\$403	\$1,080	\$1,355	\$1,355
Total Cash Paid Out	\$662	\$1,468	\$4,097	\$19,287
Earnings (Burn)	-\$647	-\$901	-\$362	\$0.0
Cash at End	-\$647	-\$1,548	-\$1,910	\$3,380
Peak Cash Need	-\$1,919.9			



Q: Do you have enough storage space to expand the business?

A: We have space to continue to grow! Through our partnership with self-storage companies, as well as, our partnerships with courier services, we have ample opportunity to grow throughout Chicago and beyond.

