# Appendix

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| ***Pro Forma Personnel Plan 12- month detail*** | *Jan* | *Feb* | *Ma*  *r* | *Apr* | *Ma*  *y* | *Jun* | *Jul* | *Au g* | *Sep* | *Oct* | *No v* | *De c* | *Year*  *1* |
| **Office Manager** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Acquisition Manager** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Owner #1** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Owner #2** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Total Payroll | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |

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| ***Pro Forma Sales Forecast 12-month detail*** | *Jan* | *Feb* | *Mar* | *Apr* | *May* | *Jun* | *Jul* | *Aug* | *Sep* | *Oct* | *Nov* | *Dec* | *Year 1* |
| **Sales** | $0 | $0 | $28,000 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $28,000 |
| **Sale of Property #1** |
| **Sale of Property #2** | $0 | $0 | $0 | $0 | $0 | $28,000 | $0 | $0 | $0 | $0 | $0 | $0 | $28,000 |
| **Sale of Property #3** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $28,000 | $0 | $0 | $0 | $28,000 |
| **Sale of Property #4** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $28,000 | $28,000 |
| **Property Sales Year Two** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Property Sales Year Three** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Rental Income** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Other** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Total Sales** | $0 | $0 | $28,000 | $0 | $0 | $28,000 | $0 | $0 | $28,000 | $0 | $0 | $28,000 | $112,000 |
|  |  | | | | | | | | | | | | |

*Pro Forma Profit and Loss 12-Month Detail*

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *Jan* | *Feb* | *Mar* | *Apr* | *May* | *Jun* | *Jul* | *Aug* | *Sep* | *Oct* | *Nov* | *Dec* | *Year 1* |
| **Sales** | $0 | $0 | $28,00 | $0 | $0 | $28,00 | $0 | $0 | $28,00 | $0 | $0 | $28,00 | $112,0 |
|  |  |  | 0 |  |  | 0 |  |  | 0 |  |  | 0 | 00 |
| **Direct Cost of** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Sales** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Other Sales** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
|  | -------- | -------- | -------- | -------- | -------- | -------- | -------- | -------- | -------- | -------- | -------- | -------- | -------- |
|  | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- | ---- |
| **Total Cost of** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Sales** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Gross Margin** | $0 | $0 | $28,00 | $0 | $0 | $28,00 | $0 | $0 | $28,00 | $0 | $0 | $28,00 | $112,0 |
|  |  |  | 0 |  |  | 0 |  |  | 0 |  |  | 0 | 00 |
| **Gross Margin** | 0.00% | 0.00% | 100.00 | 0.00% | 0.00% | 100.00 | 0.00% | 0.00% | 100.00 | 0.00% | 0.00% | 100.00 | 100.00 |
| **%** |  |  | % |  |  | % |  |  | % |  |  | % | % |
| **Expenses** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Payroll** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Marketing/Pro** | $700 | $700 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $200 | $3,400 |
| **motion** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Depreciation** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Corporation** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Office Rent** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Corporation** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Office Utilities** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Liability** | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $50 | $600 |
| **Insurance** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Payroll Taxes** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **and Benefits** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Retirement** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Benefit** |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Key Emp.** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **Life Insurance** |

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Legal and Accounting Incorporation Fees**  **Bank Opening Balance**  **Auto Expense Telephones Other Gen. and Admin.**  **Expenses**  **Total Operating Expenses**  **Profit Before Interest and Taxes EBITDA**  **Interest Expense Taxes Incurred**  **Net Profit** | $1,000  $100  $100  $0  $0  $0  --------  ----  $1,950  ($1,95  0)  ($1,95  0)  $1,440  $0  ($3,39  0) | $0  $0  $0  $0  $0  $0  --------  ----  $750  ($750)  ($750)  $1,440  $0  ($2,19  0) | $0  $0  $0  $0  $0  $0  --------  ----  $250  $27,75  0  $27,75  0  $0  $0  $27,75  0 | $0  $0  $0  $0  $0  $0  --------  ----  $250  ($250)  ($250)  $1,440  $0  ($1,69  0) | $0  $0  $0  $0  $0  $0  --------  ----  $250  ($250)  ($250)  $1,440  $0  ($1,69  0) | $0  $0  $0  $0  $0  $0  --------  ----  $250  $27,75  0  $27,75  0  $0  $0  $27,75  0 | $0  $0  $0  $100  $0  $0  --------  ----  $350  ($350)  ($350)  $1,440  $0  ($1,79  0) | $0  $0  $0  $100  $0  $0  --------  ----  $350  ($350)  ($350)  $1,440  $0  ($1,79  0) | $0  $0  $0  $100  $0  $0  --------  ----  $350  $27,65  0  $27,65  0  $0  $0  $27,65  0 | $0  $0  $0  $100  $0  $0  --------  ----  $350  ($350)  ($350)  $1,440  $0  ($1,79  0) | $0  $0  $0  $100  $0  $0  --------  ----  $350  ($350)  ($350)  $1,440  $0  ($1,79  0) | $0  $0  $0  $100  $0  $0  --------  ----  $350  $27,65  0  $27,65  0  $0  $0  $27,65  0 | $1,000  $100  $100  $600  $0  $0  --------  ----  $5,800  $106,2  00  $106,2  00  $11,52  0  $0  $94,68  0 |
| Net Profit/Sales | 0.00% | 0.00% | 99.11  % | 0.00% | 0.00% | 99.11  % | 0.00% | 0.00% | 98.75  % | 0.00% | 0.00% | 98.75  % | 84.54  % |

*Pro Forma Cash Flow 12-Month Detail*

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *Jan* | *Feb* | *Mar* | *Apr* | *May* | *Jun* | *Jul* | *Aug* | *Sep* | *Oct* | *Nov* | |
| **Cash** | $0 | $0 | $28,000 | $0 | $0 | $28,000 | $0 | $0 | $28,000 | $0 | $0 | $2 |
| **Received** |
| **Cash from** |
| **Operations** |
| **Cash Sales** |
| **Subtotal** | $0 | $0 | $28,000 | $0 | $0 | $28,000 | $0 | $0 | $28,000 | $0 | $0 | $2 |
| **Cash from** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Operations** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Additional** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Cash** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Received** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Sales Tax,** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **VAT,** |  |  |  |  |  |  |  |  |  |  |  |  |
| **HST/GST** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Received** |  |  |  |  |  |  |  |  |  |  |  |  |
| **New Current** | $216,000 | $0 | $0 | $216,000 | $0 | $0 | $216,000 | $0 | $0 | $216,000 | $0 |  |
| **Borrowing** |  |  |  |  |  |  |  |  |  |  |  |  |
| **New Other** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Liabilities** |  |  |  |  |  |  |  |  |  |  |  |  |
| **New Long-** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **term** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Liabilities** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Sales of** | $0 | $0 | $272,000 | $0 | $0 | $272,000 | $0 | $0 | $272,000 | $0 | $0 | $27 |
| **Other** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Current** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Assets** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Sales of** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Long-term** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Assets** |  |  |  |  |  |  |  |  |  |  |  |  |
| **New** | $38,000 | $5,000 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Investment** |

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Received Subtotal** | $254,000 | $5,000 | $300,000 | $216,000 | $0 | $300,000 | $216,000 | $0 | $300,000 | $216,000 | $0 | $30 |
| **Cash Received** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Expenditures** | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov |  |
| **Expenditures** |  |  |  |  |  |  |  |  |  |  |  |  |
| **from Operations** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Cash Spending** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Bill Payments** | $113 | $3,350 | $2,125 | $298 | $1,690 | $1,642 | $301 | $1,790 | $1,742 | $398 | $1,790 | $ |
| **Subtotal Spent on** | $113 | $3,350 | $2,125 | $298 | $1,690 | $1,642 | $301 | $1,790 | $1,742 | $398 | $1,790 | $ |
| **Operations** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Additional Cash Spent** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Sales Tax, VAT,** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **HST/GST**  **Paid Out** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Principal Repayment** | $0 | $0 | $216,000 | $0 | $0 | $216,000 | $0 | $0 | $216,000 | $0 | $0 | $21 |
| **of Current Borrowing** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Other Liabilities** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Principal Repayment** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Long-term Liabilities** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Principal** |  |  |  |  |  |  |  |  |  |  |  |  |

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Repayment Purchase Other Current Assets Purchase Long-term Assets Dividends Subtotal Cash Spent**  **Net Cash Flow** | $250,000  $0  $0  $250,113  $3,887 | $5,000  $0  $0  $8,350  ($3,350) | $5,000  $0  $0  $223,125  $76,875 | $250,000  $0  $0  $250,298  ($34,298) | $5,000  $0  $0  $6,690  ($6,690) | $5,000  $0  $0  $222,642  $77,358 | $250,000  $0  $0  $250,301  ($34,301) | $5,000  $0  $0  $6,790  ($6,790) | $5,000  $0  $0  $222,742  $77,258 | $250,000  $0  $0  $250,398  ($34,398) | $5,000  $0  $0  $6,790  ($6,790) | $  $22  $7 |
| Cash Balance | $3,887 | $537 | $77,412 | $43,114 | $36,424 | $113,782 | $79,480 | $72,690 | $149,948 | $115,550 | $108,760 | $18 |

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | *Jan* | *Feb* | *Mar* | *Apr* | *May* | *Jun* | *Jul* | *Aug* | *Sep* | *Oct* | *Nov* | |
| **Assets** | $3,887 | $537 | $77,412 | $43,114 | $36,424 | $113,782 | $79,480 | $72,690 | $149,948 | $115,550 | $108,760 | $ |
| **Current** |
| **Assets** |
| **Cash** |
| **Other** | $250,000 | $255,000 | ($12,000) | $238,000 | $243,000 | ($24,000) | $226,000 | $231,000 | ($36,000) | $214,000 | $219,000 | ( |
| **Current** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Assets** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total** | $253,887 | $255,537 | $65,412 | $281,114 | $279,424 | $89,782 | $305,480 | $303,690 | $113,948 | $329,550 | $327,760 | $ |
| **Current** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Assets** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Long-term** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Assets** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Long-term** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Assets** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Accumulated** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Depreciation** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total Long-** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **term Assets** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Total Assets** | $253,887 | $255,537 | $65,412 | $281,114 | $279,424 | $89,782 | $305,480 | $303,690 | $113,948 | $329,550 | $327,760 | $ |
| **Liabilities** | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov |  |
| **and Capital** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Current** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Liabilities** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Accounts** | $3,277 | $2,117 | $242 | $1,634 | $1,634 | $242 | $1,730 | $1,730 | $338 | $1,730 | $1,730 |  |
| **Payable** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Current** | $216,000 | $216,000 | $0 | $216,000 | $216,000 | $0 | $216,000 | $216,000 | $0 | $216,000 | $216,000 |  |
| **Borrowing** |  |  |  |  |  |  |  |  |  |  |  |  |
| **Other** | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |  |
| **Current** |
| **Liabilities** |

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Subtotal Current Liabilities**  **Long-term Liabilities Total Liabilities**  **Paid-in Capital Retained Earnings Earnings Total Capital Total Liabilities and Capital** | $219,277  $0  $219,277  $38,000  $0 ($3,390)  $34,610  $253,887 | $218,117  $0  $218,117  $43,000  $0 ($5,580)  $37,420  $255,537 | $242  $0  $242  $43,000  $0  $22,170  $65,170  $65,412 | $217,634  $0  $217,634  $43,000  $0  $20,480  $63,480  $281,114 | $217,634  $0  $217,634  $43,000  $0  $18,790  $61,790  $279,424 | $242  $0  $242  $43,000  $0  $46,540  $89,540  $89,782 | $217,730  $0  $217,730  $43,000  $0  $44,750  $87,750  $305,480 | $217,730  $0  $217,730  $43,000  $0  $42,960  $85,960  $303,690 | $338  $0  $338  $43,000  $0  $70,610  $113,610  $113,948 | $217,730  $0  $217,730  $43,000  $0  $68,820  $111,820  $329,550 | $217,730  $0  $217,730  $43,000  $0  $67,030  $110,030  $327,760 | $  $ |
| Net Worth | $34,610 | $37,420 | $65,170 | $63,480 | $61,790 | $89,540 | $87,750 | $85,960 | $113,610 | $111,820 | $110,030 | $ |