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Numbers Sheet Name	Numbers Table Name	Excel Worksheet Name
Income Statement: Years 1 - 5	Table 1	Income Statement Years 1 - 5
Income Statement: 5 year Consolidated	Table 1	Income Statement 5 year Consol
Details	Table 1	Details

Table 1

	October	November	December	January	February	March	FY2018	April	May	June	July	August	Septemer	October	November	December	January	February	March
Deal Size: Small	0	0	0	0	0	0	0	3	0	3	0	3	4	0	6	0	0	0	1
Deal Size: Standard	0	0	0	0	0	0	0	3	3	2	4	3	0	3	0	2	1	1	1
Deal Size: Large	0	0	0	0	0	0	0	1	3	2	4	2	3	0	0	0	0	0	0
Deal Size: XL	0	0	0	0	0	0	0	0	0	2	2	2	0	3	0	0	0	0	0
Total Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$15,500	\$24,000	\$29,500	\$44,000	\$32,500	\$17,000	\$27,000	\$3,000	\$6,000	\$3,000	\$3,000	\$3,500
Truck Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,050	\$900	\$1,350	\$1,500	\$1,500	\$1,050	\$900	\$900	\$300	\$150	\$150	\$300
Gas Rental	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$350	\$300	\$450	\$500	\$500	\$350	\$300	\$300	\$100	\$50	\$50	\$100
Permits	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
COGS	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,400	\$1,200	\$1,800	\$2,000	\$2,000	\$1,400	\$1,200	\$1,200	\$400	\$200	\$200	\$400
Gross Margin \$	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$14,100	\$22,800	\$27,700	\$42,000	\$30,500	\$15,600	\$25,800	\$1,800	\$5,600	\$2,800	\$2,800	\$3,100
Gross Margin %	0%	0%	0%	0%	0%	0%	0%	91%	95%	94%	95%	94%	92%	96%	60%	93%	93%	93%	89%
Trailer Maintenance	\$0	\$0	\$0	\$100	\$100	\$100	\$300	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Insurance	\$0	\$0	\$0	\$1,160	\$1,160	\$1,160	\$3,480	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160
Salary/Wages	\$0	\$0	\$4,000	\$4,000	\$4,000	\$4,000	\$16,000	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200
Telephone	\$0	\$0	\$50	\$50	\$50	\$50	\$200	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Advertising/Marketing	\$100	\$100	\$100	\$100	\$100	\$100	\$600	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100
Software	\$30	\$30	\$30	\$30	\$30	\$30	\$180	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30
Misc	\$300	\$300	\$300	\$300	\$300	\$300	\$1,800	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Operating Expense	\$430	\$430	\$4,480	\$5,740	\$5,740	\$5,740	\$22,560	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940	\$5,940
Operating Profit \$	-\$430	-\$430	-\$4,480	-\$5,740	-\$5,740	-\$5,740	-\$22,560	\$8,160	\$16,860	\$21,760	\$36,060	\$24,560	\$9,660	\$19,860	-\$4,140	-\$340	-\$3,140	-\$3,140	-\$2,840
Operating Profit %	0%	0%	0%	0%	0%	0%	0%	58%	74%	79%	86%	81%	62%	77%	-230%	-6%	-112%	-112%	-92%
Breakeven/Profitability	-\$85,430	-\$85,860	-\$90,340	-\$96,080	-\$101,820	-\$107,560	-\$107,560	-\$99,400	-\$82,540	-\$60,780	-\$24,720	-\$160	\$9,500	\$29,360	\$25,220	\$24,880	\$21,740	\$18,600	\$15,760
Investor Obligations									\$5,000				\$5,000			\$5,000			\$5,000
Quarterly Top line Rollup									\$64,600				\$88,100			\$33,200			\$8,700

FY2019	April	May	June	July	August	Septemer	October	November	December	January	February	March	FY2020	April	May	June	July	August	Septemer	October
20	3	0	3	0	3	4	0	6	1	1	1	1	23	3	0	3	0	3	4	0
23	3	3	2	4	3	0	3	0	2	1	2	2	25	3	3	2	4	3	0	3
15	1	3	2	4	2	3	0	0	0	0	0	0	15	1	3	2	4	2	3	0
9	0	0	2	2	2	0	3	0	0	0	0	0	9	0	0	2	2	2	0	3
\$208,000	\$15,965	\$24,720	\$30,385	\$45,320	\$33,475	\$17,510	\$27,810	\$3,090	\$6,695	\$3,605	\$6,695	\$6,695	\$221,965	\$16,444	\$25,462	\$31,297	\$46,680	\$34,479	\$18,035	\$28,644
\$10,050	\$1,050	\$900	\$1,350	\$1,500	\$1,500	\$1,050	\$900	\$900	\$450	\$300	\$450	\$450	\$10,800	\$1,050	\$900	\$1,350	\$1,500	\$1,500	\$1,050	\$900
\$3,350	\$350	\$300	\$450	\$500	\$500	\$350	\$300	\$300	\$150	\$100	\$150	\$150	\$3,600	\$350	\$300	\$450	\$500	\$500	\$350	\$300
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$13,400	\$1,400	\$1,200	\$1,800	\$2,000	\$2,000	\$1,400	\$1,200	\$1,200	\$600	\$400	\$600	\$600	\$14,400	\$1,400	\$1,200	\$1,800	\$2,000	\$2,000	\$1,400	\$1,200
\$194,600	\$14,565	\$23,520	\$28,585	\$43,320	\$31,475	\$16,110	\$26,610	\$1,890	\$6,095	\$3,205	\$6,095	\$6,095	\$207,565	\$15,044	\$24,262	\$29,497	\$44,680	\$32,479	\$16,635	\$27,444
94%	91%	95%	94%	96%	94%	92%	96%	61%	91%	89%	91%	91%	94%	91%	95%	94%	96%	94%	92%	96%
\$1,200	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$100	\$100	\$100	\$100	\$100	\$100	\$100
\$13,920	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$13,920	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160
\$50,400	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$4,410	\$52,920	\$4,631	\$4,631	\$4,631	\$4,631	\$4,631	\$4,631	\$4,631
\$600	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	\$50	\$50	\$50	\$50	\$50	\$50	\$50
\$1,200	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200	\$100	\$100	\$100	\$100	\$100	\$100	\$100
\$360	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$360	\$30	\$30	\$30	\$30	\$30	\$30	\$30
\$3,600	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600	\$300	\$300	\$300	\$300	\$300	\$300	\$300
\$71,280	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$6,150	\$73,800	\$6,371	\$6,371	\$6,371	\$6,371	\$6,371	\$6,371	\$6,371
\$123,320	\$8,415	\$17,370	\$22,435	\$37,170	\$25,325	\$9,960	\$20,460	-\$4,260	-\$55	-\$2,945	-\$55	-\$55	\$133,765	\$8,673	\$17,891	\$23,126	\$38,309	\$26,109	\$10,265	\$21,074
63%	58%	74%	78%	86%	80%	62%	77%	-225%	-1%	-92%	-1%	-1%	64%	58%	74%	78%	86%	80%	62%	77%
	\$24,175	\$41,545	\$63,980	\$101,150	\$126,475	\$136,435	\$156,895	\$152,635	\$152,580	\$149,635	\$149,580	\$149,525		\$158,198	\$176,090	\$199,216	\$237,525	\$263,633	\$273,898	\$294,972

November	December	January	February	March	FY2021	April	May	June	July	August	September	October	November	December	January	February	March	FY2022
6	2	2	2	2	27	3	0	3	0	3	4	0	6	1	2	2	2	26
0	2	2	2	2	26	3	3	2	4	3	0	3	0	2	2	2	2	26
0	0	0	0	0	15	1	3	2	4	2	3	0	0	0	0	0	0	15
0	0	0	0	0	9	0	0	2	2	2	0	3	0	0	0	0	0	9
\$3,183	\$7,426	\$7,426	\$7,426	\$7,426	\$233,928	\$16,937	\$26,225	\$32,235	\$48,080	\$35,514	\$18,576	\$29,504	\$3,278	\$7,103	\$7,649	\$7,649	\$7,649	\$240,400
\$900	\$600	\$600	\$600	\$600	\$11,550	\$1,050	\$900	\$1,350	\$1,500	\$1,500	\$1,050	\$900	\$900	\$450	\$600	\$600	\$600	\$11,400
\$300	\$200	\$200	\$200	\$200	\$3,850	\$350	\$300	\$450	\$500	\$500	\$350	\$300	\$300	\$150	\$200	\$200	\$200	\$3,800
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$1,200	\$800	\$800	\$800	\$800	\$15,400	\$1,400	\$1,200	\$1,800	\$2,000	\$2,000	\$1,400	\$1,200	\$1,200	\$600	\$800	\$800	\$800	\$15,200
\$1,983	\$6,626	\$6,626	\$6,626	\$6,626	\$218,528	\$15,537	\$25,025	\$30,435	\$46,080	\$33,514	\$17,176	\$28,304	\$2,078	\$6,503	\$6,849	\$6,849	\$6,849	\$225,200
62%	89%	89%	89%	89%	93%	92%	95%	94%	96%	94%	92%	96%	63%	92%	90%	90%	90%	94%
\$100	\$100	\$100	\$100	\$100	\$1,200	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$13,920	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$13,920
\$4,631	\$4,631	\$4,631	\$4,631	\$4,631	\$55,566	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$4,862	\$58,344
\$50	\$50	\$50	\$50	\$50	\$600	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600
\$100	\$100	\$100	\$100	\$100	\$1,200	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
\$30	\$30	\$30	\$30	\$30	\$360	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$360
\$300	\$300	\$300	\$300	\$300	\$3,600	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
\$6,371	\$6,371	\$6,371	\$6,371	\$6,371	\$76,446	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$6,602	\$79,224
-\$4,388	\$256	\$256	\$256	\$256	\$142,082	\$8,935	\$18,423	\$23,833	\$39,478	\$26,912	\$10,574	\$21,702	-\$4,524	-\$99	\$247	\$247	\$247	\$145,976
-221%	4%	4%	4%	4%	65%	58%	74%	78%	86%	80%	62%	77%	-218%	-2%	4%	4%	4%	65%
\$290,584	\$290,840	\$291,096	\$291,352	\$291,607		\$300,543	\$318,966	\$342,800	\$382,278	\$409,189	\$419,763	\$441,465	\$436,941	\$436,842	\$437,089	\$437,336	\$437,583	

April	May	June	July	August	September	October	November	December	January	February	March	FY2023
3	0	3	0	3	4	0	6	2	2	2	2	27
3	3	2	4	3	0	3	0	2	2	2	2	26
1	3	2	4	2	3	0	0	0	0	0	0	15
0	0	2	2	2	0	3	0	0	0	0	0	9
\$17,445	\$27,012	\$33,203	\$49,522	\$36,579	\$19,134	\$30,389	\$3,377	\$7,879	\$7,879	\$7,879	\$7,879	\$248,175
\$1,050	\$900	\$1,350	\$1,500	\$1,500	\$1,050	\$900	\$900	\$600	\$600	\$600	\$600	\$11,550
\$350	\$300	\$450	\$500	\$500	\$350	\$300	\$300	\$200	\$200	\$200	\$200	\$3,850
\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
\$1,400	\$1,200	\$1,800	\$2,000	\$2,000	\$1,400	\$1,200	\$1,200	\$800	\$800	\$800	\$800	\$15,400
\$16,045	\$25,812	\$31,403	\$47,522	\$34,579	\$17,734	\$29,189	\$2,177	\$7,079	\$7,079	\$7,079	\$7,079	\$232,775
92%	96%	95%	96%	95%	93%	96%	64%	90%	90%	90%	90%	94%
\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$1,160	\$13,920
\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$5,105	\$61,262
\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600
\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$100	\$1,200
\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$360
\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$3,600
\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$6,845	\$82,142
\$9,200	\$18,967	\$24,557	\$40,677	\$27,734	\$10,889	\$22,344	-\$4,669	\$233	\$233	\$233	\$233	\$150,633
57%	73%	78%	86%	80%	61%	77%	-214%	3%	3%	3%	3%	65%
\$446,783	\$465,750	\$490,308	\$530,985	\$558,719	\$569,608	\$591,951	\$587,283	\$587,516	\$587,749	\$587,983	\$588,216	

Table 1

	Consolidated 5 Year			
Deal Size: Small	123			
Deal Size: Standard	126			
Deal Size: Large	75			
Deal Size: XL	45			
Total Sales	\$1,152,468			
Truck Rental	\$55,350			
Gas Rental	\$18,450			
Permits	\$0			
COGS	\$73,800			
Gross Margin \$	\$1,078,668			
Gross Margin %	94%			
Trailer Maintenance	\$6,300			
Insurance	\$73,080			
Salary/Wages	\$294,492			
Telephone	\$3,200			
Advertising/Marketing	\$6,600			
Software	\$1,980			
Misc	\$19,800			
Operating Expense	\$405,452			
Operating Profit \$	\$673,216			
Operating Profit %	62%			
Breakeven/Profitability	\$588,216		60000	
Investor Cap	170000			

Table 1

Pricing:	Price Year 1	Price Year 2	Price Year 3	Price Year 4	Price Year 5	Description	Time Requirement	Who
Small	500	515	530	546	563	Non-profit events		
Standard	3000	3090	3183	3278	3377	Standard pricing	Daily	Breweries, museums
Large	5000	5150	5305	5464	5628		2-day events	Weddings?
XL	6000	6180	6365	6556	6753		Weekend	Weddings?
		0	0	0	0			
Rentals	100	103	106	109	113		per day	
Gas	50	52	53	55	56		per day	