

Its My Company, Inc.
CASH FLOW PROJECTIONS
For the Year Ending December 2013

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTALS
Beginning Cash Balance	\$ 26,532	\$ 58,115	\$ 98,488	\$ 119,510	\$ 114,339	\$ 130,187	\$ 60,853	\$ 48,905	\$ 30,576	\$ 35,092	\$ 49,995	\$ 41,573	\$ 26,532
Revenues:													
Contract Revenues	113,765	124,872	74,150	76,705	69,872	56,950	41,550	33,500	46,950	36,900	36,900	38,750	750,864
Other Maintenance Income	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	9,250	111,000
Interest Income	139	610	1,034	1,255	1,201	1,367	639	514	321	368	525	437	8,409
Other Income (Project Management)	-	-	1,155.00	-	-	750	-	-	875	-	-	-	2,780
Total Revenue	123,154	134,732	85,589	87,210	80,323	68,317	51,439	43,264	57,396	46,518	46,675	48,437	873,053
Loans	-	-	-	-	-	-	50,000	5,000	10,000	5,000	-	-	70,000
CASH AVAILABLE	149,686	192,847	184,077	206,719	194,661	198,504	162,292	97,169	97,972	86,610	96,670	90,010	969,585
Disbursements:													
Cost of Revenue	75,835	75,865	46,763	48,198	47,360	120,193	52,570	46,080	41,502	30,429	29,429	30,516	644,740
Gross Profit	47,319	58,867	38,826	39,012	32,962	(51,876)	(1,131)	(2,816)	15,894	16,090	17,246	17,921	228,314
General and Administrative:													
Accounting, Legal and Consulting	-	1,250	750	650	750	-	1,250	250	-	1,250	250	-	6,400
Auto	450	450	450	450	450	450	450	450	450	450	450	450	5,400
Bank Charges	75	75	175	75	75	175	75	75	175	75	75	175	1,300
Insurances	1,615	1,615	2,340	1,615	1,615	2,340	1,615	1,615	2,340	1,615	1,615	2,340	22,280
Wages	8,100	8,100	8,100	8,100	8,100	8,100	11,600	11,600	11,600	11,600	11,600	11,600	118,200
Payroll Taxes	1,716	1,469	1,469	1,469	1,689	1,716	1,854	1,854	1,854	1,854	1,854	1,854	20,647
Rent & Utilities	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
Office Supplies & Expenses	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Depreciation	750	750	750	750	750	750	750	847	944	1,041	1,138	1,235	10,455
Interest	156	150	144	138	132	126	120	354	367	402	415	384	2,887
Miscellaneous	742	2,497	1,483	1,534	1,397	1,139	831	670	939	738	738	775	13,484
TOTAL GENERAL EXPENSES	16,454	19,206	18,511	17,631	17,808	17,646	21,395	20,565	21,518	21,874	20,984	21,662	235,253
TOTAL EXPENSES	92,289	95,071	65,274	65,828	65,168	137,839	73,965	66,645	63,020	52,303	50,413	52,178	879,992
NET INCOME BEFORE TAXES	30,865	39,661	20,315	21,381	15,154	(69,522)	(22,526)	(23,381)	(5,624)	(5,784)	(3,738)	(3,741)	(6,939)
PROVISION FOR INCOME TAXES	-	-	-	27,252	-	-	(9,896)	-	-	(15,459)	-	(4,544)	(2,647)
NET INCOME BEFORE TAXES	30,865	39,661	20,315	(5,871)	15,154	(69,522)	(12,630)	(23,381)	(5,624)	9,675	(3,738)	803	(4,292)
Other Disbursements:													
Principal Loan Payments	32	38	44	50	56	62	68	795	804	813	5,822	5,831	14,415
Depreciation	(750)	(750)	(750)	(750)	(750)	(750)	(750)	(847)	(944)	(1,041)	(1,138)	(1,235)	(10,455)
Equipment, Financing Costs, etc.	-	-	-	-	-	500	35,000	-	-	-	-	-	35,500
Working Capital	-	-	-	-	-	-	15,000	-	-	-	-	-	15,000
TOTAL OTHER DISBURSEMENTS	(718)	(712)	(706)	(700)	(694)	(188)	49,318	(52)	(140)	(228)	4,684	4,596	54,460
CASH FLOW	31,583	40,373	21,021	(5,171)	15,848	(69,334)	(11,948)	(18,329)	4,516	14,903	(8,422)	(3,793)	11,248

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ENDING CASH BALANCE	\$ 58,115	\$ 98,488	\$ 119,510	\$ 114,339	\$ 130,187	\$ 60,853	\$ 48,905	\$ 30,576	\$ 35,092	\$ 49,995	\$ 41,573	\$ 37,780	\$ 37,780
Supporting Schedules													
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	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTALS
CONTRACT REVENUES:													
Contract (Customer) 1	72,565	86,222	45,500	42,500	35,567	10,500	5,550	0	0	0	0	0	298,404
Contract (Customer) 2	28,650	28,650	28,650	31,950	31,950	31,950	33,500	33,500	35,450	36,900	36,900	38,750	396,800
Contract (Customer) 3	0	0	0	0	2,355	14,500	2,500	0	0	0	0	0	19,355
Contract (Customer) 4	12,550	10,000	0	2,255	0	0	0	0	0	0	0	0	24,805
Contract (Customer) 5	0	0	0	0	0	133,000	23,445	17,525	11,500	0	0	0	185,470
TOTAL CONTRACT REVENUES	113,765	124,872	74,150	76,705	69,872	56,950	41,550	33,500	46,950	36,900	36,900	38,750	739,364
SCHEDULE OF CONSTRUCTION COSTS:													
COST OF MATERIALS													
Contract (Customer) 1	11,792	14,011	7,394	6,906	5,780	0	0	0	0	0	0	0	45,883
Contract (Customer) 2	4,656	4,656	4,656	5,192	5,192	5,192	5,444	5,444	5,761	5,996	5,996	6,297	64,480
Contract (Customer) 3	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract (Customer) 4	3,294	2,500	0	0	0	0	0	0	0	0	0	0	5,794
Contract (Customer) 5	0	0	0	0	0	34,913	14,653	10,953	7,188	0	0	0	67,706
TOTAL COST OF MATERIALS	19,742	21,167	12,049	12,098	10,972	40,104	20,097	16,397	12,948	5,996	5,996	6,297	183,863
COST OF DIRECT LABOR													
Contract (Customer) 1	23,584	28,022	14,788	13,813	11,559	3,413	1,804	0	0	0	0	0	96,981
Contract (Customer) 2	12,176	12,176	12,176	13,579	13,579	13,579	14,238	14,238	15,066	15,683	15,683	16,469	168,640
Contract (Customer) 3	0	0	0	0	1,001	6,163	1,063	0	0	0	0	0	8,226
Contract (Customer) 4	5,334	4,250	0	958	0	0	0	0	0	0	0	0	10,542
Contract (Customer) 5	0	0	0	0	0	43,225	7,620	5,696	3,738	0	0	0	60,278
TOTAL COST OF DIRECT LABOR	41,094	44,448	26,964	28,350	26,139	66,379	24,723	19,933	18,804	15,683	15,683	16,469	344,667
COST OF SUBCONTRACT LABOR													
Contract (Customer) 1	2,250	0	0	0	0	0	0	0	0	0	0	0	2,250
Contract (Customer) 2	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	5,250	63,000
Contract (Customer) 3	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract (Customer) 4	0	0	0	0	0	0	0	0	0	0	0	0	0
Contract (Customer) 5	0	0	0	0	2,000	2,250	0	0	0	0	0	0	4,250
TOTAL COST OF SUBCONTRACT	7,500	5,250	5,250	5,250	7,250	7,500	5,250	5,250	5,250	5,250	5,250	5,250	69,500
OTHER DIRECT COSTS													
Equipment Rental	5,000	2,500	0	0	0	0	0	2,000	2,000	1,000	0	0	12,500
Bond Insurance Premiums	0	0	0	0	0	3,709	0	0	0	0	0	0	3,709
Other (Security)	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000
Other	0	0	0	0	0	0	0	0	0	0	0	0	0
Other	0	0	0	0	500	0	0	0	0	0	0	0	500

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TOTAL OTHER DIRECT COSTS	7,500	5,000	2,500	2,500	3,000	6,209	2,500	4,500	4,500	3,500	2,500	2,500	46,709
Supporting Schedules													
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SCHEDULE OF SALARIES & WAGES	JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER	TOTALS
Employee 1	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	2,350	28,200
Employee 2	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
Employee 3	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	4,250	51,000
Employee 4	0	0	0	0	0	0	3,500	3,500	3,500	3,500	3,500	3,500	21,000
Employee 5	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 6	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 7	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 8	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 9	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 10	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 11	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 12	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 13	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 14	0	0	0	0	0	0	0	0	0	0	0	0	0
Employee 15	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL SALARIES & WAGES	8,100	8,100	8,100	8,100	8,100	8,100	11,600	11,600	11,600	11,600	11,600	11,600	118,200
INSURANCE													
Business Insurance	-	-	725	-	-	725	-	-	725	-	-	725	2,900
Health Insurance	1,615	1,615	1,615	1,615	1,615	1,615	1,615	1,615	1,615	1,615	1,615	1,615	19,380
TOTAL COST OF INSURANCE	1,615	1,615	2,340	1,615	1,615	2,340	1,615	1,615	2,340	1,615	1,615	2,340	22,280
SCHEDULE OF LOAN PRINCIPAL													
Bank - Line of Credit	-	-	-	-	-	-	-	-	-	-	5,000	5,000	10,000
Bank Term Loan	-	-	-	-	-	-	-	721	724	727	730	733	3,635
Credit Card	32	38	44	50	56	62	68	74	80	86	92	98	780
TOTAL LOAN PRINCIPAL	32	38	44	50	56	62	68	795	804	813	5,822	5,831	14,415
SCHEDULE OF INTEREST													
Bank - Line of Credit	-	-	-	-	-	-	-	-	22	66	88	66	241
Bank Term Loan	-	-	-	-	-	-	-	240	237	234	231	228	1,170
Credit Card	156	150	144	138	132	126	120	114	108	102	96	90	1,476
TOTAL INTEREST EXPENSE	156	150	144	138	132	126	120	354	367	402	415	384	2,887
LOAN BALANCES													
Bank - Line of Credit	-	-	-	-	-	-	-	5,000	15,000	20,000	15,000	10,000	10,000
Bank Term Loan	-	-	-	-	-	-	50,000	49,279	49,183	49,093	47,617	47,617	47,617
Credit Card	5,500	5,462	5,418	5,368	5,312	5,250	5,182	5,108	5,028	4,942	4,850	4,752	4,752
Total Loan Balances	5,500	5,462	5,418	5,368	5,312	5,250	55,182	59,387	69,211	74,035	67,467	62,369	62,369

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<u>Assumptions:</u>														
This particular company is a A/C and mechanical contractor														
The company received a \$50,000 Term Loan for a five year term at an annual interest rate of 6.0%.														
The bank charged the company a 1.0% commitment fee, plus the cost for lien and judgment reports.														
The company also has credit cards that it uses for working capital. It has promised the bank that it will no longer use the credit cards because the rate is so high (i.e. 24.99%)														
Security is needed to protect the premises for each of its job sites. So, it contracts with a private security firm.														
The company's contract supervisors provide contract management services for other contractors from time to time.														

