



ACTIVITY, PRICING & COST ASSUMPTIONS

YEAR 1

	at startup	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	YEAR 1 TOTAL	YEAR 2 TOTAL	YEAR 3 TOTAL	YEAR 4 TOTAL	YEAR 5 TOTAL
Revenues:																		
Avg. no. project hours per month	--	80	80	80	160	160	160	210	210	210	210	210	210	165	230	250	260	270
Avg. chargeout rate per hour	--	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$80.00	\$85.00	\$90.00	\$95.00
Avg. amount of disbursement fees per month	--	\$1,200	\$1,200	\$1,200	\$2,400	\$2,400	\$2,400	\$3,200	\$3,200	\$3,200	\$3,200	\$3,200	\$3,200	\$2,500	\$3,500	\$3,800	\$3,900	\$4,100
Expenses:																		
Avg. amount of accommodation & travel per month	--	\$1,000	\$1,000	\$1,000	\$2,000	\$2,000	\$2,000	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,100	\$3,000	\$3,200	\$3,300	\$3,500
Avg. amount of subcontractor fees per month	--	\$400	\$400	\$400	\$700	\$700	\$700	\$900	\$900	\$900	\$900	\$900	\$900	\$725	\$1,100	\$1,300	\$1,400	\$1,500
Equipment:																		
Approx. amount of equipment purchases in period	\$40,700	\$0	\$0	\$0	\$5,000	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$50,700	\$5,300	\$5,600	\$5,900	\$6,200

PATHFINDER INC.

PROJECTION OF REVENUES & EXPENSES

YEAR 1

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	YEAR 1 TOTAL	YEAR 2 TOTAL	YEAR 3 TOTAL	YEAR 4 TOTAL	YEAR 5 TOTAL
REVENUES																	
Surveying services	\$6,000	\$6,000	\$6,000	\$12,000	\$12,000	\$12,000	\$15,800	\$15,800	\$15,800	\$15,800	\$15,800	\$15,800	\$148,800	\$220,800	\$255,000	\$280,800	\$307,800
Disbursement fees	1,200	1,200	1,200	2,400	2,400	2,400	3,200	3,200	3,200	3,200	3,200	3,200	30,000	42,000	45,600	46,800	49,200
TOTAL REVENUE:	\$7,200	\$7,200	\$7,200	\$14,400	\$14,400	\$14,400	\$19,000	\$19,000	\$19,000	\$19,000	\$19,000	\$19,000	\$178,800	\$262,800	\$300,600	\$327,600	\$357,000
EXPENSES																	
Accommodation & travel	\$1,000	\$1,000	\$1,000	\$2,000	\$2,000	\$2,000	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$25,200	\$36,000	\$38,400	\$39,600	\$42,000
Depreciation (5-year, straightline)	1,100	1,100	1,100	1,100	1,300	1,300	1,300	1,400	1,400	1,400	1,400	1,400	15,300	16,900	18,700	20,500	22,500
Equipment leases	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	12,500	13,000	13,500	14,000
Insurance & licenses	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,700	3,800	4,000	4,200
Interest (10%, 3-year, straightline)	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,400	2,400	0	0
Management fees	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000	43,700	45,400	47,200	49,100
Marketing & promotion	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,500	2,600	2,700	2,800
Professional fees	1,000	0	0	300	0	0	300	0	0	300	0	0	1,900	2,000	2,100	2,200	2,300
Office expenses	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,700	3,800	4,000	4,200
Subcontractors	400	400	400	700	700	700	900	900	900	900	900	900	8,700	9,000	9,400	9,800	10,200
Telephone & fax	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	1,200	1,200	1,200
Miscellaneous	200	200	200	200	200	200	200	200	200	200	200	200	2,400	2,500	2,600	2,700	2,800
TOTAL EXPENSES:	\$9,300	\$8,300	\$8,300	\$9,900	\$9,800	\$9,800	\$11,000	\$10,800	\$10,800	\$11,100	\$10,800	\$10,800	\$120,700	\$136,100	\$143,400	\$147,400	\$155,300
GROSS PROFIT (LOSS)	(\$2,100)	(\$1,100)	(\$1,100)	\$4,500	\$4,600	\$4,600	\$8,000	\$8,200	\$8,200	\$7,900	\$8,200	\$8,200	\$58,100	\$126,700	\$157,200	\$180,200	\$201,700
Income Tax (30%, very rough estimate only)	(\$600)	(\$300)	(\$300)	\$1,400	\$1,400	\$1,400	\$2,400	\$2,500	\$2,500	\$2,400	\$2,500	\$2,500	\$17,800	\$38,000	\$47,200	\$54,100	\$60,500
NET INCOME	(\$1,500)	(\$800)	(\$800)	\$3,100	\$3,200	\$3,200	\$5,600	\$5,700	\$5,700	\$5,500	\$5,700	\$5,700	\$40,300	\$88,700	\$110,000	\$126,100	\$141,200

PATHFINDER INC.
CASH FLOW PROJECTION

YEAR 1

	at startup	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	YEAR 1 TOTAL	YEAR 2 TOTAL	YEAR 3 TOTAL	YEAR 4 TOTAL	YEAR 5 TOTAL
OPENING CASH	\$10,000	\$9,300	\$7,200	\$6,100	\$5,000	\$4,300	\$7,700	\$11,100	\$11,900	\$17,900	\$23,900	\$29,700	\$35,700	\$10,000	\$41,700	\$128,800	\$238,300	\$379,000
CASH FROM (used for) ESTABLISHMENT:																		
Loan principal received	\$40,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$40,000	\$0	\$0	\$0	\$0
Loan principal payback (3-year straightline)	0	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(1,100)	(13,200)	(13,200)	(13,600)	0	0
Equipment purchases	(40,700)	0	0	0	(5,000)	0	0	(5,000)	0	0	0	0	0	(50,700)	(5,300)	(5,600)	(5,900)	(6,200)
NET ESTABLISHMENT CASH	(\$700)	(\$1,100)	(\$1,100)	(\$1,100)	(\$6,100)	(\$1,100)	(\$1,100)	(\$6,100)	(\$1,100)	(\$1,100)	(\$1,100)	(\$1,100)	(\$1,100)	(\$23,900)	(\$18,500)	(\$19,200)	(\$5,900)	(\$6,200)
CASH FROM (to) OPERATIONS																		
Revenues	\$0	\$7,200	\$7,200	\$7,200	\$14,400	\$14,400	\$14,400	\$19,000	\$19,000	\$19,000	\$19,000	\$19,000	\$19,000	\$178,800	\$262,800	\$300,600	\$327,600	\$357,000
Expenses	0	(9,300)	(8,300)	(8,300)	(9,900)	(9,800)	(9,800)	(11,000)	(10,800)	(10,800)	(11,100)	(10,800)	(10,800)	(120,700)	(136,100)	(143,400)	(147,400)	(155,300)
add back Depreciation	0	1,100	1,100	1,100	1,100	1,300	1,300	1,300	1,400	1,400	1,400	1,400	1,400	15,300	16,900	18,700	20,500	22,500
Income taxes paid	0	0	0	0	(200)	(1,400)	(1,400)	(2,400)	(2,500)	(2,500)	(2,400)	(2,500)	(2,500)	(17,800)	(38,000)	(47,200)	(54,100)	(60,500)
NET OPERATIONAL CASH	\$0	(\$1,000)	\$0	\$0	\$5,400	\$4,500	\$4,500	\$6,900	\$7,100	\$7,100	\$6,900	\$7,100	\$7,100	\$55,600	\$105,600	\$128,700	\$146,600	\$163,700
CASH GAIN (LOSS) IN PERIOD	(\$700)	(\$2,100)	(\$1,100)	(\$1,100)	(\$700)	\$3,400	\$3,400	\$800	\$6,000	\$6,000	\$5,800	\$6,000	\$6,000	\$31,700	\$87,100	\$109,500	\$140,700	\$157,500
CASH AT END OF PERIOD	\$9,300	\$7,200	\$6,100	\$5,000	\$4,300	\$7,700	\$11,100	\$11,900	\$17,900	\$23,900	\$29,700	\$35,700	\$41,700	\$41,700	\$128,800	\$238,300	\$379,000	\$536,500

PATHFINDER INC.
BALANCE SHEET PROJECTION

YEAR 1

	OPENING BALANCE	end Month 1	end Month 2	end Month 3	end Month 4	end Month 5	end Month 6	end Month 7	end Month 8	end Month 9	end Month 10	end Month 11	end Month 12	end YEAR 1	end YEAR 2	end YEAR 3	end YEAR 4	end YEAR 5
ASSETS																		
Cash	\$9,300	\$7,200	\$6,100	\$5,000	\$4,300	\$7,700	\$11,100	\$11,900	\$17,900	\$23,900	\$29,700	\$35,700	\$41,700	\$41,700	\$128,800	\$238,300	\$379,000	\$536,500
Equipment	40,700	40,700	40,700	40,700	45,700	45,700	45,700	50,700	50,700	50,700	50,700	50,700	50,700	50,700	56,000	61,600	67,500	73,700
less Accumulated depreciation	0	(1,100)	(2,200)	(3,300)	(4,400)	(5,700)	(7,000)	(8,300)	(9,700)	(11,100)	(12,500)	(13,900)	(15,300)	(15,300)	(32,200)	(50,900)	(71,400)	(93,900)
Tax credits	0	600	900	1,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ASSETS	\$50,000	\$47,400	\$45,500	\$43,600	\$45,600	\$47,700	\$49,800	\$54,300	\$58,900	\$63,500	\$67,900	\$72,500	\$77,100	\$77,100	\$152,600	\$249,000	\$375,100	\$516,300
LIABILITIES																		
Loan principal	\$40,000	\$38,900	\$37,800	\$36,700	\$35,600	\$34,500	\$33,400	\$32,300	\$31,200	\$30,100	\$29,000	\$27,900	\$26,800	\$26,800	\$13,600	\$0	\$0	\$0
TOTAL LIABILITIES	\$40,000	\$38,900	\$37,800	\$36,700	\$35,600	\$34,500	\$33,400	\$32,300	\$31,200	\$30,100	\$29,000	\$27,900	\$26,800	\$26,800	\$13,600	\$0	\$0	\$0
EQUITY																		
Shareholder capital	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Retained earnings	0	(1,500)	(2,300)	(3,100)	0	3,200	6,400	12,000	17,700	23,400	28,900	34,600	40,300	40,300	129,000	239,000	365,100	506,300
TOTAL EQUITY	\$10,000	\$8,500	\$7,700	\$6,900	\$10,000	\$13,200	\$16,400	\$22,000	\$27,700	\$33,400	\$38,900	\$44,600	\$50,300	\$50,300	\$139,000	\$249,000	\$375,100	\$516,300
<i>Liabilities & Equity</i>	\$50,000	\$47,400	\$45,500	\$43,600	\$45,600	\$47,700	\$49,800	\$54,300	\$58,900	\$63,500	\$67,900	\$72,500	\$77,100	\$77,100	\$152,600	\$249,000	\$375,100	\$516,300