

">\$1M SEED																			
	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	
<b>EXPENSES</b>																			
<b>Founding Team</b>																			
Co-founder/Sales ( NYC Office )																			
Co-founder/Product ( St. Petersburg Office )																			
Co-founder/Operations ( NYC Office )																			
Sale ( NYC Office )																			
<b>Current Team</b>																			
AI Developer ( St. Petersburg Office )																			
Frontend Developer ( Remote, Portugal )																			
Backend Developer ( St. Petersburg Office )																			
Product Designer ( St. Petersburg Office )																			
Prospects Researcher ( Remote, Vietnam )																			
<b>New Hires</b>																			
Backend Developer ( St. Petersburg Office )																			
Backend Developer ( St. Petersburg Office )																			
Backend Developer ( St. Petersburg Office )																			
Backend Developer ( St. Petersburg Office )																			
Backend Developer ( St. Petersburg Office )																			
Reliability Engineer ( St. Petersburg Office )																			
Customer Success ( NYC Office )																			
<b>Other</b>																			
St. Petersburg Office	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Technology/Licenses/Servers/Subscriptions	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Travel/Meals/Other	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
<b>Monthly Burn</b>	<b>\$70,500</b>	<b>\$80,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>	<b>\$96,500</b>
<b>Running Burn</b>	<b>\$70,500</b>	<b>\$151,000</b>	<b>\$247,500</b>	<b>\$344,000</b>	<b>\$440,500</b>	<b>\$537,000</b>	<b>\$633,500</b>	<b>\$730,000</b>	<b>\$826,500</b>	<b>\$923,000</b>	<b>\$1,019,500</b>	<b>\$1,116,000</b>	<b>\$1,212,500</b>	<b>\$1,309,000</b>	<b>\$1,405,500</b>	<b>\$1,502,000</b>	<b>\$1,598,500</b>	<b>\$1,695,000</b>	<b>\$1,695,000</b>
<b>CLIENTS</b>																			
<b>Annual Processing Volume Per Client</b>																			
\$20,000	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50	52	54	
\$100,000	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
\$500,000	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	
\$1,000,000	0	0	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	
\$5,000,000	0	0	0	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	
\$10,000,000	0	0	0	0	0	0	0	1	1	1	2	2	2	3	3	3	4	4	
<b>Monthly Processing Volume</b>	<b>\$71,000</b>	<b>\$98,000</b>	<b>\$124,000</b>	<b>\$193,000</b>	<b>\$469,000</b>	<b>\$746,000</b>	<b>\$1,023,000</b>	<b>\$1,716,000</b>	<b>\$1,993,000</b>	<b>\$2,269,000</b>	<b>\$17,775,000</b>	<b>\$19,435,000</b>	<b>\$3,516,000</b>	<b>\$4,209,000</b>	<b>\$4,486,000</b>	<b>\$4,763,000</b>	<b>\$5,456,000</b>	<b>\$5,733,000</b>	<b>\$5,733,000</b>
<b>Running Processing Volume</b>	<b>\$71,000</b>	<b>\$169,000</b>	<b>\$293,000</b>	<b>\$486,000</b>	<b>\$955,000</b>	<b>\$1,701,000</b>	<b>\$2,724,000</b>	<b>\$4,440,000</b>	<b>\$6,433,000</b>	<b>\$8,702,000</b>	<b>\$26,477,000</b>	<b>\$45,912,000</b>	<b>\$49,428,000</b>	<b>\$53,637,000</b>	<b>\$58,123,000</b>	<b>\$62,886,000</b>	<b>\$68,342,000</b>	<b>\$74,075,000</b>	<b>\$74,075,000</b>
<b>REVENUE</b>																			
<b>Gross Monthly Revenue ( 2% fee )</b>	<b>\$1,400</b>	<b>\$2,000</b>	<b>\$2,500</b>	<b>\$3,900</b>	<b>\$9,400</b>	<b>\$14,900</b>	<b>\$20,500</b>	<b>\$34,300</b>	<b>\$39,900</b>	<b>\$45,400</b>	<b>\$355,500</b>	<b>\$388,700</b>	<b>\$70,300</b>	<b>\$84,200</b>	<b>\$89,700</b>	<b>\$95,300</b>	<b>\$109,100</b>	<b>\$114,700</b>	<b>\$114,700</b>
<b>Gross Monthly Revenue ( 3% fee )</b>	<b>\$2,100</b>	<b>\$2,900</b>	<b>\$3,700</b>	<b>\$5,800</b>	<b>\$14,100</b>	<b>\$22,400</b>	<b>\$30,700</b>	<b>\$51,500</b>	<b>\$59,800</b>	<b>\$68,100</b>	<b>\$533,300</b>	<b>\$583,100</b>	<b>\$105,500</b>	<b>\$126,300</b>	<b>\$134,600</b>	<b>\$142,900</b>	<b>\$163,700</b>	<b>\$172,000</b>	<b>\$172,000</b>
<b>Gross Monthly Revenue ( 4% fee )</b>	<b>\$2,800</b>	<b>\$3,900</b>	<b>\$5,000</b>	<b>\$7,700</b>	<b>\$18,800</b>	<b>\$29,800</b>	<b>\$40,900</b>	<b>\$68,600</b>	<b>\$79,700</b>	<b>\$90,800</b>	<b>\$711,000</b>	<b>\$777,400</b>	<b>\$140,600</b>	<b>\$168,400</b>	<b>\$179,400</b>	<b>\$190,500</b>	<b>\$218,200</b>	<b>\$229,300</b>	<b>\$229,300</b>
<b>Gross Monthly Revenue ( 5% fee )</b>	<b>\$3,600</b>	<b>\$4,900</b>	<b>\$6,200</b>	<b>\$9,700</b>	<b>\$23,500</b>	<b>\$37,300</b>	<b>\$51,200</b>	<b>\$85,800</b>	<b>\$99,700</b>	<b>\$113,500</b>	<b>\$888,800</b>	<b>\$971,800</b>	<b>\$175,800</b>	<b>\$210,500</b>	<b>\$224,300</b>	<b>\$238,200</b>	<b>\$272,800</b>	<b>\$286,700</b>	<b>\$286,700</b>
<b>Running Gross Revenue ( 2% fee )</b>	<b>\$1,400</b>	<b>\$3,400</b>	<b>\$5,900</b>	<b>\$9,800</b>	<b>\$19,200</b>	<b>\$34,100</b>	<b>\$54,600</b>	<b>\$88,900</b>	<b>\$128,800</b>	<b>\$174,200</b>	<b>\$529,700</b>	<b>\$918,400</b>	<b>\$988,700</b>	<b>\$1,072,900</b>	<b>\$1,162,600</b>	<b>\$1,257,900</b>	<b>\$1,367,000</b>	<b>\$1,481,700</b>	<b>\$1,481,700</b>
<b>Running Gross Revenue ( 3% fee )</b>	<b>\$2,100</b>	<b>\$5,000</b>	<b>\$8,700</b>	<b>\$14,500</b>	<b>\$28,600</b>	<b>\$51,000</b>	<b>\$81,700</b>	<b>\$133,200</b>	<b>\$193,000</b>	<b>\$261,100</b>	<b>\$794,400</b>	<b>\$1,377,500</b>	<b>\$1,483,000</b>	<b>\$1,609,300</b>	<b>\$1,743,900</b>	<b>\$1,886,800</b>	<b>\$2,050,500</b>	<b>\$2,222,500</b>	<b>\$2,222,500</b>
<b>Running Gross Revenue ( 4% fee )</b>	<b>\$2,800</b>	<b>\$6,700</b>	<b>\$11,700</b>	<b>\$19,400</b>	<b>\$38,200</b>	<b>\$68,000</b>	<b>\$108,900</b>	<b>\$177,500</b>	<b>\$257,200</b>	<b>\$348,000</b>	<b>\$1,059,000</b>	<b>\$1,836,400</b>	<b>\$1,977,000</b>	<b>\$2,145,400</b>	<b>\$2,324,800</b>	<b>\$2,515,300</b>	<b>\$2,733,500</b>	<b>\$2,962,800</b>	<b>\$2,962,800</b>
<b>Running Gross Revenue ( 5% fee )</b>	<b>\$3,600</b>	<b>\$8,500</b>	<b>\$14,700</b>	<b>\$24,400</b>	<b>\$47,900</b>	<b>\$85,200</b>	<b>\$136,400</b>	<b>\$222,200</b>	<b>\$321,900</b>	<b>\$435,400</b>	<b>\$1,324,200</b>	<b>\$2,296,000</b>	<b>\$2,471,800</b>	<b>\$2,682,300</b>	<b>\$2,906,600</b>	<b>\$3,144,800</b>	<b>\$3,417,600</b>	<b>\$3,704,300</b>	<b>\$3,704,300</b>
<b>Net Monthly Profit ( After commissions and expenses, 2% fee )</b>	<b>-\$69,380</b>	<b>-\$78,900</b>	<b>-\$94,500</b>	<b>-\$93,380</b>	<b>-\$89,690</b>	<b>-\$84,580</b>	<b>-\$80,100</b>	<b>-\$69,080</b>	<b>-\$64,580</b>	<b>-\$60,180</b>	<b>\$187,900</b>	<b>\$214,460</b>	<b>-\$40,260</b>	<b>-\$29,140</b>	<b>-\$24,740</b>	<b>-\$20,260</b>	<b>-\$9,220</b>	<b>-\$4,740</b>	<b>-\$4,740</b>
<b>Net Monthly Profit ( After commissions and expenses, 3% fee )</b>	<b>-\$68,820</b>	<b>-\$78,160</b>	<b>-\$93,540</b>	<b>-\$91,860</b>	<b>-\$85,220</b>	<b>-\$79,580</b>	<b>-\$71,940</b>	<b>-\$55,300</b>	<b>-\$48,660</b>	<b>-\$42,020</b>	<b>\$330,140</b>	<b>\$369,980</b>	<b>-\$12,100</b>	<b>\$4,540</b>	<b>\$11,180</b>	<b>\$17,820</b>	<b>\$34,460</b>	<b>\$41,100</b>	<b>\$41,100</b>
<b>Net Monthly Profit ( After commissions and expenses, 4% fee )</b>	<b>-\$69,260</b>	<b>-\$77,380</b>	<b>-\$92,500</b>	<b>-\$90,340</b>	<b>-\$81,460</b>	<b>-\$72,660</b>	<b>-\$63,780</b>	<b>-\$41,620</b>	<b>-\$32,740</b>	<b>-\$23,860</b>	<b>\$472,300</b>	<b>\$525,420</b>	<b>\$15,960</b>	<b>\$39,220</b>	<b>\$47,020</b>	<b>\$55,900</b>	<b>\$78,060</b>	<b>\$98,940</b>	<b>\$98,940</b>
<b>Net Monthly Profit ( After commissions and expenses, 5% fee )</b>	<b>-\$67,620</b>	<b>-\$76,580</b>	<b>-\$91,540</b>	<b>-\$88,740</b>	<b>-\$77,700</b>	<b>-\$66,660</b>	<b>-\$55,540</b>	<b>-\$27,880</b>	<b>-\$16,740</b>	<b>-\$5,700</b>	<b>\$614,540</b>	<b>\$680,940</b>	<b>\$44,140</b>	<b>\$71,900</b>	<b>\$82,940</b>	<b>\$94,060</b>	<b>\$121,740</b>	<b>\$132,860</b>	<b>\$132,860</b>
<b>Running Net Profit ( 2% fee )</b>	<b>-\$69,380</b>	<b>-\$148,280</b>	<b>-\$242,780</b>	<b>-\$336,160</b>	<b>-\$425,140</b>	<b>-\$509,720</b>	<b>-\$589,820</b>	<b>-\$658,880</b>	<b>-\$723,460</b>	<b>-\$783,640</b>	<b>-\$595,740</b>	<b>-\$381,280</b>	<b>-\$421,540</b>	<b>-\$450,680</b>	<b>-\$475,420</b>	<b>-\$495,680</b>	<b>-\$504,900</b>	<b>-\$509,640</b>	<b>-\$509,640</b>
<b>Running Net Profit ( 3% fee )</b>	<b>-\$68,820</b>	<b>-\$147,000</b>	<b>-\$240,540</b>	<b>-\$332,400</b>	<b>-\$417,620</b>	<b>-\$496,200</b>	<b>-\$568,140</b>	<b>-\$623,440</b>	<b>-\$672,100</b>	<b>-\$714,120</b>	<b>-\$383,980</b>	<b>-\$14,000</b>	<b>-\$26,100</b>	<b>-\$21,560</b>	<b>-\$10,380</b>	<b>\$7,440</b>	<b>\$41,900</b>	<b>\$83,000</b>	<b>\$83,000</b>
<b>Running Net Profit ( 4% fee )</b>	<b>-\$68,260</b>	<b>-\$145,640</b>	<b>-\$238,140</b>	<b>-\$328,480</b>	<b>-\$409,940</b>	<b>-\$482,600</b>	<b>-\$546,380</b>	<b>-\$588,000</b>	<b>-\$620,740</b>	<b>-\$644,600</b>	<b>-\$172,300</b>	<b>\$353,120</b>	<b>\$369,100</b>	<b>\$407,320</b>	<b>\$454,340</b>	<b>\$510,240</b>	<b>\$588,300</b>	<b>\$675,240</b>	<b>\$675,240</b>
<b>Running Net Profit ( 5% fee )</b>	<b>-\$67,620</b>	<b>-\$144,200</b>	<b>-\$235,740</b>	<b>-\$324,480</b>	<b>-\$402,180</b>	<b>-\$468,840</b>	<b>-\$524,380</b>	<b>-\$552,240</b>	<b>-\$568,980</b>	<b>-\$574,680</b>	<b>\$39,860</b>	<b>\$720,800</b>	<b>\$764,940</b>	<b>\$836,840</b>	<b>\$919,780</b>	<b>\$1,013,840</b>	<b>\$1,135,580</b>	<b>\$1,268,440</b>	<b>\$1,268,440</b>
<b>PRODUCT ROADMAP</b>																			
Branded Giving Forms V2																			
Integrations ( Blackbaud, Salesforce, Webhooks + API )																			
Branded Form Launchers ( ~10 )																			
Campaign Pages																			
Advanced Recurring Management																			