$1.5M 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
EXPENSES																		
Founding Team																		
Co-founder/Sales (NYC Office)																		
Co-founder/Product (St. Petersburg Office)																		
Co-founder/Operations (NYC Office)																		
Sale (NYC Office)																		
Current Team																		
AI Developer (St. Petersburg Office)																		
Frontend Developer (Remote, Portugal)																		
Backend Developer (St. Petersburg Office)																		
Product Designer (St. Petersburg Office)																		
Prospects Researcher (Remote, Vietnam)																		
New Hires																		
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)																		
Prospects Researchers (Remote) X 10																		
Translators (Remote), 20 languages																		
Sale (NYC Office)																		
Sale (NYC Office)																		
Other																		
NYC Office	$15,000	$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
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
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
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
Marketing	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000
Legal/Accounting	$20,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000
Monthly Burn	$127,500	$117,500	$141,500	$143,500	$145,500	$147,500	$149,500	$161,500	$153,500	$155,500	$156,500	$157,500	$158,500	$159,500	$160,500	$161,500	$162,500	$163,500
Running Burn	$127,500	$245,000	$386,500	$530,000	$675,500	$823,000	$972,500	$1,124,000	$1,277,500	$1,433,000	$1,589,500	$1,747,000	$1,905,500	$2,065,000	$2,225,500	$2,387,000	$2,549,500	$2,713,000
CLIENTS																		
Annual Processing Volume Per Client																		
$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	4	7	10	13	16	19	22	25	28	31	34	37	40	43
$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	2	3	4	5	6	7	8	9	10	11
Monthly Processing Volume	$71,000	$98,000	$124,000	$193,000	$553,000	$913,000	$1,273,000	$2,049,000	$2,826,000	$3,603,000	$26,275,000	$30,935,000	$5,933,000	$6,709,000	$7,486,000	$8,263,000	$9,039,000	$9,816,000
Running Processing Volume	$71,000	$169,000	$293,000	$486,000	$1,039,000	$1,952,000	$3,225,000	$5,274,000	$8,100,000	$11,703,000	$37,978,000	$68,913,000	$74,846,000	$81,555,000	$89,041,000	$97,304,000	$106,343,000	$116,159,000
REVENUE																		
Gross Monthly Revenue (2% fee)	$1,400	$2,000	$2,500	$3,900	$11,100	$18,300	$25,500	$41,000	$56,500	$72,100	$525,500	$618,700	$118,700	$134,200	$149,700	$165,300	$180,800	$196,300
Gross Monthly Revenue (3% fee)	$2,100	$2,900	$3,700	$5,800	$16,600	$27,400	$38,200	$61,500	$84,800	$108,100	$788,300	$928,100	$178,000	$201,300	$224,600	$247,900	$271,200	$294,500
Gross Monthly Revenue (4% fee)	$2,800	$3,900	$5,000	$7,700	$22,100	$36,500	$50,900	$82,000	$113,000	$144,100	$1,051,000	$1,237,600	$237,300	$268,400	$299,400	$330,500	$361,600	$392,600
Gross Monthly Revenue (5% fee)	$3,600	$4,900	$6,200	$9,700	$27,700	$45,700	$63,700	$102,500	$141,300	$180,200	$1,313,800	$1,546,800	$296,700	$335,500	$374,300	$413,200	$452,000	$490,800
Running Gross Revenue (2% fee)	$1,400	$3,400	$5,900	$9,800	$20,900	$39,200	$64,700	$105,700	$162,200	$234,300	$759,800	$1,378,500	$1,497,200	$1,631,400	$1,781,100	$1,946,400	$2,127,200	$2,323,500
Running Gross Revenue (3% fee)	$2,100	$5,000	$8,700	$14,500	$31,100	$58,500	$96,700	$158,200	$243,000	$351,100	$1,139,400	$2,067,500	$2,245,500	$2,446,800	$2,671,400	$2,919,300	$3,190,500	$3,485,000
Running Gross Revenue (4% fee)	$2,800	$6,700	$11,700	$19,400	$41,500	$78,000	$128,900	$210,900	$323,900	$468,000	$1,519,000	$2,756,400	$2,993,700	$3,262,100	$3,561,500	$3,892,000	$4,253,600	$4,646,200
Running Gross Revenue (5% fee)	$3,600	$8,500	$14,700	$24,400	$52,100	$97,800	$161,500	$264,000	$405,300	$585,500	$1,899,300	$3,446,100	$3,742,800	$4,078,300	$4,452,600	$4,865,800	$5,317,800	$5,808,600
Net Monthly Profit (After comissions and expenses, 2% fee)	-$126,380	-$115,900	-$139,500	-$140,380	-$136,620	-$132,860	-$129,100	-$118,700	-$108,300	-$97,820	$263,900	$337,460	-$63,540	-$52,140	-$40,740	-$29,260	-$17,860	-$6,460
Net Monthly Profit (After comissions and expenses, 3% fee)	-$125,820	-$115,180	-$138,540	-$138,860	-$132,220	-$125,580	-$118,940	-$102,300	-$85,660	-$69,020	$474,140	$584,980	-$16,100	$1,540	$19,180	$36,820	$54,460	$72,100
Net Monthly Profit (After comissions and expenses, 4% fee)	-$125,260	-$114,380	-$137,500	-$137,340	-$127,820	-$118,300	-$108,780	-$85,900	-$63,100	-$40,220	$684,300	$832,420	$31,340	$55,220	$79,020	$102,900	$126,780	$150,580
Net Monthly Profit (After comissions and expenses, 5% fee)	-$124,620	-$113,580	-$136,540	-$135,740	-$123,340	-$110,940	-$98,540	-$69,500	-$40,640	-$11,340	$894,540	$1,079,940	$78,860	$108,900	$138,940	$169,060	$199,100	$229,140
Running Net Profit (2% fee)	-$126,380	-$242,280	-$381,780	-$522,160	-$658,780	-$791,640	-$920,740	-$1,039,440	-$1,147,740	-$1,245,560	-$981,660	-$644,200	-$707,740	-$759,880	-$800,620	-$829,880	-$847,740	-$854,200
Running Net Profit (3% fee)	-$125,820	-$241,000	-$379,540	-$518,400	-$650,620	-$776,200	-$895,140	-$997,440	-$1,083,100	-$1,152,120	-$677,980	-$93,000	-$109,100	-$107,560	-$88,380	-$51,560	$2,900	$75,000
Running Net Profit (4% fee)	-$125,260	-$239,640	-$377,140	-$514,480	-$642,300	-$760,600	-$869,380	-$955,280	-$1,018,380	-$1,058,600	-$374,300	$458,120	$489,460	$544,680	$623,700	$726,600	$853,380	$1,003,960
Running Net Profit (5% fee)	-$124,620	-$238,200	-$374,740	-$510,480	-$633,820	-$744,760	-$843,300	-$912,800	-$953,260	-$964,600	-$70,060	$1,009,880	$1,088,740	$1,197,640	$1,336,580	$1,505,640	$1,704,740	$1,933,880

PRODUCT ROADMAP

Branded Giving Forms V2

Integrations (Blackbaud, Salesforce, Webhooks + API)

Branded Form Launchers (~10 launchers)

Campaign Crowdfunding Pages

Advanced Recurring Management (pause, re-schedule, edit)

International Giving Forms (language, regional payment options and translated emails ~20 countries)