Volcanic Proforma Income Statement		Ι								
	Pre Rev	Povo	nue Launch	Assump	tions					Assumptions
	Feb-August 2023			2024(Ja		2024	l (Jan-Dec)	2025	(Jan-Dec)	Assumptions
Revenue	1 eb-August 2025	Toept-	Dec 31 2023	12024(36	III-Dec)	12024	(Jan-Dec)	2023	(Jan-Dec)	
Subscription-Std (\$149/mo)		\$	493,123	•	3,082,020	\$	15,337,241	\$	35,081,901	
Subscription-Std (\$149/mo)		\$	480,712			\$		\$	46,901,441	
•	\	\$	110,043		1,650,639		8,214,173		18,788,830	
Insights Plan with Byzerr and Premium (\$399/mo)	Ф	110,043	Ф	1,050,059	φ	0,214,173	Φ	10,700,030	
Pred. Analytics										
Total		\$	1 002 070	¢	0 052 052	¢	44 055 066	¢	100 772 172	
lotai		Ф	1,083,878))	8,853,052) 	44,055,966	Ф	100,772,172	
Operating Expenses		1		a.		I.				
Chairman	\$116,000		\$66,000		\$300,000		\$300,000		\$300,000	1
Consultant/CEO	\$35,000		\$20,000		\$160,000		\$170,000		\$180,000	
CEO Override (0.5% revenue)	Ψ33,000		Ψ20,000		\$44,265		\$220,280		\$503,861	
CTO (Matthew)	\$42,000		\$24,000		\$150,000		\$160,000		\$170,000	1
CFO	Ψ42,000		\$24,000		\$130,000		\$150,000		\$170,000	
VP of CRM (Kamry)	\$35,000		\$20,000		\$80,000		\$80,000		\$80,000	-
CRO (Brent Burden)	Ψ33,000		\$60,000		\$160,000		\$165,000		\$165,000	
CRO Override (0.05% revenue)			\$00,000		\$4,427		\$22,028		\$50,386	-
Marketing Manager			\$20,000		\$65,000		\$70,000		\$70,000	
Sales Executives (Targeting Buyers) 3 Key	\$90,000		\$120,000		\$450,000		\$600,000		\$750,000	
Sales Executives (rangeting Buyers) 3 Key	\$90,000		\$120,000		\$22,500		\$30,000		\$37,500	
Sales People 8 (\$70k)			\$106,000		\$560,000		\$840,000		\$1,120,000	
Sales people commission			\$100,000		\$442,653		\$2,202,798		\$5,038,609	
CRM Reps (\$35,000) 4	\$50,000		\$46,000		\$210,000		\$350,000		\$560,000	
Administrative Staff (2)	\$15,000		\$25,000		\$140,000		\$210,000		\$280,000	
Bookkeeping/Accounting	\$15,000		\$10,000				\$180,000		\$250,000	•
Bookkeeping/Accounting	\$15,000		\$10,000		\$110,000		\$100,000		\$250,000	4
Development Expense										
Software Development			\$4,000		\$5,000		\$5,000		\$5,000	
Developers (3) (\$90k)	\$67,000		\$70,000		\$450,000		\$630,000		\$810,000	
Gitlab	\$1,400		\$600		\$4,000		\$4,000		\$4,000	
Hosting	\$1,800		\$700		\$5,000		\$8,000		\$10,000	
Sales/Lead Generation	ψ1,000		ψ. σσ		\$0,000		ψο,σσσ		\$10,000	
Voicebox	\$63,000		\$0		\$0		\$0		\$0	
Tradeshows/Travel (10 shows) \$70,000	Ψ00,000		\$200,000		\$900,000		\$700,000		\$500,000	
Thatcher	\$40,000		\$40,000		\$120,000		\$120,000		\$120,000	
SEO/Social Media Spend (Brands)	\$75,000		\$50,000		\$500,000		\$700,000		\$900,000	*
Video Production (Centrifugal)	\$20,000		\$20,000		\$180,000		\$180,000		\$180,000	
Youtube Ad Spend	\$25,000		\$10,000		\$100,000		\$100,000		\$100,000	
Hubspot/CRM Software	\$20,000		\$30,000		\$120,000		\$120,000		\$120,000	
Security Audit	\$5,000		\$2,500		\$7,500		\$7,500		\$7,500	•

Other	\$25,000	\$30,000	\$100,000	\$200,000	\$250,000	
Quickbooks	\$700	\$300	\$1,500	\$1,500	\$1,500	
Upworks data sanitization		\$40,000	\$40,000	\$40,000	\$40,000	
General Administrative						
Tsheets	\$3,800	\$1,200	\$7,500	\$7,500	\$7,500	
Medical Insurance (full time)		\$160,000	\$620,000	\$920,000	\$1,220,000	
GNO (Insurance)			\$5,000	\$10,000	\$15,000	
Misc/Office Supplies	\$6,000	\$4,000	\$12,000	\$12,000	\$12,000	
Fumiture/Fumishings		\$50,000	\$10,000	\$10,000	\$10,000	
Computers	\$6,000	\$15,000	\$30,000	\$30,000	\$40,000	
Tenent Improvements			\$500,000			
Perks/Awards/Food			\$100,000	\$150,000	\$200,000	
Misc.			\$100,000	\$200,000	\$300,000	
and the second						
Utilities						
Rent	\$42,000	\$24,000	\$400,000		\$460,000	
Phone	\$1,000	\$500	\$7,000	\$7,000	\$7,000	
Internet Service	\$2,000	\$500	\$3,000	\$3,000	\$3,000	
				No.		
Total Operating Expenses	\$777,700	\$1,270,300	\$7,226,344	\$10,335,606	\$15,037,856	
EBITDA	\$ (777,700)	\$ (186,422)	\$ 1,626,707	\$ 33,720,360	\$ 85,734,316	
Valuation (13x SaaS multiple)		\$ 14,090,418	\$ 115,089,671	\$ 572,727,558	\$ 1,310,038,236	
Headcount (FTE)		22	31	46		

Forward-looking projections are not guaranteed.

Assumptions 2023 (April - Dec)

Assumptions

Revenue

Subscription-Std

Subscription-Prem.

Etl

Pred. Analytics

Chairman \$225,000 1 \$225,000 CEO \$0 0.75 \$0 CTO (Matthew) \$70,000 0.75 \$52,500 CFO \$0 0.75 \$0 VP of CRM (Kamry) \$0 1 \$0 CRO (Brent Burden) \$0 0.75 \$0 Consulting \$60,000 1 \$60,000 Marketing Manager \$30,000 1 \$30,000 Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$30,000 Bookkeeping/Accounting \$40,000 0.75 \$30,000 Development Expense Software Development \$4,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,200 Developers (2) (\$80k) \$160,000 0.75 \$1,25 Gales/Lead Generation	Operating Expenses			
CTO (Matthew) \$70,000 0.75 \$52,500 CFO \$0 0.75 \$0 VP of CRM (Kamry) \$0 1 \$0 CRO (Brent Burden) \$0 0.75 \$0 Consulting \$60,000 1 \$60,000 Marketing Manager \$30,000 1 \$30,000 Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$30,000 Bookkeeping/Accounting \$4,000 0.75 \$30,000 Development Expense Software Development \$4,000 0.75 \$30,000 Developers (2) (\$80k) \$160,000 0.75 \$1,20,000 Gitlab \$1,500 0.75 \$1,875	Chairman	\$225,000	1	\$225,000
CFO \$0 0.75 \$0 VP of CRM (Kamry) \$0 1 \$0 CRO (Brent Burden) \$0 0.75 \$0 Consulting \$60,000 1 \$60,000 Marketing Manager \$30,000 1 \$30,000 Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$30,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,25 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$10,000	CEO	\$0	0.75	\$0
VP of CRM (Kamry) \$0 1 \$0 CRO (Brent Burden) \$0 0.75 \$0 Consulting \$60,000 1 \$60,000 Marketing Manager \$30,000 1 \$30,000 Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$3,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,20,000 Gitlab \$1,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Voicebox \$20,000 1 \$140,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$150,000 <td>CTO (Matthew)</td> <td>\$70,000</td> <td>0.75</td> <td>\$52,500</td>	CTO (Matthew)	\$70,000	0.75	\$52,500
CRO (Brent Burden) \$0 0.75 \$0 Consulting \$60,000 1 \$60,000 Marketing Manager \$30,000 1 \$30,000 Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$30,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,20 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$150,000 <td>CFO</td> <td>\$0</td> <td>0.75</td> <td>\$0</td>	CFO	\$0	0.75	\$0
Consulting \$60,000 1 \$60,000 Marketing Manager \$30,000 1 \$30,000 Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$30,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,22 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$150,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000	VP of CRM (Kamry)	\$0	1	\$0
Marketing Manager \$30,000 1 \$30,000 Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$30,000 Development Expense S S \$30,000 0.75 \$30,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 0.75 \$120,000 0.75 \$120,000 0.75 \$1120,000 0.75 \$11,25 0.00 </td <td>CRO (Brent Burden)</td> <td>\$0</td> <td>0.75</td> <td>\$0</td>	CRO (Brent Burden)	\$0	0.75	\$0
Sales Executives (Targeting Buyers) 2 Key \$140,000 0.75 \$105,000 Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$30,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,20,000 Gitlab \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$150,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$60,000 Youtube Ad Spend \$10,0	Consulting	\$60,000	1	\$60,000
Sales People 3 (\$40k) \$120,000 0.75 \$90,000 CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$15,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,25 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$7,500 CRM software \$20,000	Marketing Manager	\$30,000	1	\$30,000
CRM Reps (\$35,000) 1 \$35,000 0.75 \$26,250 Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$15,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,875 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$7,500 CRM software \$50,000 1	Sales Executives (Targeting Buyers) 2 Key	\$140,000	0.75	\$105,000
Administrative Staff (2) \$40,000 0.75 \$30,000 Bookkeeping/Accounting \$20,000 0.75 \$15,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,875 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$150,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$0 Hubspot \$0 1 \$7,500 CRM software \$20,000 1 \$7,500 1 \$7,500 Other \$50,000	Sales People 3 (\$40k)	\$120,000	0.75	\$90,000
Bookkeeping/Accounting \$20,000 0.75 \$15,000 Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,125 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$120,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$60,000 Hubspot \$0 1 \$10,000 CRM software \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	CRM Reps (\$35,000) 1	\$35,000	0.75	\$26,250
Development Expense Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,125 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$120,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$60,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$0,000 Hubspot \$0 1 \$0 CRM software \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Administrative Staff (2)	\$40,000	0.75	\$30,000
Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,125 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$10,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20,000 1 \$7,500 1 \$7,500 Other \$50,000 1 \$50,000 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 <td>Bookkeeping/Accounting</td> <td>\$20,000</td> <td>0.75</td> <td>\$15,000</td>	Bookkeeping/Accounting	\$20,000	0.75	\$15,000
Software Development \$4,000 0.75 \$3,000 Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,125 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$10,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20,000 1 \$7,500 1 \$7,500 Other \$50,000 1 \$50,000 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 1 \$7,500 <td></td> <td></td> <td></td> <td></td>				
Developers (2) (\$80k) \$160,000 0.75 \$120,000 Gitlab \$1,500 0.75 \$1,125 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$120,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$0 Hubspot \$0 1 \$0 CRM software \$20,000 1 \$7,500 Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000				
Gitlab \$1,500 0.75 \$1,125 Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation \$20,000 1 \$20,000 Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$120,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20,000 1 \$7,500 \$1 \$7,500 Other \$50,000 1 \$50,000 \$1 \$7,500	•			
Hosting \$2,500 0.75 \$1,875 Sales/Lead Generation Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$60,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20,000 1 \$7,500 1 \$7,500 Other \$50,000 1 \$50,000 1 \$50,000 1				
Sales/Lead Generation Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20 1 \$7,500 Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Gitlab	\$1,500	0.75	
Voicebox \$20,000 1 \$20,000 Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20 1 \$7,500 Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Hosting	\$2,500	0.75	\$1,875
Tradeshows (2 shows) \$70,000 \$140,000 1 \$140,000 Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20 1 \$7,500 Other \$50,000 1 \$50,000	Sales/Lead Generation			
Thatcher \$120,000 1 \$120,000 SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Voicebox	\$20,000	1	\$20,000
SEO/Social Media Spend (Buyer) \$150,000 1 \$150,000 SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Tradeshows (2 shows) \$70,000	\$140,000	1	\$140,000
SEO/Social Media Spend (Brand) \$150,000 1 \$150,000 Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20 1 \$7,500 Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Thatcher	\$120,000	1	\$120,000
Video Production (Centrifugal) \$60,000 1 \$60,000 Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$20 1 \$10,000 Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	SEO/Social Media Spend (Buyer)	\$150,000	1	\$150,000
Youtube Ad Spend \$10,000 1 \$10,000 Hubspot \$0 1 \$0 CRM software \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	SEO/Social Media Spend (Brand)	\$150,000	1	\$150,000
Hubspot \$0 1 \$0 CRM software 5 ecurity Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Video Production (Centrifugal)	\$60,000	1	\$60,000
CRM software Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Youtube Ad Spend	\$10,000	1	\$10,000
Security Audit \$7,500 1 \$7,500 Other \$50,000 1 \$50,000	Hubspot	\$0	1	\$0
Other \$50,000 1 \$50,000	CRM software			
1,	Security Audit	\$7,500	1	\$7,500
Quickbooks \$1,000 1 \$1,000	Other	\$50,000	1	\$50,000
	Quickbooks	\$1,000	1	\$1,000

General Administrative

Local Tax

Net Income

Tsheets	\$5,000	1	\$5,000
Medical Insurance (full time)	\$50,000	1	\$50,000
Misc/Office Supplies	\$10,000	1	\$10,000
Furniture/Furnishings	\$50,000	1	\$50,000
Computers	\$15,000	1	\$15,000
Tenent Improvements			
Misc.	\$100,000	1	\$100,000
Utilities			
Rent	\$78,000	1	\$78,000
Phone	\$5,000	1	\$5,000
Internet Service	\$2,500	1	\$2,500
Total Operating Expenses	\$1,932,000		\$1,783,750
EBIT	\$ -		
Interest expense	\$ -		
Profit before tax	\$ -		
Income Tax (Payroll Taxes and Benefits)			

\$ -

Brands from social spend (May-Dec)	1200
Brands from sales	400
Total brands by end of year	1600