

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T	
1																					
2		Income Statement Years 2003-2010																			
3																					
4					Historical						Projected										
5		Historical & Projected		2003⁽¹⁾	%	2004⁽¹⁾	%	2005⁽¹⁾	%	2006⁽¹⁾	%	2007⁽³⁾	%	2008⁽³⁾	%	2009⁽³⁾	%	2010⁽³⁾	%		
6																					
7		Revenues		4,369	100%	3,573	100%	5,188	100%	5,783	100%	4,500	100%	5,000	100%	5,800	100.0%	6,100	100.0%		
8		Revenue One		3,191	73%	2,348	66%	1,810	35%	2,100	36%	2,100	47%	2,400	48%	2,800	48%	3,400	56%		
9		Revenue Two		681	16%	87	2%	783	15%	141	2%	100	2%	100	2%	100	2%	100	2%		
10		Revenue Three		497	11%	1,138	32%	2,595	50%	3,542	61%	2,200	49%	2,500	50%	3,000	52%	3,500	57%		
11																					
12		Cost of Production		2,326	53%	2,053	57%	2,854	55%	3,536	62%	2,645	59%	2,975	60%	3,525	61%	3,750	61%		
13		Internal Labor		1,310	30%	1,289	36%	2,088	40%	2,857	50%	2,100	47%	2,400	48%	2,850	49%	3,000	49%		
14		Freelance Labor		425	10%	478	13%	271	5%	330	6%	250	6%	245	5%	330	6%	350	6%		
15		Production Costs		591	14%	286	8%	495	10%	348	6%	295	7%	330	7%	345	6%	400	7%		
16																					
17		Gross Profit		2,043	47%	1,520	43%	2,334	45%	2,247	39%	1,855	41%	2,025	41%	2,275	39%	2,350	39%		
18		G&A	Salaries - Overhead	84	1.9%	247	6.9%	364	7.0%	331	5.7%	365	8.1%	365	7.3%	365	6.3%	365	6.0%		
19			Salaries - Officers	655	15.0%	456	12.8%	564	10.9%	565	9.8%	350	7.8%	375	7.5%	400	6.9%	400	6.6%		
20			Salaries - Sales*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
21			Overtime	20	0.5%	23	0.6%	19	0.4%	22	0.4%	21	0.5%	21	0.4%	21	0.4%	21	0.3%		
22			Payroll Taxes	9	0.2%	20	0.6%	22	0.4%	23	0.4%	23	0.5%	23	0.4%	23	0.4%	25	0.4%		
23			Employee Bonus	18	0.4%	17	0.5%	59	1.1%	61	1.1%	61	1.4%	39	0.8%	49	0.8%	50	0.8%		
24			Rent	119	2.7%	111	3.1%	113	2.2%	119	2.1%	119	2.6%	119	2.4%	119	2.1%	119	2.0%		
25			Insurance	69	1.6%	67	1.9%	100	1.9%	109	1.9%	100	2.2%	105	2.1%	105	1.8%	105	1.7%		
26			Professional Fees	10	0.2%	88	2.5%	90	1.7%	67	1.2%	100	2.2%	100	2.0%	150	2.6%	150	2.5%		
27			Promotion and Advert	73	1.7%	41	1.1%	78	1.5%	101	1.7%	35	0.8%	55	1.1%	75	1.3%	85	1.4%		
28			Sales Commissions*	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
29			Charitable Contributio	6	0.1%	19	0.5%	11	0.2%	12	0.2%	9	0.2%	9	0.2%	9	0.2%	9	0.1%		
30			Repairs and Maintena	13	0.3%	17	0.5%	14	0.3%	18	0.3%	15	0.3%	15	0.3%	15	0.3%	15	0.2%		
31			Utilities	11	0.3%	11	0.3%	11	0.2%	12	0.2%	14	0.3%	14	0.3%	16	0.3%	16	0.3%		
32			Telephone	11	0.3%	11	0.3%	12	0.2%	12	0.2%	13	0.3%	14	0.3%	15	0.3%	16	0.3%		
33			Office Expenses	4	0.1%	11	0.3%	31	0.6%	50	0.9%	32	0.7%	32	0.6%	40	0.7%	45	0.7%		
34			Supplies	26	0.6%	38	1.1%	38	0.7%	44	0.8%	35	0.8%	39	0.8%	49	0.8%	59	1.0%		
35			Travel and Entertainm	1	0.0%	-	-	4	0.1%	1	0.0%	6	0.1%	6	0.1%	8	0.1%	9	0.1%		
36			Employee Meals	25	0.6%	28	0.8%	29	0.6%	47	0.8%	40	0.9%	45	0.9%	32	0.6%	33	0.5%		
37			Other	13	0.3%	13	0.4%	16	0.3%	29	0.5%	25	0.6%	25	0.5%	25	0.4%	25	0.4%		
38																					
39		Total G&A		1,167	26.7%	1,218	34.1%	1,575	30.4%	1,623	28.1%	1,363	30.3%	1,401	28.0%	1,516	26.1%	1,547	25.4%		
40																					
41																					
42		EBITDA		876	20.1%	302	8.5%	759	14.6%	624	10.8%	492	10.9%	624	12.5%	759	13.1%	803	13.2%		