

Schedule #1
SAN JOAQUIN VALLEY COLLEGE
Lancaster Campus
Start-up Expenses
Page 1 of 18

Detail:

	<u>Ref</u>	
Instructional Salaries & Benefits		
Faculty Salaries Prior to Start	12,973	(A)
Equipment & Teaching Aids		
Tenant Improvements	\$ 150,000	
Furniture & Equipment	960,216	
Total Equipment & Teaching Aids	<u>1,110,216</u>	(B)
Administrative Salaries		
Administrative Salaries Prior to Start		
Administrative Assistant	\$ 3,163	
Administrative Assistant to Deans	-	
Admissions Advisor	18,807	
Campus Director	22,666	
Career Services Mgr	-	
Career Services Rep	2,784	
Dean of Student Services	-	
Divison Manager	-	
Evening Academic Dean	-	
Career Services Rep #2	-	
Facilities Manager	6,299	
Financial Aid Officer	6,123	
Learning Resource Coordinator	1,257	
Network Administrator	3,809	
Receptionist	5,254	
Registrar	3,393	
Student Center Coordinator	2,002	
Technology Coach	-	
Work Study Employee	-	
Payroll Taxes	6,800	
	<u>\$ 82,356</u>	(C)
Administrative Expenses		
Advertising	\$ 53,584	
Auto	6,038	
Business Meals	3,097	
Continuing Education	610	
Depreciation	6,374	
Dues & Subscriptions	750	
Employee Relations	575	
Employee Recruitment	30	
Student Relations	76	
Insurance - Health	7,347	
Insurance - Life	55	
Janitorial Supplies	62	
Non Capital Equipment	16,366	
Repairs & Maintenance	7,881	
Rent	36,438	
Supplies - Office	10,562	
Supplies - Postage	929	
Telephone	787	
Travel	957	
Utilities	1,686	
Consultants	7,051	
Legal	4,127	
Licenses	3,796	
Licenses-Software	1,050	
Promotion	1,169	
Supplies - Computer	3,747	
	<u>\$ 175,144</u>	(D)
Total Expenses	<u>\$ 1,380,689</u>	

Summary:

Administrative Expenses			
Faculty Salaries Prior to Start	\$ 12,973		(A)
Administrative Salaries & Benefits	82,356		(C)
Administrative Expenses	<u>175,144</u>		(D)
		<u>\$ 270,473</u>	
Capital Expenditures		<u>1,110,216</u>	(B)
Total Start-up Expenditures		<u>\$ 1,380,689</u>	

Schedule #2
SAN JOAQUIN VALLEY COLLEGE
Lancaster Campus
Summary Income Statement
Page 2 of 18

	Month#1	Month#2	Month#3	Month#4	Month#5	Month#6	Month#7	Month#8	Month#9	Month#10	Month#11	Month#12	1st 12 Months	2nd 12 Months
Ending Census	23	37	65	80	80	98	115	130	135	167	154	172	172	306
Revenue	\$ 46,491	\$ 74,790	\$ 127,150	\$ 161,708	\$ 156,492	\$ 198,093	\$ 233,239	\$ 238,585	\$ 274,744	\$ 328,952	\$ 313,639	\$ 339,206	\$ 2,493,088	\$ 6,494,045
Instructional Salaries & Benefits (A)	12,973	19,487	21,622	25,946	25,946	32,351	32,351	32,351	34,486	40,890	40,890	40,890	360,180	713,101
Student Text Books	9,664	6,502	13,928	7,786	1,000	10,060	10,690	9,319	9,065	13,387	2,000	12,114	105,515	137,775
Student Resources (B)	15,664	10,645	21,447	11,405	1,535	19,500	23,935	19,156	18,604	24,909	4,370	29,182	200,351	356,801
Equipment & Teaching Aids (C)	6,374	6,374	6,374	6,374	11,536	11,536	11,536	11,536	11,536	11,536	11,536	11,536	117,784	259,185
Administrative Salaries & Benefits (A)	58,906	58,906	58,906	62,693	62,693	63,141	67,695	67,695	70,174	73,209	73,209	73,209	790,435	1,050,625
Administrative Expenses (B)	56,003	56,453	56,953	57,403	59,053	60,853	61,353	62,503	62,903	62,503	62,503	62,903	721,388	684,702
Total Expenses	\$ 159,584	\$ 158,367	\$ 179,230	\$ 171,607	\$ 161,763	\$ 197,441	\$ 207,559	\$ 202,559	\$ 206,767	\$ 226,434	\$ 194,508	\$ 229,833	\$ 2,295,653	\$ 3,202,188
Income from Operations	\$ (113,093)	\$ (83,577)	\$ (52,080)	\$ (9,898)	\$ (5,271)	\$ 652	\$ 25,680	\$ 36,025	\$ 67,976	\$ 102,517	\$ 119,131	\$ 109,373	\$ 197,435	\$ 3,291,857

(A) See Schedule #3 for Details
(B) See Schedule #4 for Details
(C) Principal & Interest Payments

Staffing based on FTE	LANCASTER STAFFING GUIDELINE 2011 (Month 1: AHCM, BA, CAMA, CMA; Month 7: IT, CJC; Month 12: HVAC, PT)																										
	3 Months Prior to Start			YEAR 1												YEAR 2											
	5	8	14	17	17	22	21	21	17	22	18	17	17	16	21	26	28	30	28	21	18	16	14	15			
BA (Recommend M.E)				14	22	38	47	47	56	59	63	65	78	74	81	87	82	94	94	93	103	94	92	92	92	87	93
CAMA (Recommend M.E for CMA MA)				4	7	13	16	16	20	20	20	18	22	17	15	17	18	22	23	25	22	20	19	19	18	20	
AHCM (Recommend M, A)				0	0	0	0	0	0	15	26	35	45	45	47	50	53	57	65	69	76	73	69	66	65	62	69
CJC, IT, (Recommend: IT, CJC E)				0	0	0	0	0	0	0	0	0	0	0	12	21	29	43	52	60	72	72	82	89	95	102	109
HVAC, PT (Recommend HVAC E, PT M)																											
Start Dates				Month 1	Month 2	Month 3	Month 4	No Start	Month 6	Month 7	Month 8	Month 9	Month 10	No Start	Month 12	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	No Start	Month 20	Month 21	Month 22	Month 23	Month 24
PROJECTED CENSUS	PREP	PREP	PREP	23	37	65	80	80	98	115	130	135	167	154	172	192	197	233	259	273	306	289	284	284	287	283	306
ADMINISTRATIVE STAFF																											
Admissions HS Presenter/Advisor Hybrid	-	-	-	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Administrative Assistant	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Administrative Assistant to Deans	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Admissions Advisor	-	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00	2.00
Admission Advisory Linear/Adim Assist	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Campus Director	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Career Services Mgr	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Career Services Rep	-	-	1.00	1.00	1.00	1.00	2.00	2.00	2.00	2.00	2.00	2.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Custodian	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Dean of Student Services	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Academic Dean	-	-	-	-	-	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Evening Academic Dean	-	-	-	-	-	-	-	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Facilities Manager	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Financial Aid Officer	-	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Learning Resource Coordinator	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Network Administrator	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Receptionist	0.50	1.00	1.00	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50
Registrar	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Security Officer - Lancaster to Contract	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Student Center Coordinator	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Technology Coach	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50
Work Study Employee	-	-	-	-	-	-	-	-	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Total Administrative Staff	2.00	7.00	9.00	12.50	12.50	12.50	13.50	13.50	14.00	15.00	15.00	15.50	16.50	16.50	16.50	16.50	18.50	18.50	20.00	20.00	20.00	20.00	20.00	20.50	20.50	20.50	20.50
FACULTY																											
BA Instructor		0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
CAMA/CMA Instructor		1.50	1.50	2.50	2.50	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.50	3.50	3.50	3.50	3.50	3.50	3.50
AHCM (MOA,HCIS,HCA) Instructor		0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
HVAC Instructor												0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.50	1.50	1.50	2.00	2.00	2.00	2.00	
IT Instructor									0.50	0.50	0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	
PT Instructor												0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.50	1.50	1.50	1.50	2.00	2.00	2.00	2.00	
CJC Instructor									0.50	0.50	0.50	1.00	1.00	1.00	1.00	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	1.50	
GE Instructor			0.50	0.50	0.50	0.50	1.00	1.00	1.00	1.50	1.50	1.50	2.00	2.00	2.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00	3.00
Total Program Faculty	0.0	0.0	3.0	3.0	4.5	5.0	6.0	6.0	7.5	7.5	7.5	8.0	9.5	9.5	9.5	12.0	12.5	12.5	13.0	13.5	14.0	14.0	14.5	15.0	15.0	15.0	
Total Admin and Faculty	2.00	7.00	12.00	15.50	17.00	17.50	19.50	19.50	21.50	22.50	22.50	23.50	26.00	26.00	26.00	28.50	31.00	31.00	33.00	33.50	34.00	34.00	34.50	35.50	35.50	35.50	
Ratio of student to administrator - staff				1.8	3.0	5.2	5.9	5.9	7.0	7.7	8.7	8.7	10.1	9.3	10.4	11.6	10.6	12.6	13.0	13.7	15.3	14.5	14.2	13.9	14.0	13.8	14.9
Ratio of student to faculty				7.7	8.2	13.0	13.3	13.3	13.1	15.3	17.3	16.9	17.6	16.2	18.1	16.0	15.8	18.6	19.9	20.2	21.9	20.6	19.6	18.9	19.1	18.9	20.4
Ratio of student to SJVC faculty,Administration and staff				1.5	2.2	3.7	4.1	4.1	4.6	5.1	5.8	5.7	6.4	5.9	6.6	6.7	6.4	7.5	7.8	8.1	9.0	8.5	8.2	8.0	8.1	8.0	8.6
NOTES:	Technology Coach / GE Instructor (Instructor) (TC split w/ other position at discretion of CD)- Technology Coach FT at census 300 SCC / GE Instructor or SCC/LRC at CD discretion Division Manager - census 300 Instr / Other Activities to accomplish FT status at discretion of CD Academic Dean / Dean of Student Service - split at census 250; Census based on VP Enrollment Services projections																										

Schedule #4
SAN JOAQUIN VALLEY COLLEGE
Lancaster Campus
Operating Expense Detail
Page 4 of 18

	Month#1	Month#2	Month#3	Month#4	Month#5	Month#6	Month#7	Month#8	Month#9	Month#10	Month#11	Month#12	1st 12 Months	2nd 12 Months
Student Resources														
Student Kits (Computers)	\$ 15,134	\$ 9,870	\$ 19,082	\$ 9,870	\$ -	\$ 13,160	\$ 20,398	\$ 15,792	\$ 14,476	\$ 21,714	\$ -	\$ 24,346	\$ 163,842	\$ 251,356
Lab supplies	410	655	1,145	1,415	1,415	1,700	2,017	2,294	2,458	3,005	2,830	3,446	22,789	76,265
Continuing Education	-	-	-	-	-	4,000	-	-	-	-	-	-	4,000	7,000
Other	120	120	1,220	120	120	640	1,520	1,070	1,670	190	1,540	1,390	9,720	22,180
Total Student Resources	\$ 15,664	\$ 10,645	\$ 21,447	\$ 11,405	\$ 1,535	\$ 19,500	\$ 23,935	\$ 19,156	\$ 18,604	\$ 24,909	\$ 4,370	\$ 29,182	\$ 200,351	\$ 356,801

	Month#1	Month#2	Month#3	Month#4	Month#5	Month#6	Month#7	Month#8	Month#9	Month#10	Month#11	Month#12	1st 12 Months	2nd 12 Months
Administrative Expenses														
Advertising	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 60,000	\$ 60,000
Auto	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600
Bad Debt	-	200	500	1,000	2,000	3,000	4,000	5,000	5,000	5,000	5,000	5,000	35,700	60,000
Business Meals	200	200	150	150	150	150	150	150	150	150	150	150	1,900	1,800
Continuing Education	-	-	-	-	-	-	-	150	150	150	150	150	750	1,800
Dues & Subscriptions	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200
Employee Relations	350	350	350	350	350	350	350	350	350	350	350	350	4,200	4,200
Employee Recruitment	300	300	300	300	300	500	300	300	300	300	300	300	3,800	3,800
Student Relations	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,000
Janitorial Service	3,700	3,700	3,700	3,700	3,700	3,700	3,700	3,700	3,700	3,700	3,700	3,700	44,400	44,400
Janitorial Supplies	600	600	600	600	600	600	600	600	600	600	600	600	7,200	7,200
Lease Expense	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600
Library	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Non Capital Equipment	900	500	300	-	-	400	-	-	400	-	-	400	2,900	1,600
Profit Sharing	75	75	75	75	75	75	75	75	75	75	75	75	900	900
Repairs & Maintenance	200	400	600	800	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	10,000	12,000
Rent	36,438	36,438	36,438	36,438	36,438	36,438	36,438	36,438	36,438	36,438	36,438	36,438	437,258	437,258
Security Services	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	21,600	21,600
Supplies - Office	2,000	2,000	1,800	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	18,400	16,800
Supplies - Postage	100	150	200	250	300	300	300	300	300	300	300	300	3,100	3,600
Taxes -(non-payroll)	40	40	40	40	40	40	40	40	40	40	40	40	480	480
Telephone	700	900	1,100	1,300	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	16,000	18,000
Testing	500	700	900	1,100	1,300	1,500	1,600	1,600	1,600	1,600	1,600	1,600	15,600	19,200
Travel	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200
Utilities	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	21,600	21,600
Total Admin Expenses	\$ 56,003	\$ 56,453	\$ 56,953	\$ 57,403	\$ 59,053	\$ 60,853	\$ 61,353	\$ 62,503	\$ 62,903	\$ 62,503	\$ 62,503	\$ 62,903	\$ 721,388	\$ 751,838

Consolidated Census

	x										x													
	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	23	37	65	80	80	98	115	130	135	167	154	174	192	197	233	259	273	306	289	284	284	287	283
Starts	23	15	29	15	-	20	31	24	22	33	-	37	30	27	64	37	32	46	-	34	26	26	26	26
Drops	-	(1)	(1)	-	-	(2)	-	-	-	(1)	-	-	-	-	(3)	-	-	(1)	-	(7)	(6)	(6)	(6)	(3)
Grads	-	-	-	-	-	-	(14)	(9)	(17)	-	(13)	(19)	(12)	(22)	(25)	(11)	(18)	(12)	(17)	(32)	(20)	(17)	(24)	-
Ending Bal	23	37	65	80	80	98	115	130	135	167	154	172	192	197	233	259	273	306	289	284	284	287	283	306

AHCM

	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	4	7	13	16	16	20	20	20	18	22	17	17	17	17	18	22	23	25	22	20	19	19	18
Starts	4	3	6	3	0	5	4	3	3	4	0	3	3	3	6	4	3	5	0	4	3	3	3	3
Drops @ 2.98%	-	-	-	-	-	(1)	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-	-	-	(1)
Grads	-	-	-	-	-	-	(4)	(3)	(5)	-	(5)	(5)	(3)	(3)	(4)	-	(2)	(3)	(3)	(6)	(4)	(3)	(4)	-
Ending Bal	4	7	13	16	16	20	20	20	18	22	17	15	17	17	18	22	23	25	22	20	19	19	18	20

CMA/CAMA

	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	14	22	38	47	47	56	59	63	65	78	74	81	87	82	94	94	93	103	94	92	92	92	87
Starts	14	9	16	9	0	10	8	7	7	13	0	10	8	7	24	11	9	13	0	9	7	7	7	7
Drops @ 2.78%	-	(1)	-	-	-	(1)	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-	-	(8)	(1)
Grads	-	-	-	-	-	-	(5)	(3)	(5)	-	(4)	(3)	(2)	(12)	(11)	(11)	(10)	(3)	(9)	(11)	(7)	(7)	(4)	-
Ending Bal	14	22	38	47	47	56	59	63	65	78	74	81	87	82	94	94	93	103	94	92	92	92	87	93

BA

	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	5	8	14	17	17	22	21	21	17	22	18	17	17	16	21	26	28	30	28	21	18	16	14
Starts	5	3	7	3	0	5	4	3	3	5	0	3	3	2	10	5	4	5	0	3	2	2	2	2
Drops @ 3.61%	-	-	(1)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1)
Grads	-	-	-	-	-	-	(5)	(3)	(7)	-	(4)	(4)	(3)	(3)	(5)	-	(2)	(3)	(2)	(10)	(5)	(4)	(4)	-
Ending Bal	5	8	14	17	17	22	21	21	17	22	18	17	17	16	21	26	28	30	28	21	18	16	14	15

HVAC

	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	-	-	-	-	-	-	-	-	-	-	-	6	10	14	20	24	28	33	33	37	40	43	46
Starts	0	0	0	0	0	0	0	0	0	0	0	6	4	4	6	4	4	6	0	4	3	3	3	3
Drops @ 1.77%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-
Grads	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Bal	-	-	-	-	-	-	-	-	-	-	6	10	14	20	24	28	33	33	37	40	43	46	49	49

IT

	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	-	-	-	-	-	-	7	12	16	21	21	18	17	16	16	20	19	20	17	15	14	14	13
Starts	0	0	0	0	0	0	7	5	4	5	0	4	3	3	5	4	3	4	0	3	3	3	3	3
Drops @ 2.26%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Grads	-	-	-	-	-	-	-	-	-	-	(7)	(4)	(4)	(5)	-	(4)	(3)	(3)	(5)	(4)	(3)	(4)	-	-
Ending Bal	-	-	-	-	-	-	7	12	16	21	21	18	17	16	16	20	19	20	17	15	14	14	13	16

PT

	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	-	-	-	-	-	-	-	-	-	-	-	6	11	15	23	28	32	39	39	45	49	52	56
Starts	-	-	-	-	-	-	-	-	-	-	6	5	4	4	9	5	4	7	0	6	4	4	4	4
Drops @ 2.96%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-	(1)	4	-
Grads	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4)	-
Ending Bal	-	-	-	-	-	-	-	-	-	-	6	11	15	23	28	32	39	39	45	49	52	52	56	60

CJ

	#1	#2	#3	#4	#5	#6	#7	#8	#9	#10	#11	#12	#13	#14	#15	#16	#17	#18	#19	#20	#21	#22	#23	#24
Beginning Bal	-	-	-	-	-	-	-	8	14	19	24	24	29	33	37	41	45	50	56	56	54	52	51	49
Starts	-	-	-	-	-	0	8	6	5	6	-	5	4	4	4	4	5	6	0	5	4	4	4	4
Drops @ 2.55%	-	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-	-	-	-	(7)	(6)	(5)	(2)	-
Grads	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4)	-
Ending Bal	-	-	-	-	-	-	8	14	19	24	24	29	33	37	41	45	50	56	56	54	52	51	49	53

			Start Up	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Y2 Total	
CENSUS																														
Beginning Census				-	4	7	13	16	16	20	20	20	18	22	17		17	17	17	18	22	23	25	22	20	19	19	18		
Starts				4	3	6	3	-	5	4	3	3	4	-	3	38	3	3	3	6	4	3	5	-	4	3	3	3	40	
Drops				-	-	-	-	-	(1)	-	-	-	-	-	-	(1)	-	-	(1)	-	-	-	-	-	-	-	-	(1)	(2)	
Graduates				-	-	-	-	-	-	(4)	(3)	(5)	-	(5)	(5)	(22)	(3)	(3)	(4)	-	(2)	(3)	(3)	(6)	(4)	(3)	(4)	-	(35)	
Ending Census				4	7	13	16	16	20	20	20	18	22	17	15		17	17	18	22	23	25	22	20	19	19	18	20		
Supporting Data																														
	\$ 31,950	441 days																												
	90%	\$ 65.21																												
Revenue																														
Net revenue/student/dy				\$ 260.82	\$ 456.44	\$ 847.67	\$ 1,043.28	\$ 1,043.28	\$ 1,304.10	\$ 1,304.10	\$ 1,304.10	\$ 1,173.69	\$ 1,434.51	\$ 1,108.49	\$ 978.08		\$ 1,108.49	\$ 1,108.49	\$ 1,173.69	\$ 1,434.51	\$ 1,499.72	\$ 1,630.13	\$ 1,434.51	\$ 1,304.10	\$ 1,238.90	\$ 1,238.90	\$ 1,173.69	\$ 1,304.10		
Days earned per month				31	31	30	31	30	31	31	28	31	30	31	30		31	31	30	31	30	31	31	28	31	30	31	30		
Revenue per month				\$ 8,085	\$ 14,149	\$ 25,430	\$ 32,342	\$ 31,298	\$ 40,427	\$ 40,427	\$ 36,515	\$ 36,384	\$ 43,035	\$ 34,363	\$ 29,342	\$ 371,799	\$ 34,363	\$ 34,363	\$ 35,211	\$ 44,470	\$ 44,991	\$ 50,534	\$ 44,470	\$ 36,515	\$ 38,406	\$ 37,167	\$ 36,384	\$ 39,123	\$ 475,997	
Text & Supplies																														
Net revenue				8,085	14,149	25,430	32,342	31,298	40,427	40,427	36,515	36,384	43,035	34,363	29,342	371,799	34,363	34,363	35,211	44,470	44,991	50,534	44,470	36,515	38,406	37,167	36,384	39,123	475,997	
Direct Expenses:																														
Salaries			\$ 1,959	\$ 1,959	\$ 1,959	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 45,047	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 47,004
Payroll Taxes			176	176	176	353	353	353	353	353	353	353	353	353	353	\$ 4,058	353	353	353	353	353	353	353	353	353	353	353	353	353	\$ 4,236
Text & Supplies	\$ 456		1,824	1,368	2,736	1,368	-	2,280	1,824	1,368	1,368	1,368	1,824	-	1,368	\$ 17,328	1,368	1,368	1,368	1,368	2,736	1,824	1,368	2,280	-	1,824	1,368	1,368	1,368	\$ 18,240
Student Kits	\$ 658		2,632	1,974	3,948	1,974	-	3,290	2,632	1,974	1,974	2,632	-	1,974	\$ 25,004	1,974	1,974	1,974	3,948	2,632	1,974	3,290	-	2,632	1,974	1,974	1,974	1,974	\$ 26,320	
Physicals	\$ 75		-	-	-	-	-	-	300	225	375	375	375	375	\$ 1,650	225	225	300	-	150	225	225	450	300	225	300	225	300	\$ 2,625	
Lab Supplies	\$ 15		60	105	195	240	240	300	300	300	270	330	255	225	\$ 2,820	255	255	270	330	345	375	330	300	285	285	270	300	300	\$ 3,600	
Consultants	\$ -		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Auto	\$ 20		20	20	20	20	20	20	20	20	20	20	20	20	20	\$ 240	20	20	20	20	20	20	20	20	20	20	20	20	20	\$ 240
Continuing Education									1,000							\$ 1,000						1,000								\$ 1,000
Business Meals	\$ -		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Dues & Subscriptions																														
Licenses																														
Cert/Licenses/Exams	\$ 75		-	-	-	-	-	300	225	375	-	375	375	375	\$ 1,650	225	225	300	-	150	225	225	450	300	225	300	225	300	\$ 2,625	
POST Training																														
Repairs & Maintenance																														
Travel	\$ -		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total direct expenses			2,135	6,671	5,602	11,169	7,872	4,530	11,160	9,646	8,382	8,652	9,076	5,295	8,607	98,797	8,337	8,337	8,502	11,304	9,391	9,457	10,640	5,490	9,631	8,367	8,502	7,932	105,890	
Gross profit per month			(2,135)	1,414	8,547	14,261	24,470	26,768	29,267	30,781	28,133	27,732	33,959	29,068	20,735	\$ 273,002	26,026	26,026	26,709	33,166	35,600	41,077	33,830	31,025	28,775	28,800	27,882	31,191	\$ 370,107	
Cummulative Profit			(2,135)	(721)	7,827	22,088	46,558	73,326	102,593	133,374	161,507	189,239	223,199	252,267	273,002		26,026	52,052	78,761	111,927	147,527	188,604	222,434	253,459	282,233	311,033	338,916	370,107		
Gross profit %			17.5%	60.4%	56.1%	75.7%	85.5%	72.4%	76.1%	77.0%	76.2%	78.9%	84.6%	70.7%	73.4%	75.7%	75.7%	75.9%	74.6%	79.1%	81.3%	76.1%	85.0%	74.9%	77.5%	76.6%	79.7%	77.8%		
Net Income			(2,135)	1,414	8,547	14,261	24,470	26,768	29,267	30,781	28,133	27,732	33,959	29,068	20,735	273,002	26,026	26,026	26,709	33,166	35,600	41,077	33,830	31,025	28,775	28,800	27,882	31,191	370,107	
Accumulative Net Income			(721)	7,827	22,088	46,558	73,326	102,593	133,374	161,507	189,239	223,199	252,267	273,002		299,028	325,054	351,763	384,928	420,529	461,606	495,436	526,460	555,235	584,035	611,917	643,108			
Accumulative Net Income by quarter			17.5%	60.4%	56.1%	75.7%	85.5%	72.4%	76.1%	77.0%	76.2%	78.9%	84.6%	70.7%	73.4%	75.7%	75.7%	75.9%	74.6%	79.1%	81.3%	76.1%	85.0%	74.9%	77.5%	76.6%	79.7%	77.8%		
Salaries + Benefits																														
Direct Salaries:																														
Instructor #1	\$ 1,808	\$ 3,917	1,959	1,959	1,959	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	\$ 45,047	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	\$ 47,004
Total Direct			1,959	1,959	1,959	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	\$ 45,047	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	\$ 47,004

	Start Up	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Y2 Total	
CENSUS																												
Beginning Census	-	14	22	38	47	47	56	59	63	65	78	74		103	81	87	82	94	94	93	103	94	92	92	92	87		
Starts	14	9	16	9	-	10	8	7	7	13	-	10		(2)	10	8	7	24	11	9	13	-	9	7	7	7	112	
Drops	-	(1)	-	-	-	-	(1)	-	-	-	-	-		(2)	-	-	(1)	-	-	-	-	-	-	-	(8)	(1)	(10)	
Graduates	-	-	-	-	-	-	-	(5)	(3)	(5)	-	(4)	(3)	(20)	(2)	(12)	(11)	(11)	(10)	(3)	(9)	(9)	(7)	(7)	(4)	-	(85)	
Ending Census	14	22	38	47	47	56	59	63	65	78	74	81		87	82	94	94	93	103	94	94	92	92	92	87	93		
Supporting Data																												
Revenue																												
Net revenue/student/dy	\$ -	\$ 912.87	\$ 1,434.51	\$ 2,477.79	\$ 3,064.64	\$ 3,064.64	\$ 3,651.48	\$ 3,847.10	\$ 4,107.92	\$ 4,238.33	\$ 5,085.99	\$ 4,825.17	\$ 5,281.61	\$	\$ 5,672.84	\$ 5,346.81	\$ 6,129.27	\$ 6,129.27	\$ 6,064.07	\$ 6,716.12	\$ 6,129.27	\$ 6,129.27	\$ 5,998.86	\$ 5,998.86	\$ 5,672.84	\$ 6,064.07		
Days earned per month	29	31	31	30	31	30	31	31	28	31	30	31	30		31	31	30	31	30	31	31	28	31	30	31	30		
Revenue per month	\$ 28,299	\$ 44,470	\$ 74,334	\$ 95,004	\$ 91,939	\$ 113,196	\$ 119,260	\$ 115,022	\$ 131,388	\$ 152,580	\$ 149,580	\$ 158,448	\$ 1,273,519	\$	\$ 175,858	\$ 165,751	\$ 183,878	\$ 190,007	\$ 181,922	\$ 208,200	\$ 190,007	\$ 171,620	\$ 185,965	\$ 179,966	\$ 175,858	\$ 181,922	\$ 2,190,953	
Text & Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Net revenue	28,299	44,470	74,334	95,004	91,939	113,196	119,260	115,022	131,388	152,580	149,580	158,448	1,273,519	175,858	165,751	183,878	190,007	181,922	208,200	190,007	171,620	185,965	179,966	175,858	181,922	2,190,953		
Direct Expenses:																												
Salaries	\$ 6,026	\$ 6,026	\$ 10,043	\$ 10,043	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 140,597	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 12,051	\$ 14,060	\$ 14,060	\$ 14,060	\$ 14,060	\$ 14,060	\$ 14,060	\$ 14,060	\$ 14,060	\$ 158,675
Payroll Taxes	542	542	904	904	1,085	1,085	1,085	1,085	1,085	1,085	1,085	1,085	1,085	12,657	1,085	1,085	1,085	1,085	1,085	1,265	1,265	1,265	1,265	1,265	1,265	1,265	1,265	14,280
Text & Supplies	6,300	4,050	7,200	4,050	-	4,500	3,600	3,150	3,150	5,850	-	4,500	46,350	4,500	3,600	3,150	10,800	4,950	4,050	5,850	-	4,050	3,150	3,150	3,150	3,150	3,150	50,400
Student Kits	9,212	5,922	10,528	5,922	-	6,580	5,264	4,606	4,606	8,554	-	6,580	67,774	6,580	5,264	4,606	15,792	7,238	5,922	8,554	-	5,922	4,606	4,606	4,606	4,606	4,606	73,696
Physicals	-	-	-	-	-	-	750	450	750	-	600	450	3,000	300	1,800	1,650	1,650	1,500	450	1,350	1,350	1,050	1,050	600	-	-	12,750	
Lab Supplies	350	550	950	1,175	1,175	1,400	1,475	1,575	1,625	1,950	1,850	2,025	16,100	2,175	2,050	2,350	2,350	2,325	2,575	2,350	2,350	2,300	2,300	2,175	2,325	2,325	27,625	
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Auto	20	20	20	20	20	20	20	20	20	20	20	20	20	240	20	20	20	20	20	20	20	20	20	20	20	20	20	240
Continuing Education	-	-	-	-	-	-	-	-	-	-	-	-	-	1,000	-	-	-	-	-	1,000	-	-	-	-	-	-	-	1,000
Business Meals	30	30	30	30	30	30	30	30	30	30	30	30	30	360	30	30	30	30	30	30	30	30	30	30	30	30	30	360
Dues & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cert/Licenses/Exams	-	-	1,100	-	-	-	-	-	-	-	-	-	-	1,100	-	1,100	-	-	-	-	-	-	-	-	-	-	-	1,100
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	500	-	-	-	-	-	-	-	500	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Total direct expenses	6,568	22,480	21,519	30,775	24,333	14,361	27,166	24,275	22,967	23,317	29,540	15,636	26,741	289,678	26,741	27,000	24,942	43,778	29,199	29,872	33,479	19,075	28,697	26,481	25,906	25,456	340,626	
Gross profit per month	(6,568)	5,819	22,951	43,559	70,671	77,578	86,030	94,985	92,055	108,071	123,040	133,944	131,707	983,841	149,117	138,751	158,936	146,229	152,723	178,328	156,528	152,545	157,268	153,485	149,952	156,466	1,850,327	
Cummulative Profit	(6,568)	(749)	22,202	65,760	136,431	214,009	300,039	395,024	487,079	595,150	718,189	852,134	983,841	983,841	1,132,958	1,271,709	1,430,645	1,576,874	1,729,597	1,907,925	2,064,453	2,216,998	2,374,265	2,527,750	2,677,702	2,834,168	1,850,327	
Gross profit %	20.6%	51.6%	58.6%	74.4%	84.4%	76.0%	79.6%	80.0%	82.3%	80.6%	89.5%	83.1%	77.3%	84.8%	83.7%	86.4%	77.0%	83.9%	85.7%	82.4%	88.9%	84.6%	85.3%	85.3%	86.0%	84.5%		
Net Income	(6,568)	5,819	22,951	43,559	70,671	77,578	86,030	94,985	92,055	108,071	123,040	133,944	131,707	983,841	149,117	138,751	158,936	146,229	152,723	178,328	156,528	152,545	157,268	153,485	149,952	156,466	1,850,327	
Accumulative Net Income	(749)	22,202	65,760	136,431	214,009	300,039	395,024	487,079	595,150	718,189	852,134	983,841	983,841	1,132,958	1,271,709	1,430,645	1,576,874	1,729,597	1,907,925	2,064,453	2,216,998	2,374,265	2,527,750	2,677,702	2,834,168	1,850,327		
Accumulative Net Income by quarter	20.6%	51.6%	58.6%	74.4%	84.4%	76.0%	79.6%	80.0%	82.3%	80.6%	89.5%	83.1%	77.3%	84.8%	83.7%	86.4%	77.0%	83.9%	85.7%	82.4%	88.9%	84.6%	85.3%	85.3%	86.0%	84.5%		
Salaries + Benefits																												
Direct Salaries:																												
Instructor #1	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	52,221	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	48,204
Instructor #2	2,009	2,009	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	48,205	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	48,204
Instructor #3	-	2,009	2,009	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	40,171	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	4,017	48,204
Instructor #4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,009	2,009	2,009	2,009	2,009	2,009	2,009	14,063	
Total Direct	6,026	6,026	10,043	10,043	12,051	12,051	12,051	12,051	12,051	12,051	12,051	12,051	12,051	140,597	12,051	12,051	12,051	12,051	12,051	14,060	14,060	14,060	14,060	14,060	14,060	14,060	158,675	

	Start Up	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Y2 Total	
CENSUS																												
Beginning Census	-	5	8	14	17	17	22	21	21	17	22	18	17	41	17	17	16	21	26	28	30	28	21	18	16	14	41	
Starts	5	3	7	3	-	5	4	3	3	5	-	3	-	41	3	3	2	10	5	4	5	-	3	2	2	2	41	
Drops	-	-	(1)	-	-	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-	-	-	-	-	-	(1)	(1)	
Graduates	-	-	-	-	-	-	(5)	(3)	(7)	-	(4)	(4)	(4)	(23)	(3)	(3)	(5)	-	(2)	(3)	(2)	(10)	(5)	(4)	(4)	-	(41)	
Ending Census	5	8	14	17	17	22	21	21	17	22	18	17	17	17	16	21	26	28	30	28	21	18	16	14	15			
Supporting Data																												
Revenue																												
Net revenue/student/dy	\$ 326.03	\$ 521.64	\$ 912.87	\$ 1,108.49	\$ 1,108.49	\$ 1,434.51	\$ 1,369.31	\$ 1,369.31	\$ 1,108.49	\$ 1,434.51	\$ 1,173.69	\$ 1,108.49	\$ 1,108.49	\$ 1,108.49	\$ 1,043.28	\$ 1,369.31	\$ 1,695.33	\$ 1,825.74	\$ 1,956.15	\$ 1,825.74	\$ 1,369.31	\$ 1,173.69	\$ 1,043.28	\$ 912.87	\$ 978.08			
Days earned per month	31	31	30	31	30	31	31	28	31	30	31	30	30	31	31	30	31	30	31	31	28	31	30	31	30	30		
Revenue per month	\$ 10,107	\$ 16,171	\$ 27,386	\$ 34,363	\$ 33,255	\$ 44,470	\$ 42,448	\$ 38,341	\$ 34,363	\$ 43,035	\$ 36,384	\$ 33,255	\$ 33,255	\$ 393,577	\$ 34,363	\$ 32,342	\$ 41,079	\$ 52,555	\$ 54,772	\$ 60,641	\$ 56,598	\$ 38,341	\$ 36,384	\$ 31,298	\$ 28,299	\$ 29,342	\$ 496,014	
Text & Supplies																												
Net revenue	10,107	16,171	27,386	34,363	33,255	44,470	42,448	38,341	34,363	43,035	36,384	33,255	33,255	393,577	34,363	32,342	41,079	52,555	54,772	60,641	56,598	38,341	36,384	31,298	28,299	29,342	496,014	
Direct Expenses:																												
Salaries	\$ 1,959	\$ 1,959	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 47,005	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 47,004
Payroll Taxes	176	176	353	353	353	353	353	353	353	353	353	353	353	4,235	353	353	353	353	353	353	353	353	353	353	353	353	353	4,236
Text & Supplies	1,140	684	3,192	1,368	-	2,280	1,824	1,368	1,368	2,280	-	1,368	16,872	1,368	1,368	912	4,560	2,280	1,824	2,280	-	1,368	912	912	912	912	18,696	
Student Kits	3,290	1,974	4,606	1,974	-	3,290	2,632	1,974	1,974	3,290	-	1,974	26,978	1,974	1,974	1,316	6,580	3,290	2,632	3,290	-	1,974	1,316	1,316	1,316	26,978		
Physicals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Lab Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Auto	20	20	20	20	20	20	20	20	20	20	20	20	20	240	20	20	20	20	20	20	20	20	20	20	20	20	240	
Continuing Education	-	-	-	-	-	1,000	-	-	-	-	-	-	-	1,000	-	-	-	-	-	1,000	-	-	-	-	-	-	1,000	
Business Meals	30	30	30	30	30	30	30	30	30	30	30	30	30	360	30	30	30	30	30	30	30	30	30	30	30	30	360	
Dues & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cert/Licenses/Exams	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total direct expenses	2,135	6,615	6,978	12,118	7,662	4,320	10,890	8,776	7,662	9,890	4,320	7,662	96,690	7,662	7,662	6,548	15,460	9,890	9,776	9,890	4,320	7,662	6,548	6,548	6,548	98,514		
Gross profit per month	(2,135)	3,492	9,193	15,268	26,701	28,935	33,580	33,672	30,679	26,701	33,145	32,064	25,593	296,887	26,701	24,680	34,531	37,095	44,882	50,865	46,708	34,021	28,722	24,750	21,751	22,794	397,500	
Cummulative Profit	(2,135)	1,357	10,550	25,818	52,519	81,453	115,033	148,706	179,384	206,085	239,230	271,295	296,887	323,588	348,268	382,799	419,894	464,777	515,641	562,349	596,370	625,092	649,843	671,594	694,388	397,500		
Gross profit %	34.5%	56.8%	55.8%	77.7%	87.0%	75.5%	79.3%	80.0%	77.7%	77.0%	88.1%	77.0%	75.4%	77.7%	76.3%	84.1%	70.6%	81.9%	83.9%	82.5%	88.7%	78.9%	79.1%	76.9%	77.7%	80.1%		
Net Income	(2,135)	3,492	9,193	15,268	26,701	28,935	33,580	33,672	30,679	26,701	33,145	32,064	25,593	296,887	26,701	24,680	34,531	37,095	44,882	50,865	46,708	34,021	28,722	24,750	21,751	22,794	397,500	
Accumulative Net Income	1,357	10,550	25,818	52,519	81,453	115,033	148,706	179,384	206,085	239,230	271,295	296,887	323,588	348,268	382,799	419,894	464,777	515,641	562,349	596,370	625,092	649,843	671,594	694,388	397,500			
Accumulative Net Income by quarter	34.5%	56.8%	55.8%	77.7%	87.0%	75.5%	79.3%	80.0%	77.7%	77.0%	88.1%	77.0%	75.4%	77.7%	76.3%	84.1%	70.6%	81.9%	83.9%	82.5%	88.7%	78.9%	79.1%	76.9%	77.7%	80.1%		
Salaries + Benefits																												
Direct Salaries:																												
Instructor #1	1,959	1,959	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,005	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,004
Total Direct	1,959	1,959	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,005	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,004	

	Start Up	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Y2 Total	
CENSUS																												
Beginning Census	-	-	-	-	-	-	-	-	7	12	16	21	21		17	17	16	21	26	28	30	28	21	18	16	14		
Starts	-	-	-	-	-	-	-	7	5	4	5	-	4	25	3	3	2	10	5	4	5	-	3	2	2	2	41	
Drops	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1)	(1)	
Graduates	-	-	-	-	-	-	-	-	-	-	-	-	(7)	(7)	(3)	(3)	(5)	-	(2)	(3)	(2)	(10)	(5)	(4)	(4)	-	(41)	
Ending Census	-	-	-	-	-	-	-	7	12	16	21	21	18		17	17	13	31	29	29	33	18	19	16	14	15		
Supporting Data																												
Revenue																												
Net revenue/student/dy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	456.44	782.46	1,043.28	1,369.31	1,369.31	1,173.69		1,108.49	1,108.49	847.67	2,021.36	1,890.95	1,890.95	2,151.77	1,173.69	1,238.90	1,043.28	912.87	978.08		
Days earned per month		31	31	30	31	30	31	31	28	31	30	31	30		31	31	30	31	30	31	31	28	31	30	31	30		
Revenue per month	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	14,149	21,909	32,342	41,079	42,448	35,211	187,138	34,363	34,363	25,430	62,662	56,728	58,619	66,705	32,863	38,406	31,298	28,299	29,342	499,079	
Text & Supplies																												
Net revenue	-	-	-	-	-	-	-	14,149	21,909	32,342	41,079	42,448	35,211	187,138	34,363	34,363	25,430	62,662	56,728	58,619	66,705	32,863	38,406	31,298	28,299	29,342	499,079	
Direct Expenses:																												
Salaries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	1,959	1,959	1,959	1,959	1,959	1,959	1,959	13,713	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,004	
Payroll Taxes	-	-	-	-	-	-	176	176	176	176	176	176	176	1,232	353	353	353	353	353	353	353	353	353	353	353	353	4,236	
Text & Supplies	-	-	-	-	-	-	656	469	375	469	375	469	375	2,345	281	281	188	938	469	375	469	281	188	188	188	188	3,845	
Student Kits	-	-	-	-	-	-	4,606	3,290	2,632	3,290	-	2,632	16,450	1,974	1,974	1,316	6,580	3,290	2,632	3,290	-	1,974	1,316	1,316	1,316	26,978		
Physicals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Lab Supplies	-	-	-	-	-	-	122	208	278	365	365	313	1,650	295	295	226	538	504	504	573	313	330	278	243	261	4,360		
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Auto	-	-	-	-	-	-	20	20	20	20	20	20	20	140	20	20	20	20	20	20	20	20	20	20	20	20	240	
Continuing Education	-	-	-	-	-	-	1,000	-	-	-	-	-	-	1,000	-	-	-	-	-	1,000	-	-	-	-	-	-	1,000	
Business Meals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Dues & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cert/Licenses/Exams	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total direct expenses	-	-	-	-	-	-	3,155	7,539	6,122	5,440	6,279	2,520	5,475	36,530	6,841	6,841	6,019	12,346	8,553	8,801	8,622	4,603	6,875	6,071	6,037	6,054	87,663	
Gross profit per month	-	-	-	-	-	-	(3,155)	6,610	15,787	26,902	34,800	39,929	29,736	150,609	27,522	27,522	19,411	50,316	48,176	49,818	58,083	28,261	31,530	25,227	22,262	23,288	411,416	
Cummulative Profit	-	-	-	-	-	-	(3,155)	3,455	19,242	46,144	80,944	120,873	150,609	178,131	205,654	225,064	275,380	323,556	373,374	431,457	459,717	491,248	516,475	538,737	562,025	411,416		
Gross profit %	-	-	-	-	-	-	46.7%	72.1%	83.2%	84.7%	94.1%	84.5%	80.5%	80.1%	80.1%	76.3%	80.3%	84.9%	85.0%	87.1%	86.0%	82.1%	80.6%	78.7%	79.4%	82.4%		
Net Income	-	-	-	-	-	-	(3,155)	6,610	15,787	26,902	34,800	39,929	29,736	150,609	27,522	27,522	19,411	50,316	48,176	49,818	58,083	28,261	31,530	25,227	22,262	23,288	411,416	
Accumulative Net Income	-	-	-	-	-	-	(3,155)	3,455	19,242	46,144	80,944	120,873	150,609	178,131	205,654	225,064	275,380	323,556	373,374	431,457	459,717	491,248	516,475	538,737	562,025	411,416		
Accumulative Net Income by quarter	-	-	-	-	-	-	(3,155)	46.7%	72.1%	83.2%	84.7%	94.1%	84.5%	80.5%	80.1%	80.1%	76.3%	80.3%	84.9%	85.0%	87.1%	86.0%	82.1%	80.6%	78.7%	79.4%	82.4%	
Salaries + Benefits																												
Direct Salaries:																												
Instructor #1	-	-	-	-	-	-	1,959	1,959	1,959	1,959	1,959	1,959	1,959	13,713	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,004	
Total Direct	-	-	-	-	-	-	1,959	1,959	1,959	1,959	1,959	1,959	1,959	13,713	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,004	

	Start Up	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Y2 Total
CENSUS																											
Beginning Census	-	-	-	-	-	-	-	-	8	8	14	19	24	24	29	33	37	41	45	50	56	56	54	52	51	49	
Starts	-	-	-	-	-	-	-	8	6	5	6	-	5	30	4	4	4	4	5	6	-	5	4	4	4	4	48
Drops	-	-	-	-	-	-	-	-	-	-	(1)	-	-	(1)	-	-	-	-	-	-	-	(7)	(6)	(5)	(2)	-	(20)
Graduates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4)	-	(4)	
Ending Census	-	-	-	-	-	-	-	8	14	19	24	24	29	-	33	37	41	45	50	56	56	54	52	51	49	53	
Supporting Data																											
Revenue																											
Net revenue/student/dy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 546.91	\$ 957.10	\$ 1,298.92	\$ 1,640.74	\$ 1,640.74	\$ 1,982.56	\$ 2,256.01	\$ 2,529.47	\$ 2,802.92	\$ 3,076.38	\$ 3,418.20	\$ 3,828.38	\$ 3,828.38	\$ 3,691.66	\$ 3,554.93	\$ 3,486.56	\$ 3,349.84	\$ 3,623.29		
Days earned per month		31	31	30	31	30	31	31	28	31	30	31	30	31	31	31	30	31	30	31	31	28	31	30	31	30	30
Revenue per month	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,954	\$ 26,799	\$ 40,266	\$ 49,222	\$ 50,863	\$ 59,477	\$ 243,581	\$ 69,936	\$ 78,414	\$ 84,088	\$ 95,368	\$ 102,546	\$ 118,680	\$ 118,680	\$ 103,366	\$ 110,203	\$ 104,597	\$ 103,845	\$ 108,699	\$ 1,198,421
Text & Supplies																											
Net revenue	-	-	-	-	-	-	-	16,954	26,799	40,266	49,222	50,863	59,477	243,581	69,936	78,414	84,088	95,368	102,546	118,680	118,680	103,366	110,203	104,597	103,845	108,699	1,198,421
Direct Expenses:																											
Salaries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,959	\$ 1,959	\$ 1,959	\$ 3,917	\$ 3,917	\$ 3,917	\$ 3,917	\$ 21,545	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 5,877	\$ 70,524
Payroll Taxes	-	-	-	-	-	-	176	176	176	353	353	353	353	1,940	529	529	529	529	529	529	529	529	529	529	529	529	6,348
Text & Supplies	-	-	-	-	-	-	1,286	964	804	804	804	804	804	4,822	643	643	643	643	643	643	643	643	643	643	643	643	7,715
Student Kits	-	-	-	-	-	-	5,264	3,948	3,290	3,948	-	3,290	19,740	2,632	2,632	2,632	2,632	2,632	3,290	3,948	-	3,290	2,632	2,632	2,632	2,632	31,584
Physicals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lab Supplies	-	-	-	-	-	-	120	210	285	360	360	435	1,771	495	555	615	675	751	841	841	811	781	766	735	796	8,661	
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Auto	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Continuing Education	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,000	-	-	-	-	-	-	1,000
Business Meals	-	-	-	-	-	-	30	30	30	30	30	30	30	180	30	30	30	30	30	30	30	30	30	30	30	30	360
Dues & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cert/Licenses/Exams	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total direct expenses	-	-	-	-	-	-	2,135	8,835	7,287	8,679	9,573	4,660	8,829	49,998	10,206	10,266	10,326	10,386	11,280	13,189	7,277	11,340	10,491	10,476	10,446	10,506	126,191
Gross profit per month	-	-	-	-	-	-	(2,135)	8,119	19,511	31,588	39,650	46,203	50,648	193,583	59,730	68,147	73,761	84,981	91,266	105,491	111,403	92,026	99,711	94,121	93,399	98,192	1,072,230
Cummulative Profit	-	-	-	-	-	-	(2,135)	5,984	25,496	57,083	96,733	142,935	193,583		59,730	127,877	201,639	286,620	377,886	483,377	594,781	686,807	786,518	880,639	974,037	1,072,230	
Gross profit %																	87.7%	89.1%	89.0%	88.9%	93.9%	89.0%	90.5%	90.0%	89.9%	90.3%	89.5%
Net income	-	-	-	-	-	-	(2,135)	8,119	19,511	31,588	39,650	46,203	50,648	193,583	59,730	68,147	73,761	84,981	91,266	105,491	111,403	92,026	99,711	94,121	93,399	98,192	1,072,230
Accumulative Net Income	-	-	-	-	-	-	(2,135)	5,984	25,496	57,083	96,733	142,935	193,583		253,313	321,461	395,222	480,203	571,469	676,960	788,364	880,390	980,101	1,074,222	1,167,620	1,265,813	1,072,230
Accumulative Net Income by quarter							(2,135)		59,218								87.7%	89.1%	89.0%	88.9%	93.9%	89.0%	90.5%	90.0%	89.9%	90.3%	89.5%
Salaries + Benefits																											
Direct Salaries:																											
Instructor #1							1,959	1,959	1,959	3,917	3,917	3,917	3,917	21,545	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,004
Instructor #2															1,960	1,960	1,960	1,960	1,960	1,960	1,960	1,960	1,960	1,960	1,960	1,960	23,520
Total Direct	-	-	-	-	-	-	1,959	1,959	1,959	3,917	3,917	3,917	3,917	21,545	5,877	5,877	5,877	5,877	5,877	5,877	5,877	5,877	5,877	5,877	5,877	5,877	70,524

	Start Up	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Y1 Total	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Y2 Total	
CENSUS																												
Beginning Census	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6	11	15	23	28	32	39	39	45	49	52	56		
Starts	-	-	-	-	-	-	-	-	-	-	-	-	6	6	5	4	9	5	4	7	-	6	4	4	4	4	56	
Drops	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-	(1)	4	-	-		
Graduates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4)	-	-		
Ending Census	-	-	-	-	-	-	-	-	-	-	-	-	6	6	11	15	23	28	32	39	39	45	49	52	56	60		
Supporting Data																												
Revenue																												
Net revenue/student/dy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 391.23	\$ 717.26	\$ 978.08	\$ 1,499.72	\$ 1,825.74	\$ 2,086.56	\$ 2,543.00	\$ 2,543.00	\$ 2,934.23	\$ 3,195.05	\$ 3,390.66	\$ 3,651.48	\$ 3,912.30			
Days earned per month		31	31	30	31	30	31	31	28	31	30	31	30	31	31	31	30	31	30	31	31	28	31	30	31	30		
Revenue per month	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,737	\$ 11,737	\$ 22,235	\$ 30,320	\$ 44,991	\$ 56,598	\$ 62,597	\$ 78,833	\$ 78,833	\$ 82,158	\$ 99,046	\$ 101,720	\$ 113,196	\$ 117,369	\$ 887,896	
Text & Supplies																												
Net revenue	-	-	-	-	-	-	-	-	-	-	-	-	11,737	11,737	22,235	30,320	44,991	56,598	62,597	78,833	78,833	82,158	99,046	101,720	113,196	117,369	887,896	
Direct Expenses:																												
Salaries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,959	\$ 1,959	\$ 1,959	\$ 5,877	\$ 3,917	\$ 3,917	\$ 3,917	\$ 5,876	\$ 5,876	\$ 5,876	\$ 5,876	\$ 5,876	\$ 7,834	\$ 7,834	\$ 7,834	\$ 7,834	\$ 72,467
Payroll Taxes	-	-	-	-	-	-	-	-	-	-	-	176	176	176	528	353	353	353	529	529	529	529	529	705	705	705	705	6,524
Text & Supplies	-	-	-	-	-	-	-	-	-	-	-	-	1,209	1,209	1,008	806	1,814	1,008	806	1,411	-	1,209	806	806	806	806	11,287	
Student Kits	-	-	-	-	-	-	-	-	-	-	-	-	3,948	3,948	3,290	2,632	5,922	3,290	2,632	4,606	-	3,948	2,632	2,632	2,632	2,632	36,848	
Physicals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	300	-	300	
Lab Supplies	-	-	-	-	-	-	-	-	-	-	-	-	325	325	595	812	1,244	1,515	1,731	2,110	2,110	2,435	2,651	2,813	3,030	3,246	24,291	
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Auto	-	-	-	-	-	-	-	-	-	-	-	20	20	20	60	20	20	20	20	20	20	20	20	20	20	20	240	
Continuing Education	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,000	-	-	-	-	-	1,000	
Business Meals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Dues & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cert/Licenses/Exams	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total direct expenses	-	-	-	-	-	-	-	-	-	-	-	2,155	2,155	7,637	11,947	9,183	8,540	13,270	12,238	11,594	15,552	8,535	14,017	14,648	14,810	15,327	15,243	152,957
Gross profit per month	-	-	-	-	-	-	-	-	-	-	(2,155)	(2,155)	4,100	(210)	13,052	21,781	31,721	44,360	51,002	63,281	70,298	68,141	84,398	86,909	97,869	102,126	734,939	
Cummulative Profit	-	-	-	-	-	-	-	-	-	-	(2,155)	(4,310)	(210)	(210)	13,052	34,833	66,554	110,914	161,916	225,197	295,495	363,637	448,035	534,944	632,813	734,939		
Gross profit %													34.9%	-1.8%	58.7%	71.8%	70.5%	78.4%	81.5%	80.3%	89.2%	82.9%	85.2%	85.4%	86.5%	87.0%	82.8%	
Net Income	-	-	-	-	-	-	-	-	-	-	(2,155)	(2,155)	4,100	(210)	13,052	21,781	31,721	44,360	51,002	63,281	70,298	68,141	84,398	86,909	97,869	102,126	734,939	
Accumulative Net Income	-	-	-	-	-	-	-	-	-	-	(2,155)	(4,310)	(210)	(210)	12,842	34,623	66,344	110,704	161,706	224,987	295,285	363,427	447,825	534,734	632,603	734,729	734,939	
Accumulative Net Income by quarter														34.9%	-1.8%	58.7%	71.8%	70.5%	78.4%	81.5%	80.3%	89.2%	82.9%	85.2%	85.4%	86.5%	87.0%	82.8%
Salaries + Benefits																												
Direct Salaries:																												
Instructor #1												1,959	1,959	1,959	5,877	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	47,004	
Instructor #2																		1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	25,463	
Total Direct	-	-	-	-	-	-	-	-	-	-	-	1,959	1,959	1,959	5,877	3,917	3,917	3,917	5,876	5,876	5,876	5,876	5,876	7,834	7,834	7,834	7,834	72,467

	2012 QTR 1	2012 QTR 2	2012 QTR 3	2012 QTR 4	2013 QTR 1	2013 QTR 2	2013 QTR 3	2013 QTR 4
Beginning Cash	\$ 21,000,000							
Projected Quarter Beginning Cash	<u>\$ 20,729,527 \$ 20,480,777 \$ 20,466,260 \$ 20,335,252 \$ 20,505,361 \$ 20,809,703 \$ 21,753,345</u>							
Operating Results:								
Lancaster Campus	\$ (270,473)	\$ (248,750)	\$ (14,517)	\$ 131,482	\$ 336,403	\$ 506,986	\$ 898,759	\$ 947,435
San Diego Campus				\$ (262,490)	\$ (166,294)	\$ (202,644)	\$ 44,883	\$ (3,949)
Total	<u>\$ (270,473)</u>	<u>\$ (248,750)</u>	<u>\$ (14,517)</u>	<u>\$ (131,008)</u>	<u>\$ 170,109</u>	<u>\$ 304,342</u>	<u>\$ 943,642</u>	<u>\$ 943,486</u>
Ending Cash	<u><u>\$ 20,729,527 \$ 20,480,777 \$ 20,466,260 \$ 20,335,252 \$ 20,505,361 \$ 20,809,703 \$ 21,753,345 \$ 22,696,831</u></u>							

SJVC Lancaster Equipment List Campus Equipment Costing Schedule

Class	Type	Description	Seats	Equipment Cost
PHASE I DEVELOPMENT				
Admin	Equip	Break room - employees	6	\$3,446
Admin	Equip	Conference Room	10	\$12,618
Admin	Equip	Lobby Area	6	\$5,654
Admin	Equip	Copy Room	0	\$13,043
Admin	Equip	Office - A/A	1	\$2,899
Admin	Equip	Office - A/D	1	\$2,899
Admin	Equip	Office - C/D	1	\$2,899
Admin	Equip	Office Reception	1	\$2,899
Admin	Equip	Office Admissions 01	1	\$2,899
Admin	Equip	Office Admissions 02	1	\$2,899
Admin	Equip	Office Admissions HS 03	1	\$2,899
Admin	Equip	Office Admissions ESD 04	1	\$2,899
Admin	Equip	Office F/A 01	1	\$2,899
Admin	Equip	Office faculty	5	\$14,495
Admin	Equip	Server room for wireless configuration	1	\$22,000
Admin	Equip	Storage - Bookroom - F/M Office	1	\$5,853
Student	Equip	Classroom CMA Lab wireless 01	15	\$46,344
Student	Equip	Classroom CMA Lab wireless 02	24	\$48,326
Student	Equip	Classroom Lecture wireless (AHCM) 03	24	\$15,534
Student	Equip	Classroom Lecture wireless (BA) 04	24	\$15,534
Student	Equip	Classroom Lecture wireless GE 05	24	\$15,534
Student	Equip	Classroom Lecture wireless GE 06	24	\$15,534
Student	Equip	Library - SLC - Admin Work Station 12 study seats and 10 CPU seats	10	\$24,883
Student	Equip	Break room - Students	18	\$5,107
Student	Equip	Student Copy Area	0	\$3,000
Student	Equip	Test Room 4 Seat	4	\$5,198
Misc	Supplies	Misc phone & data wire & materials	0	\$1,500
Misc	Supplies	Misc Hardware Installation Materials	0	\$500
Misc	Supplies	Misc I/S Materials & supplies	0	\$500
Misc	Labor	Contract Furn & Equip Delivery Installation services Main Campus	0	\$8,500
Misc	Labor	Contract Janitorial Waste removal services	0	\$300
Misc	Labor	Contract Janitorial Floor Wax preparation	0	\$600
Misc	Labor	Contract Janitorial Initial Office Clean up	0	\$1,500
Misc	Labor	Contract Janitorial Floor Wax preparation	0	\$600
Student	Equip	Break room - Students	18	\$5,107
Student	Equip	Break room - Students	18	\$5,107
Student	Equip	Break room - Students	18	\$5,107
Student	Equip	Break room - Students	18	\$5,107
Student	Equip	Break room - Students	18	\$5,107
Student	Equip	Break room - Students	18	\$5,107
Misc	Labor	Contract Misc Maint Services	0	\$500
Service	Equip	Janitorial	0	\$1,100
Service	Equip	Phone System	0	\$30,000
Service	Equip	Alarm System	0	\$5,000
Service	Equip	T-1 installation	0	\$3,000
				\$382,436

Class	Type	Description	Seats	Equipment Cost
PHASE II DEVELOPMENT				
Student	Equip	IT Lab 01	24	\$213,673
Student	Equip	CJ Lab 01 02	24	\$51,501
Student	Equip	Classroom - CJ Lecture wireless 03	24	\$15,534
Student	Equip	Classroom - CJ Lecture wireless 04	24	\$15,534
Misc	Labor	Contract Furn & Equip Delivery Installation services Main Campus	0	\$4,200
Misc	Labor	Contract Janitorial Waste removal services	0	\$300
Misc	Labor	Contract Janitorial Floor Wax preparation	0	\$600
Misc	Labor	Contract Janitorial Initial Office Clean up	0	\$1,500
Misc	Labor	Contract Janitorial Floor Wax preparation	0	\$600
Student	Equip	Break room - Students	18	\$5,107
Misc	Labor	Contract Misc Maint Services	0	\$500
Service	Equip	Janitorial	0	\$700
				\$309,749

Class	Type	Description	Seats	Equipment Cost
PHASE III DEVELOPMENT				
Student	Equip	HVAC Lab 01	24	\$138,192
Student	Equip	PT Lab 02	24	\$65,384
Student	Equip	Classroom HVAC Lecture wireless 03	12	\$9,453
Student	Equip	Classroom HAVAC Lecture wireless 04	24	\$15,534
Student	Equip	Classroom PT Lecture wireless 05	24	\$15,534
Student	Equip	Classroom PT Lecture wireless 06	24	\$15,534
Student	Equip	HVAC Lab		
Misc	Labor	Contract Furn & Equip Delivery Installation services Main Campus	0	\$4,200
Misc	Labor	Contract Janitorial Waste removal services	0	\$300
Misc	Labor	Contract Janitorial Floor Wax preparation	0	\$600
Misc	Labor	Contract Janitorial Initial Office Clean up	0	\$1,500
Misc	Labor	Contract Janitorial Floor Wax preparation	0	\$600
Misc	Labor	Contract Misc Maint Services	0	\$500
Service	Equip	Janitorial	0	\$700
				\$268,031

Total Equipment & Services Only ----->			\$960,216
--	--	--	------------------