

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

Detail:

	<u>Ref</u>	
<b>Instructional Salaries &amp; Benefits</b>		
Faculty Salaries Prior to Start	11,903	(A)
<b>Equipment &amp; Teaching Aids</b>		
Tenant Improvements	\$ 150,000	
Furniture & Equipment	960,216	
Total Equipment & Teaching Aids	<u>1,110,216</u>	(B)
<b>Administrative Salaries</b>		
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	-	
Extern Coordinator	-	
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	75,556	
	<u>\$ 151,112</u>	(C)
<b>Administrative Expenses</b>		
Advertising	\$ -	
Auto	6,800	
Business Meals	-	
Continuing Education	3,097	
Depreciation	610	
Dues & Subscriptions	6,374	
Employee Relations	750	
Employee Recruitment	575	
Student Relations	30	
Insurance - Health	76	
Insurance - Life	7,347	
Janitorial Supplies	-	
Non Capital Equipment	-	
Repairs & Maintenance	-	
Rent	7,881	
Supplies - Office	-	
Supplies - Postage	10,562	
Telephone	-	
Travel	-	
Utilities	957	
Consultants	1,686	
Legal	7,051	
Licenses	4,127	
Licenses-Software	3,796	
Promotion	1,050	
Supplies - Computer	1,169	
	<u>\$ 63,938</u>	(D)
<b>Total Expenses</b>	<u>\$ 1,337,169</u>	

Summary:

Administrative Expenses			
Faculty Salaries Prior to Start	\$ 11,903		(A)
Administrative Salaries & Benefits	151,112		(C)
Administrative Expenses	<u>63,938</u>		(D)
	\$ 226,953		
Capital Expenditures	<u>1,110,216</u>		(B)
Total Start-up Expenditures	<u>\$ 1,337,169</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	\$ 46,739	\$ 75,036	\$ 127,392	\$ 161,954	\$ 156,734	\$ 198,341	\$ 233,485	\$ 238,815	\$ 274,990	\$ 329,194	\$ 313,887	\$ 343,354	\$ 2,499,921	\$ 6,496,965
Instructional Salaries & Benefits (A)	11,903	17,878	19,836	23,802	23,802	29,855	29,855	29,855	31,813	37,689	37,689	37,689	331,663	658,434
Student Text Books	1,070	1,609	1,786	2,144	2,144	2,496	3,152	2,965	3,048	3,670	3,201	3,576	30,862	58,512
Student Resources (B)	(12,973)	(19,487)	(21,622)	(25,946)	(25,946)	(28,696)	(25,468)	(26,697)	(29,421)	(35,080)	(38,370)	(35,790)	(325,494)	(628,783)
Equipment & Teaching Aids (C)	-	-	-	-	-	-	-	150	150	150	150	150	750	259,185
Administrative Salaries & Benefits (A)	59,778	59,778	59,778	63,252	63,252	63,663	67,841	67,841	70,116	72,900	72,900	72,900	793,998	1,032,707
Administrative Expenses (B)	61,505	61,955	62,455	63,218	70,030	71,867	72,743	73,743	74,347	74,198	74,198	74,598	834,859	702,620
Total Expenses	\$ 121,284	\$ 121,734	\$ 122,234	\$ 126,470	\$ 133,282	\$ 139,185	\$ 148,123	\$ 147,856	\$ 150,053	\$ 153,527	\$ 149,768	\$ 153,123	\$ 1,666,637	\$ 2,082,674
Income from Operations	\$ (74,544)	\$ (46,697)	\$ 5,158	\$ 35,485	\$ 23,452	\$ 59,155	\$ 85,362	\$ 90,958	\$ 124,937	\$ 175,667	\$ 164,119	\$ 190,232	\$ 833,284	\$ 4,414,291

- (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, CMA, 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)																												
CAMA ( Recommend M,E for CMA MA)				14	22	38	47	47	56	59	63	65	78	74	81	87	82	94	94	93	103	94	92	92	92	87	93	
AHCM (Recommend M, A)				4	7	13	16	16	20	20	20	18	22	17	17	17	17	18	22	23	25	22	20	19	19	18	20	
CJC, IT, (Recommend: IT, CJC E)																												
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				22	37	65	80	80	99	116	130	135	167	155	173	191	196	234	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	
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	
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		
Career Services Mgr	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Career Services Rep	-	-	-	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	
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	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	
Academic Dean	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Evening Academic Dean	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Extern Coordinator	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
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	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50		
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	
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	
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	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	
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	
Security Officer - Lancaster to Contract	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Student Center 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	
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	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
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	20.00	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	
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	3.00	3.00	3.00	3.00	3.00	
AHCM (MOA,HCIS,HCA) 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	
HVAC Instructor																												
IT Instructor																												
PT Instructor																												
CJC Instructor																												
GE Instructor				0.50	0.50	0.50	1.00	1.00	1.50	1.50	1.50	1.50	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	
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	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	35.50	
Ratio of student to administrator - staff				1.8	2.9	5.2	5.9	5.9	7.1	7.7	8.7	8.7	10.1	9.4	10.5	11.6	10.6	12.6	12.9	13.6	15.3	14.5	14.2	13.9	14.0	13.8	14.9	
Ratio of student to faculty				7.4	8.2	13.0	13.3	13.3	13.2	15.4	17.4	16.9	17.6	16.3	18.2	15.9	15.7	18.7	19.9	20.2	21.8	20.7	19.6	19.0	19.1	18.9	20.4	
Ratio of student to SJVC faculty,Administration and staff				1.4	2.2	3.7	4.1	4.1	4.6	5.1	5.8	5.7	6.4	5.9	6.7	6.7	6.3	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
<b>Student Resources</b>														
Student Kits (Computers)	\$ 9,664	\$ 6,502	\$ 13,928	\$ 7,786	\$ 1,000	\$ 10,060	\$ 14,640	\$ 12,140	\$ 11,322	\$ 16,208	\$ 2,000	\$ 14,371	\$ 119,621	\$ 160,908
Lab supplies	-	-	-	-	-	-	1,172	883	1,403	365	1,340	1,138	6,300	20,035
Continuing Education	60	60	60	60	60	1,060	60	60	60	80	80	80	1,780	1,960
Other	(22,697)	(26,049)	(35,610)	(33,792)	(27,006)	(39,816)	(41,339)	(39,781)	(42,205)	(51,733)	(41,790)	(51,379)	(453,195)	(811,686)
<b>Total Student Resources</b>	<b>\$ (12,973)</b>	<b>\$ (19,487)</b>	<b>\$ (21,622)</b>	<b>\$ (25,946)</b>	<b>\$ (25,946)</b>	<b>\$ (28,696)</b>	<b>\$ (25,468)</b>	<b>\$ (26,697)</b>	<b>\$ (29,421)</b>	<b>\$ (35,080)</b>	<b>\$ (38,370)</b>	<b>\$ (35,790)</b>	<b>\$ (325,494)</b>	<b>\$ (628,783)</b>

	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
<b>Administrative Expenses</b>														
Advertising	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Auto	4,588	4,588	4,588	4,901	4,901	4,938	5,314	5,314	5,518	5,769	5,769	5,769	61,957	83,438
Bad Debt	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600
Business Meals	-	200	500	1,000	2,000	3,000	4,000	5,000	5,000	5,000	5,000	5,000	35,700	60,000
Continuing Education	200	200	150	150	150	150	150	150	150	150	150	150	1,900	1,800
Dues & Subscriptions	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	192,048
Employee Relations	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200
Employee Recruitment	350	350	350	350	350	350	350	350	350	350	350	350	4,200	4,200
Student Relations	300	300	300	300	300	500	300	300	300	300	300	300	3,800	3,800
Janitorial Service	40	40	40	40	40	40	40	40	40	40	40	40	480	480
Janitorial Supplies	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
Lease Expense	600	600	600	600	600	600	600	600	600	600	600	600	7,200	7,200
Library	300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,600
Non Capital Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Profit Sharing	900	500	300	-	-	400	-	-	400	-	-	400	2,900	1,600
Repairs & Maintenance	75	75	75	75	75	75	75	75	75	75	75	75	900	900
Rent	200	400	600	800	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	10,000	12,000
Security Services	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
Supplies - Office	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 - Postage	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
Taxes -(non-payroll)	100	150	200	250	300	300	300	300	300	300	300	300	3,100	3,600
Telephone	40	40	40	40	40	40	40	40	40	40	40	40	480	480
Testing	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
Travel	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
Utilities	100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200
<b>Total Admin Expenses</b>	<b>\$ 59,705</b>	<b>\$ 60,155</b>	<b>\$ 60,655</b>	<b>\$ 61,418</b>	<b>\$ 68,230</b>	<b>\$ 70,067</b>	<b>\$ 70,943</b>	<b>\$ 71,943</b>	<b>\$ 72,547</b>	<b>\$ 72,398</b>	<b>\$ 72,398</b>	<b>\$ 72,798</b>	<b>\$ 813,259</b>	<b>\$ 938,404</b>

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	

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	17	17	17	18	22	23	25	22	20	19	19	18	

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)	-	-	-	-	-	-	-	-	(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	

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	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	

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)	(4)	
Ending Bal	-	-	-	-	-	-	7	12	16	21	21	18	17	16	16	20	19	20	17	15	14	14	13	

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	9	5	4	7	0	6	4	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	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	56	54	52	51	49
Starts	-	-	-	-	0	8	6	5	6	-	5	4	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	



	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	
<b>CENSUS</b>																												
Beginning Census	-	4	7	13	16	16	20	20	20	18	22	17	17	38	17	17	17	18	22	23	25	22	20	19	19	18	40	
Starts	4	3	6	3	-	5	4	3	3	4	-	3	3	(1)	-	3	6	4	3	5	-	4	3	3	3	3	(2)	
Drops	-	-	-	-	-	(1)	-	-	-	-	-	-	-	(1)	-	-	(1)	-	-	-	-	-	-	-	-	(1)	(2)	
Graduates	-	-	-	-	-	-	(4)	(3)	(5)	-	(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	17	17	38	17	17	17	18	22	23	25	22	20	19	19	18	40	
<b>Supporting Data</b>																												
<b>Revenue</b>																												
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	\$ 1,304.10	\$ 1,173.69	\$ 1,434.51	\$ 1,108.49	\$ 1,108.49	\$ 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	31	28	31	30	31	30	30	31	30	31	30	31	31	28	31	30	30	31	30	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	\$ 33,255	\$ 375,711	\$ 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	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Net revenue</b>	<b>8,085</b>	<b>14,149</b>	<b>25,430</b>	<b>32,342</b>	<b>31,298</b>	<b>40,427</b>	<b>40,427</b>	<b>36,515</b>	<b>36,384</b>	<b>43,035</b>	<b>34,363</b>	<b>33,255</b>	<b>375,711</b>	<b>34,363</b>	<b>34,363</b>	<b>35,211</b>	<b>44,470</b>	<b>44,991</b>	<b>50,534</b>	<b>44,470</b>	<b>36,515</b>	<b>38,406</b>	<b>37,167</b>	<b>36,384</b>	<b>39,123</b>	<b>475,997</b>		
<b>Direct Expenses:</b>																												
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	\$ 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	1,824	1,368	2,736	1,368	-	2,280	1,824	1,368	1,824	-	1,368	-	1,368	17,328	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	2,632	1,974	3,948	1,974	-	3,290	2,632	1,974	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	26,320	
Physicals	-	-	-	-	-	-	300	225	375	375	375	375	375	1,650	225	225	300	-	150	225	225	450	300	225	300	-	2,625	
Lab Supplies	60	105	195	240	240	300	300	270	330	255	255	255	2,850	255	255	270	330	345	375	330	300	285	285	270	300	-	3,600	
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Auto	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	-	-	-	-	-	-	(300)	(225)	(375)	-	(375)	(375)	(1,650)	(225)	(225)	(300)	-	(150)	(225)	(225)	(450)	(300)	(225)	(300)	-	(2,625)		
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total direct expenses</b>	<b>2,135</b>	<b>6,671</b>	<b>5,602</b>	<b>11,169</b>	<b>7,872</b>	<b>4,530</b>	<b>11,160</b>	<b>9,046</b>	<b>7,932</b>	<b>7,902</b>	<b>9,076</b>	<b>4,545</b>	<b>7,887</b>	<b>95,527</b>	<b>7,887</b>	<b>7,887</b>	<b>7,902</b>	<b>11,304</b>	<b>9,091</b>	<b>9,007</b>	<b>10,190</b>	<b>4,590</b>	<b>9,031</b>	<b>7,917</b>	<b>7,902</b>	<b>7,932</b>	<b>100,640</b>	
Gross profit per month	(2,135)	1,414	8,547	14,261	24,470	26,768	29,267	31,381	28,583	28,482	33,959	29,818	25,368	280,184	26,476	26,476	27,309	33,166	35,900	41,527	34,280	31,925	29,375	29,250	28,482	31,191	375,357	
Cummulative Profit	(2,135)	(721)	7,827	22,088	46,558	73,326	102,593	133,974	162,557	191,039	224,999	254,817	280,184	280,184	26,476	52,952	80,261	113,427	149,327	190,854	225,134	257,059	286,433	315,683	344,166	375,357	375,357	
<b>Gross profit %</b>	<b>17.5%</b>	<b>60.4%</b>	<b>56.1%</b>	<b>75.7%</b>	<b>85.5%</b>	<b>72.4%</b>	<b>77.6%</b>	<b>78.3%</b>	<b>78.3%</b>	<b>78.3%</b>	<b>78.9%</b>	<b>86.8%</b>	<b>76.3%</b>	<b>74.6%</b>	<b>77.0%</b>	<b>77.0%</b>	<b>77.6%</b>	<b>74.6%</b>	<b>79.8%</b>	<b>82.2%</b>	<b>77.1%</b>	<b>87.4%</b>	<b>76.5%</b>	<b>78.7%</b>	<b>78.3%</b>	<b>79.7%</b>	<b>78.9%</b>	
<b>Net income</b>	<b>(2,135)</b>	<b>1,414</b>	<b>8,547</b>	<b>14,261</b>	<b>24,470</b>	<b>26,768</b>	<b>29,267</b>	<b>31,381</b>	<b>28,583</b>	<b>28,482</b>	<b>33,959</b>	<b>29,818</b>	<b>25,368</b>	<b>280,184</b>	<b>26,476</b>	<b>26,476</b>	<b>27,309</b>	<b>33,166</b>	<b>35,900</b>	<b>41,527</b>	<b>34,280</b>	<b>31,925</b>	<b>29,375</b>	<b>29,250</b>	<b>28,482</b>	<b>31,191</b>	<b>375,357</b>	
Accumulative Net Income	(721)	7,827	22,088	46,558	73,326	102,593	133,974	162,557	191,039	224,999	254,817	280,184	280,184	306,660	333,136	360,445	393,611	429,511	471,038	505,318	537,243	566,617	595,867	624,350	655,541	655,541		
Accumulative Net Income by quarter	-	-	24,223	56.1%	75.7%	85.5%	72.4%	77.6%	78.3%	78.3%	78.9%	86.8%	76.3%	74.6%	77.0%	77.0%	77.6%	74.6%	79.8%	82.2%	77.1%	87.4%	76.5%	78.7%	78.3%	79.7%	78.9%	
<b>Salaries + Benefits</b>																												
<b>Direct Salaries:</b>																												
Instructor #1	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	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	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	
<b>CENSUS</b>																												
Beginning Census	-	5	8	14	17	17	22	21	21	17	22	18	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)			
Graduates	-	-	-	-	-	-	-	(5)	(3)	(7)	-	(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	16	21	26	28	30	28	21	18	16	14	-				
<b>Supporting Data</b>																												
<b>Revenue</b>																												
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	\$ 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	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-		
<b>Net revenue</b>	<b>10,107</b>	<b>16,171</b>	<b>27,386</b>	<b>34,363</b>	<b>33,255</b>	<b>44,470</b>	<b>42,448</b>	<b>38,341</b>	<b>34,363</b>	<b>43,035</b>	<b>36,384</b>	<b>33,255</b>	<b>393,577</b>	<b>34,363</b>	<b>32,342</b>	<b>41,079</b>	<b>52,555</b>	<b>54,772</b>	<b>60,641</b>	<b>56,598</b>	<b>38,341</b>	<b>36,384</b>	<b>31,298</b>	<b>28,299</b>	<b>29,342</b>	<b>496,014</b>		
<b>Direct Expenses:</b>																												
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	\$ 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	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	
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	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total direct expenses</b>	<b>2,135</b>	<b>6,615</b>	<b>6,978</b>	<b>12,118</b>	<b>7,662</b>	<b>4,320</b>	<b>10,890</b>	<b>8,776</b>	<b>7,662</b>	<b>9,890</b>	<b>4,320</b>	<b>7,662</b>	<b>96,690</b>	<b>7,662</b>	<b>7,662</b>	<b>6,548</b>	<b>15,460</b>	<b>9,890</b>	<b>9,776</b>	<b>9,890</b>	<b>4,320</b>	<b>7,662</b>	<b>6,548</b>	<b>6,548</b>	<b>6,548</b>	<b>98,514</b>		
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	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	
<b>Gross profit %</b>	<b>34.5%</b>	<b>56.8%</b>	<b>55.8%</b>	<b>77.7%</b>	<b>87.0%</b>	<b>75.5%</b>	<b>79.3%</b>	<b>80.0%</b>	<b>77.7%</b>	<b>77.0%</b>	<b>88.1%</b>	<b>77.0%</b>	<b>75.4%</b>	<b>77.7%</b>	<b>76.3%</b>	<b>84.1%</b>	<b>70.6%</b>	<b>81.9%</b>	<b>83.9%</b>	<b>82.5%</b>	<b>88.7%</b>	<b>78.9%</b>	<b>79.1%</b>	<b>76.9%</b>	<b>77.7%</b>	<b>80.1%</b>		
<b>Net income</b>	<b>(2,135)</b>	<b>3,492</b>	<b>9,193</b>	<b>15,268</b>	<b>26,701</b>	<b>28,935</b>	<b>33,580</b>	<b>33,672</b>	<b>30,679</b>	<b>26,701</b>	<b>33,145</b>	<b>32,064</b>	<b>25,593</b>	<b>296,887</b>	<b>26,701</b>	<b>24,680</b>	<b>34,531</b>	<b>37,095</b>	<b>44,882</b>	<b>50,865</b>	<b>46,708</b>	<b>34,021</b>	<b>28,722</b>	<b>24,750</b>	<b>21,751</b>	<b>22,794</b>	<b>397,500</b>	
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	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%		
<b>Salaries + Benefits</b>																												
<b>Direct Salaries:</b>																												
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
<b>CENSUS</b>																											
Beginning Census	-	-	-	-	-	-	-	-	-	-	-	-	-	-	6	10	14	20	24	28	33	33	37	40	43	46	
Starts	-	-	-	-	-	-	-	-	-	-	-	-	6	6	4	4	6	4	4	6	-	4	3	3	3	3	44
Drops	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(1)	-	-	-	-	-	-	(1)
Graduates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Ending Census	-	-	-	-	-	-	-	-	-	-	-	-	6	6	10	14	20	24	28	33	33	37	40	43	46	49	
<b>Supporting Data</b>																											
<b>Revenue</b>																											
Net revenue/student/dy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 391.23	\$ 652.05	\$ 912.87	\$ 1,304.10	\$ 1,564.92	\$ 1,825.74	\$ 2,151.77	\$ 2,151.77	\$ 2,412.59	\$ 2,608.20	\$ 2,803.82	\$ 2,999.43	\$ 3,195.05		
Days earned per month	31	31	30	31	30	31	31	31	28	31	30	31	30	31	31	30	31	31	31	28	28	31	30	31	31	30	
Revenue per month	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,737	\$ 11,737	\$ 20,214	\$ 28,299	\$ 39,123	\$ 48,513	\$ 54,772	\$ 66,705	\$ 66,705	\$ 67,552	\$ 80,854	\$ 84,114	\$ 92,982	\$ 95,851	\$ 745,684	
Text & Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Net revenue</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>11,737</b>	<b>11,737</b>	<b>20,214</b>	<b>28,299</b>	<b>39,123</b>	<b>48,513</b>	<b>54,772</b>	<b>66,705</b>	<b>66,705</b>	<b>67,552</b>	<b>80,854</b>	<b>84,114</b>	<b>92,982</b>	<b>95,851</b>	<b>745,684</b>
<b>Direct Expenses:</b>																											
Salaries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,959	\$ 1,959	\$ 1,959	\$ 5,877	\$ 1,959	\$ 3,917	\$ 3,917	\$ 3,917	\$ 5,876	\$ 5,876	\$ 5,876	\$ 7,834	\$ 7,834	\$ 7,834	\$ 7,834	\$ 7,834	\$ 70,508
Payroll Taxes	-	-	-	-	-	-	-	-	-	-	176	176	176	528	176	353	353	353	529	529	529	705	705	705	705	705	6,347
Text & Supplies	-	-	-	-	-	-	-	-	-	-	-	-	490	490	327	327	490	327	327	490	-	327	245	245	245	245	3,592
Student Kits	-	-	-	-	-	-	-	-	-	-	-	-	3,948	3,948	2,632	2,632	3,948	2,632	2,632	3,948	-	2,632	1,974	1,974	1,974	1,974	28,952
Physicals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lab Supplies	-	-	-	-	-	-	-	-	-	-	-	-	123	123	205	287	410	492	574	677	677	759	820	882	943	1,005	7,729
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Auto	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Continuing Education	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	1,000	-	-	-	-	-	1,000
Business Meals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Dues & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cert/Licenses/Exams	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total direct expenses</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2,135</b>	<b>2,135</b>	<b>6,696</b>	<b>10,966</b>	<b>5,299</b>	<b>7,516</b>	<b>9,118</b>	<b>7,721</b>	<b>9,938</b>	<b>12,519</b>	<b>7,082</b>	<b>12,256</b>	<b>11,578</b>	<b>11,639</b>	<b>11,701</b>	<b>11,762</b>	<b>118,127</b>
Gross profit per month	-	-	-	-	-	-	-	-	-	-	(2,135)	(2,135)	5,041	771	14,915	20,783	30,005	40,792	44,835	54,185	59,623	55,296	69,276	72,475	81,281	84,089	627,557
Cumulative Profit	-	-	-	-	-	-	-	-	-	-	(2,135)	(4,270)	771	771	14,915	35,698	65,704	106,496	151,330	205,516	265,139	320,435	389,712	462,187	543,468	627,557	
<b>Gross profit %</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>43.0%</b>	<b>6.6%</b>	<b>73.8%</b>	<b>73.4%</b>	<b>76.7%</b>	<b>84.1%</b>	<b>81.9%</b>	<b>81.2%</b>	<b>89.4%</b>	<b>81.9%</b>	<b>85.7%</b>	<b>86.2%</b>	<b>87.4%</b>	<b>87.4%</b>	<b>87.4%</b>	<b>87.7%</b>	<b>84.2%</b>
<b>Net Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(2,135)</b>	<b>(2,135)</b>	<b>5,041</b>	<b>771</b>	<b>14,915</b>	<b>20,783</b>	<b>30,005</b>	<b>40,792</b>	<b>44,835</b>	<b>54,185</b>	<b>59,623</b>	<b>55,296</b>	<b>69,276</b>	<b>72,475</b>	<b>81,281</b>	<b>84,089</b>	<b>627,557</b>
Accumulative Net Income	-	-	-	-	-	-	-	-	-	-	(2,135)	(4,270)	771	771	15,686	36,470	66,475	107,267	152,102	206,287	265,910	321,207	390,483	462,958	544,239	628,328	627,557
Accumulative Net Income by quarter	-	-	-	-	-	-	-	-	-	-	-	-	43.0%	6.6%	73.8%	73.4%	76.7%	84.1%	81.9%	81.2%	89.4%	81.9%	85.7%	86.2%	87.4%	87.7%	84.2%
<b>Salaries + Benefits</b>																											
<b>Direct Salaries:</b>																											
Instructor #1	-	-	-	-	-	-	-	-	-	-	1,959	1,959	1,959	5,877	1,959	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	45,046
Instructor #2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Direct	-	-	-	-	-	-	-	-	-	-	1,959	1,959	1,959	5,877	1,959	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	70,508

	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	
<b>CENSUS</b>																												
Beginning Census	-	-	-	-	-	-	-	-	7	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		
<b>Supporting Data</b>																												
<b>Revenue</b>																												
Net revenue/student/dy	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
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	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Text & Supplies								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	
<b>Net revenue</b>								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	
<b>Direct Expenses:</b>																												
Salaries	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Payroll Taxes								1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	19,590
Text & Supplies								176	176	176	176	176	176	1,232	353	353	353	353	353	353	353	353	353	353	353	353	353	4,236
Student Kits								656	469	375	469	-	375	2,345	281	281	188	938	469	375	469	-	281	188	188	188	3,845	
Physicals								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	
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	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								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total direct expenses</b>								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	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	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	
<b>Gross profit %</b>								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%	
<b>Net Income</b>								(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	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)	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	
<b>Salaries + Benefits</b>								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%	
<b>Direct Salaries:</b>																												
Instructor #1								1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	19,590	
Total Direct								1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	1,959	19,590	

	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	
<b>CENSUS</b>																												
Beginning Census	-	-	-	-	-	-	-	-	8	14	19	24	24	30	29	33	37	41	45	50	56	56	54	52	51	49	48	
Starts	-	-	-	-	-	-	-	8	6	5	6	-	5	(1)	-	4	4	4	4	5	6	-	4	4	4	4	(20)	
Drops	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(7)	(6)	(5)	(2)	-	
Graduates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4)	-	(4)	
Ending Census	-	-	-	-	-	-	-	8	14	19	24	24	29	-	33	37	41	45	50	56	56	54	52	51	49	53	(4)	
<b>Supporting Data</b>																												
<b>Revenue</b>																												
Net revenue/student/dy	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Days earned per month		31		31		30		31		31		30		31		30		31		30		31		30		31		30
Revenue per month	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Text & Supplies																												
<b>Net revenue</b>								<b>16,954</b>	<b>26,799</b>	<b>40,266</b>	<b>49,222</b>	<b>50,863</b>	<b>59,477</b>	<b>243,581</b>	<b>69,936</b>	<b>78,414</b>	<b>84,088</b>	<b>95,368</b>	<b>102,546</b>	<b>118,680</b>	<b>118,680</b>	<b>103,366</b>	<b>110,203</b>	<b>104,597</b>	<b>103,845</b>	<b>108,699</b>	<b>1,198,421</b>	
<b>Direct Expenses:</b>																												
Salaries	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	\$	-
Payroll Taxes								176	176	176	353	353	353	1,940	529	529	529	529	529	529	529	529	529	529	529	529	529	6,348
Text & Supplies								1,286	964	804	964	-	804	4,822	643	643	643	643	804	964	-	804	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	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								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Business Meals								30	30	30	30	30	30	180	30	30	30	30	30	1,000	30	30	30	30	30	30	1,000	
Dues & Subscriptions								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Licenses								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Cert/Licenses/Exams								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
POST Training								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Repairs & Maintenance								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Travel								-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total direct expenses</b>								<b>2,135</b>	<b>8,835</b>	<b>7,287</b>	<b>8,679</b>	<b>9,573</b>	<b>4,660</b>	<b>8,829</b>	<b>49,998</b>	<b>10,206</b>	<b>10,266</b>	<b>10,326</b>	<b>10,386</b>	<b>11,280</b>	<b>13,189</b>	<b>7,277</b>	<b>11,340</b>	<b>10,491</b>	<b>10,476</b>	<b>10,446</b>	<b>10,506</b>	<b>126,191</b>
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
Cumulative 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	1,072,230	
<b>Gross profit %</b>																		<b>87.7%</b>	<b>89.1%</b>	<b>89.0%</b>	<b>88.9%</b>	<b>93.9%</b>	<b>89.0%</b>	<b>90.5%</b>	<b>90.0%</b>	<b>89.9%</b>	<b>90.3%</b>	<b>89.5%</b>
<b>Net income</b>								<b>(2,135)</b>	<b>8,119</b>	<b>19,511</b>	<b>31,588</b>	<b>39,650</b>	<b>46,203</b>	<b>50,648</b>	<b>193,583</b>	<b>59,730</b>	<b>68,147</b>	<b>73,761</b>	<b>84,981</b>	<b>91,266</b>	<b>105,491</b>	<b>111,403</b>	<b>92,026</b>	<b>99,711</b>	<b>94,121</b>	<b>93,399</b>	<b>98,192</b>	<b>1,072,230</b>
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)	5,984	25,496	59,218			136,500														
<b>Salaries + Benefits</b>																												
<b>Direct Salaries:</b>																												
Instructor #1								1,959	1,959	1,959	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	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	1,960	23,520
Total Direct								1,959	1,959	1,959	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	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																			
<b>CENSUS</b>																																														
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	-	2																			
Graduates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	(4)	-	(4)																			
Ending Census	-	-	-	-	-	-	-	-	-	-	-	-	6	6	11	15	23	28	32	39	39	45	49	52	56	60	(4)																			
<b>Supporting Data</b>																																														
<b>Revenue</b>																																														
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	30	31	31	30	31	31	31	28	31	30	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																																														
<b>Net revenue</b>														<b>11,737</b>	<b>11,737</b>	<b>22,235</b>	<b>30,320</b>	<b>44,991</b>	<b>56,598</b>	<b>62,597</b>	<b>78,833</b>	<b>78,833</b>	<b>82,158</b>	<b>99,046</b>	<b>101,720</b>	<b>113,196</b>	<b>117,369</b>	<b>887,896</b>																		
<b>Direct Expenses:</b>																																														
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	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	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	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	240																			
Continuing Education														-	-	-	-	-	-	-	1,000	-	-	-	-	-	1,000																			
Business Meals														-	-	-	-	-	-	-	-	-	-	-	-	-	-																			
Dues & Subscriptions														-	-	-	-	-	-	-	-	-	-	-	-	-	-																			
Licenses														-	-	-	-	-	-	-	-	-	-	-	-	-	-																			
Cert/Licenses/Exams														-	-	-	-	-	-	-	-	-	-	-	-	-	-																			
POST Training														-	-	-	-	-	-	-	-	-	-	-	-	-	-																			
Repairs & Maintenance														-	-	-	-	-	-	-	-	-	-	-	-	-	-																			
Travel														-	-	-	-	-	-	-	-	-	-	-	-	-	-																			
<b>Total direct expenses</b>														<b>2,155</b>	<b>2,155</b>	<b>7,637</b>	<b>11,947</b>	<b>9,183</b>	<b>8,540</b>	<b>13,270</b>	<b>12,238</b>	<b>11,594</b>	<b>15,552</b>	<b>8,535</b>	<b>14,017</b>	<b>14,648</b>	<b>14,810</b>	<b>15,327</b>	<b>15,243</b>	<b>152,957</b>																
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)	(1,947)	13,052	34,833	66,554	110,914	161,916	225,197	295,495	363,637	448,035	534,944	632,813	734,939	734,939																
<b>Gross profit %</b>														<b>34.9%</b>	<b>-1.8%</b>	<b>58.7%</b>	<b>71.8%</b>	<b>70.5%</b>	<b>78.4%</b>	<b>81.5%</b>	<b>80.3%</b>	<b>89.2%</b>	<b>82.9%</b>	<b>85.2%</b>	<b>85.4%</b>	<b>86.5%</b>	<b>87.0%</b>	<b>82.8%</b>																		
<b>Net income</b>														<b>(2,155)</b>	<b>(2,155)</b>	<b>4,100</b>	<b>(210)</b>	<b>13,052</b>	<b>21,781</b>	<b>31,721</b>	<b>44,360</b>	<b>51,002</b>	<b>63,281</b>	<b>70,298</b>	<b>68,141</b>	<b>84,398</b>	<b>86,909</b>	<b>97,869</b>	<b>102,126</b>	<b>734,939</b>																
Accumulative Net Income														(2,155)	(4,310)	(210)	(1,947)	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%																		
<b>Salaries + Benefits</b>																																														
<b>Direct Salaries:</b>																																														
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	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	1,959	1,959	1,959	1,959	1,959	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	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	3,917	3,917	3,917	3,917	3,917	3,917	3,917	72,467					

	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	
<b>CENSUS</b>																												
Beginning Census	-	23	37	65	80	80	98	115	130	135	167	154	154	249	174	192	197	233	259	273	306	289	284	284	287	283	374	
Starts	23	15	29	15	-	20	31	24	22	33	-	37	37	249	30	27	64	37	32	46	-	34	26	26	26	26	374	
Drops	-	(1)	(1)	-	-	-	(2)	-	-	(1)	-	-	-	(5)	-	-	(3)	-	-	(1)	-	(7)	(6)	(6)	(6)	(3)	(32)	
Graduates	-	-	-	-	-	-	-	(14)	(9)	(17)	-	(13)	(19)	(72)	(12)	(22)	(25)	(11)	(18)	(12)	(17)	(32)	(20)	(17)	(24)	-		
Ending Census	23	37	65	80	80	98	115	130	135	167	154	172	172	192	197	233	259	273	306	289	284	284	287	283	306	(210)		
AV2 Tuition																												
<b>Revenue</b>																												
Net revenue/student/dy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Days earned per month	31	30	31	30	31	31	30	31	30	31	31	31	28	-	31	30	31	30	31	31	30	31	30	31	31	28	-	
Registration	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Text & Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Net revenue</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Direct Expenses:</b>																												
Salaries	\$ 1,959	\$ 1,959	\$ 1,959	\$ 1,959	\$ 3,917	\$ 3,917	\$ 5,876	\$ 5,876	\$ 5,876	\$ 5,876	\$ 7,834	\$ 7,834	\$ 7,834	\$ 62,672	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 11,751	\$ 141,012
Payroll Taxes	176	176	176	176	353	353	529	529	529	529	705	705	705	5,641	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	12,696
Text & Supplies	400	400	400	800	1,000	1,000	1,000	1,500	2,000	2,000	2,000	2,000	2,000	16,100	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	24,000
Student Kits	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Physicals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lab Supplies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Consultants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Auto	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Continuing Education	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Business Meals	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Dues & Subscriptions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Licenses	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cert/Licenses/Exams	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
POST Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Repairs & Maintenance	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total direct expenses</b>	<b>2,135</b>	<b>2,535</b>	<b>2,535</b>	<b>2,935</b>	<b>5,270</b>	<b>5,270</b>	<b>7,405</b>	<b>7,905</b>	<b>8,405</b>	<b>8,405</b>	<b>10,539</b>	<b>10,539</b>	<b>10,539</b>	<b>84,413</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>14,809</b>	<b>177,708</b>	
Gross profit per month	(2,135)	(2,535)	(2,535)	(2,935)	(5,270)	(5,270)	(7,405)	(7,905)	(8,405)	(8,405)	(10,539)	(10,539)	(10,539)	(84,413)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(14,809)	(177,708)	
Cummulative Profit	(2,135)	(4,669)	(7,204)	(10,138)	(15,408)	(20,678)	(28,083)	(35,987)	(44,392)	(52,796)	(63,335)	(73,874)	(84,413)	(84,413)	(99,222)	(114,031)	(128,840)	(143,649)	(158,458)	(173,267)	(188,076)	(202,885)	(217,694)	(232,503)	(247,312)	(262,121)	(177,708)	
<b>Gross profit %</b>																												
<b>Net income</b>	<b>(2,135)</b>	<b>(2,535)</b>	<b>(2,535)</b>	<b>(2,935)</b>	<b>(5,270)</b>	<b>(5,270)</b>	<b>(7,405)</b>	<b>(7,905)</b>	<b>(8,405)</b>	<b>(8,405)</b>	<b>(10,539)</b>	<b>(10,539)</b>	<b>(10,539)</b>	<b>(84,413)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(14,809)</b>	<b>(177,708)</b>	
Accumulative Net Income	(4,669)	(7,204)	(10,138)	(15,408)	(20,678)	(28,083)	(35,987)	(44,392)	(52,796)	(63,335)	(73,874)	(84,413)	(84,413)	(99,222)	(114,031)	(128,840)	(143,649)	(158,458)	(173,267)	(188,076)	(202,885)	(217,694)	(232,503)	(247,312)	(262,121)	(177,708)		
Accumulative Net Income by quarter	(8,004)	(10,138)	(15,408)	(20,678)	(28,083)	(35,987)	(44,392)	(52,796)	(63,335)	(73,874)	(84,413)	(84,413)	(99,222)	(114,031)	(128,840)	(143,649)	(158,458)	(173,267)	(188,076)	(202,885)	(217,694)	(232,503)	(247,312)	(262,121)	(177,708)			
<b>Salaries + Benefits</b>																												
<b>Direct Salaries:</b>																												
Instructor - GE #1	1,959	1,959	1,959	1,959	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	3,917	43,087	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
Instructor - GE #2	-	-	-	-	-	1,959	1,959	1,959	1,959	1,959	3,917	3,917	3,917	19,585	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
Instructor - GE #3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	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	3,917	3,917	5,876	5,876	5,876	5,876	7,834	7,834	7,834	62,672	11,751	11,751	11,751	11,751	11,751	11,751	11,751	11,751	11,751	11,751	11,751	11,751	141,012	



	2012	2012	2012	2012	2013	2013	2013	2013
	QTR 1	QTR 2	QTR 3	QTR 4	QTR 1	QTR 2	QTR 3	QTR 4
Beginning Cash	\$ 21,000,000							
Projected Quarter Beginning Cash		\$ 20,729,527	\$ 20,480,777	\$ 20,466,260	\$ 20,335,252	\$ 20,505,361	\$ 20,809,703	\$ 21,753,345
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	\$ (270,473)	\$ (248,750)	\$ (14,517)	\$ (131,008)	\$ 170,109	\$ 304,342	\$ 943,642	\$ 943,486
Ending Cash	<b>\$ 20,729,527</b>	<b>\$ 20,480,777</b>	<b>\$ 20,466,260</b>	<b>\$ 20,335,252</b>	<b>\$ 20,505,361</b>	<b>\$ 20,809,703</b>	<b>\$ 21,753,345</b>	<b>\$ 22,696,831</b>





### SJVC Lancaster Equipment List Campus Equipment Costing Schedule

Class	Type	Description	Seats	Equipment Cost
<b>PHASE I DEVELOPMENT</b>				
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
				<b>\$382,436</b>

Class	Type	Description	Seats	Equipment Cost
<b>PHASE II DEVELOPMENT</b>				
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
				<b>\$309,749</b>

Class	Type	Description	Seats	Equipment Cost
<b>PHASE III DEVELOPMENT</b>				
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
				<b>\$268,031</b>

<b>Total Equipment &amp; Services Only -----&gt;</b>			<b>\$960,216</b>
--	--	--	------------------