

	May-97	Jun-97	Jul-97	Aug-97	Sep-97	Oct-97	Nov-97	Dec-97
Sales	\$5,000	\$6,249	\$7,188	\$8,267	\$9,506	\$10,930	\$12,565	\$14,461
Direct Cost of Sales	\$3,450	\$3,992	\$4,597	\$5,287	\$6,081	\$6,993	\$8,040	\$9,245
Other Total	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cost of Sales	\$3,450	\$3,992	\$4,597	\$5,287	\$6,081	\$6,993	\$8,040	\$9,245
Gross margin	\$1,550	\$2,257	\$2,591	\$2,980	\$3,425	\$3,937	\$4,525	\$5,216
Gross margin percent	31.00%	36.12%	36.05%	36.05%	36.03%	36.02%	36.01%	36.07%
Operating expenses:								
Advertising &								
Promotion	\$1,000	\$500	\$500	\$500	\$500	\$1,000	\$1,000	\$1,000
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Miscellaneous	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Other	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Payroll expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Leased Equipment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Utilities	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600
Insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Rent	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500	\$3,500
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Payroll Burden	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Contract/Consultants	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Operating Expenses	\$6,600	\$6,100	\$6,100	\$6,100	\$6,100	\$6,600	\$6,600	\$6,600
Profit Before Interest & Taxes	(\$5,050)	(\$3,843)	(\$3,509)	(\$3,120)	(\$2,675)	(\$2,663)	(\$2,075)	(\$1,384)
ST Interest Expense	\$752	\$770	\$788	\$807	\$825	\$843	\$862	\$880
LT Interest Expense	\$14	\$28	\$41	\$55	\$69	\$83	\$96	\$110
Taxes Incurred	(\$1,454)	(\$1,160)	(\$1,085)	(\$995)	(\$892)	(\$897)	(\$758)	(\$594)
Net Profit	(\$4,362)	(\$3,480)	(\$3,254)	(\$2,986)	(\$2,677)	(\$2,692)	(\$2,275)	(\$1,781)
Net Profit/Sales	87.23%	55.69%	45.27%	36.12%	28.16%	24.63%	18.10%	12.31%