| PROJECTS / PHASES / TASKS | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | JAN |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | projected | estimate | difference |
| PROJECT ' A ' | \$900 | \$450 | \$645 | \$3,045 | \$1,473 |  |  |  |  |  |  |  |  |  |  |  |  |  | \$6,513 | \$6,513 | \$0 |
| PROJECT 'B' |  |  | \$1,470 | \$690 | \$9,276 | \$7,500 | \$1,000 | \$1,000 | \$1,000 | \$2000 | \$750 | \$750 | \$750 | \$750 | \$750 | \$750 | \$750 | \$750 | \$29,936 | \$32,750 | \$2,814 |
| PROJECT ' ${ }^{\text {c }}$ ' | \$1,445 | \$1,318 | \$2,200 | \$345 | \$60 |  |  |  |  |  |  |  |  |  |  |  |  |  | \$5,368 | \$5,368 | \$0 |
| PROJECT 'D' - CD | \$5,435 | \$4,563 | \$4,455 | \$7,765 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$22,218 | \$22,300 | \$82 |
| PROJECT 'D' - ${ }^{\text {B }}$ |  |  |  |  | \$1,025 | \$1,075 |  |  |  |  |  |  |  |  |  |  |  |  | \$2,100 | \$2,100 | \$0 |
| PROJECT 'D' - CA |  |  |  |  |  |  | \$1,500 | \$500 | \$500 | \$500 | \$500 | \$500 | \$500 | \$1,500 |  |  |  |  | \$6,000 | \$6,000 | \$0 |
| PROJECT 'E' |  |  | \$4,432 | \$3,422 | \$2,980 | \$2,000 | \$2,000 | \$2,000 | \$2,000 | \$500 | \$500 | \$500 | \$200 | \$200 | \$200 | \$566 |  |  | \$21,500 | \$21,500 | \$0 |
| PROJECT 'F' - SD |  |  |  |  |  |  | \$400 | \$400 | \$400 |  |  |  |  |  |  |  |  |  | \$1,200 | \$1,200 | \$0 |
| PROJECT 'G' - ZONING | \$1,750 | \$2,015 | \$355 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$4,120 | \$4,120 | \$0 |
| PROJECT 'G' - PRE-DESIGN |  |  | \$435 | \$752 | \$651 | \$750 | \$762 |  |  |  |  |  |  |  |  |  |  |  | \$3,350 | \$3,350 | \$0 |
| PROJECT 'G' - SD |  |  |  |  |  |  |  |  | \$2,000 | \$2,000 | \$2,000 |  |  |  |  |  |  |  | \$6,000 | \$6,000 | \$0 |
| PROJECT 'H' - STUDY |  |  | \$550 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$550 | \$550 | \$0 |
| PROJECT 'H' |  |  |  |  |  | \$500 | \$1,000 | \$1,500 |  |  |  |  |  |  |  |  |  |  | \$3,000 | \$3,000 | \$0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |  | \$0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |  | \$0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |  | \$0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |  | \$0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | \$0 |  | \$0 |
| REVENUES THIS MONTH | \$9,530 | \$8,346 | \$14,542 | \$16,019 | \$15,465 | \$11,825 | \$6,662 | \$5,400 | \$5,900 | \$5,000 | \$3,750 | \$1,750 | \$1,450 | \$2,450 | \$950 | \$1,316 | \$750 | \$750 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| T12M REVENUES | \$114,360 | \$107,256 | \$129,672 | \$145,311 | \$153,365 | \$151,454 | \$141,238 | \$131,684 | \$124,919 | \$118,427 | \$111,752 | \$104,189 | \$96,109 | \$90,213 | \$76,621 | \$61,918 | \$47,203 | \$36,128 |  |  |  |
| EXPENSES THIS MONTH | \$9,155 | \$12,350 | \$10,906 | \$11,215 | \$10,765 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 | \$11,000 |  |  |  |
|  |  |  |  |  |  |  |  |  |  | \$1,000 | \$11,000 | \$11,000 | \$1,000 | \$11,00 | \$1,000 | \$11,000 | \$11,000 | \$11,000 |  |  |  |
| PROFIT/LOSS | \$375 | \$(4,004) | \$3,636 | \$4,804 | \$4,700 | \$825 | \$(4,338) | \$(5,600) | \$(5,100) | \$(6,000) | \$(7,250) | \$( 9,250 ) | \$(9,550) | \$(8,550) | \$(10,050) | \$(9,684) | \$ $(10,250)$ | \$(10,250) |  |  |  |
|  |  |  |  |  | 2016 | 2017 |  |  |  |  |  |  |  |  |  |  | 2017 | 2018 |  |  |  |
| RUNNING PROFIT / LOSS | \$375 | \$(3,629) | \$7 | \$4,811 | \$9,511 | \$825 | \$( 3,513 ) | \$(9,113) | \$(14,213) | \$(20,213) | \$ 27,463 ) | \$(36,713) | \$(46,263) | \$(54,813) | \$(64,863) | \$(74,547) | \$(84,797) | \$(10,250) |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | YREND | NEWYR |  |  |  |
| SALES THIS MONTH | \$12,000 | \$12,000 | \$22,000 | \$4,000 | \$2,100 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| T12M SALES | \$144,000 | \$144,000 | \$184,000 | \$150,000 | \$125,040 | \$104,200 | \$89,314 | \$78,150 | \$69,467 | \$62,520 | \$56,836 | \$52,100 | \$40,100 | \$28,100 | \$6,100 | \$2,100 | \$0 | \$0 |  |  |  |
|  | AUG | SEP | OCI | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCI | NOV | DEC | JAN |  |  |  |

