



HEALTHCARE



FOOD



INDUSTRIAL



NITRILE GLOVE DISTRIBUTION

BUSINESS PLAN AND FINANCIALS 2024





Global Distribution Supply Chain



LOTUS
FLOWER

+



YOGA
POSE

+



PEACE
SIGN

+



POSITIVE
SYMBOL

=



SYMBOL

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Executive Summary

Jebtal Imports, LLC (Jebtal) is a certified minority supplier based in Michigan, specializing in the private labeling and manufacturing of nitrile gloves for the medical, food, and industrial sectors. We have a production contract with a monthly capacity of 2.5 million boxes of 100 gloves. Our dedicated international teams collaborate closely with our manufacturing partner in Thailand, ensuring a comprehensive understanding of our production processes. This collaboration allows us to import a significant portion of our products to the United States. To support our operations, we have established Jebtal Imports India Private LTD (Jebtal India) in India.

Problem:

The United States has historically been one of the world's largest manufacturing economies, contributing significantly to overall economic growth. However, the global manufacturing landscape has undergone substantial changes in recent years. While the United States remains a major player in global manufacturing, its share of global manufacturing output has declined compared to emerging economies like China.

Solution:

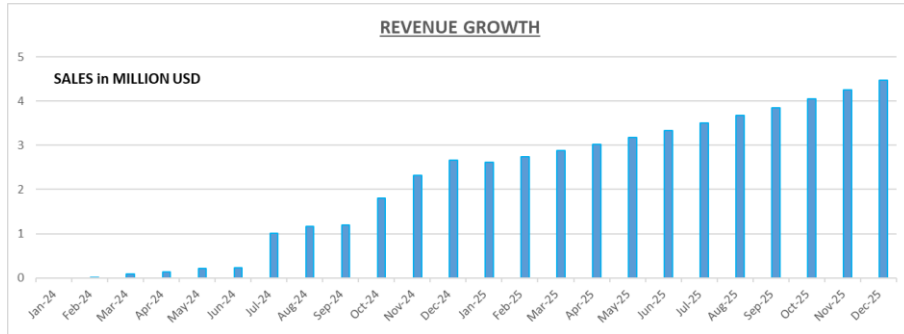
Our solution is to bring manufacturing back to the United States by implementing advanced processes to produce high-quality nitrile gloves. We believe that the future of automation, including AI, holds immense promise and potential for transformative impact. To achieve success, we rely on the expertise of our partners and aim to distribute quality products on a large scale in the USA.

Market and Operations:

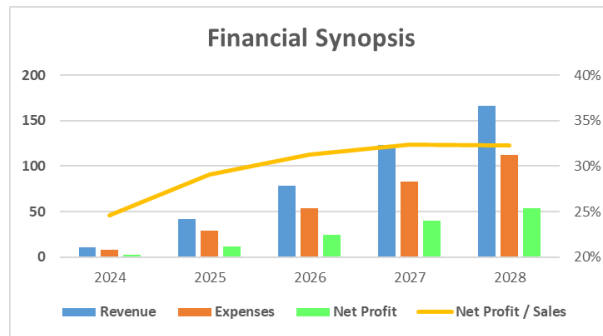
Our target market primarily consists of government, private, and public businesses in the United States. Small businesses are expected to be our largest bulk buyers, particularly those in need of reliable delivery. In the government market, we primarily act as an intermediary for our manufacturers, leveraging GSA price schedules and other national government-only programs. Currently, Jebtal operates a distribution center in Canton, Michigan, spanning over 10,000 sq. ft.

Financial Highlights:

Our revenue streams will primarily come from business-to-business (B2B) and business-to-consumer (B2C) sales. We should cross monthly sales of 2.5 Mil \$ by 2024 and 4.5 Mil \$ by 2025.



The 5-year projections giving exceptional returns to investors.



Financing Needed:

We are seeking an investment of \$600,000 to support inventory for future sales, operations and sales expenses. In exchange, we offer an interest-bearing, convertible equity stake in the business entity. The enterprise valuation is expected to cross hundreds of million dollars in the coming years.

Opportunity

Problem & Solution

Problem Worth Solving

Supply Chain Challenges and Quality Concerns

The United States is struggling to meet the demand for quality nitrile glove production. Domestic manufacturing capacity has declined due to the shift to countries with lower labor costs. Additionally, the lack of specialized machinery and raw materials hinders production. Concerns have also arisen regarding the quality of some nitrile gloves in the market, including the presence of counterfeit products. The increased demand during the pandemic may have led to a compromise in quality by some manufacturers.

Our Solution

Jebtal Imports is actively addressing the current issue faced by the United States and several other countries regarding the production of nitrile gloves. To begin tackling this challenge, we have initiated a partnership with an international manufacturer that boasts over 30 years of expertise in producing high-quality nitrile gloves. We are in the process of acquiring valuable knowledge and insights, spanning from raw material sourcing to the final production stages.

Our product line currently consists of three premium nitrile glove variants: medical exam gloves, food-grade gloves, and industrial gloves. All our products have undergone rigorous testing by the FDA and reputable third-party professionals. We are proud to announce that our gloves are being favorably compared to, if not considered among, the finest gloves available on the market.

Our comprehensive solution also involves educating our customers about the importance of prioritizing quality over solely low costs. Opting for cheaper products often leads to inferior materials and a significant increase in waste throughout the procurement process, which defeats the purpose of pursuing cost-effectiveness.

It is crucial to acknowledge that effectively overcoming the challenges associated with nitrile glove production and meeting the surging demand necessitates a collaborative effort from various stakeholders. This includes manufacturers, government agencies, and healthcare organizations. By investing in domestic production capabilities and diversifying the supply chain, the United States can decrease its reliance on imported nitrile gloves and bolster its resilience during times of crisis.

Target Market

Our market segmentation focuses on government, private, and public businesses in the US due to increased demand for PPE goods. Small businesses are our potential bulk buyers, while the government segment requires us to act as intermediaries. We aim to increase our market share in this segment by offering value-added services and support. We are also MBE certified, allowing us to pursue set-aside opportunities. The combined value of the health industry and government contracts exceeds 1 billion dollars.

Our largest segment is e-commerce buyers, who are accustomed to purchasing goods online. In 2020, over 2 billion people worldwide made online purchases, and e-retail sales exceeded \$4.2 trillion. Global retail e-commerce sales grew by over 25% during the pandemic years. Online purchasing through trusted platforms has become popular among small to large businesses, with almost half of companies making online purchases at least once a week.

According to digitalcommerce360.com, there is a shift away from traditional procurement methods towards e-commerce, as corporate buyers prefer the ease and convenience it offers.

Competition

Current Alternatives

Here is a list of our competitors in the Health and Government Industries:

1. Kimberly-Clark: Known for high-quality nitrile gloves under the brand KleenGuard.
2. Cardinal Health: Trusted brand providing medical and laboratory nitrile gloves.
3. Medline: Popular choice for healthcare professionals with their FitGuard gloves.
4. McKesson: Highly regarded for their quality Confiderm 3.5 exam gloves.
5. Owen and Minor: Provides outstanding barrier protection with their Exam Gloves.

Other Industries (Food, Construction, Janitorial, and more)

1. Ansell: Well-known brand with durable nitrile gloves for medical and industrial use.
2. Hartalega: Leading manufacturer with innovative gloves for various industries.
3. Ammex: Popular brand offering high-quality nitrile gloves with excellent dexterity.

It's important to note that 80% of the leading glove brands are manufactured offshore. However, there is a growing interest in domestic production. The top 5 companies mentioned earlier are currently the primary vendors for the majority of the government and health industry in the USA, particularly for Nitrile Gloves.

Here are two American manufacturers leading the way in domestic production:

American Nitrile

American Nitrile is a privately held company based in Grove City, Ohio. They specialize in manufacturing medical and research/lab gloves for healthcare, government, and industrial use. With a 530,000-square-foot manufacturing facility and six state-of-the-art assembly lines, they are the largest and only fully operational manufacturer of nitrile gloves in the United States.

Production Capacity: 1.2 million boxes of gloves per month.

Rhino Health

Rhino Health produces American-made nitrile disposable gloves. With their advanced manufacturing facility in Fort Worth, Texas, they are meeting the increasing national demand for durable American-made gloves.

Production Capacity: 1.2 million boxes of gloves per month.

Our Advantages

As a minority company, Jebtal focuses on targeting corporate diversity and inclusion departments to position itself as a qualified minority vendor. We offer competitive pricing and live presentations to demonstrate our ability to deliver at the same level as competitors. Here are potential opportunities we are actively pursuing in 2024:

1. **Supplier Diversity Programs Relations:** Expanding and encouraging supplier diversity programs can create opportunities for minority-owned businesses to compete for contracts.
2. **Access to Capital:** Jebtal seeks initiatives that provide financial support, such as grants, loans, or venture capital, to facilitate company growth.
3. **Mentorship and Training Programs:** Jebtal actively seeks mentorship and training programs and has connections with experienced business leaders.

4. Government Contracts: Jebtal is applying for 8a status and becoming a GSA vendor for medical devices.

5. Collaboration and Partnerships: Jebtal is establishing joint venture partnerships with Indian and women-owned businesses to take advantage of government set-asides.

These opportunities should be pursued alongside strategies that promote equality and address systemic barriers. By supporting minority-owned companies, we can foster a more inclusive and prosperous business environment.

Jebtal's ultimate goal is to become the leading US manufacturer of Nitrile Gloves, and companies like Medline and McKesson have shown interest in our domestic production plans.

Execution

Marketing & Sales

Marketing Plan

Market Analysis

The Covid-19 pandemic has increased the demand for essential goods worldwide. JEBTAL has conducted a market analysis and identified potential customers including governments, hospitals, and corporations. Our goal is to establish JEBTAL as a trusted supplier by partnering with domestic manufacturers and leveraging technology for efficient operations.

Unique Selling Proposition

Nitrile gloves offer superior durability and chemical resistance compared to latex gloves. They are well-suited for hazardous environments and medical settings. Jebtal offers a wide range of disposable nitrile gloves with enhanced user experience.

Branding and Positioning

Jebtal has developed a strong brand identity for our Nitrile Gloves and positions them as high-quality and reliable choices for safety and protection.

Competitive Pricing

Jebtal focuses on quality and assurance to offer competitive prices while reducing costs and minimizing waste for our customers.

Distribution Channels

Our primary distribution channels are our e-commerce platforms, including jebtal.com and jebtalamart.com. We also work with authorized distributors and utilize targeted campaigns on search engines and social media for marketing purposes. Additionally, we engage in direct marketing to businesses of all sizes and receive bulk orders through production contracts.

Promotional Activities

Jebtal implements a comprehensive promotional plan including online advertising, trade shows, social media marketing, and collaborations with influencers or industry experts.

Customer Relationship Management

We prioritize strong customer relationships by providing excellent customer service, product education and training, and timely issue resolution.

Market Expansion

Jebtal is expanding its market by exploring export opportunities to countries like Canada, India, and several countries in Africa. We are also targeting other industries within the United States that require Nitrile Gloves for protection.

Monitoring and Evaluation

Jebtal continuously evaluates the effectiveness of our marketing efforts using key performance indicators (KPIs) such as sales volume, market share, customer feedback, and return on investment (ROI). This allows us to refine and optimize our marketing strategies.

Sales Plan

Our strategy as a certified minority supplier is to secure production contracts from large organizations, corporations, and government agencies through minority-owned business programs. The government has committed to allocating 25% of its business to minority-owned companies, while General Motors has allocated close to 17%. We will focus on targeting medical organizations with multiple programs for minority suppliers, marketing our key branded products online across the USA. We will also allocate a significant portion of our marketing investment to online campaigns, using social media and commercials to bring manufacturing back to the United States. In terms of our financial forecast, we expect impressive cash flow activity based on our performance, even with capturing less than 1% of the industry's business. Our top branded private label products will be a primary focus for the healthcare industry, and we will work closely with procurement officers in hospitals to secure contracts. Once our

website is complete, we will prioritize building brand awareness and driving traffic to our own website. We will create content to market our business model and actively promote it on various platforms. We will also utilize e-commerce platforms like SAM.gov and the Defense Logistics Agency to target government agencies. Additionally, we are registered vendors for multiple states and counties, actively participating in bid opportunities. We are also in discussions with food and grocery retail distribution corporations to establish relationships and promote our range of products.

Operations

Jebtal relocated to a new facility in Canton, Michigan in late 2023. We partnered with WF Whelan company to enhance our product fulfillment capabilities. Our state-of-the-art facility spans 1 million square feet with an additional 10,000 square feet for future opportunities. This strategic move positions Jebtal for growth and valuable partnerships.

Company

Overview

Ownership & Structure

JEBTAL Imports, LLC is a Michigan Limited Liability based company that is majority-owned by its founder, along with a group of businesspeople in the United States and India. Below is the percentage breakdown of ownership, by date joined:

Member Name	Units	Percentage Interest	Date of Investment
James Buford	840	84.00%	5/1/2020
Shashank Jauhri	75	7.50%	5/1/2020
Lascelles Pinnock	25	2.50%	5/1/2020
Scott Ervin	5	0.50%	5/1/2020
Greg Scott	5	0.50%	5/1/2020
Anthony Snoddy	50	5.00%	4/1/2021

Company History

JEBTAL began as an LLC in 2020 to assist with COVID-19 pandemic supply needs. We quickly obtained purchase orders from local governments in New Jersey and medical organizations in Detroit, Michigan. In our first year, we reported gross sales of \$225,000 on our income tax returns.

In 2021, we strengthened our infrastructure by obtaining certifications from various organizations, including the Michigan Minority Supplier Development Council, Sam.Gov (with cage code 8V6Z7), and the Defense Logistics Agency as a Fedmall supplier.

We also registered as vendors for multiple government entities, such as 171 VA Medical Centers, the states of Michigan, New Jersey, Georgia, and Ohio, as well as various counties and hospitals.

JEBTAL has a dedicated procurement team focused on securing additional vendor opportunities.

Team

Management Team

Mr. James Buford - President (Michigan)

Mr. Buford, a Systems and software Engineer from DeVry University, has over 10 years' experience in software and business development. He has a strong background in entrepreneurship and has contributed to the growth of multiple domestic and international start-up companies. Mr. Buford has worked with renowned companies such as Target Corporation, Jeep, Kelly Services, Radio One, and United States Manufacturing Corp. His expertise lies in business development, including fundraising, team development, and sales. He also excels in business planning, budgeting, and execution. Mr. Buford has established business relationships worldwide and manages teams in various countries. He aims to leverage his software and manufacturing background to develop future technologies for improved processing and logistics.

Shashank Jauhri - International Operations Management (India)

Mr. Jauhri, an Electrical Engineer from IIT- BHU Varanasi, brings more than four decades of experience in diverse roles with reputable organizations like Tata Motors, JCB UK, Carraro Italy, and Vallourec France. He is well-versed in international work culture and has expertise in starting, developing, and running organizations to achieve objectives and exceed targets. Mr. Jauhri has implemented Lean Manufacturing principles and operational excellence strategies

to optimize performance. He has led teams for facility establishment and expansion projects, demonstrating proficiency in planning, budgeting, and execution. He has also implemented initiatives and strategies to enhance business profitability through cost-effective and efficient organization. Mr. Jauhri has played a significant role in building organizational vision, strategy, and performance management systems to align key initiatives.

TBD - Chief Financial Officer/Accounting (Michigan)

Position to be filled in 2024.

TBD- Sales Director/Business Development (Michigan)

Position to be filled in 2024.

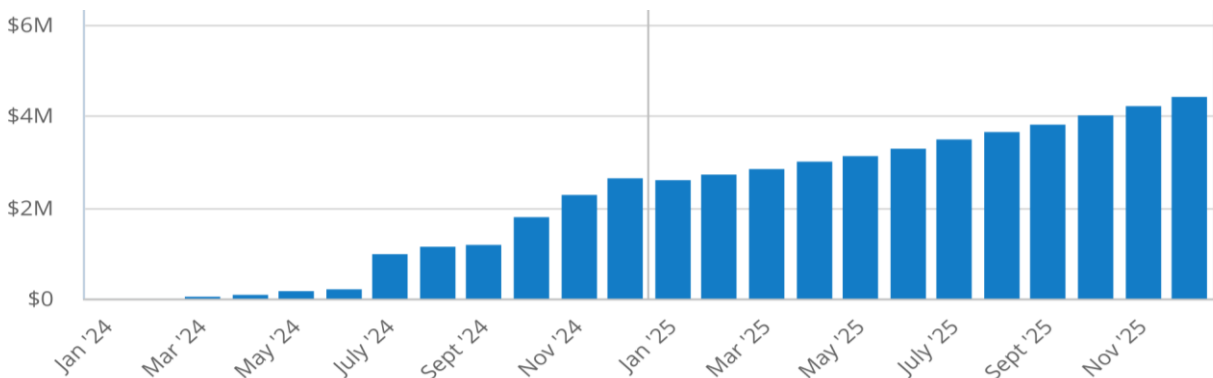
Financial Plan

Forecast

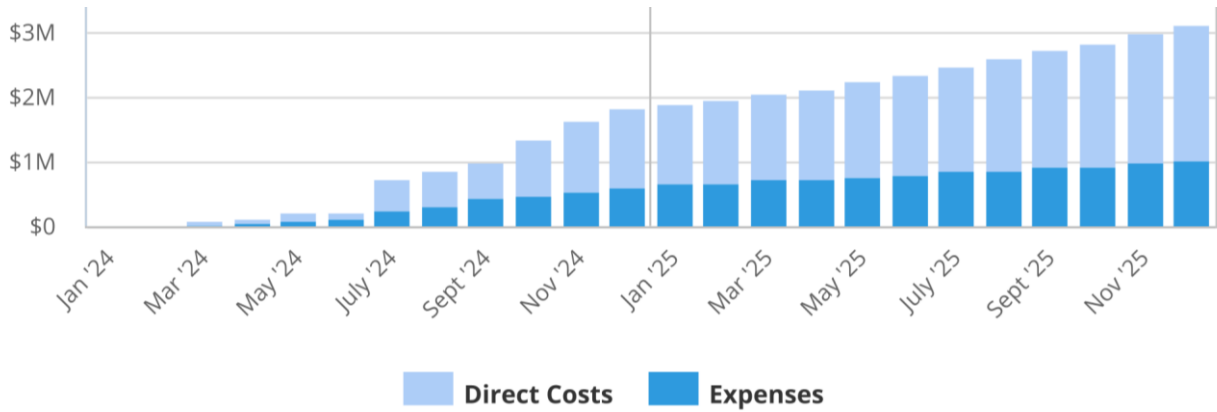
Key Assumptions

Our assumptions are simple: the more our inventory is present, the more we can perfect our sales model. We have plan for our sales start at a slow pace.

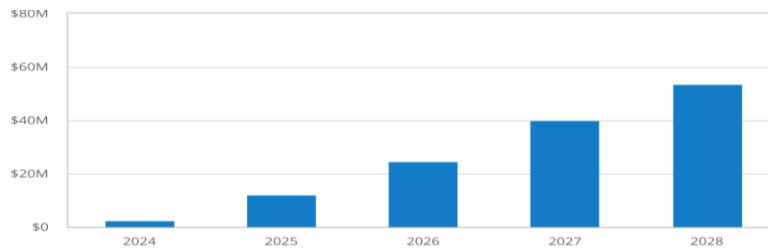
Revenue by Month



Expenses by Month



Net Profit (or Loss) by Year



Financing

Use of Funds

The main objective of raising funds is to build inventory quickly following the sales pattern. We have already raised orders and paid for the first two containers (one each of examination and food grade gloves) and expect to order the next ones now. At the end of the year we should be buying around 12 to 15 containers a month as per sales forecast.

The fund raise would also finance the sales and marketing expenses along with other operation expenses as detailed in the financial statements.

Sources of Funds

We have obtained loans (approx 300,000 USD) for funding the first two containers from shareholders and friends.

This fund raise is for 600,000 USD against equity in the company.

Projected Profit and Loss

	2024	2025	2026	2027	2028
Revenue	\$10,839,203	\$41,507,501	\$78,732,000	\$123,296,000	\$166,344,500
Direct Costs	\$5,122,420	\$19,379,661	\$35,400,000	\$54,550,000	\$73,765,000
Gross Profit	\$5,716,783	\$22,127,841	\$43,332,000	\$68,746,000	\$92,579,500
Gross Margin	53%	53%	55%	56%	56%
Operating Expenses					
Salaries & Wages	\$444,525	\$864,060	\$981,617	\$1,125,153	\$1,290,708
Employee Related Expenses	\$73,735	\$146,460	\$164,541	\$186,652	\$212,047
Website Development	\$48,000	\$60,000	\$100,000	\$100,000	\$100,000
Office Rent	\$31,600	\$105,000	\$180,000	\$300,000	\$500,000
Warehouse space lease	\$40,500	\$106,500	\$150,000	\$250,000	\$400,000
Company Insurance	\$25,500	\$87,500	\$120,000	\$150,000	\$150,000
Digital Marketing	\$70,000	\$600,000	\$1,200,000	\$1,500,000	\$2,000,000
Marketing (Digital Commercials)	\$32,500	\$150,000	\$200,000	\$500,000	\$700,000
Loan Repayment	\$380,000				
Legal expenses	\$30,000	\$120,000	\$150,000	\$180,000	\$240,000
Accounting services	\$23,150	\$60,800	\$100,000	\$150,000	\$200,000
Office expenses	\$15,050	\$72,500	\$100,000	\$150,000	\$200,000
Travel expenses	\$41,500	\$80,000	\$150,000	\$200,000	\$400,000
Entertainment expenses	\$268,537	\$1,037,688	\$1,968,300	\$3,082,400	\$4,158,613
Sales Commisions	\$429,660	\$1,660,300	\$3,149,280	\$4,931,840	\$6,653,780
Employee Bonuses	\$137,238	\$622,613	\$1,180,980	\$1,849,440	\$2,495,168
Total Operating Expenses	\$2,091,495	\$5,773,420	\$9,894,718	\$14,655,485	\$19,700,315
Operating Income	\$3,625,288	\$16,354,421	\$33,437,282	\$54,090,515	\$72,879,185
Income Taxes	\$953,451	\$4,301,212	\$8,794,006	\$14,225,805	\$19,167,226
Total Expenses	\$8,167,366	\$29,454,293	\$54,088,724	\$83,431,290	\$112,632,541
Net Profit	\$2,671,837	\$12,053,209	\$24,643,276	\$39,864,710	\$53,711,959
Net Profit Margin	25%	29%	31%	32%	32%

Projected Balance Sheet

	Starting Balances	2024	2025	2026	2027	2028
Cash	\$50,000	\$2,026,628	\$5,674,172	\$16,005,925	\$34,468,192	\$62,700,352
Accounts Receivable		\$422,266	\$709,574	\$1,043,174	\$1,633,660	\$2,203,420
Inventory	\$300,000	\$2,495,739	\$5,900,000	\$9,091,704	\$12,295,827	\$12,290,847
Other Current Assets						
Total Current Assets	\$350,000	\$4,944,633	\$12,283,745	\$26,140,802	\$48,397,678	\$77,194,620
Long-Term Assets						
Accumulated Depreciation						
Total Long-Term Assets						
Total Assets	\$350,000	\$4,944,633	\$12,283,745	\$26,140,802	\$48,397,678	\$77,194,620
Accounts Payable		\$230,161	\$515,553	\$791,241	\$1,089,356	\$1,149,234
Income Taxes Payable		\$685,839	\$1,354,405	\$2,198,501	\$3,556,448	\$4,791,804
Sales Taxes Payable		\$406,795	\$765,346	\$1,180,980	\$1,849,440	\$2,495,167
Short-Term Debt						
Prepaid Revenue						
Total Current Liabilities		\$1,322,795	\$2,635,304	\$4,170,722	\$6,495,244	\$8,436,205
Long-Term Debt						
Total Liabilities		\$1,322,795	\$2,635,304	\$4,170,722	\$6,495,244	\$8,436,205
Paid-In Capital		\$600,000	\$600,000	\$600,000	\$600,000	\$600,000
Retained Earnings	\$350,000	\$350,000	(\$3,004,767)	(\$3,273,196)	\$1,437,724	\$14,446,455
Earnings		\$2,671,837	\$12,053,209	\$24,643,276	\$39,864,710	\$53,711,959
Total Owner's Equity	\$350,000	\$3,621,837	\$9,648,442	\$21,970,080	\$41,902,435	\$68,758,414
Total Liabilities & Equity	\$350,000	\$4,944,633	\$12,283,745	\$26,140,802	\$48,397,678	\$77,194,620

Projected Cash Flow Statement

	2024	2025	2026	2027	2028
Net Cash Flow from Operations					
Net Profit	\$2,671,837	\$12,053,209	\$24,643,276	\$39,864,710	\$53,711,959
Depreciation & Amortization					
Change in Accounts Receivable	(\$422,266)	(\$287,308)	(\$333,600)	(\$590,486)	(\$569,760)
Change in Inventory	(\$2,195,739)	(\$3,404,261)	(\$3,191,704)	(\$3,204,123)	\$4,980
Change in Accounts Payable	\$230,161	\$285,391	\$275,688	\$298,115	\$59,879
Change in Income Tax Payable	\$685,839	\$668,566	\$844,096	\$1,357,947	\$1,235,356
Change in Sales Tax Payable	\$406,795	\$358,551	\$415,634	\$668,460	\$645,727
Change in Prepaid Revenue					
Net Cash Flow from Operations	\$1,376,628	\$9,674,148	\$22,653,391	\$38,394,622	\$55,088,140
Investing & Financing					
Assets Purchased or Sold					
Net Cash from Investing					
Investments Received	\$600,000				
Dividends & Distributions		(\$6,026,604.26)	(\$12,321,638)	(\$19,932,355.10)	(\$26,855,979.50)
Change in Short-Term Debt					
Change in Long-Term Debt					
Net Cash from Financing	\$600,000	(\$6,026,604)	(\$12,321,638)	(\$19,932,355)	(\$26,855,980)
Cash at Beginning of Period	\$50,000	\$2,026,628	\$5,674,172	\$16,005,925	\$34,468,192
Net Change in Cash	\$1,976,628	\$3,647,544	\$10,331,753	\$18,462,267	\$28,232,160
Cash at End of Period	\$2,026,628	\$5,674,172	\$16,005,925	\$34,468,192	\$62,700,352

Appendix

Profit and Loss Statement (With Monthly Detail)

2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Total Revenue	\$0	\$1,260	\$96,447	\$135,535	\$217,516	\$226,512	\$1,012,753	\$1,167,533	\$1,201,728	\$1,810,692	\$2,313,470	\$2,655,759
Total Direct Costs	\$0	\$650	\$42,290	\$61,915	\$101,165	\$106,440	\$481,310	\$556,390	\$575,140	\$862,200	\$1,088,800	\$1,246,120
Gross Profit	\$0	\$610	\$54,157	\$73,620	\$116,351	\$120,072	\$531,443	\$611,143	\$626,588	\$948,492	\$1,224,670	\$1,409,639
Gross Margin	0%	48%	56%	54%	53%	53%	52%	52%	52%	52%	53%	53%
Operating Expenses												
Salaries and Wages	\$500	\$500	\$500	\$21,482	\$45,651	\$46,651	\$47,651	\$56,318	\$56,318	\$56,318	\$56,318	\$56,318
Employee Related Expenses				\$3,666	\$7,500	\$7,700	\$7,700	\$9,434	\$9,434	\$9,434	\$9,434	\$9,434
Website Development		\$1,000	\$2,000	\$2,500	\$2,500	\$2,500	\$2,500	\$10,000	\$10,000	\$10,000	\$2,500	\$2,500
Office Rent	\$400	\$400	\$400	\$400	\$2,500	\$2,500	\$2,500	\$2,500	\$5,000	\$5,000	\$5,000	\$5,000
Warehouse space lease	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$2,500	\$2,500	\$5,000	\$5,000	\$5,000	\$6,500	\$6,500
Company Insurance	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$3,000	\$3,000	\$3,000	\$3,000	\$3,000
Digital Marketing			\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$10,000	\$10,000	\$10,000	\$10,000

Jebtal Imports Business Plan 2024

Marketing (Digital Commercials)			\$6,500	\$6,500		\$6,500		\$6,500		\$6,500		
Loan Repayment			\$20,000	\$10,001	\$23,334	\$36,700	\$26,633	\$9,999	\$153,333	\$75,000	\$25,000	
Legal expenses			\$2,500		\$2,500		\$5,000		\$10,000		\$10,000	
Accounting services	\$0	\$0	\$0	\$450	\$450	\$450	\$450	\$10,000	\$450	\$450	\$450	\$10,000
Office expenses	\$350	\$350	\$350	\$1,000	\$1,000	\$1,000	\$1,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Travel expenses	\$500	\$500	\$500	\$2,500	\$2,500	\$2,500	\$2,500	\$5,000	\$10,000	\$5,000	\$5,000	\$5,000
Entertainment expenses				\$3,388	\$5,438	\$5,663	\$25,319	\$29,188	\$30,043	\$45,267	\$57,837	\$66,394
Sales Commissions				\$5,421	\$8,701	\$9,060	\$40,510	\$46,701	\$48,069	\$72,428	\$92,539	\$106,230
Employee Bonuses								\$17,513	\$18,026	\$27,160	\$34,702	\$39,836
Total Operating Expenses	\$4,750	\$5,750	\$40,750	\$65,309	\$110,074	\$130,224	\$170,763	\$218,153	\$370,673	\$332,557	\$320,279	\$322,212
Operating Income	(\$4,750)	(\$5,140)	\$13,407	\$8,310	\$6,277	(\$10,153)	\$360,680	\$392,989	\$255,915	\$615,935	\$904,391	\$1,087,426
Interest Incurred												
Income Taxes	\$0	\$0	\$925	\$2,186	\$1,650	(\$2,670)	\$94,859	\$103,356	\$67,306	\$161,991	\$237,855	\$285,993
Total Expenses	\$4,750	\$6,400	\$83,965	\$129,410	\$212,889	\$233,994	\$746,932	\$877,899	\$1,013,119	\$1,356,748	\$1,646,934	\$1,854,325
Net Profit	(\$4,750)	(\$5,140)	\$12,482	\$6,124	\$4,627	(\$7,483)	\$265,821	\$289,633	\$188,609	\$453,944	\$666,536	\$801,433

Jeftal Imports Business Plan 2024

2025	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25
Total Revenue	\$2,608,506	\$2,736,851	\$2,874,171	\$3,014,821	\$3,170,314	\$3,329,173	\$3,497,527	\$3,669,282	\$3,851,083	\$4,048,508	\$4,244,537	\$4,462,727
Total Costs	Direct \$1,217,790	\$1,277,949	\$1,342,027	\$1,407,885	\$1,480,180	\$1,554,277	\$1,632,827	\$1,713,202	\$1,798,075	\$1,890,051	\$1,981,914	\$2,083,486
Gross Profit	\$1,390,716	\$1,458,902	\$1,532,144	\$1,606,936	\$1,690,135	\$1,774,897	\$1,864,700	\$1,956,080	\$2,053,009	\$2,158,457	\$2,262,623	\$2,379,241
Gross Margin	53%	53%	53%	53%	53%	53%	53%	53%	53%	53%	53%	53%
Operating Expenses												
Salaries and Wages	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005	\$72,005
Employee Related Expenses	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205	\$12,205
Website Development	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Office Rent	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Warehouse space lease	\$7,500	\$7,500	\$7,500	\$8,000	\$8,000	\$8,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Company Insurance	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$7,500	\$7,500	\$7,500	\$10,000	\$10,000	\$10,000	\$10,000
Digital Marketing	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000	\$50,000
Marketing (Digital Commercials)	\$25,000		\$25,000		\$25,000		\$25,000		\$25,000		\$25,000	
Loan Repayment												
Legal expenses	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000
Accounting services	\$1,200	\$1,200	\$10,000	\$1,200	\$1,200	\$1,200	\$1,200	\$20,000	\$1,200	\$1,200	\$1,200	\$20,000
Office expenses	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Travel expenses	\$5,000	\$5,000	\$5,000	\$5,000	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500	\$7,500
Entertainment expenses	\$65,213	\$68,421	\$71,854	\$75,371	\$79,258	\$83,229	\$87,438	\$91,732	\$96,277	\$101,213	\$106,113	\$111,568
Sales Commissions	\$104,340	\$109,474	\$114,967	\$120,593	\$126,813	\$133,167	\$139,901	\$146,771	\$154,043	\$161,940	\$169,781	\$178,509

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Employee Bonuses	\$39,128	\$41,053	\$43,113	\$45,222	\$47,555	\$49,938	\$52,463	\$55,039	\$57,766	\$60,728	\$63,668	\$66,941
Total Operating Expenses	\$414,091	\$399,358	\$444,144	\$422,096	\$462,035	\$452,244	\$495,212	\$505,253	\$528,497	\$519,291	\$559,973	\$571,228
Operating Income	\$976,626	\$1,059,544	\$1,088,000	\$1,184,840	\$1,228,100	\$1,322,653	\$1,369,488	\$1,450,828	\$1,524,512	\$1,639,166	\$1,702,650	\$1,808,013
Interest Incurred												
Depreciation and Amortization												
Gain or Loss from Sale of Assets												
Income Taxes	\$256,852	\$278,661	\$286,144	\$311,613	\$322,990	\$347,858	\$360,175	\$381,568	\$400,946	\$431,101	\$447,797	\$475,507
Total Expenses	\$1,888,733	\$1,955,968	\$2,072,315	\$2,141,594	\$2,265,205	\$2,354,378	\$2,488,214	\$2,600,022	\$2,727,517	\$2,840,443	\$2,989,684	\$3,130,221
Net Profit	\$719,774	\$780,883	\$801,856	\$873,227	\$905,110	\$974,795	\$1,009,313	\$1,069,260	\$1,123,566	\$1,208,065	\$1,254,853	\$1,332,506
Net Profit Margin	28%	29%	28%	29%	29%	29%	29%	29%	29%	30%	30%	30%

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	2024	2025	2026	2027	2028
Total Revenue	\$10,839,203	\$41,507,501	\$78,732,000	\$123,296,000	\$166,344,500
Total Direct Costs	\$5,122,420	\$19,379,661	\$35,400,000	\$54,550,000	\$73,765,000
Gross Profit	\$5,716,783	\$22,127,841	\$43,332,000	\$68,746,000	\$92,579,500
Gross Margin	53%	53%	55%	56%	56%
Operating Expenses					
Salaries and Wages	\$444,525	\$864,060	\$981,617	\$1,125,153	\$1,290,708
Employee Related Expenses	\$73,735	\$146,460	\$164,541	\$186,652	\$212,047
Website Development	\$48,000	\$60,000	\$100,000	\$100,000	\$100,000
Office Rent	\$31,600	\$105,000	\$180,000	\$300,000	\$500,000
Warehouse space lease	\$40,500	\$106,500	\$150,000	\$250,000	\$400,000
Company Insurance	\$25,500	\$87,500	\$120,000	\$150,000	\$150,000
Digital Marketing	\$70,000	\$600,000	\$1,200,000	\$1,500,000	\$2,000,000
Marketing (Digital Commercials)	\$32,500	\$150,000	\$200,000	\$500,000	\$700,000
Loan Repayment	\$380,000				
Legal expenses	\$30,000	\$120,000	\$150,000	\$180,000	\$240,000
Accounting services	\$23,150	\$60,800	\$100,000	\$150,000	\$200,000
Office expenses	\$15,050	\$72,500	\$100,000	\$150,000	\$200,000
Travel expenses	\$41,500	\$80,000	\$150,000	\$200,000	\$400,000
Entertainment expenses	\$268,537	\$1,037,688	\$1,968,300	\$3,082,400	\$4,158,613
Sales Commissions	\$429,660	\$1,660,300	\$3,149,280	\$4,931,840	\$6,653,780
Employee Bonuses	\$137,238	\$622,613	\$1,180,980	\$1,849,440	\$2,495,168
Total Operating Expenses	\$2,091,495	\$5,773,420	\$9,894,718	\$14,655,485	\$19,700,315
Operating Income	\$3,625,288	\$16,354,421	\$33,437,282	\$54,090,515	\$72,879,185

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Interest Incurred					
Depreciation and Amortization					
Gain or Loss from Sale of Assets					
Income Taxes	\$953,451	\$4,301,212	\$8,794,006	\$14,225,805	\$19,167,226
Total Expenses	\$8,167,366	\$29,454,293	\$54,088,724	\$83,431,290	\$112,632,541
Net Profit	\$2,671,837	\$12,053,209	\$24,643,276	\$39,864,710	\$53,711,959
Net Profit Margin	25%	29%	31%	32%	32%

Balance Sheet (With Monthly Detail)

	Starting Balances	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Cash	\$50,000	\$45,888	\$41,423	\$393,021	\$373,363	\$433,631	\$12,925	\$188,331	\$369,560	\$235,349	\$28,619	\$856,796	\$2,026,628
Accounts Receivable		\$0	\$200	\$15,335	\$21,550	\$34,585	\$36,015	\$161,028	\$185,638	\$191,075	\$287,900	\$367,842	\$422,266
Inventory	\$300,000	\$300,000	\$299,350	\$257,060	\$295,145	\$587,750	\$1,037,700	\$1,131,530	\$1,437,340	\$1,951,000	\$2,334,920	\$2,463,910	\$2,495,739
Other Current Assets													
Total Current Assets	\$350,000	\$345,888	\$340,974	\$665,416	\$690,058	\$1,055,966	\$1,086,640	\$1,480,889	\$1,992,537	\$2,377,424	\$2,651,439	\$3,688,547	\$4,944,633
Long-Term Assets													
Accumulated Depreciation													
Total Long-Term Assets													
Total Assets	\$350,000	\$345,888	\$340,974	\$665,416	\$690,058	\$1,055,966	\$1,086,640	\$1,480,889	\$1,992,537	\$2,377,424	\$2,651,439	\$3,688,547	\$4,944,633
Accounts Payable		\$638	\$788	\$6,038	\$21,024	\$67,604	\$94,839	\$103,583	\$152,190	\$209,058	\$226,939	\$220,848	\$230,161
Income Taxes Payable		\$0	\$0	\$925	\$2,186	\$3,836	\$1,166	\$94,859	\$198,215	\$265,521	\$161,991	\$399,846	\$685,839

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Sales Taxes Payable	\$0	\$76	\$5,862	\$8,132	\$21,183	\$34,774	\$60,765	\$130,817	\$202,921	\$108,641	\$247,450	\$406,795	
Short-Term Debt													
Prepaid Revenue													
Total Current Liabilities	\$638	\$864	\$12,825	\$31,342	\$92,623	\$130,779	\$259,207	\$481,222	\$677,500	\$497,571	\$868,144	\$1,322,795	
Long-Term Debt													
Long-Term Liabilities													
Total Liabilities	\$638	\$864	\$12,825	\$31,342	\$92,623	\$130,779	\$259,207	\$481,222	\$677,500	\$497,571	\$868,144	\$1,322,795	
Paid-In Capital			\$300,000	\$300,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	
Retained Earnings	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	\$350,000	
Earnings	(\$4,750)	(\$9,890)	\$2,592	\$8,716	\$13,343	\$5,861	\$271,682	\$561,315	\$749,924	\$1,203,868	\$1,870,404	\$2,671,837	
Total Owner's Equity	\$350,000	\$345,250	\$340,110	\$652,592	\$658,716	\$963,343	\$955,861	\$1,221,682	\$1,511,315	\$1,699,924	\$2,153,868	\$2,820,404	\$3,621,837
Total Liabilities & Equity	\$350,000	\$345,888	\$340,974	\$665,416	\$690,058	\$1,055,966	\$1,086,640	\$1,480,889	\$1,992,537	\$2,377,424	\$2,651,439	\$4,944,633	

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2025	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25
Cash	\$2,296,984	\$2,987,623	\$3,018,882	\$2,472,221	\$3,278,388	\$4,139,798	\$3,488,322	\$4,435,821	\$5,434,135	\$4,697,445	\$5,164,166	\$5,674,172
Accounts Receivable	\$414,753	\$435,159	\$456,993	\$479,356	\$504,080	\$529,338	\$556,107	\$583,416	\$612,322	\$643,713	\$674,882	\$709,574
Inventory	\$2,619,976	\$2,749,912	\$2,888,065	\$3,034,456	\$3,187,103	\$3,346,028	\$3,511,276	\$3,688,126	\$3,871,965	\$4,065,400	\$5,033,486	\$5,900,000
Other Current Assets												
Total Current Assets	\$5,331,712	\$6,172,695	\$6,363,940	\$5,986,034	\$6,969,571	\$8,015,164	\$7,555,705	\$8,707,362	\$9,918,422	\$9,406,558	\$10,872,534	\$12,283,745
Long-Term Assets												
Accumulated Depreciation												
Total Long-Term Assets												
Total Assets	\$5,331,712	\$6,172,695	\$6,363,940	\$5,986,034	\$6,969,571	\$8,015,164	\$7,555,705	\$8,707,362	\$9,918,422	\$9,406,558	\$10,872,534	\$12,283,745
Accounts Payable	\$250,786	\$258,455	\$276,017	\$283,824	\$301,598	\$312,185	\$331,361	\$346,664	\$363,930	\$377,785	\$513,864	\$515,553
Income Taxes Payable	\$942,691	\$1,221,352	\$821,657	\$311,613	\$634,603	\$982,461	\$360,175	\$741,743	\$1,142,689	\$431,101	\$878,898	\$1,354,405
Sales Taxes Payable	\$156,511	\$320,722	\$493,172	\$180,889	\$371,108	\$570,858	\$209,852	\$430,009	\$661,074	\$242,910	\$497,583	\$765,346
Short-Term Debt												
Prepaid Revenue												
Total Current Liabilities	\$1,349,988	\$1,800,529	\$1,590,846	\$776,326	\$1,307,309	\$1,865,504	\$901,388	\$1,518,416	\$2,167,693	\$1,051,796	\$1,890,345	\$2,635,304
Long-Term Debt												
Total Liabilities	\$1,349,988	\$1,800,529	\$1,590,846	\$776,326	\$1,307,309	\$1,865,504	\$901,388	\$1,518,416	\$2,167,693	\$1,051,796	\$1,890,345	\$2,635,304

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Paid-In Capital	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000
Retained Earnings	\$2,661,950	\$2,271,509	\$1,870,581	\$1,433,967	\$981,412	\$494,015	(\$10,642)	(\$545,272)	(\$1,107,054)	(\$1,711,087)	(\$2,338,514)	(\$3,004,767)
Earnings	\$719,774	\$1,500,657	\$2,302,513	\$3,175,741	\$4,080,850	\$5,055,645	\$6,064,958	\$7,134,218	\$8,257,784	\$9,465,849	\$10,720,702	\$12,053,209
Total Owner's Equity	\$3,981,724	\$4,372,166	\$4,773,094	\$5,209,708	\$5,662,262	\$6,149,660	\$6,654,316	\$7,188,946	\$7,750,729	\$8,354,762	\$8,982,189	\$9,648,442
Total Liabilities & Equity	\$5,331,712	\$6,172,695	\$6,363,940	\$5,986,034	\$6,969,571	\$8,015,164	\$7,555,705	\$8,707,362	\$9,918,422	\$9,406,558	\$10,872,534	\$12,283,745

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	Starting Balances	2024	2025	2026	2027	2028
Cash	\$50,000	\$2,026,628	\$5,674,172	\$16,005,925	\$34,468,192	\$62,700,352
Accounts Receivable		\$422,266	\$709,574	\$1,043,174	\$1,633,660	\$2,203,420
Inventory	\$300,000	\$2,495,739	\$5,900,000	\$9,091,704	\$12,295,827	\$12,290,847
Other Current Assets						
Total Current Assets	\$350,000	\$4,944,633	\$12,283,745	\$26,140,802	\$48,397,678	\$77,194,620
Long-Term Assets						
Total Long-Term Assets						
Total Assets	\$350,000	\$4,944,633	\$12,283,745	\$26,140,802	\$48,397,678	\$77,194,620
Accounts Payable		\$230,161	\$515,553	\$791,241	\$1,089,356	\$1,149,234
Income Taxes Payable		\$685,839	\$1,354,405	\$2,198,501	\$3,556,448	\$4,791,804
Sales Taxes Payable		\$406,795	\$765,346	\$1,180,980	\$1,849,440	\$2,495,167
Short-Term Debt						
Prepaid Revenue						
Total Current Liabilities		\$1,322,795	\$2,635,304	\$4,170,722	\$6,495,244	\$8,436,205
Long-Term Debt						
Long-Term Liabilities						
Total Liabilities		\$1,322,795	\$2,635,304	\$4,170,722	\$6,495,244	\$8,436,205
Paid-In Capital		\$600,000	\$600,000	\$600,000	\$600,000	\$600,000
Retained Earnings	\$350,000	\$350,000	(\$3,004,767)	(\$3,273,196)	\$1,437,724	\$14,446,455
Earnings		\$2,671,837	\$12,053,209	\$24,643,276	\$39,864,710	\$53,711,959
Total Owner's Equity	\$350,000	\$3,621,837	\$9,648,442	\$21,970,080	\$41,902,435	\$68,758,414
Total Liabilities & Equity	\$350,000	\$4,944,633	\$12,283,745	\$26,140,802	\$48,397,678	\$77,194,620

Cash Flow Statement (With Monthly Detail)

2024	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Net Cash Flow from Operations												
Net Profit	(\$4,750)	(\$5,140)	\$12,482	\$6,124	\$4,627	(\$7,483)	\$265,821	\$289,633	\$188,609	\$453,944	\$666,536	\$801,433
Depreciation & Amortization												
Change in Accounts Receivable	\$0	(\$200)	(\$15,134)	(\$6,215)	(\$13,035)	(\$1,430)	(\$125,012)	(\$24,610)	(\$5,437)	(\$96,825)	(\$79,942)	(\$54,424)
Change in Inventory	\$0	\$650	\$42,290	(\$38,085)	(\$292,605)	(\$449,950)	(\$93,830)	(\$305,810)	(\$513,660)	(\$383,920)	(\$128,990)	(\$31,829)
Change in Accounts Payable	\$638	\$150	\$5,250	\$14,987	\$46,580	\$27,236	\$8,743	\$48,607	\$56,868	\$17,881	(\$6,091)	\$9,314
Change in Income Tax Payable	\$0	\$0	\$925	\$1,261	\$1,650	(\$2,670)	\$93,693	\$103,356	\$67,306	(\$103,530)	\$237,855	\$285,993
Change in Sales Tax Payable	\$0	\$76	\$5,786	\$2,270	\$13,051	\$13,591	\$25,991	\$70,052	\$72,104	(\$94,280)	\$138,809	\$159,345
Change in Prepaid Revenue												
Net Cash Flow from Operations	(\$4,113)	(\$4,464)	\$51,598	(\$19,658)	(\$239,732)	(\$420,707)	\$175,406	\$181,229	(\$134,210)	(\$206,731)	\$828,177	\$1,169,833
Investing & Financing												
Assets Purchased or Sold												
Net Cash from Investing												

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Investments Received			\$300,000		\$300,000								
Dividends & Distributions													
Change in Short-Term Debt													
Change in Long-Term Debt													
Net Cash from Financing			\$300,000		\$300,000								
Cash at Beginning of Period	\$50,000	\$45,888	\$41,423	\$393,021	\$373,363	\$433,631	\$12,925	\$188,331	\$369,560	\$235,349	\$28,619	\$856,796	
Net Change in Cash	(\$4,113)	(\$4,464)	\$351,598	(\$19,658)	\$60,268	(\$420,707)	\$175,406	\$181,229	(\$134,210)	(\$206,731)	\$828,177	\$1,169,833	
Cash at End of Period	\$45,888	\$41,423	\$393,021	\$373,363	\$433,631	\$12,925	\$188,331	\$369,560	\$235,349	\$28,619	\$856,796	\$2,026,628	

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2025	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25
Net Cash Flow from Operations												
Net Profit	\$719,774	\$780,883	\$801,856	\$873,227	\$905,110	\$974,795	\$1,009,313	\$1,069,260	\$1,123,566	\$1,208,065	\$1,254,853	\$1,332,506
Depreciation & Amortization												
Change in Accounts Receivable	\$7,513	(\$20,407)	(\$21,834)	(\$22,363)	(\$24,724)	(\$25,258)	(\$26,768)	(\$27,309)	(\$28,906)	(\$31,390)	(\$31,169)	(\$34,692)
Change in Inventory	(\$124,237)	(\$129,936)	(\$138,153)	(\$146,392)	(\$152,647)	(\$158,925)	(\$165,248)	(\$176,850)	(\$183,840)	(\$193,435)	(\$968,086)	(\$866,514)
Change in Accounts Payable	\$20,625	\$7,669	\$17,562	\$7,807	\$17,773	\$10,588	\$19,176	\$15,303	\$17,266	\$13,855	\$136,079	\$1,688
Change in Income Tax Payable	\$256,852	\$278,661	(\$399,695)	(\$510,044)	\$322,990	\$347,858	(\$622,286)	\$381,568	\$400,946	(\$711,588)	\$447,797	\$475,507
Change in Sales Tax Payable	(\$250,284)	\$164,211	\$172,450	(\$312,283)	\$190,219	\$199,750	(\$361,006)	\$220,157	\$231,065	(\$418,164)	\$254,673	\$267,763
Change in Prepaid Revenue												
Net Cash Flow from Operations	\$630,243	\$1,081,081	\$432,187	(\$110,047)	\$1,258,722	\$1,348,807	(\$146,819)	\$1,482,129	\$1,560,097	(\$132,657)	\$1,094,148	\$1,176,258
Investing & Financing												
Assets Purchased or Sold												
Net Cash from Investing												
Investments Received												
Dividends Distributions	(\$359,886.98)	(\$390,441.46)	(\$400,928.23)	(\$436,613.62)	(\$452,554.81)	(\$487,397.41)	(\$504,656.50)	(\$534,629.80)	(\$561,782.98)	(\$604,032.70)	(\$627,426.72)	(\$666,253.05)
Change in Short-Term Debt												

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	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035
Change in Long-Term Debt												
Net Cash from Financing	(\$359,887)	(\$390,441)	(\$400,928)	(\$436,614)	(\$452,555)	(\$487,397)	(\$504,656)	(\$534,630)	(\$561,783)	(\$604,033)	(\$627,427)	(\$666,253)
Cash at Beginning of Period	\$2,026,628	\$2,296,984	\$2,987,623	\$3,018,882	\$2,472,221	\$3,278,388	\$4,139,798	\$3,488,322	\$4,435,821	\$5,434,135	\$4,697,445	\$5,164,166
Net Change in Cash	\$270,356	\$690,640	\$31,259	(\$546,661)	\$806,167	\$861,409	(\$651,476)	\$947,499	\$998,314	(\$736,690)	\$466,721	\$510,005
Cash at End of Period	\$2,296,984	\$2,987,623	\$3,018,882	\$2,472,221	\$3,278,388	\$4,139,798	\$3,488,322	\$4,435,821	\$5,434,135	\$4,697,445	\$5,164,166	\$5,674,172

Jebtal Imports Business Plan 2024

	2024	2025	2026	2027	2028
Net Cash Flow from Operations					
Net Profit	\$2,671,837	\$12,053,209	\$24,643,276	\$39,864,710	\$53,711,959
Depreciation & Amortization					
Change in Accounts Receivable	(\$422,266)	(\$287,308)	(\$333,600)	(\$590,486)	(\$569,760)
Change in Inventory	(\$2,195,739)	(\$3,404,261)	(\$3,191,704)	(\$3,204,123)	\$4,980
Change in Accounts Payable	\$230,161	\$285,391	\$275,688	\$298,115	\$59,879
Change in Income Tax Payable	\$685,839	\$668,566	\$844,096	\$1,357,947	\$1,235,356
Change in Sales Tax Payable	\$406,795	\$358,551	\$415,634	\$668,460	\$645,727
Change in Prepaid Revenue					
Net Cash Flow from Operations	\$1,376,628	\$9,674,148	\$22,653,391	\$38,394,622	\$55,088,140
Investing & Financing					
Assets Purchased or Sold					
Net Cash from Investing					
Investments Received	\$600,000				
Dividends & Distributions		(\$6,026,604.26)	(\$12,321,638)	(\$19,932,355.10)	(\$26,855,979.50)
Change in Short-Term Debt					
Change in Long-Term Debt					
Net Cash from Financing	\$600,000	(\$6,026,604)	(\$12,321,638)	(\$19,932,355)	(\$26,855,980)
Cash at Beginning of Period	\$50,000	\$2,026,628	\$5,674,172	\$16,005,925	\$34,468,192
Net Change in Cash	\$1,976,628	\$3,647,544	\$10,331,753	\$18,462,267	\$28,232,160
Cash at End of Period	\$2,026,628	\$5,674,172	\$16,005,925	\$34,468,192	\$62,700,352