Jefferson County Industrial Development Agency

800 Starbuck Avenue, Suite 800 Watertown, New York 13601 Telephone 315-782-5865 / 800-553-4111 Fax 315-782-7915 www.jcida.com

TO:

JCIDA Loan Review Committee

Robert E. Aliasso, Jr., Chair

David Converse John Jennings

FROM:

David J. Zembiec, CEO

DATE:

June 16, 2021

SUBJECT:

JCIDA Loan Review Committee Meeting

A JCIDA Loan Review Committee meeting has been scheduled for Wednesday, June 23, 2021 at 8:30 a.m. in the board room, 800 Starbuck Avenue, Watertown, NY.

Please confirm your attendance with Peggy Sampson <u>pssampson@jcida.com</u> at your earliest convenience.

Zoom Information:

https://us02web.zoom.us/j/84355250468?pwd=R0t4VjRPdGJBZDJrL2JQYVVjKytDdz09

Meeting ID: 843 5525 0468

Passcode: 011440

1-929-205-6099 US (New York)

Thank you.

pss

C: Lyle Eaton

Marshall Weir

W. Edward Walldroff

Paul Warneck

William Johnson

Lisa L'Huillier

Kent Burto

Greg Gardner

Christine Powers

Rob Aiken

Justin Miller, Esq.

Media

Jefferson County Industrial Development Agency

800 Starbuck Avenue, Suite 800 Watertown, New York 13601

Telephone: (315) 782-5865 or (800) 553-4111 Facsimile (315) 782-7915 www.jcida.com

JCIDA LOAN REVIEW COMMITTEE Wednesday, June 23, 2021 8:30 a.m.

AGENDA

I. Call to Order
II. Pledge of Allegiance
III. Standard Machine and Fabrication
IV. Other/Unfinished business
V. Adjournment



JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY Resolution Number 07.09.2021.01

RESOLUTION FOR AUTHORIZING A MICRO ENTERPRISE LOAN TO Standard Machine and Fabrication

WHEREAS, Justin Poirier, owner of Standard Machine and Fabrication requested by application to this Agency a Micro Enterprise Loan in the amount of Twenty Thousand Dollars (\$20,000.00) to purchase equipment to establish a machine shop that will provide service to local vehicle repair shops, and

WHEREAS, Staff reviewed this request and recommends approval of a loan in the amount of \$20,000 for a five-year amortization with a rate of 5%. Personnel will include the owner and 2 additional positions in year one. Collateral will be a second position lien on the equipment behind Watertown Savings Bank and a personal guarantee of Justin Poirier. The loan will be contingent upon bank financing, and

WHEREAS, on June 23, 2021, the Loan Review Committee of the Jefferson County Industrial Development Agency reviewed this request and recommended approval of the loan and terms to the full Board of Directors, and

NOW, THEREFORE, BE IT RESOLVED, by the Board of Directors of the Jefferson County Industrial Development Agency that it herein approved the request for a Twenty Thousand Dollar (\$20,000.00) loan to Standard Machine and Fabrication with all terms and conditions as set forth in this Resolution, and be it further,

RESOLVED, that the Chairman, Vice Chairman, Secretary and/or Chief Executive Officer are authorized and directed to execute any and all documents necessary to carry out the purposes of this Resolution.

This resolution shall take effect immediately.

W. Edward Walldroff Secretary

Jefferson County Industrial Development Agency Loan Review Committee

Date:

6/23/2021

Borrower:

Standard Machine and Fabrication

Amount:

\$20,000.00

Project:

Purchase of equipment to establish a machine shop that will provide service

to local vehicle repair shops.

Personnel:

Owner, add 2 positions in year one

Sources and Uses:

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Personal Cash	\$50,000	Building/Land	\$179,900
Bank Loan	\$230,000	Equipment & Expenses	\$89,000
JCIDA MICRO Loan	\$20,000	Advertising	\$15,000
Total Project	\$300,000	Reserves	\$16,100
			\$300,000

Terms:

5 year loan, 5 % interest, contingent on bank financing

Financials:

A review of the forcasted financials are slightly optimistic, however there is definitely a need for this type of business, so we believe this will be a sound investment for the owner

Collateral:

UCC filing, second position lien on assets of the organization and personal guarantee of Justin Poirier

Proforma-Standard Machine and Fabrication

Proforma Sales	Year 1	Year 2	Year 3
Sales	\$148,913	\$297,826	\$487,221
Cost of Goods Sold	\$0	\$0	\$0
Gross Profit	\$148,913	\$297,826	\$487,221
Expenses	\$108,431	\$108,431	\$108,431
Net Profit	\$40,482	\$189,395	\$378,790
Depreciation	\$17,327	\$17,327	\$17,327
Cash Flow	\$57,809	\$206,722	\$396,117
Debt Service Requirem	\$10,482	\$10,482	\$10,482
Excess Cash	\$47,327	\$196,240	\$385,635

^{*}No provision shown for taxes

^{*}No provision shown for Owner's Draw

^{*}The yearly expenses will most likely increase, not stay static

^{*}Cost of goods sold may be \$0 if all work is remanufactured?

Standard Machine and Fabrication

Statement of Purpose

- The purpose of this business plan for Standard Machine and Fabrication is to serve two
 functions, it will be used as an operating guide as well as a financial proposal. This
 business will be structured as a sole proprietorship. Justin Poirier will have 100%
 ownership in this company.
- Justin is requesting funds in the amount of two hundred eighty thousand dollars in the form of a loan to purchase a building and equipment.
- The loan proceeds will be used for the purchase of a building, operating tools/equipment, furniture/fixtures, and working capital such as permits, licensing, advertising, office expenses, and utilities.
- We believe that these things make this a sensible and necessary investment to help increase business efficiency for greater production and profit.
- The loan proceeds will be repaid monthly as necessary from business profits and proceeds.

Description of Business

- Standard Machine and Fabrication will be filling a huge void in our area. It is a very essential, and vital business to the tri-county area with a vast, sprawling customer base. Standard will be the only machine shop providing these services for 75 miles in any direction. We will provide a large array of services mainly focusing on resurfacing, boring and refurbishing engine components. Everything from cylinder head resurfacing, pressure testing and full valve jobs to engine block cylinder boring, deck resurfacing, and full engine builds. We also resurface flywheels, brake rotors and drums large and small, as well as all sorts of press work. We also do fabrication including vehicle frame plating and repair.
- I have plans to purchase a CNC plasma table and mill machine so we can start designing and manufacturing custom parts in house vs outsourcing them.
- This is a year round business that will be open Monday-Friday 8-5 and Saturdays based upon demand.
- All of this combined along with my desire and ability to succeed and to provide the best quality of service possible to our customers will make this business more successful than ever.

Location of Business

Standard was on Mill St in Watertown for 48 years. The building that I plan to purchase
is seven miles from their previous location. This building is 5000 sq/ft constructed from
concrete blocks with a concrete floor and a steel roof. There is one overhead door, and

man door on the north end and a customer entrance, offices, bathroom, and showroom on the south end. The building has 12' ceilings throughout.

Management

I graduated highschool in 2002. Since then I have three years experience as a factory trained technician at Waite Toyota in Watertown NY. There I gained a huge amount of knowledge about all aspects of a motor vehicle's systems and how to service and repair them. From there I made a move to a company called IES to become a power plant manager at the landfill gas to energy plant in Rodman NY. At this facility I was responsible for the maintenance and repair of (4) caterpillar 3520 generator units plus all of the ancillary equipment on site. In addition I was also responsible for preparing and keeping all service and maintenance reports, scheduling for myself and my plant operator, facility wide inventory of all tools, equipment and parts. I was on call 24/7 and traveled all over the north east to other plants when coverage was necessary or if there was an issue that the plant personnel couldn't handle on their own. I parted ways there on October 31st 2014 and purchased my repair shop in November of that year. Myself and a business partner created a 50/50 partnership and purchased South Jeff Auto Care as a four bay shop with a small cold storage room off the back. This was formally Fulkerson's Auto but had been closed for a year prior to purchasing it. We were told that we would not possibly make any money the first two years. Well we made a very healthy profit in year one. We outgrew that building within the first two years and had to double the square footage into a seven bay facility. We continued to grow very rapidly over a five year span and ended up doing over a million dollars last year. I spent the first year there working 6-7 days a week sometimes till 2-3 am just to make sure my customers were taken care of properly. By year two we had hired on a full time technician and part time office help. Year three we hired on two more technicians and we spent more of our time in the office and less in the shop so we could provide better customer service. Year four we hired on another technician and a full time service writer in the office. I sold my 50% share of the corporation to my partner last July. I am now ready to resurrect this business that was lacking in advertising, and the latest tech along with ambition and enthusiasm and bring it up to today's standards and demands.

Market

Our market will consist of any person, business or fleet company located in our region that is in need of any of the various services we provide. We will be servicing people from Jefferson, Lewis, and St Lawrence counties. The new location will be centrally located on US Rt 11 in Adams Center between the Fuccillo's car dealerships in Adams and the numerous car dealers on Washington St in Watertown which will be a large part of our business. We will also service the majority of the countless farms in these three

counties, and automotive repair shops in the area. This will be the ONLY company offering these services within a 75 mile radius. There is little to no competition locally. I also plan to expand the market with a few other services that not many others offer locally like vapor/abrasive blasting, powder coating, and hydro dipping.

Goals

- To provide quality service at a competitive price, advertise and expand the already enormous customer base while developing excellent customer relations.
- I want to grow and expand to also provide jobs for our local economy

Summary

• This business plan is to be used as a financial proposal, and as an operating guide for Standard Machine and Fabrication owned and operated by Justin Poirier. I have 18 years total experience in the automotive industry and hold five ASE certifications. I have a strong desire to be in business for myself and to build a future I can be proud of for my family and my community. I will strive for excellence in providing quality customer service and a quality product at a competitive price.

Application for Financial Assistance

Check all financing pro	ograms for which you are applying:
☐ North Coul	ntry Alliance Regional Revolving Loan Fund
Developme Loan Fund	ent Authority of the North Country Community Development
Jefferson (Fund	County Industrial Development Agency Microenterprise Loan
☐ Jefferson (County Industrial Development Agency Revolving Loan Fund
☐ Watertown	Economic Growth Fund
☐ Jefferson (County Local Development Corporation Revolving Loan Fund
☐ Watertown	Local Development Corporation Revolving Loan Fund
☐ Watertown	Local Development Corporation Microenterprise Loan Fund
☐ Statewide 2	Zone Capital Corporation (SZCC)
☐ Economic I	Development Corporation of Carthage (EDCC)
☐ Sackets Ha	arbor Local Development Corporation (SHLDC)
Applicant's Legal Name	Justin Roy Poirier
Contact Person	Justin Roy Poirier Justin Poirier 19749 Minkle Rd
Address	19749 Min/Kla Rd
City, State, Zip Code	Adams Center NY 13606
E-mail Address	yamaha 350 rider & yahoo. com
Telephone Number	315 - 767 - 8944
Fax Number	1.
Date of Application	4/12/21

Schedule A

Personal Financial Statement

As of: 4//2, 20 2/

Complete this form for: (1) each proprietor, or (10% or more of voting stock and each corporate	(2) each limited	partner who owns	10% or more interest	and each general part	ner, or (3) each stockholder owning ie loan.
Name Just Port		Business F	Phone (3/5)_	767-8944 (2)	
Residence Address 19749 Minkler		Residence	Phone: ()_		
City, State, & Zip Code Adams Canta					
Business Name of Applicant/Borrower	andowd N	1achine +	Fabrication		
ASSETS	(Omit Cents)	9		ABILITIES	(Omit Cents)
Cash on hands & in Banks	\$ 18:40	<u>K</u>	Accounts Pa	yable	\$
Savings Accounts IRA or Other Retirement Account	\$		Notes Payan	ole to Banks and Others rescribe in Section 2)	\$
Accounts & Notes Receivable	\$			Account (Auto)	\$
Life Insurance-Cash Surrender Value Only	\$		Mo	o. Payment \$	
(Complete Section 8)				stallment Account (other	r) \$
Stocks and Bonds	\$			p. Payment \$	c
(Describe in Section 3) Real Estate	¢			an on Life Insurance n Real Estate	\$
(Describe in Section 4)	#			escribe in Section 4)	
Automobile-Present Value	\$4	5K	Other Liabiliti	ies	\$
Other Assets	\$		(Describe in S		_
(Describe in Section 5)			Na	Total Liabilities t Worth	\$
			Nei	τ ννοπη	5
Total	\$			Total	\$
Section 1. Source of income				ntingent Liabilities	
Salary	\$			or Co-Maker.	\$
Net Investment Income Real Estate Income	\$			& Judgments Federal Income Tax	\$
Other Income (Describe below)*	\$ 7V	1MO	Other Special		\$
Other modifie (Describe Below)	4		Olioi opesia.	I Dest	
Description of Other Income in Section 1.					
I recled 2K/MO F	rom M	f Ex b	usiness po	artner	
Alimony or child support payments need not be of	lisclosed in "Oth	er Income" unless	it is desired to have su	ich payments counted	toward total income
Authory of critic support payments need for be c	isolosed iii Otil	er moonie unicos	it is desired to have se	der payments counted	toward total income.
Section 2. Notes Payable to Banks and Other					
Name and Address of Noteholder(s)	Original Balance	Current Balance	Payment Amount	Frequency	y Collateral
NFCU	37K	35K	\$ 340	Monthly	Home Equity
h 15" a 1 1	1	0	20	2 11 1	
NFCU	32.K	27K	400	Monthy	un secured'
NECU	32.K	ZTK	² 900	Month 4	un fecured

Section 3. Stocks and Bon	ds. (Use attachments if neces	sarv. Each at	tachment must be ide	ntified as a part of this state	ment and signe	d.)
Number of Shares	Name of Securities	Cost	Market Value Quotation/Exchan	Date of		Total Value
Section 4. Real Estate Own						
(List each parcel separately.)	ed. Use attachments if necessary	Each attachn	ment must be identified		and signed.)	-
Type of Property		Property /	A	Property B		Property C
Name & Address of Title Holder	Justin	Poinier				
Date Purchased	Au	9 2013	5			
Original Cost		1240 K				
Present Market Value	,	280K				
Name & Address of Mortgage Holde	10		rtgage	*		
Mortgage Account Number	4		0 0			
Mortgage Balance	# 1	93 K				
Amount of Payment per Mo	nth/Year	06 M	0			
Status of Mortgage			1		1	
Section 5. Other Personal P of payment, and if delinquent,	roperty and Other Assets. (describe delinguency).	Describe, and	if any is pledged as se	curity, state name and addr	ess of lien hold	ler, amount of lien, terms
	and the second s			A 44 priprior and the group of the control of the c		
Section 6. Unpaid Taxes. (D	escribe in detail, as to type, to	whom payab	le, when due, amount,	and to what property, if any	/, a tax lien atta	ches).
NA						
Section 7. Other Liabilities. (Describe in detail).		The state of the s			
NA						
Section 8. Life Insurance Hel	d. (Give face amount and cas	sh surrender v	alue of policies, name	of insurance company and	beneficiaries).	
250K	1					
authorize the Lender to make the statements contained in the or guaranteeing-a-loan	inquiries as necessary to ver attachments are true and ad	ify the accurac curate as of the	cy of the statements me he stated date(s). The	ade and to determine my cases statements are made for	reditworthiness ir the purpose o	. I certify the above and f either obtaining a loan
Signature:	2	Date:	12/21	Social Security Number	er:	
Signature:		Date:		Social Security Number	er:	

Schedule D

Employment Plan

(A)	(B)	(C)	(D)	(E)	(F)	(G)
		* *				
	Annual or	Current	Jobs	Jobs	Jobs	Total Jobs
	Hourly	Number of	Created:	Created:	Created:	to be
Job Title	Wages	Positions	Year One	Year Two	Year Three	Created
Owner	2	夏一	2			
Owner Machinist	50K/YR					
					-	
			6			
		n				
TOTALS:						

Instructions:

Column A: Insert the job titles that exist within the company at the time of application, as well as any job titles that will be established as a result of the project.

Column B: Indicate the entry level wage for each listed job title either in terms of hourly pay or annual salary.

Column C: For each listed job title insert the number of positions that exist at the time of application.

Column D: Insert the number of jobs to be created during year one of the project for each listed job title.

Column E: Insert the number of jobs to be created during year two of the project for each listed job title.

Column F: Insert the number of jobs to be created during year three of the project for each listed job title.

Column G: Indicate the total number of jobs to be created for each listed title as a result of the project. (Column D + Column E + Column F = Column G)

Use as many copies of this form as necessary.

Application and Expected Effect of Loan Standard Machine and Fabrication

Justin Poirier

Justin Poirier, owner is seeking \$250,000 for:
Purchase building, Equipment, and Working Capital

Uses of the Funds: Building/Land					\$ Amount \$179,900	ì	
Equipment Machining Equipment Moving Equipment Expenses Electrial Wiring for Equipment			\$ \$ \$	81,000 6,000 2,000			
Subtotal					\$ 89,000		
					\$ -		
Working Capital Advertising Closing Costs Insurance Reserves Subtotal			\$ \$	15,000 - 16,100	\$ 31,100	-	
Total Project						\$	300,000
Sources of Funding:			(% of Total			
Personal Cash Personal Equity (land purchase)	\$	50,000		16.7% 0.0%	 50,000 -		
Bank Loan, 20 yrs, 5% Micro Loan 5%, 5%	\$ \$	230,000 20,000		76.7% 6.7%	\$ 230,000	•	
Total Funding				100.0%		\$	300,000

As collateral for the loan, Company will offer the following assets of the business: Land/Building, Equipment and Personal Guarantees by the Owners.

All figures above include applicable sales tax and shipping/handling/freight charges

Standard Machine and Fabrication

Justin Poirier Operating Forecast: 2021-22 (Break Even)

							•							
Sales % of Sales	June 6.00%	July 7.00%	August 9.00%	sptemb 9.00%	October N 9.00%	October November 9.00% 8.00%	December 8.00%	January 9.00%	February 9.00%	March 9.00%	April 9.00%	May 8.00%	Total 100.00%	% of Sales
Sales	7,135 0	8,324 0	10,702 0	10,702 0	10,702	9,513 0	9,513 0	10,702	10,702	10,702	10,702	9,513	118,913	100.00%
Total Sales	7,135	8,324	10,702	10,702	10,702	9,513	9,513	10,702	10,702	10,702	10,702	9,513	118,913	100.00%
Cost of Goods Sold	c	c	C	c	c	c	c	C	ć	ć	,	,		
	0	0	0	0	0	00	0	0 0	o c	0 0	0 0	0 0	0 0	0.00%
Total Cost of Goods	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Gross Profit	7,135	8,324	10,702	10,702	10,702	9,513	9,513	10,702	10,702	10,702	10,702	9,513	118,913	100.00%
Expenses Pavroll-Staff	3 201	3 201	2 201	200.0	50	Ç	ć	č		į	1			
Payroll-Officers	0	0	0,421	1,62,6	167'6	3,291	3,291	3,291	3,291	3,291	3,291	3,291	39,490	33.21%
Payroll Expense/Servic 16.0%	527	527	527	527	527	527	527	527	527	0 527	0 527	0 2	0 2 2 3 4 9	0.00%
Accounting	125	125	125	125	125	125	125	125	125	125	125	125	1,500	1.26%
Advertising	417	417	417	417	417	417	417	417	417	417	417	417	5,000	4.20%
Automobile Expense	0 !	0 !	0 !	0	0	0	0	0	0	0	0	0	0	0.00%
bank/Credit Card Charges	2 0	71	17	17	17	17	17	17	17	17	17	17	200	0.17%
Donations	0	o c	0 0	0 0	o c			0 0		0 0	0 0	0	0 0	0.00%
Depreciation	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1.444	1.444	1 444	0	0.00%
Dues & Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0	i	0.00%
Insurance - Building	438	438	438	438	438	438	438	438	438	438	438	438	5,255	4.42%
Insurance - Business	0 0	0 0	0 0		0 5	0 0	0	0	0	0	0	0		0.00%
Insurance - County & Disab.	777	747	747	747	247	242	242	242	242	242	242	242	2,903	2.44%
Internet/Phone/Cable	100	100	100	7	20 0	0 6	0 01	0 0	0 6	0 0	0 9	0	0	0.00%
Laundry	0	0	0		0	0	0	001	OOT	001	001	001	1,200	1.01%
Lawn/snow removal	0	0	0	0	0	0	0	0	0	0	0	0 0	D	0.00%
Legal and Professional	125	125	125	-	125	125	125	125	125	125	125	125	1,500	1.26%
Licenses and Permits	17	17	17	_	17	17	17	17	17	17	17	17	200	0.17%
Meals and Entertainment	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
rostage Ren+/Lessa	4. 0	4, 0	4. 0	4.0	4 0	4 (41 (4	4	4	4	4	20	0.04%
Popular and Maintenage	2 6	0 0	ָרָ כְּי		ָר נְי	0 0	0	0	0	0	0	0	0	0.00%
Sumplies - Cleaning	000	320	450	4	450	400	400	450	450	450	450	400	2,000	4.20%
Supplies - Computer	5 5	, ć	Ş	> ç	o (- ç	o ç	0 9	o ;	0 ;	0 !	0	0	0.00%
Supplies - Office	4 4	47	4 4		45	47	42	42	42	4	4	42	200	0.42%
Supplies - Other Operating	0	0	10		7 -	74.	7#	7#	77	47	747	47	200	0.42%
Supplies -	0	0	0		0	0	0	0	0 0	0 0	o c	0 0	0 0	0.00%
Security	0	0	0		0	0	0	0	0	0	0	0	0	0.00%
Taxes - Real Estate	289	289	289	28	289	289	289	289	289	289	289	289	3,466	2.91%
Telephone	- 8	0 8	0 8		0 0	0 ;	0	0	0	0	0	0	0	0.00%
Trash TV Cable	200	g c	08 0	8 0	08 0	œ °	80	08	80	80	80	80	096	0.81%
14 (44)	>	5	>		5	٥	כ	כ	ס	O	0	D	0	0.00%

Standard Machine and Fabrication

Justin Poirier Operating Forecast: 2021-22 (Break Even)

yo %	%000	3.03%	7000	0.50%	0.77%	0,77.0	1 01%	91.19%		8.81%		78%	3.04%	%000 0	0.00%		9000	14 57%	14 57%	14.57%		%000	14.57%
Total		3.600		11 344	918	07.0	1 200	108,431		10,482		6.871	3,611	0	0			17 377	17327	17,327		0 0	17,327
May	,	300	C	632	22	_	1001	8,999		514		586	308	- 0	(380)		c	1 444	1,444	1,064	C	0	1,064
April	0	300	C	935	3 5		100	9,053		1,649		583	307	0	759		C	1,444	1.444	2,203		0	2,203
March	0	300	0	937	72		100	9,057		1,646		581	305	0	759		c	1.444	1,444	2,203	0	0	2,203
February	0	300	0	626	73	C	100	090'6		1,642		578	304	0	759		c	1,444	1,444	2,203	0	0	2,203
January	0	300	0	942	75	0	100	9,064		1,638		576	303	0	759		0	1,444	1,444	2,203	0	0	2,203
December	0	300	0	944	2/2	0	100	9,018		496		574	302	0	(380)		0	1,444	1,444	1,064	0	0	1,064
lovember	0	300	0	947	77	0	100	9,021		492		571	300	0	(380)		0	1,444	1,444	1,064	0	0	1,064
October November	0	300	0	949	78	0	100	6,075		1,627		269	299	0	759		0	1,444	1,444	2,203	0	0	2,203
sptemb	0	300	0	951	80	0	100	8/0/6	,	1,624		292	298	0	759		0	1,444	1,444	2,203	0	0	2,203
August sptemb	0	300	0	954	81	0	100	9,082		1,620		564	297	0	759		0	1,444	1,444	2,203	0	0	2,203
July	0	300	0	926	82	0	100	986′8	(0) (1)	(662)		295	295	0	(1,519)		0	1,444	1,444	(75)	0	0	(75)
June	0	300	0	928	83	0	100	8,939	4 00 17	(1,804)		260	294	0	(2,658)		0	1,444	1,444	(1,214)	0	0	(1,214)
Sales	Iravel	Utilities (Gas & Elect.)	water	Interest - \$230,000; 20 yrs; 5%	Interest - \$ 20,000; 5 yrs; 5%	Interest - \$00,000; 20 yrs 1%	Miscellaneous	Total Expenses	-1	1110111 4	Less Principal Payment	Princ \$230,000; 20 yrs; 5%	Princ \$ 20,000; 5 yrs; 5%	Princ \$000,000; 20 yrs 1%	Subtotal	Add Ins	Amortization Expense	Depreciation Expense	Subtotal	Cash Available	Estimated Taxes	Anticipated Draw	Net Available

Standard Machine and Fabrication

Operating Forecast: 2021-22 (Year 1) Justin Poirier

						0,		(+ mn+)						
Sales % of Sales	June 6.00%	July 7.00%	August 9.00%	sptemb 9.00%	October N	October November December	December 8 00%	January	February	March	April	May	Total	% of
Sales	8 035	10.424	12 402		12 700			9,00	2.00%	%00%	3.00%	8.00.8	100.00%	Sales
	0	10,124	13,402	15,402	13,402	11,913 0	11,913	13,402 0	13,402	13,402	13,402	11,913	148,913	100.00%
Total Sales	8,935	10,424	13,402	13,402	13,402	11,913	11,913	13,402	13,402	13,402	13,402	11,913	148,913	100.00%
Cost of Goods Sold														
	0 0	0	0	0 0	0	0	0	0	0	0	0	0	0	0.00%
Total Cost of Coods						0	0	0	0	0	0	0	0	0.00%
- Cold Colds		0	D	٥	0	0	0	0	0	0	0	0	0	0.00%
Gross Profit	8,935	10,424	13,402	13,402	13,402	11,913	11,913	13,402	13,402	13,402	13,402	11,913	148,913	100.00%
Expenses	2 201		č	Č			,					D.		
Payroll-Officers / Mnor	3,231	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	39,490	26.52%
Parroll Evance/Course 16.0%	0 0	ם כ	9) 1	0 !	0	0	0	0	0	0	0	0	0.00%
Accounting	126	126	175	775	527	527	527	527	527	527	527	527	6,318	4.24%
Advortising	51 5	123	125	125	125	125	125	125	125	125	125	125	1,500	1.01%
Automobile Exercis	41/	417	417	417	417	417	417	417	417	417	417	417	5,000	3.36%
-	0 [0 1	7 0) 1	ם ני	0 !	0 !	0	0	0	0	0	0	0.00%
T Teaning Services	3 -	7 -	7	7 0	7 0	77	17	17	17	17	17	17	200	0.13%
	0 0	0 0		> <	0 0	0	0 (0	0	0	0	0	0	0.00%
Depreciation	1,44	1 444	1 444	1 444	1 444	1 44 C	777	0 77	0	0 ;	0	0	0	0.00%
Dues & Subscriptions	0	0	0	0	0	1,444	1,444	1,444	1,444	1,444	1,444	1,444	17,327	11.64%
Insurance - Building	438	438	438	438	438	438	0 438	138	730	0 0426	0 00	0	1	0.00%
Insurance - Business	0	0	0	0	0	OC#	OCF.	0C#	420	438	438	438	5,255	3.53%
Insurance - Comp & Disab.	242	242	242	242	242	242	242	242	242	242	0 0	0 0	2 002	0.00%
Insurance - Equipment	0	0	0	0	0	0	0	10	0	7	7 * 7	747	506,2	1.95%
Internet/Website Service	100	100	100	100	100	100	100	100	100	100	0 001	100	1 200	0.00%
Laundry	0	0	0	0	0	0	0	0	0	0	0	0	1,200	0.01%
Lawn/snow removal	0	0	0	0	0	0	0	0	0	0	0	0 0	•	0000
Legal and Professional	125	125	125	125	125	125	125	125	125	125	125	125	1,500	1.01%
Licenses and Permits	17	17	17	17	17	17	17	17	17	17	17	17	200	0.13%
Meals and Entertainment	0	0 ·	0	0	0	0	0	0	0	0	0	0	0	0.00%
Pont / Loss	4, 0	4, 0	4	4 (4	4	4	4	4	4	4	4	20	0.03%
Donnier and Mainten	2 5	0 !	ָי ס	0 !	O	0	0	0	0	0	0	0	0	0.00%
Sumplier Cleaning	417	417	417	417	417	417	417	417	417	417	417	417	5,000	3.36%
Supplies - Cleaning	0 0	0 0	0	0 (0 ;	0	0	0	0	0	0	0	0	0.00%
Supplies - Computer	0 (0	0	63	63	63	63	63	63	63	63	0	200	0.34%
Supplies - Office	0	0 0	0	8	63	63	63	63	63	63	63	0	200	0.34%
Supplies - Onler Operating	0 (0	0	0	0	0	0	0	0	0	0	0	,	0.00%
- sanddne	0 (0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Security	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Taxes - Keal Estate	289	289	289	289	289	289	289	289	289	289	289	289	3,466	2.33%
Telephone	0 8	0 8	0		0	0	0	0	0	0	0	0	0	0.00%
Try	80	80	80	w	80	80	80	80	80	80	80	80	096	0.64%
IV Cable	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%

Standard Machine and Fabrication

Justin Poirier Operating Forecast: 2021-22 (Year 1)

ì	% of	0.00%	2.42%	0.00%	7.62%	0.62%	0.00%	0.81%	72.82%	27.18%		461%	2 42%	0.00%	20.15%		%UU U	11 64%	11 64%	31.78%		%000	31.78%
E	lotal	0 0	000'6	1	11,344	918	0	1,200	108,431	40.482		6.871	3,611	0	30,000	,	_	17.327	17.377	47,327		o c	47,327
,	May	0 00	2000	0	932	20		100	8,932	2,981		586	308	0	2,087		_	1 444	1.444	3,531	c	0 0	3,531
	April	0 00	000	0 10	935	71	0	100	9,061	4,341		583	307	0	3,451		C	1,44	1,444	4,895	c	0	4,895
Mough	IMIGHT	300	900	0 00	73/	72	0	100	6,065	4,337		581	305	0	3,451		C	1.444	1,444	4,895	C	0	4,895
Robertserr	rebinary	900	955		454	73	0	100	690'6	4,334		578	304	0	3,451		0	1,444	1,444	4,895	0	0	4,895
Tannam	_	300		6,00	747	75	0	100	9,072	4,330		276	303	0	3,451		0	1,444	1,444	4,895	0	0	4,895
December		300		044	Į ì	9/	0	100	9,076	2,837		574	302	0	1,962		0	1,444	1,444	3,406	0	0	3,406
ovember D	0	300	C	047	ř E		0	100	6/0/6	2,834		571	300	0	1,962		0	1,444	1,444	3,406	0	0	3,406
October November	0	300	C	949	9 6	8/	0	100	9,083	4,319		269	299	0	3,451		0	1,444	1,444	4,895	0	0	4,895
ptemb	0	300	0	951		S '	0	100	6,087	4,315		292	298	0	3,451		0	1,444	1,444	4,895	0	0	4,895
August splemb	0	300	0	954	5 6	01	0	100	8,965	4,437		564	297	0	3,576		0	1,444	1,444	5,020	0	0	5,020
July	0	300	0	926	6	70	0	100	8,969	1,455		295	295	0	298		0	1,444	1,444	2,042	0	0	2,042
June	0	300	0	928	83	8 9	0 0	100	8,972	(38)		260	294	0	(891)		0	1,444	1,444	553	0	0	553
Sales	Travel	Utilities (Gas & Elect.)	Water	Interest - \$230,000; 20 yrs; 5%	Interest - \$ 20 000 - 5 yrs: 5%	Interest \$ 20,000, 9 jis, 9,6	interest - \$00,000; 20 yrs 1%	Miscellaneous	1 Otal Expenses	Vet Profit	Less Principal Payment	Princ \$230,000; 20 yrs; 5%	Princ \$ 20,000; 5 yrs; 5%	Princ \$000,000; 20 yrs 1%	Subtotal	Add Ins	Amortization Expense	Depreciation Expense	Subtotal	Cash Available	Estimated Taxes	Anticipated Draw	Net Available

Standard Machine and Fabrication

Justin Poirier

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Start-up]	Tune	July	August S	eptember C	October N	Morrombor D.	December			Manch	:		
_)					January	rebruary	March	April	Mav	Total
20,000	16,100	16,947	19,284	24,600	29,793	34,987	38,693	42,401	47,599	52,798	57,998	63,199	******
	8,935	10,424	13,402	13,402	13,402	11,913	11,913	13,402	13,402	13,402	13,402	11,913	148,913
250,000	i)												250,000
250,000	8,935	10,424	13,402	13,402	13,402	11,913	11,913	13,402	13,402	13,402	13,402	11,913	0 398,913
300,000	25,035	27,371	32,686	38,003	43,195	46,900	909'09	55,803	61,001	66,200	71,400	75,113	*******
	9												
0 0	0	0	0	0	0	0	0	0	0	0	0	0	0
)	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	3,291	39,490
	527	527	527	527	0 527	527	527	527	527	0 22	0 22	0 5	0
15,000	125	125	125	125	125	125	125	125	125	125	125	527 125	6,318
0	417	417	417	417	417	417	417	417	417	417	417	417	5,000
	o ;	0 ;	0 !	0 ;	0	0	0	0	0	0	0	0	0
0) C	7 0	<u> </u>	17	17	17	17	17	17	17	17	17	200
)	242	242	242	242	242	242	0 242	0 242	343	243	0 0	0 0	0
	0	0	0	0	0	0	0	0	0	74.7	747	247	2,903
	100	100	100	100	100	100	100	100	100	100	100	100	1,200
	17	17	17	17	17	17	17	17	17	17	17	17	200
	417	417	417	417	417	417	417	417	417	417	417	417	2,000
	0 0	>	0 0	o (0 (0 ;	0	0	0	0	0	0	0
	>	>	o c	9	B	63	63	B :	63	63	63	0	200
C	0 0	0 0	0 0	S C	99	63	63	63	63	63	63	0	200
,	928	926	954	951	0 040	0 0	0 7	0 0	0.0	0 100	0 :00	0	0
	83	82	. 18	80	78	£ (£	77.	7 15	939	937	935	932	11,344
	100	100	100	100	100	100	100	100	100	7/ 100	1001	5 5	1 200
15,000	7,528	7,525	7,521	7,643	7,639	7,636	7,632	7,628	7,625	7,621	7,617	7,489	106,104
													0
													0 0
	260	562	564	267	269	571	574	226	228	581	583	586	6,871
L	0	0	0	0	0	0	0	0	0	0	0	0	0
	260	292	564	292	269	571	574	226	578	581	583	586	6,871
						*							, 0
006'6	0 0	0 0	0 (0	0	0	0	0	0	0	0	0	179,900
000%	0 0	>	0	0 0	0	0	0	0	0	0	0	0	89,000
-	o c	o c	o c	o c	>	-	0 0	0 0	0	0 (0	0	0
3 900	8 088	8 087	980 8	0000	0000	0 00	0 00	0 000	0 000	0	0	ם ס	0
2,700	16 047	10,001	94,000	60700	8,208	8,207	8,206	8,204	8,203	8,202	8,201	8,074	381,875
001/0	10,747	19,284	74,600	29,793	34,987	38,693	42,401	47,599	52,798	57,998	63,199	67,038	*****
	7 777	,	,	į	;	;	9	9					
_	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	17,327
ે છે	15,000 15,000 15,000 15,000 15,000 15,000	2 6 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	2,0035 0 3,291 3,291 3,291 3,291 3,291 3,291 3,091 417 417 417 417 417 417 60 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	25,033 27,571 32,686 38,003 43,135 3,291 3,291 3,291 3,291 3,291 3,291 3,291 3,291 3,291 3,291 6,27 527 527 527 527 1125 125 125 125 125 1125 125 125 125 125 1126 125 125 125 125 1127 17 417 417 417 417 100 0 0 0 0 0 0 0 1100 100 100 100 100 100 100 100 100 100 100 100 0	0 0	1,20,20	1,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0,0	1,2,2,2,2,2,2,2,2,2,2,2,2,2,2,2,2,2,2,2	1,000	1,2,2,2,3,4 1,2,2,2,4 1,2,2,3,4 1,2,4,4 1,

Standard Machine and Fabrication

Justin Poirier Operating Forecast: 2022-23 (Year 2)

3					4	o		1						
Sales % of Sales	June 6.00%	July 7.00%	August 9.00%	sptemb 9.00%	October 1 9.00%	November December 8.00% 8.00%	S.00%	January	February	March	April	May	Total	% of
Sales	17,870	4	26,804	26,804			23,826	26,804	26,804	26,804	26,804	8.00%	100.00%	Sales
Total Calan	0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
I Otal Sales	17,870	20,848	26,804	26,804	26,804	23,826	23,826	26,804	26,804	26,804	26,804	23,826	297,826	100.00%
Cost of Goods Sold														
	0 (0	0	0	0	0	0	0	0	0	0	0	0	0.00%
0		0	0	0	0	0	0	0	0	0	0	0	0	0.00%
lotal Cost of Goods	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Gross Profit	17,870	20,848	26,804	26,804	26,804	23,826	23,826	26,804	26,804	26,804	26,804	23,826	297,826	100.00%
Expenses Pavroll-Staff	3.291	3 291	3 201	3 201	2 201	200	ć	Č		į	9			
Pavroll-Officers/Mnor		7/7/0	0,471	1/7/0	3,231	3,291	3,291	3,291	3,291	3,291	3,291	3,291	39,490	13.26%
Payroll Expense/Servic 160%	527	527	527	527	10 C	0 6	0 10	0 10	0 10	0	0	0	0	0.00%
Accounting	125	125	125	12, 1	125	126	126	775	/75	27/	527	527	6,318	2.12%
Advertising	417	417	417	417	417	717	571	125	S :	125	125	125	1,500	0.50%
Automobile Expense	0	0	0	· ·	0	(77	/T#	/T#	41/ 0	41/	417	417	2,000	1.68%
3ank/Credit Card Charges	17	17	17	17	17	17	17	7	17	1, 0	0 4	7	0 6	0.00%
Cleaning Services	0	0	0	0	0	0	0	0	0	3	3 0	7 0	700	% /0.0
Jonations	0	0	0	0	0	0	0	0	0	0 0	0 0	0 0	0	%00.0
Depreciation	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	17,327	5.82%
Dues & Subscriptions	0	0	0	0	0	0	0	0	0	0	0	0		0.00%
Insurance - building	438	438	438	438	438	438	438	438	438	438	438	438	5,255	1.76%
Insurance - Dusiness	0 0	0 0	0 6	0 0	0 0	0	0	0	0	0	0	0		0.00%
Insurance - Comp & Disab.	747	747	747	747	242	242	242	242	242	242	242	242	2,903	0.97%
Internet/Website Service	0 0	001	2 6	0 0	0 6	0 0	0 0	0 0	0	0	0	0	0	0.00%
Laundry	9 0	007	001	9	700	001	100	100	100	100	100	100	1,200	0.40%
Lawn/snow removal	0	0	0 0	0 0	0 0	o c	0,0	0 0	0 0	0 0	0	0	0	0.00%
Legal and Professional	125	125	125	125	125	125	125	125	0 701	0 701	ט מכר	ט ל	7	0.00%
Licenses and Permits	17	17	17	17	17	17	17	17	17	17	571	51 5	005,1	0.50%
Meals and Entertainment	0	0	0	0	0	0	0	0	7	7	` C	7 0	007	0.07%
Postage	4	4	4	4	4	4	4	4	4	9 4	9 4	0 4	2 0	0.00%
Rent/Lease	0	0	0	0	0	0	0	0	0	0	0	0	8 0	0.00%
Repairs and Maintenance	417	417	417	417	417	417	417	417	417	417	417	417	2,000	1 68%
Supplies - Cleaning	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Supplies - Computer	0	0	0	63	63	63	63	63	63	63	63	0	200	0.17%
Supplies - Office	0	0	0	63	63	63	63	63	63	63	63	0	200	0.17%
Supplies - Other Operating	0	0	0	0	0	0	0	0	0	0	0	0	!	0.00%
- saubblies	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Security	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Taxes - Real Estate	289	289	289	289	289	289	289	289	289	289	289	289	3,466	1.16%
I elephone	0 8	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Irash	g °	80	80	80	80	80	80	80	80	80	80	80	096	0.32%
1 V Cable	0	0	0	o	0	0	0	0	0	0	0	0	0	%00.0

Standard Machine and Fabrication

Justin Poirier Operating Forecast: 2022-23 (Year 2)

<i>y</i> 0 %	70 07	1.00%	0.000	0.00%	3.01%	0.31%	0.00%	36.41%	63.59%		2 31%	7,10.7	% TZ:T	80.09		%UU U	0.00 k	5.02% 5.82%	65.89%		%000	65.89%
T ₀ f1	Tolai	3 600	2,000	11 244	11,011	916	1 200	108,431	189,395		6.871	2,671	0,011	178,913		•	17 327	17 377	196,240		o c	196,240
May	iviay	300	9	033	720	0	1001	8,932	14,894		586	308	900	14,000		c	1 444	1 444	15,444	-	0 0	15,444
Anril	o Tarket	300	88	035	3 %	7.0	100	9,061	17,743		583	302	6	16,853		c	1 444	1,444	18,297	0	0 0	18,297
March		300		937	5, 2	4,0	100	9,065	17,739		581	305	0	16,853		c	1.444	1,444	18,297	C	0	18,297
February	0	300	0	686	2	, c	100	690'6	17,736		228	304	0	16,853		C	1,444	1,444	18,297	0	0	18,297
January	0	300	0	942	7.5	<u> </u>	100	9,072	17,732		576	303	0	16,853		0	1,444	1,444	18,297	0	0	18,297
	0	300	0	944	26	2	100	9/0/6	14,750		574	302	0	13,875		0	1,444	1,444	15,319	0	0	15,319
ctober November December	0	300	0	947	22	0	100	620'6	14,747		571	300	0	13,875		0	1,444	1,444	15,319	0	0	15,319
October No	0	300	0	949	78	0	100	6,083	17,721		269	299	0	16,853		0	1,444	1,444	18,297	0	0	18,297
ptemb (0	300	0	951	8	0	100	280'6	17,718		267	298	0	16,853		0	1,444	1,444	18,297	0	0	18,297
August sptemb	0	300	0	954	81	0	100	8,965	17,839		564	297	0	16,978		0	1,444	1,444	18,422	0	0	18,422 18,297
July	0	300	0	926	82	0	100	8,969	11,879		295	295	0	11,022		0	1,444	1,444	12,466	0	0	12,466
June	0	300	0	928	83	0	100	8,972	8,897		260	294	0	8,043		0	1,444	1,444	9,487	0	0	9,487
Sales	Travel	Utilities (Gas & Elect.)	Water	Interest - \$230,000; 20 yrs; 5%	Interest - \$ 20,000; 5 yrs; 5%	Interest - \$00,000; 20 yrs 1%	Miscellaneous	Total Expenses	Net Profit	Less Principal Payment	Princ \$230,000; 20 yrs; 5%	Princ \$ 20,000; 5 yrs; 5%	Princ \$000,000; 20 yrs 1%	Subtotal	Add Ins	Amortization Expense	Depreciation Expense	Subtotal	Cash Available	Estimated Taxes	Anticipated Draw	Net Available

Standard Machine and Fabrication

Justin Poirier Operating Forecast: 2023-24 (Year 3)

Sales	,	Lale		•		,	i	. 1	3					
% of Sales	6.00%	7.00%	9.00%	2premb 9.00%	9.00%	9.00% 8.00% 8.00%	December 8.00%	January 9.00%	February 9.00%	March 9.00%	April 9.00%	May 8.00%	Total 100.00%	% of Sales
Sales	35,739 0	41,696	53,609	53,609	53,609	47,652	47,652	53,609	53,609	53,609	53,609	63	595,652	100.00%
Total Sales	35,739	41,696	53,609	53,609	53,609	47,652	47,652	53,609	53,609	53,609	53.609	47.652	595 652	0.00%
Cost of Goods Sold														0000
	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Total Oct 200 July		0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Total Cost of Goods	0		0	0	0	0	0	0	0	0	0	0	0	0.00%
Gross Profit	35,739	41,696	53,609	53,609	53,609	47,652	47,652	53,609	53,609	53,609	53,609	47,652	595,652	100.00%
Expenses Payroll-Staff	3,291	3,291	3,291	3,291	3.291	3 291	3 291	3 201	6 10 10	50	Č	Č		
Payroll-Officers/Mngr	0	0	0	0	0	0	7/7/0	0,471	167'6	167'6	3,291	3,291	39,490	6.63%
Payroll Expense/Servic 16.0%	527	527	527	527	527	527	527	527	527	0 707	0 527	0 6	0 0	0.00%
Accounting	125	125	125	125	125	125	125	125	125	125	125	125	1 500	1.05%
Advertising	417	417	417	417	417	417	417	417	417	417	417	417	2000	0.62.0
Automobile Expense	0	0	0	0	0	0	0	0	0	0	0	0	0000	% #0.0 0 00 %
Sank/Credit Card Charges	17	17	17	17	17	17	17	17	17	17	17	17	200	0.03%
Jenstiene	-	0 0	0 0	0 (0	0	0	0	0	0	0	0	0	0.00%
Depreciation	7 444	7,7	0 ,,	0;	0 ;	0 ;	0	0	0	0	0	0	0	0.00%
Dues & Subscriptions	1,11	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	1,444	17,327	2.91%
Insurance - Building	438	438	0 438	438	738	730	0 0	0 0	0	0	0	0		0.00%
Insurance - Business	0	0	OC#	00	00#	436	438	438	438	438	438	438	5,255	0.88%
Insurance - Comp & Disab.	242	242	242	242	242	242	242	247	0 242	0 0	0 0	0 2	000	0.00%
Insurance - Equipment	0	0	0	0	0	0	0	0	77.7	77.7	747	747	2,903	0.49%
Internet/Website Service	100	100	100	100	100	100	100	100	100	010	0 001	0 0	1 200	0.00%
Laundry	0	0	0	0	0	0	0	0	0	0	9	0	1,400	0.20%
Lawn/snow removal	0	0	0	0	0	0	0	0	0	0	0	0 0	•	00.0
Legal and Professional	125	125	125	125	125	125	125	125	125	125	125	125	1,500	0.25%
Licenses and Permits	17	17	17	17	17	17	17	17	17	17	17	17	200	0.03%
Meals and Entertainment	ο ·	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
rostage Pont /I occo	4. 0	4 (4	4	4	4	4	4	4	4	4	4	20	0.01%
Benefit Lease) i	ָר ר י	0 !	0	0	0	0	0	0	0	0	0	0	0.00%
Nepairs and Maintenance	417	417	417	417	417	417	417	417	417	417	417	417	2,000	0.84%
Supplies - Cleaning	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Supplies - Computer	0 0	0 0	0	63	63	63	63	63	63	63	63	0	200	0.08%
Supplies - Office	0	0 0	0	. 63	63	63	63	63	63	63	63	0	200	0.08%
Supplies - Culei Operating	> 0	0 0		0 0	0 (0 (0	0	0	0	0	0		0.00%
Sociativ	0 0	0 0	0 (o (0 (0	0	0	0	0	0	0	0	0.00%
Jecuility Tayor Pool Ectoto	0 00	0 00	0	0 0	0	0	0	0	0	0	0	0	0	0.00%
Telenhone	607	697	789	789	289	289	289	289	289	289	289	289	3,466	0.58%
Trash	0 %	0 8	0 8	0 8	0 6	0 6	0 8	0 0	0	0	0	0	0	0.00%
TV Cable	000	0	00	00 0	08 0	08	08	08	80	80	80	80	096	0.16%
	د)	>	٥	>	٥	>	0	n	0	0	0	0	0.00%

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Standard Machine and Fabrication

Justin Poirier Operating Forecast: 2023-24 (Year 3)

30 %	0.60%	%000	1 90%	0.15%	%000	0.20%	18.20%		81.80%		115%	0.61%	0.00%	80.04%		% 0000	2 91%	2 91%	82.95%		%000	82.95%
Total	3.600		11 344	918	0	1.200	108,431		487,221	i i	6.871	3.611	0	476,739		c	17 327	17.377	494,066	-	0 0	494,066
May	300	C	932	70	-	100	8,932		38,720		586	308	0	37,826		C	1 444	1,444	39,270	C	· c	39,270
April	300	0	935	71	0	100	9,061		44,547		583	307	0	43,658		c	1,444	1,444	45,101	c	0 0	45,101
March	300	0	937	72	0	100	9,065		44,544		581	305	0	43,658		C	1.444	1,444	45,101	0	0	45,101
February 0	300	0	939	73	0	100	690'6	1000	44,540		578	304	0	43,658		O	1,444	1,444	45,101	0	0	45,101
January 0	300	0	942	75	0	100	9,072		44,536		276	303	0	43,658		0	1,444	1,444	45,101	0	0	45,101
	300	0	944	2/9	0	100	9/0/6	1	38,576		574	302	0	37,701		0	1,444	1,444	39,145	0	0	39,145
October November December	300	0	947	77	0	100	620'6	00	38,573		571	300	0	37,701		0	1,444	1,444	39,145	0	0	39,145
October N	300	0	949	78	0	100	6,083	44 507	44,526		269	299	0	43,658		0	1,444	1,444	45,101	0	0	45,101
eptemb 0	300	0	951	80	0	100	6,087	44 500	44,522		292	298	0	43,658		0	1,444	1,444	45,101	0	0	45,101
August aptemb	300	0	954	81	0	100	8,965	44 643	44,043		564	297	0	43,783		0	1,444	1,444	45,226	0	0	45,226 45,101
July 0	300	0	926	82	0	100	8,969	27 777	34,121		295	295	0	31,870		0	1,444	1,444	33,313	0	0	33,313
June 0	300	0	958	83	0	100	8,972	747.40	701/07		260	294	0	25,913		0	1,444	1,444	27,357	0	0	27,357
Sales Travel	Utilities (Gas & Elect.)	Water	Interest - \$230,000; 20 yrs; 5%	Interest - \$ 20,000; 5 yrs; 5%	Interest - \$00,000; 20 yrs 1%	Miscellaneous	Total Expenses	2 Ket Profit	1-	Less Principal Payment	Princ \$230,000; 20 yrs; 5%	Princ \$ 20,000; 5 yrs; 5%	Princ \$000,000; 20 yrs 1%	Subtotal	Add Ins	Amortization Expense	Depreciation Expense	Subtotal	Cash Available	Estimated Taxes	Anticipated Draw	Net Available