

Erin L Deady PA Projection

| | <u>Jan - Dec 17</u> | 2018 | 2019 | 2020 |
|---------------------------------|---------------------|---------------|---------------|----------------|
| Ordinary Income/Expense | | | | |
| Income | | | | |
| Services | 253,517.47 | 275,000 | 290,000 | 310,000 |
| Total Income | <u>253,517.47</u> | 275,000 | 290,000 | 310,000 |
| Gross Profit | 253,517.47 | 275,000 | 290,000 | 310,000 |
| Expense | | | | |
| Administrative Reimb. - Mity | 13,124.97 | 0 | 0 | 0 |
| Advertising/Promotional | 4,518.00 | 3,700 | 4,300 | 4,500 |
| Automobile-Repairs /Maint. | 1,372.75 | 500 | 750 | 750 |
| Bank Charges | 292.40 | 100 | 100 | 100 |
| Charitable Contributions | 1,675.00 | 1,500 | 1,500 | 1,500 |
| Computer & Internet Expense | 4,962.17 | 3,000 | 3,000 | 3,000 |
| Conferences/Meetings | 3,434.71 | 3,000 | 3,000 | 3,000 |
| Contract Labor | 660.00 | 400 | 400 | 400 |
| Dues & Subscriptions | 2,072.14 | 2,000 | 2,000 | 2,000 |
| Education & Training | 160.20 | 150 | 150 | 150 |
| Finance/Late Fee | 252.00 | 200 | 200 | 200 |
| Fuel/Gasoline | 2,859.80 | 2,200 | 2,200 | 2,200 |
| Insurance-Health | 7,672.00 | 7,600 | 7,600 | 7,600 |
| Insurance-other than malpractic | 5,528.89 | 6,000 | 6,000 | 6,000 |
| Interest Exp. - Infinity only | 1,633.75 | 750 | 0 | 0 |
| Licenses/Permits/Bus. Rcpts | 693.45 | 500 | 500 | 500 |
| Meals and Entertainment | 8,069.78 | 5,000 | 5,000 | 5,000 |
| Networking -Functions, Mtgs. | 4,125.00 | 4,000 | 4,000 | 4,000 |
| Office Supplies/Expenses | 575.78 | 500 | 500 | 500 |
| Payroll Expenses | 1,993.00 | 2,000 | 2,000 | 2,000 |
| Payroll Expenses - Erin Salary | 20,000.03 | 20,000 | 30,000 | 36,000 |
| Payroll other | | 55,000 | 55,000 | 55,000 |
| Professional Fees- | 3,456.50 | 2,000 | 2,200 | 2,500 |
| Rent or Lease | 10,800.00 | 11,000 | 11,000 | 11,000 |
| SUBCONTRACTOR (no attorneys) | 41,575.92 | 42,000 | 35,000 | 32,000 |
| Sunpass Expense | 25.72 | 200 | 200 | 200 |
| Telephone Expense | 3,879.03 | 600 | 600 | 600 |
| Travel | | | | |
| Travel Meals | 3,859.23 | 3,500 | 3,500 | 3,500 |
| Travel - Other | 27,770.31 | 15,000 | 17,000 | 19,000 |
| Total Expense | <u>177,042.53</u> | 192,400.00 | 197,700.00 | 203,200.00 |
| Net Ordinary Income | <u>76,474.94</u> | | | |
| Net Income | <u>76,474.94</u> | 82,600 | 92,300 | 106,800 |