



Building Success. Together.

Commercial Loan Simulation
Round 3

ABA Commercial Loan Simulation™

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Trophy Properties, LLC



Not Accepting Term Sheets

Trophy Properties – Balance Sheet

Trophy Properties	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	12/31/20X1	12/31/20X2
	12 months	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return
Cash (Bank Funds)				\$2,244	(\$20,440)
Total Current Assets				\$2,244	(\$20,440)
Property Improvements	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	\$682,348	\$1,026,863
Less Accumulated Depreciation				(\$51,824)	(\$77,990)
Net Property Improvements				\$630,524	\$948,873
Land				\$3,450,000	\$3,450,000
Net Fixed Assets				\$4,080,524	\$4,398,873
Other Non Current Assets				\$0	\$0
Total Assets				\$4,082,768	\$4,378,433

Trophy Properties	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	12/31/20X1	12/31/20X2
	12 months	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return
Accrued Expenses				\$437,392	\$9,120
Current Portion of Long Term Debt	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	\$0	\$0
Prior Current Portion of Long Term Debt					
Other Current Liabilities				\$0	\$0
Total Current Liabilities				\$437,392	\$9,120
Notes Payable / Senior Debt				\$2,150,000	\$2,635,000
Notes to Members				\$50,000	\$0
Total Long Term Liabilities				\$2,200,000	\$2,635,000
Total Liabilities				\$2,637,392	\$2,644,120
Paid in Capital				\$2,200,000	\$2,200,000
Ending Retained Earnings				(\$754,624)	(\$465,686)
Total Equity	\$0	\$0	\$0	\$1,445,376	\$1,734,314
Total Liabilities + Equity	\$0	\$0	\$0	\$4,082,768	\$4,378,434
Total Assets - (Total Liabilities + Equity)	\$0	\$0	\$0	\$0	(\$0)

Trophy Properties – Income Statement

Trophy Properties	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	12/31/20X1	12/31/20X2
	12 months	12 months	12 months	12 months	12 months
Income Statement	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return
Sales (Income)				\$0	\$0
COGS				\$0	\$0
Depreciation				\$0	\$0
Cost of Sales (COGS)				\$0	\$0
Depreciation (COGS-related)				\$0	\$0
Gross Profit				\$0	\$0
Depreciation				\$51,824	\$77,990
Overhead or S,G,& A Expenses				\$301,500	\$91,000
G & A Payroll Expense				\$50,000	\$50,000
Insurance				\$3,500	\$0
Professional Fees				\$236,000	\$20,000
Taxes and licenses				\$12,000	\$21,000
Total Operating Expenses				\$353,324	\$168,990
Operating Profit				(\$353,324)	(\$168,990)
Interest Expense				\$137,424	\$158,038
Other Income				\$0	\$0
Other Expenses				\$263,876	\$138,659
Unadjusted EBITDA				(\$754,624)	(\$465,686)
EBITDA Adjustments				\$0	\$0
EBITDA				(\$754,624)	(\$465,686)
Net Profit Before Taxes				(\$754,624)	(\$465,686)
Taxes Paid				\$0	\$0
Net Income				(\$754,624)	(\$465,686)

Trophy Properties

RENT ROLL

Tenant	S.F.	Rent		Tenant Responsible for:				RUBS		Annual	
		Per S.F.	Annual Rent	Prop. Tax	Hazard Insurance	CAM	Prop. Mgmt	Per S.F.	CAM	Income	
Retail Building				\$2.01	\$0.57	\$0.99	\$0.98	\$4.56			
Proposed Suite #1 - End Cap with Drive Through	4,500	\$22.50	\$101,250	Y	Y	Y	N	\$ 3.58	\$16,108	\$117,358	
Proposed Suite #2 - Interior	1,250	\$21.00	\$26,250	Y	Y	Y	Y	\$ 4.56	\$5,705	\$31,955	
Proposed Suite #3 - Interior	1,250	\$21.00	\$26,250	Y	Y	Y	Y	\$ 4.56	\$5,705	\$31,955	
Proposed Suite #4 - Interior	1,500	\$21.00	\$31,500	Y	Y	Y	Y	\$ 4.56	\$6,846	\$38,346	
Proposed Suite #5 - Interior	1,500	\$21.00	\$31,500	Y	Y	Y	Y	\$ 4.56	\$6,846	\$38,346	
Proposed Suite #6 - Interior	1,800	\$19.50	\$35,100	Y	Y	Y	Y	\$ 4.56	\$8,215	\$43,315	
Proposed Suite #7 - Interior	1,800	\$19.50	\$35,100	Y	Y	Y	Y	\$ 4.56	\$8,215	\$43,315	
Proposed Suite #8 - End Cap - No Drive Through	2,500	\$20.00	\$50,000	Y	Y	Y	N	\$ 3.58	\$8,949	\$58,949	
Fully Executed Lease - Kick Start	3,050	\$44.00	\$134,200	Y	Y	Y	N	\$ 3.58	\$10,918	\$145,118	
Totals	19,150		\$471,150						\$77,506	\$548,656	

EXPENSE ASSUMPTIONS:	Annual Estimate	Per SF
Management/Leasing (4%)	\$18,846	\$0.98
CAM		\$0.99
General and Administrative	\$1,300	
Common Area Maintenance	\$16,500	
HVAC	\$500	
Utilities	\$750	
Insurance	\$11,000	\$0.57
Real Estate Taxes	\$38,500	\$2.01
Capital Reserves (\$0.20 per square foot)	\$3,830	
Total Operating Expenses	\$91,226	\$4.76

Potential Rental Income	\$548,656
Less: 8% Vacancy Allowance	(\$43,892)
Effective Rental Income	\$504,763
Less: Operating Expenses	(\$91,226)
Net Operating Income	\$413,537

= Signed LOI

CONSTRUCTION BUDGET - Round 3

	Budget	Equity Required	Loan Funding	Loan \$ Funded Round 1 to 2	Loan \$ Funded Round 2 to 3	Proceeds Remaining
I. LOAN COSTS						
Attorney's Fees	40,000	0	40,000	40,000		0
Recording & Documentation Fees	10,000	0	10,000	10,000		0
II. LAND COSTS						
Land (At Cost)	2,450,000	2,200,000	250,000	250,000		0
Closing & Legal	100,000	0	100,000	90,000	10,000	0
III. HARD COSTS						
Site Work	300,000	0	300,000	300,000		0
Landscaping	50,000	0	50,000	15,000	35,000	0
Utilities	150,000	0	150,000	115,000	35,000	0
Building Construction	1,390,000	0	1,390,000	500,000	500,000	390,000
Tenant Improvements	140,000	0	140,000	0		140,000
Contingency	200,000	0	200,000	85,000	115,000	0
IV. SOFT COSTS						
Architectural Fees	55,000	0	55,000	45,000	10,000	0
Engineering Fees	45,000	0	45,000	45,000		0
Environmental Assessment Fee	2,500	0	2,500	2,500		0
Commissions	135,000	0	135,000	0		135,000
Appraisal	3,500	0	3,500	3,500		0
Builders Risk	3,500	0	3,500	3,500		0
Real Estate Taxes	12,000	0	12,000	12,000		0
Interest Carry	300,000	0	300,000	123,800	176,200	0
Borrower Overhead	50,000	0	50,000	50,000	0	0
Contingency	20,000	0	20,000	5,000	15,000	0
Other	43,500	0	43,500	22,500	21,000	0
TOTALS	5,500,000	2,200,000	3,300,000	2,635,000		= 665,000

Loan Commitment

Balance Outstanding

Remaining Funds

LOAN-TO-COST 60.0%
EQUITY-TO-COST 40.0%

Adam Highsinger

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Adam Highsinger	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC
Personal Financial Statement	Last Year	12/31/20X1	12/31/20X2
Cash / Checking / Savings / Money Market	\$8,253,425	\$4,350,000	\$100,000
Public Company Stocks / Bonds	\$475,000	\$500,000	\$0
Other Liquid or Semi-Liquid Assets on Hand	\$250,000	\$0	\$0
Total Liquid and Semi-Liquid Assets on Hand	\$8,978,425	\$4,850,000	\$100,000
Closely Held Company Stock			
Cash Value of Life Insurance	\$200,000	\$204,000	\$0
Retirement Accounts	\$6,200,000	\$5,200,000	\$4,800,000
Value of Personal Residence	\$5,975,000	\$5,975,000	\$5,975,000
Total Value of Business and Investment Holdings	\$16,550,000	\$14,475,000	\$8,000,000
Total Assets	\$37,903,425	\$30,704,000	\$18,875,000
Balance of all Credit Cards or LOCs	\$40,000	\$40,000	\$0
Taxes Owed	\$585,000	\$235,000	\$0
Total Current Liabilities	\$625,000	\$275,000	\$0
Mortgages on Primary Residence	\$600,000	\$575,000	\$5,975,000
Total Liabilities	\$1,225,000	\$850,000	\$5,975,000
Total Net Worth	\$36,678,425	\$29,854,000	\$12,900,000
Contingent Liabilities	\$65,827,000	\$61,438,000	\$22,000,000

Tax Return Summary

Adam Highsinger	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC
	Personal Tax Return	Personal Tax Return	Personal Tax Return	Personal Tax Return	Personal Tax Return
Income & Expenses	3 years Ago	2 Years Ago	Last Year	12/31/20X1	12/31/20X2
Yearly Gross Wages / Salaries	\$0	\$0	\$0	\$0	\$0
Other Regular and Dependable Sources of Income	\$5,614,824	\$18,523,628	\$9,156,057	\$5,056,220	(\$5,678,415)
Taxable Interest	\$556,103	\$400,242	\$398,317	\$266,872	\$0
Ordinary Dividends	\$4,067	\$3,654	\$3,177	\$2,129	\$0
NOL Carryover	\$0	\$0	(\$132,000)	(\$88,440)	\$0
Capital Gains	\$5,054,654	\$18,119,732	\$8,886,563	\$4,875,659	(\$5,678,415)
CF - Real Estate Investments before Debt Service	(\$3,331,522)	(\$5,441,732)	(\$4,058,753)	(\$2,258,753)	(\$1,024,587)
CF - Investment Holdings before Debt Service	\$0	(\$1,692,009)	(\$2,785,854)	(\$1,010,254)	(\$2,054,863)
Personal Income Adjustments (Optional)	\$0	\$249,255	\$37,686	\$0	\$0
Total Personal Income	\$2,283,302	\$11,639,142	\$2,349,136	\$1,787,213	(\$8,757,865)
Expenses					
Taxes Paid (Optional)	\$308,666	\$433,647	\$286,876	\$285,463	\$0
Personal [Lifestyle] Expenses (Optional)	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Net Personal Income before Debt Service	\$1,874,636	\$11,105,495	\$1,962,260	\$1,401,750	(\$8,857,865)
Debt Service Payments					
Yearly Recurring Debt Payments	\$125,000	\$135,000	\$127,000	\$118,000	\$358,500
Total Approximate Yearly Debt Service Payments	\$125,000	\$135,000	\$127,000	\$118,000	\$358,500
Discretionary Cash Flow	\$1,749,636	\$10,970,495	\$1,835,260	\$1,283,750	(\$9,216,365)
Personal Debt Service Coverage Ratio	15.00	82.26	15.45	11.88	-24.71
Personal Debt to Income Ratio	0.05	0.01	0.05	0.07	-0.04

Jack Mulloy

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Jack Mulloy	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC
Personal Financial Statement	Last Year	12/31/20X1	12/31/20X2
Cash / Checking / Savings / Money Market	\$157,600	\$16,345	\$10,000
Public Company Stocks / Bonds			
Other Liquid or Semi-Liquid Assets on Hand			
Total Liquid and Semi-Liquid Assets on Hand	\$157,600	\$16,345	\$10,000
Closely Held Company	\$6,057,106	\$5,159,784	\$2,025,000
Retirement Accounts	\$25,000	\$10,000	\$0
Furniture / Fixtures	\$80,000	\$80,000	\$5,000
Value of Personal Residence	\$1,500,000	\$1,250,000	\$995,000
Value of Other Non-Investment Properties	\$6,500	\$6,500	\$0
Total Value of Business and Investment Holdings	\$243,333	\$1,393,333	(\$235,000)
Total Assets	\$8,069,539	\$7,915,962	\$2,800,000
Balance of all Credit Cards or LOCs	\$72,860	\$135,000	\$200,000
Total Current Liabilities	\$72,860	\$135,000	\$200,000
All non-mortgage installment loans	\$283,333	\$1,095,000	\$1,350,000
Mortgages on Primary Residence	\$954,540	\$960,000	\$975,000
Total Liabilities	\$1,310,733	\$2,190,000	\$2,525,000
Total Net Worth	\$6,758,806	\$5,725,962	\$275,000
Gross Contingent Liabilities	\$120,776,557	\$123,989,331	\$148,659,456
Net Contingent Liabilities	\$15,256,294	\$21,091,444	\$148,659,456

Tax Return Summary

Jack Mulloy	Major CPA, LLC Personal Tax Return	Major CPA, LLC Personal Tax Return	Major CPA, LLC Personal Tax Return	Major CPA, LLC Personal Tax Return	Major CPA, LLC Personal Tax Return
Income & Expenses	3 years Ago	2 Years Ago	Last Year	12/31/20X1	12/31/20X2
Yearly Gross Wages / Salaries	\$2,875	\$0	\$0	\$0	\$0
Other Regular and Dependable Sources of Income	\$50,135	\$687,775	\$1,515,552	\$2,266,704	(\$854,967)
Taxable Interest	\$1,964	\$5,361	\$7,769	\$9,368	\$0
Ordinary Dividends	\$5,606	\$0	\$0	\$0	\$0
Other Income	\$3,010	\$4,130			
Capital Gains	\$39,555	\$678,284	\$1,507,783	\$2,257,336	(\$854,967)
CF - Real Estate Investments before Debt Service	\$108,183	(\$53,083)	(\$459,193)	(\$683,521)	(\$248,654)
Total Personal Income	\$161,193	\$634,692	\$1,056,359	\$1,583,183	(\$1,103,621)
Expenses					
Taxes Paid (Optional)	\$17,839	\$81,441	\$134,908	\$202,189	\$0
Tax Penalties			\$3,067		
Personal [Lifestyle] Expenses (Optional)	\$32,239	\$100,000	\$100,000	\$100,000	\$20,000
Net Personal Income before Debt Service	\$111,115	\$453,251	\$821,451	\$1,280,994	(\$1,123,621)
Debt Service Payments					
Yearly Recurring Debt Payments	\$52,548	\$63,252	\$151,393	\$338,486	\$368,563
Total Approximate Yearly Debt Service Payments	\$52,548	\$63,252	\$151,393	\$338,486	\$368,563
Discretionary Cash Flow	\$58,567	\$389,999	\$670,058	\$942,508	(\$1,492,184)
Personal Debt Service Coverage Ratio	2.11	7.17	5.43	3.78	-3.05
Personal Debt to Income Ratio	0.33	0.10	0.14	0.21	-0.33

Guarantors' Provided CRE Schedule

Guarantors' Commercial Real Estate Schedule

Construction Properties	% Complete	Expected NOI	Market Cap Rate	Market Value	Amounts Owed	Recourse Amounts			Rick
						Adam	Jack		
Trophy Properties, LLC	60%	\$ 81,400	5.25%	\$ 1,550,476	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000		NA
Trophy Properties, LLC	80%	\$ 243,600	6.00%	\$ 4,060,000	\$ 2,300,000	\$ 2,300,000	\$ 2,300,000		NA
Courtyard Marriott, LLC	90%	\$ 441,000	7.00%	\$ 6,300,000	\$ 5,670,000	\$ 6,300,000	\$ 6,300,000		NA
				\$ 11,910,476	\$ 8,970,000	\$ 9,600,000	\$ 9,600,000	\$	-

Stablized Properties	Last Year NOI	Last Year ADS	Last Year Cash Flow	Cash Flow Distributions			Market Cap Rate	Market Value
				Adam	Jack	Rick		
Panera 3, LLC	\$ 385,468	\$ 381,651	\$ 3,817	\$ 2,672	\$ 1,145	\$ -	6.00%	\$ 6,424,467
Chipotle 5, LLC	\$ 137,652	\$ 107,541	\$ 30,111	\$ 15,056	\$ 13,550	\$ 1,506	6.50%	\$ 2,117,723
				\$ 17,727	\$ 14,695	\$ 1,506		\$ 8,542,190



OK Corral
dba Corner Mart

OK Corral – Balance Sheet

Corner Mart dba OK Corral	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	Round 2	Round 3
	12 months	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return
Cash (Bank Funds)				\$26,777	\$58,612
Ending Inventory				\$2,199,441	\$2,429,587
Beginning Inventory				\$2,354,864	\$2,199,441
Plus Purchases - Fuel				\$2,561,492	\$2,844,653
Plus Purchases - Store				\$1,452,971	\$1,680,476
Less COGS				\$4,169,886	\$4,294,983
Total Current Assets				\$2,226,218	\$2,488,199
Property Improvements				\$465,000	\$429,684
Less Accumulated Depreciation				(\$35,316)	(\$32,634)
Net Property Improvements				\$429,684	\$397,049
Land				\$0	\$0
Net Fixed Assets				\$429,684	\$397,049
Other Non Current Assets				\$0	\$0
Total Assets				\$2,655,902	\$2,885,248

NEWLY FORMED ENTITY

NEWLY FORMED ENTITY

NEWLY FORMED ENTITY

Corner Mart dba OK Corral	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	Round 2	Round 3
	12 months	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return
Accrued Expenses				\$0	\$0
Current Portion of Long Term Debt				\$0	\$0
Prior Current Portion of Long Term Debt					
Other Current Liabilities				\$0	\$0
Total Current Liabilities				\$0	\$0
Notes Payable / Senior Debt				\$2,000,000	\$1,850,000
Notes to Members				\$0	\$0
Total Long Term Liabilities				\$2,000,000	\$1,850,000
Total Liabilities				\$2,000,000	\$1,850,000
Paid in Capital				\$367,504	\$367,504
Ending Retained Earnings				\$288,398	\$667,744
Total Equity	\$0	\$0	\$0	\$655,902	\$1,035,248
Total Liabilities + Equity	\$0	\$0	\$0	\$2,655,902	\$2,885,248
Total Assets - (Total Liabilities + Equity)	\$0	\$0	\$0	(\$0)	(\$0)

NEWLY FORMED ENTITY

NEWLY FORMED ENTITY

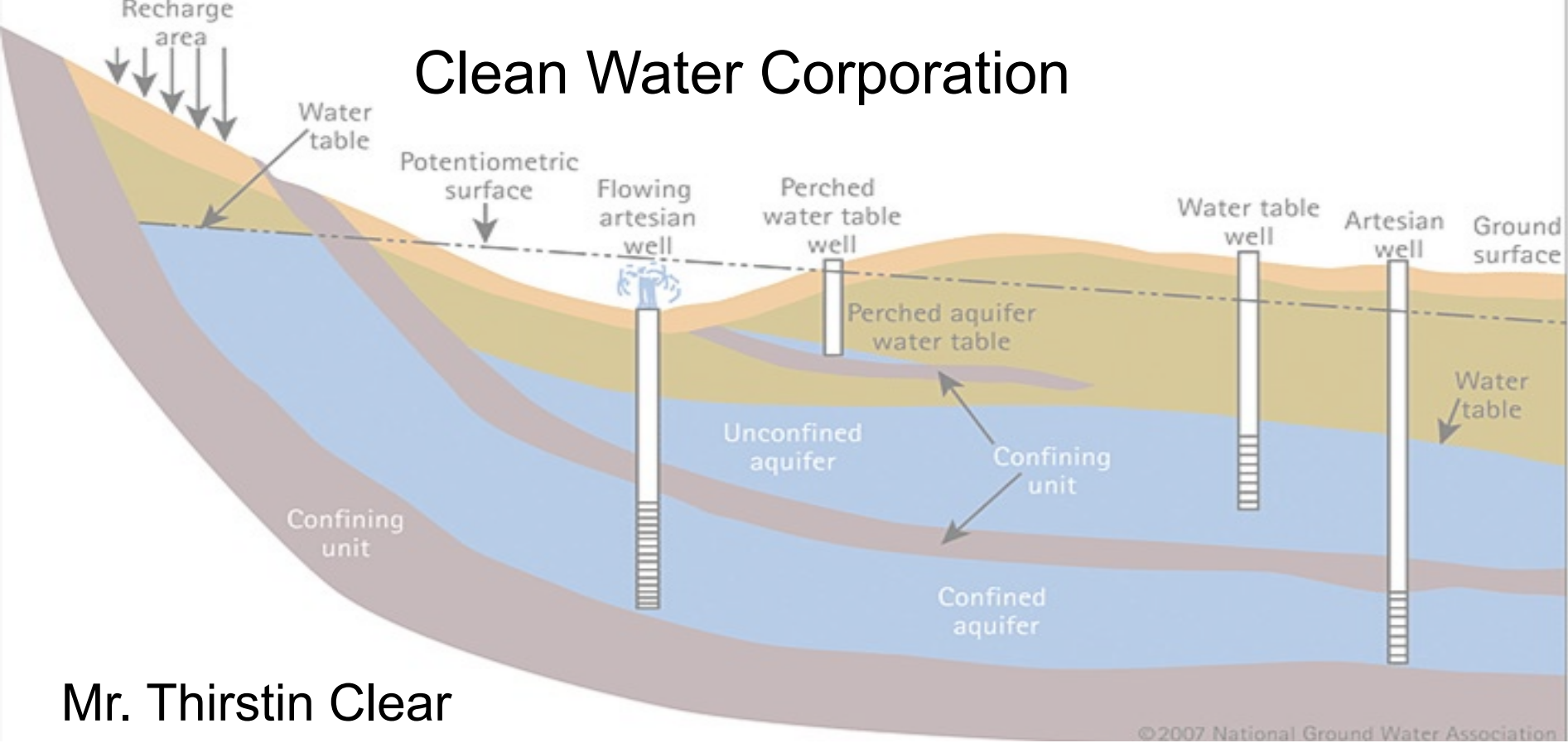
NEWLY FORMED ENTITY

OK Corral – Income Statement

Corner Mart dba OK Corral

	Provided by Seller				
	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago 12 months	2 Years Ago 12 months	Last Year 12 months	Round 2 12 months	Round 3 12 months
Income Statement	Tax Return	Tax Return	Tax Return	Tax Return	Tax Return
Total Revenue	\$6,114,407	\$5,135,857	\$4,753,207	\$5,110,265	\$5,366,577
<i>Sales - Fuel</i>	\$3,049,541	\$2,561,492	\$2,366,243	\$2,320,183	\$2,389,453
<i>Sales - C-Store</i>	\$2,910,391	\$2,444,612	\$2,300,852	\$2,622,971	\$2,850,785
<i>Sales - Rental Instore</i>	\$37,918	\$75,703	\$86,112	\$81,806	\$77,974
<i>Sales - Other</i>	\$116,557	\$54,050	\$0	\$85,304	\$48,365
Cost of Sales (COGS)	\$5,307,511	\$4,014,463	\$3,815,724	\$4,169,886	\$4,294,983
Gross Profit	\$806,896	\$1,121,394	\$937,483	\$940,379	\$1,071,594
Depreciation	\$19,520	\$20,635	\$0	\$35,316	\$32,634
Overhead or S,G,& A Expenses	\$788,464	\$1,082,819	\$820,306	\$520,532	\$533,165
<i>Payroll</i>	\$298,760	\$362,759	\$342,687	\$168,917	\$173,984
<i>Ground Lease</i>	\$115,176	\$115,176	\$115,176	\$115,176	\$118,631
<i>Paid to Related Party</i>	\$107,476	\$84,936	\$120,005	\$0	\$0
<i>Inventory Theft/Shrinkage</i>	\$0	\$202,406	\$0	\$0	\$0
<i>Other SG&A</i>	\$267,052	\$317,542	\$242,438	\$236,439	\$240,550
Total Operating Expenses	\$807,984	\$1,103,454	\$820,306	\$555,848	\$565,799
Operating Profit	(\$1,088)	\$17,940	\$117,177	\$384,531	\$505,795
Interest Expense	\$0	\$0	\$0	\$205,000	\$189,625
Unadjusted EBITDA	\$18,432	\$38,575	\$117,177	\$419,847	\$538,429
EBITDA Adjustments	\$0	\$0	\$0	\$0	\$0
EBITDA	\$18,432	\$38,575	\$117,177	\$419,847	\$538,429
Net Profit Before Taxes	(\$1,088)	\$17,940	\$117,177	\$384,531	\$505,795
Taxes Paid	\$0	\$4,485	\$29,294	\$96,133	\$126,449
Net Income	(\$1,088)	\$13,455	\$87,883	\$288,398	\$379,346

Clean Water Corporation



Mr. Thirstin Clear

Accepting Term Sheets

Clean Water Corp – Balance Sheet

Clean Water Corporation	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	
	12 months	12 months	12 months	12 months
Balance Sheet	Review	Audit	Audit	Audit
Cash (Bank Funds)	\$133,076	\$277,383	\$109,467	\$322,542
Accounts Receivable	\$2,197,765	\$2,007,827	\$3,155,854	\$4,826,953
Inventory	\$1,435,673	\$1,507,350	\$1,544,587	\$1,642,330
Other Current Assets	\$632,942	\$1,118,952	\$1,292,102	\$1,603,743
Costs in Excess of Billings	\$632,942	\$1,118,952	\$1,199,118	\$1,486,619
Prepaid Expenses	\$0	\$0	\$92,984	\$117,124
Total Current Assets	\$4,399,456	\$4,911,512	\$6,102,010	\$8,395,568
Gross Fixed Assets	\$10,265,803	\$11,887,032	\$13,836,331	\$16,936,073
Machinery and Equipment	\$9,831,781	\$11,135,568	\$13,076,762	\$14,888,278
Office Furniture and Equipment	\$91,214	\$98,658	\$101,049	\$115,802
Leasehold Improvements	\$342,808	\$652,806	\$658,520	\$697,355
Operating Lease - Right to Use Asset	\$0	\$0	\$0	\$1,234,638
Milton Real Estate	\$0	\$0	\$0	\$0
Accumulated Depreciation	\$1,827,386	\$2,169,257	\$2,673,461	\$3,170,840
Net Fixed Assets	\$8,438,417	\$9,717,775	\$11,162,870	\$13,765,233
Other Assets	\$56,566	\$57,266	\$147,199	\$103,847
Total Assets	\$12,894,439	\$14,686,553	\$17,412,079	\$22,264,648

Clean Water Corporation	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	
	12 months	12 months	12 months	12 months
Balance Sheet	Review	Audit	Audit	Audit
Accounts Payable	\$828,622	\$830,634	\$1,087,726	\$1,150,233
Short Term Debt	\$3,375,688	\$2,814,042	\$3,384,055	\$3,547,304
Current Portion of Long Term Debt	\$642,860	\$854,901	\$1,025,019	\$1,232,354
Prior Current Portion of Long Term Debt				
Other Current Liabilities	\$74,403	\$47,559	\$107,532	\$242,552
Total Current Liabilities	\$4,921,573	\$4,547,136	\$5,604,332	\$6,172,443
Notes Payable / Senior Debt	\$1,671,584	\$2,676,298	\$2,583,202	\$4,435,873
Notes Payable / Subordinated Debt	\$1,385,622	\$1,376,863	\$1,721,484	\$1,705,523
Due to Stockholder	\$335,622	\$326,863	\$671,484	\$655,523
Due to Family Holding, LLC	\$1,050,000	\$1,050,000	\$1,050,000	\$1,050,000
Total Long Term Liabilities	\$3,057,206	\$4,053,161	\$4,304,686	\$6,141,396
Total Liabilities	\$7,978,779	\$8,600,297	\$9,909,018	\$12,313,839
Common Stock	\$600	\$600	\$600	\$600
Additional Paid-in Capital	\$895,000	\$895,000	\$895,000	\$895,000
Ending Retained Earnings	\$4,020,060	\$5,190,656	\$6,607,461	\$9,055,209
Total Equity	\$4,915,660	\$6,086,256	\$7,503,061	\$9,950,809
Total Liabilities + Equity	\$12,894,439	\$14,686,553	\$17,412,079	\$22,264,648
Total Assets - (Total Liabilities + Equity)	\$0	\$0	\$0	\$0

Clean Water Corp Income Statement

Clean Water Corporation	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	+1
	12 months	12 months	12 months	12 months
Income Statement	Review	Audit	Audit	Audit
Sales (Income)	\$12,908,822	\$12,689,402	\$16,425,453	\$22,551,641
COGS	\$318,340	\$410,354	\$552,252	\$674,647
Depreciation	\$10,348,486	\$10,332,090	\$12,658,268	\$17,321,391
Depreciation (COGS-related)	\$318,340	\$410,354	\$552,252	\$674,647
Gross Profit	\$2,560,336	\$2,357,312	\$3,767,185	\$5,230,250
Depreciation	\$21,410	\$35,018	\$38,367	\$42,776
Overhead or S,G,& A Expenses	\$1,436,290	\$1,538,774	\$1,914,863	\$2,208,613
G & A Payroll Expense	\$426,921	\$472,335	\$1,429,350	\$546,274
Rent	\$230,435	\$228,709	\$251,964	\$270,965
Advertising	\$39,496	\$15,853	\$40,279	\$84,538
Repairs and maintenance	\$86,738	\$96,053	\$46,404	\$189,696
Taxes and licenses	\$87,036	\$81,238	\$154,956	\$107,650
Total Operating Expenses	\$1,457,700	\$1,573,792	\$1,953,230	\$2,251,389
Operating Profit	\$1,102,636	\$783,520	\$1,813,955	\$2,978,861
Interest Expense	\$317,159	\$284,211	\$322,588	\$450,636
Other Income	\$0	\$751,082	\$0	\$0
Other Expenses	\$0	\$50,465	\$18,434	\$35,926
Unadjusted EBITDA	\$1,442,386	\$1,929,509	\$2,386,140	\$3,660,358
EBITDA Adjustments	\$112,160	(\$541,511)	\$195,538	\$285,270
Rent Add Back due to Related Party	\$112,160	\$159,106	\$177,104	\$249,344
Nonrecurring Loss on Sale of Assets	\$0	\$50,465	\$18,434	\$35,926
PPP Loan	\$0	(\$751,082)	\$0	\$0
EBITDA	\$1,554,546	\$1,387,998	\$2,581,678	\$3,945,628
Net Profit Before Taxes	\$785,477	\$1,199,926	\$1,472,933	\$2,492,299
Taxes Paid	\$0	\$29,330	\$56,128	\$44,551
Provision for Income Taxes	\$0	\$29,330	\$56,128	\$44,551
Net Income	\$785,477	\$1,170,596	\$1,416,805	\$2,447,748

Clean Water Corp

UCA Cash Flow

Clean Water Corporation	3 years Ago	2 Years Ago	Last Year	+1
UCA Cash Flow Statement	Review	Audit	Audit	Audit
Sales (Income)		\$12,689,402	\$16,425,453	\$22,551,641
Decrease (Increase) in Accounts Receivable		\$189,938	(\$1,148,027)	(\$1,671,099)
Cash Collected from Sales		\$12,879,340	\$15,277,426	\$20,880,542
Cost of Sales (COGS)		(\$10,332,090)	(\$12,658,268)	(\$17,321,391)
Depreciation (COGS-related)		\$410,354	\$552,252	\$674,647
Decrease (Increase) in Inventory		(\$71,677)	(\$37,237)	(\$97,743)
Increase (Decrease) in Accounts Payable		\$2,012	\$257,092	\$62,507
Cash Paid to Suppliers		(\$9,991,401)	(\$11,886,161)	(\$16,681,980)
Cash from Trading Activities		\$2,887,939	\$3,391,265	\$4,198,562
Overhead or S,G,&A Expenses		(\$1,538,774)	(\$1,914,863)	(\$2,208,613)
Decrease (Increase) in Other Current Assets		(\$486,010)	(\$173,150)	(\$311,641)
Increase (Decrease) in Other Current Liabilities		(\$26,844)	\$59,973	\$135,020
Cash Paid for Operating Costs		(\$2,051,628)	(\$2,028,040)	(\$2,385,234)
Cash after Operations		\$836,311	\$1,363,225	\$1,813,328
Other Income		\$751,082	\$0	\$0
Other Expenses		(\$50,465)	(\$18,434)	(\$35,926)
Taxes Paid		(\$29,330)	(\$56,128)	(\$44,551)
Other Income (Expense) and Taxes Paid		\$671,287	(\$74,562)	(\$80,477)
Net Cash after Operations		\$1,507,598	\$1,288,663	\$1,732,851
Dividends Paid / Withdrawals		\$0	\$0	\$0
Interest Expense		(\$284,211)	(\$322,588)	(\$450,636)
Cash Paid for Dividends and Interest		(\$284,211)	(\$322,588)	(\$450,636)
Net Cash Income		\$1,223,387	\$966,075	\$1,282,215
Current Portion Long Term Debt		(\$642,860)	(\$854,901)	(\$1,025,019)
Cash after Debt Amortization		\$580,527	\$111,174	\$257,196
Decrease (Increase) in Gross Fixed Assets		(\$1,621,229)	(\$1,949,299)	(\$3,099,742)
Increase (Decrease) in Accumulated Depreciation		\$341,871	\$504,204	\$497,379
Total Depreciation Expense		(\$445,372)	(\$590,619)	(\$717,423)
Change in Net Fixed Assets		(\$1,724,730)	(\$2,035,714)	(\$3,319,786)
Decrease (Increase) in Other Assets		(\$700)	(\$89,933)	\$43,352
Change in Investments		(\$700)	(\$89,933)	\$43,352
Cash Paid for Plant and Investments		(\$1,725,430)	(\$2,125,647)	(\$3,276,434)
Financing Surplus (Requirements)		(\$1,144,903)	(\$2,014,473)	(\$3,019,238)
Increase (Decrease) in Short Term Debt		(\$561,646)	\$570,013	\$163,249
Increase (Decrease) in Long Term Liabilities		\$1,850,856	\$1,276,544	\$3,069,064
Total External Financing		\$1,289,210	\$1,846,557	\$3,232,313
Cash after Financing		\$144,307	(\$167,916)	\$213,075
Total Change in Cash & Equivalents		\$144,307	(\$167,916)	\$213,075
Beginning Cash & Equivalents		\$133,076	\$277,383	\$109,467
Ending Cash & Equivalents		\$277,383	\$109,467	\$322,542
Unexplained Change in Cash on Balance Sheet		\$0	\$0	\$0

Clean Water Corp

Industry Comparisons

Clean Water Corporation

		Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC	Accrual Method Major CPA, LLC
	Industry Averages	3 years Ago 12 months	2 Years Ago 12 months	Last Year 12 months	+1 12 months
Liquidity Ratios	<i>On 1,817 Statements</i>	Review	Audit	Audit	Audit
Current Ratio	2.38	0.89	1.08	1.09	1.36
Quick Ratio	1.91	0.47	0.50	0.58	0.83
Working Capital	--	(\$522,117)	\$364,376	\$497,678	\$2,223,125
Financial Leverage / Coverage Ratios					
Total Equity	--	\$4,915,660	\$6,086,256	\$7,503,061	\$9,950,809
Debt to Equity Ratio	1.54	1.62	1.41	1.32	1.24
Tangible Net Worth	--	\$4,915,660	\$6,086,256	\$7,503,061	\$9,950,809
Debt to Tangible Net Worth Ratio	--	1.62	1.41	1.32	1.24
Debt Service	--	\$1,035,176	\$1,056,937	\$1,512,274	\$1,724,999
Debt Service Coverage Ratio	6.69	1.50	1.31	1.71	2.29
Senior Debt to Cash Flow	--	1.49	2.54	1.40	1.44
Debt to Cash Flow	--	5.13	6.20	3.84	3.12
Debt to Capitalization	--	61.88%	58.56%	56.91%	55.31%
Profitability Ratios					
Operating Profit Margin	8.46%	8.54%	6.17%	11.04%	13.21%
Net Profit Margin	8.18%	6.08%	9.46%	8.97%	11.05%
Return on Equity	34.69%	15.98%	19.23%	18.88%	24.60%
Return on Assets	15.13%	6.09%	7.97%	8.14%	10.99%
Activity / Efficiency Ratios					
Accounts Receivable Days	71.21 Days	62.14 Days	57.75 Days	70.13 Days	78.12 Days
Accounts Payable Days	42.83 Days	29.23 Days	29.34 Days	31.36 Days	24.24 Days
Inventory Days	6.61 Days	50.64 Days	53.25 Days	44.54 Days	34.61 Days
Gross Fixed Asset Turnover	3.53	1.26	1.07	1.19	1.33
Inventory Days	6.61	0.00	0.00	0.00	0.00
Performance Ratios					
Sales (Income) Growth Rate	17.94%	--	-1.70%	29.44%	37.30%
Gross Profit Margin	21.18%	19.83%	18.58%	22.94%	23.19%
Net Income Growth Rate	--	--	49.03%	21.03%	72.77%

Thirstin Clear

Personal Financial Statement (PFS) and Tax Returns

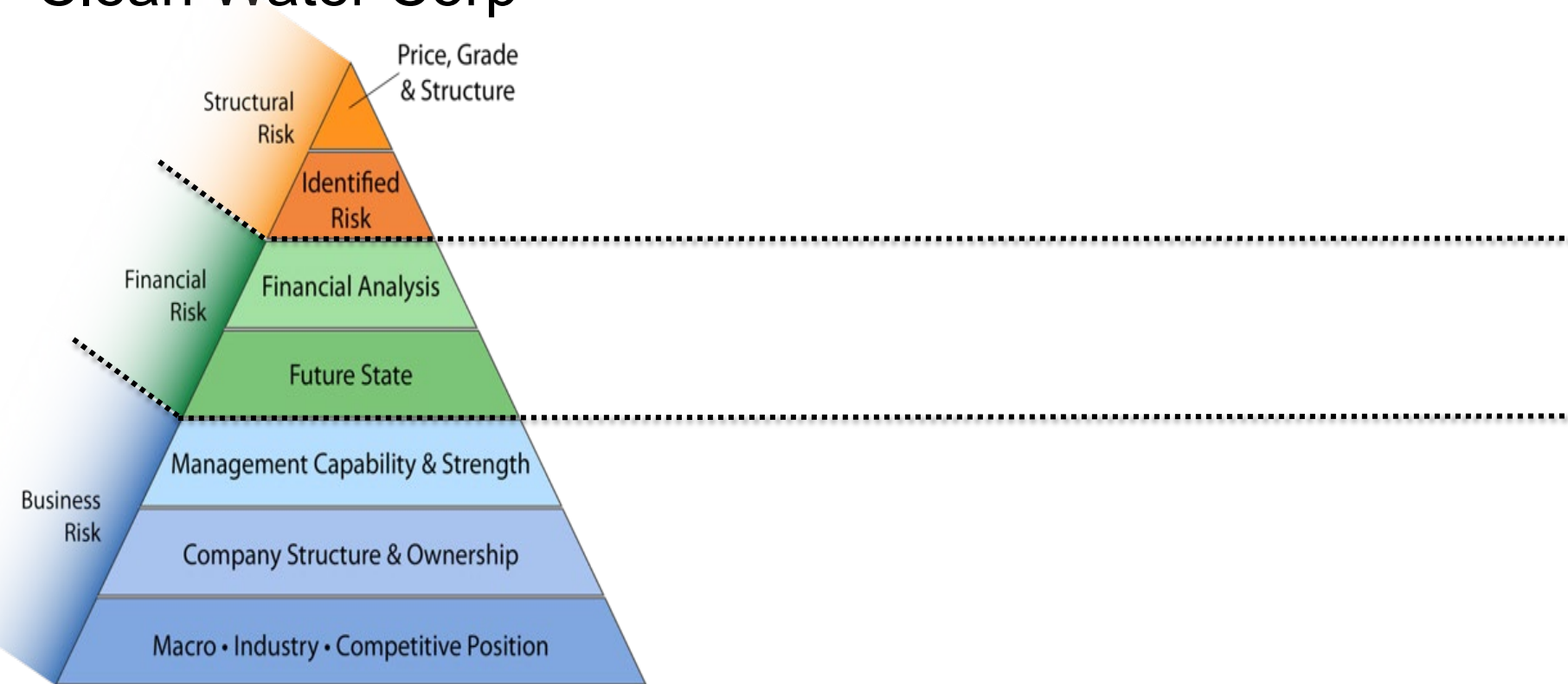
Personal Financial Statement Summary

Thirstin Clear	Major CPA, LLC	Major CPA, LLC
	Personal Tax Return	Personal Tax Return
Personal Financial Statement	Last Year	+1
Cash / Checking / Savings / Money Market	\$238,108	\$273,485
Public Company Stocks / Bonds	\$1,367,215	\$1,752,353
Other Liquid or Semi-Liquid Assets on Hand	\$0	\$0
Total Liquid and Semi-Liquid Assets on Hand	\$1,605,323	\$2,025,838
Closely Held Company Stock	\$1,857,553	\$1,999,566
Automobiles	\$100,000	\$100,000
Furniture / Fixtures	\$20,000	\$20,000
Other Personal Assets	\$3,751,834	\$4,092,505
Notes Receivable	\$3,651,834	\$3,992,505
Machinery	\$100,000	\$100,000
Value of Personal Residence	\$53,476	\$3,476
Value of Other Non-Investment Properties	\$2,285,000	\$2,385,000
Total Value of Business and Investment Holdings	\$7,160,883	\$8,507,460
Total Assets	\$16,834,069	\$19,133,845
Comments		
Total Liabilities	\$0	\$0
Total Net Worth	\$16,834,069	\$19,133,845
Contingent Liabilities	\$4,314,017	\$5,333,990
Biz LOC	\$1,362,166	\$2,205,000
Biz Term Debt	\$1,499,975	\$1,770,916
Buddy Bank LOC	\$321,876	\$169,055
All R Welcome Credit Union LOC	\$1,130,000	\$1,189,019

Tax Return Summary

Thirstin Clear	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC
	Personal Tax Return	Personal Tax Return	Personal Tax Return	Personal Tax Return
Income & Expenses	3 years Ago	2 Years Ago	Last Year	+1
Yearly Gross Wages / Salaries	\$0	\$0	\$0	\$0
Other Regular and Dependable Sources of Income	(\$187,649)	(\$172,094)	\$20,922	(\$156,386)
Taxable Interest	\$0	\$0	\$18,803	\$16,896
Ordinary Dividends	\$0	\$0	\$4,956	\$12,124
Social Security Benefits	\$0	\$0	\$29,545	\$29,933
NOL Carryover	\$0	\$0	(\$37,686)	(\$261,267)
Schedule D Income	\$0	\$0	\$5,304	\$46,128
Cash Flow from Real Estate Investments before Debt Service	\$88,835	\$151,918	\$154,914	\$148,134
Cash Flow from Business and Investment Holdings before Debt Service	\$0	\$0	\$26,675	\$87,972
Personal Income Adjustments (Optional)	\$248,255	\$249,255	\$37,686	\$261,267
NOL Carryover	\$248,255	\$249,255	\$37,686	\$261,267
Total Personal Income	\$149,441	\$229,079	\$240,197	\$340,987
Expenses				
Taxes Paid (Optional)	\$793	\$13,085	\$26,500	\$11,233
Personal [Lifestyle] Expenses (Optional)	\$20,000	\$20,000	\$20,000	\$20,000
Net Personal Income before Debt Service	\$128,648	\$195,994	\$193,697	\$309,754
Debt Service Payments				
Yearly Recurring Debt Payments	\$2,040	\$312	\$1,716	\$1,218
Total Approximate Yearly Debt Service Payments	\$2,040	\$312	\$1,716	\$1,218
Discretionary Cash Flow	\$126,608	\$195,682	\$191,981	\$308,536
Personal Debt Service Coverage Ratio	63.06	628.21	112.88	254.31
Personal Debt to Income Ratio	0.02	0.00	0.01	0.00

Clean Water Corp





ZBP, LLC

Mr. Zach Castille

Mr. Brian Fernandez

Mr. Paul Nix

Round 1

Not Accepting Term Sheets

ZBP, LLC – Balance Sheet

ZBP, LLC	Cash Method Major CPA, LLC	Cash Method Major CPA, LLC	Cash Method Major CPA, LLC	Cash Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	+1
	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return
Cash (Bank Funds)				\$33,694
Total Current Assets				\$33,694
Property Improvements	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	\$1,300,000
Less Accumulated Depreciation				\$32,911
Net Property Improvements				\$1,267,089
Land				\$500,000
Net Fixed Assets				\$1,767,089
Other Non Current Assets				\$0
Total Assets				\$1,800,783

ZBP, LLC	Cash Method Major CPA, LLC	Cash Method Major CPA, LLC	Cash Method Major CPA, LLC	Cash Method Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	+1
	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return
Current Portion of Long Term Debt				
Prior Current Portion of Long Term Debt				
Other Current Liabilities	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	
Total Current Liabilities				
Notes Payable / Senior Debt				\$1,350,000
Notes to Members				
Total Long Term Liabilities				\$1,350,000
Total Liabilities				\$1,350,000
Paid in Capital				\$450,000
Ending Retained Earnings				\$783
Total Equity	\$0	\$0	\$0	\$450,783
Total Liabilities + Equity	\$0	\$0	\$0	\$1,800,783
Total Assets - (Total Liabilities + Equity)	\$0	\$0	\$0	(\$0)

ZBP, LLC – Income Statement

ZBP, LLC

Cash Major CPA, LLC Cash Major CPA, LLC Cash Major CPA, LLC Cash Major CPA, LLC

3 years Ago 2 Years Ago Last Year +1

12 months 12 months 12 months 12 months

Income Statement	Tax Return	Tax Return	Tax Return	Tax Return
Sales (Income)				\$178,654
COGS/Depreciation				\$0
Cost of Sales (COGS)				\$0
Depreciation (COGS-related)				
Gross Profit				\$178,654
Depreciation				\$32,911
Property Tax				\$31,847
Insurance				\$4,860
Water and Sewer				\$12,420
Gas and Electric				\$2,760
Repairs and Maintenance				\$8,100
Super-Intendent				\$3,708
Total Operating Expenses				\$96,606
Operating Profit				\$82,048
Interest Expense				\$78,000
Other Expenses				\$3,265
Unadjusted EBITDA				\$111,694
EBITDA Adjustments				\$0
EBITDA				\$111,694
Net Profit Before Taxes				\$783
Taxes Paid				\$0
Net Income				\$783

Projected Income Statement

	Annually
Potential Rental Income (PRI)	\$200,836
Less: MF vacancy at: 8.00%	\$16,067
Plus: Other Income (Laundry)	\$3,000
Effective Gross Income (EGI)	\$187,769
Less: Operating Expenses ¹	\$53,269
Projected Net Operating Income	\$134,500

1. Operating Expense Detail:

Property Tax	\$31,469
Insurance	\$3,600
Water and Sewer	\$9,000
Gas and Electric	\$2,000
Repairs and Maintenance	\$3,600
Super-Intendent	\$3,600
Total Operating Expenses	\$53,269

Operating Expenses as a % of PRI: 26.5%

Rent Roll as of 12/31

Apt #	Tenant	# Bedrooms	Montly Rent	Annual Rent	In Place Rents
1	Cruz	2	\$ 1,050	\$ 12,600	\$ 12,600
2	Lawton	2	\$ 1,050	\$ 12,600	\$ 12,600
3	VACANT	3		\$ 24,000	\$ -
4	Smith	2	\$ 1,047	\$ 12,564	\$ 12,564
5	Johnson	3	\$ 1,206	\$ 14,472	\$ 14,472
6	Lee	3	\$ 2,000	\$ 24,000	\$ 24,000
7	VACANT	2		\$ 22,000	\$ -
8	Miller	3	\$ 1,200	\$ 14,400	\$ 14,400
9	Garcia	3	\$ 1,200	\$ 14,400	\$ 14,400
10	Brown	2	\$ 1,050	\$ 12,600	\$ 12,600
11	VACANT	3		\$ 24,000	\$ -
12	Anderson	3	\$ 1,100	\$ 13,200	\$ 13,200
			Subtotal:	\$ 200,836	\$ 130,836

Guarantors' Combined Personal Financial Statements and Tax Returns

Personal Financial Statement Summary

Guarantors' Combined

Personal Financial Statement	Last Year	+1
Cash / Checking / Savings / Money Market	\$8,083,950	\$8,568,987
Public Company Stocks / Bonds	\$9,941,644	\$10,239,893
Total Liquid and Semi-Liquid Assets on Hand	\$18,025,594	\$18,808,880
Notes and Contracts Receivable		
Cash Value of Life Insurance	\$1,755,000	\$1,860,300
Personal Property (autos, jewelry, etc.)	\$493,000	\$507,790
Retirement Accounts	\$1,885,585	\$1,998,720
Closely Held Entities	\$17,731,224	\$18,263,161
Investment Real Estate	\$53,889,727	\$55,506,419
Total Assets	\$93,780,130	\$96,945,270
Balance of all Credit Cards or LOCs	\$19,214	\$19,790
Total Current Liabilities	\$19,214	\$19,790
Personal Residence	\$1,056,817	\$1,025,112
Automobile Loans	\$15,685	\$0
Investment Real Estate Mortgages	\$17,681,490	\$17,416,268
Total Liabilities	\$18,773,206	\$18,461,171
Total Net Worth	\$75,006,924	\$78,484,099

Tax Return Summary

Guarantors' Combined

	Tax Return Last Year	Tax Return +1
Income & Expenses		
Yearly Gross Wages / Salaries	\$2,103,450	\$2,177,680
Other Regular and Dependable Sources of Income	\$1,942,396	\$2,013,170
Taxable Interest & Dividends	\$107,761	\$112,855
Capital Gains (Losses)	\$1,834,635	\$1,900,315
Cash Flow from Real Estate Investments	\$314,823	\$391,290
Cash Flow from Partnerships	(\$329,140)	\$143,917
Total Personal Income	\$4,031,529	\$4,726,057
Expenses		
Itemized Deductions	\$41,521	\$51,671
Taxes Paid (Optional)	\$1,975,036	\$2,136,283
Personal [Lifestyle] Expenses (Optional)	\$860,638	\$930,293
Net Personal Income before Debt Service	\$1,154,334	\$1,607,811
Debt Service Payments		
Residential Mortgages	\$112,140	\$112,140
Auto Loans	\$11,232	\$5,964
Credit Cards	\$20,261	\$25,168
Business Loan Payments	\$2,796	\$2,796
Total Approximate Yearly Debt Service Payments	\$146,429	\$146,068
Discretionary Cash Flow	\$1,007,905	\$1,461,743
Personal Debt Service Coverage Ratio	7.88	11.01
Personal Debt to Income Ratio	0.04	0.03

Brian Fernandez

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Tax Return Summary

Brian Fernandez

Personal Financial Statement	Last Year	+1
Cash / Checking / Savings / Money Market	\$583,061	\$618,045
Public Company Stocks / Bonds	\$67,000	\$69,010
Total Liquid and Semi-Liquid Assets on Hand	\$650,061	\$687,055
Notes and Contracts Receivable		
Personal Property (autos, jewelry, etc.)	\$43,000	\$44,290
Investment Real Estate	\$5,389,000	\$5,550,670
Total Assets	\$6,082,061	\$6,282,015
Balance of all Credit Cards or LOCs	\$5,584	\$5,752
Total Current Liabilities	\$5,584	\$5,752
Personal Residence	\$516,564	\$501,067
Automobile Loans	\$1,758	\$0
Investment Real Estate Mortgages	\$1,392,075	\$1,371,194
Total Liabilities	\$1,915,981	\$1,878,012
Total Net Worth	\$4,166,080	\$4,404,002

Brian Fernandez

Income & Expenses	Tax Return Last Year	Tax Return +1
Yearly Gross Wages / Salaries	\$30,000	\$30,000
Other Regular and Dependable Sources of Income	\$1,116	\$1,239
Taxable Interest & Dividends	\$1,116	\$1,239
Capital Gains (Losses)	\$0	\$0
Cash Flow from Real Estate Investments	(\$13,345)	\$26,690
Cash Flow from Partnerships	\$53,036	\$71,599
Total Personal Income	\$70,807	\$129,527
Expenses		
Itemized Deductions	\$13,856	\$18,957
Taxes Paid (Optional)	\$846	\$1,345
Personal [Lifestyle] Expenses (Optional)	\$14,161	\$15,165
Net Personal Income before Debt Service	\$41,944	\$94,060
Debt Service Payments		
Residential Mortgages	\$75,684	\$75,684
Auto Loans	\$5,268	\$0
Credit Cards	\$2,244	\$3,200
Business Loan Payments	\$2,796	\$2,796
Total Approximate Yearly Debt Service Payments	\$85,992	\$81,680
Discretionary Cash Flow	(\$44,048)	\$12,380
Personal Debt Service Coverage Ratio	0.49	1.15
Personal Debt to Income Ratio	1.21	0.63

Paul Nix

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Tax Return Summary

Paul Nix

Paul Nix

Personal Financial Statement	Last Year	+1
Cash / Checking / Savings / Money Market	\$6,394,806	\$6,778,494
Public Company Stocks / Bonds	\$9,798,904	\$10,092,871
Total Liquid and Semi-Liquid Assets on Hand	\$16,193,710	\$16,871,365
Notes and Contracts Receivable	\$16,686,380	\$16,519,516
Cash Value of Life Insurance	\$1,755,000	\$1,860,300
Personal Property (autos, jewelry, etc.)	\$150,000	\$154,500
Retirement Accounts	\$1,885,585	\$1,998,720
Closely Held Entities	\$17,731,224	\$18,263,161
Investment Real Estate	\$19,198,607	\$19,774,565
Total Assets	\$73,600,506	\$75,442,128
Balance of all Credit Cards or LOCs	\$10,104	\$10,407
Total Current Liabilities	\$10,104	\$10,407
Personal Residence	\$0	\$0
Automobile Loans	\$13,927	\$0
Investment Real Estate Mortgages	\$1,715,000	\$1,689,275
Total Liabilities	\$1,739,031	\$1,699,682
Total Net Worth	\$71,861,475	\$73,742,446

	Joint Tax Return	Joint Tax Return
Income & Expenses	Last Year	+1
Yearly Gross Wages / Salaries	\$2,073,450	\$2,147,680
Other Regular and Dependable Sources of Income	\$1,923,308	\$1,992,162
Taxable Interest & Dividends	\$88,673	\$91,847
Capital Gains (Losses)	\$1,834,635	\$1,900,315
Cash Flow from Real Estate Investments	\$328,168	\$339,916
Cash Flow from Partnerships	(\$92,553)	\$95,866
Total Personal Income	\$4,232,373	\$4,575,625
Expenses		
Itemized Deductions	\$17,285	\$19,256
Taxes Paid (Optional)	\$1,973,894	\$2,133,980
Personal [Lifestyle] Expenses (Optional)	\$846,477	\$915,128
Net Personal Income before Debt Service	\$1,394,717	\$1,507,261
Debt Service Payments		
Residential Mortgages	\$0	\$0
Auto Loans	\$5,964	\$5,964
Credit Cards	\$17,376	\$21,568
Business Loan Payments	\$0	\$0
Total Approximate Yearly Debt Service Payments	\$23,340	\$27,532
Discretionary Cash Flow	\$1,371,377	\$1,479,729
Personal Debt Service Coverage Ratio	59.76	54.75
Personal Debt to Income Ratio	0.01	0.01

Zack Castille

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Tax Return Summary

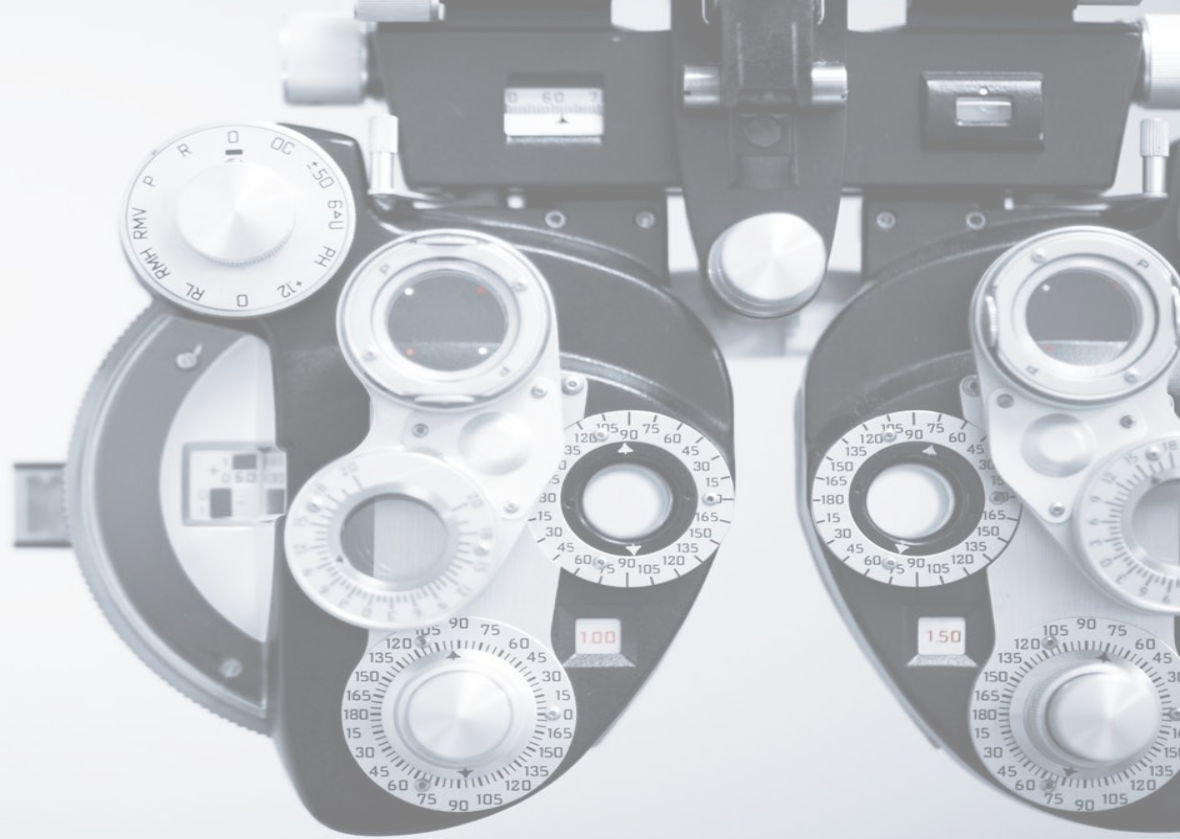
Zack Castille

Personal Financial Statement	Last Year	+1
Cash / Checking / Savings / Money Market	\$1,106,083	\$1,172,448
Public Company Stocks / Bonds	\$75,740	\$78,012
Total Liquid and Semi-Liquid Assets on Hand	\$1,181,823	\$1,250,460
Notes and Contracts Receivable	\$348,000	\$344,520
Cash Value of Life Insurance	\$0	\$0
Personal Property (autos, jewelry, etc.)	\$300,000	\$309,000
Retirement Accounts	\$0	\$0
Closely Held Entities	\$0	\$0
Investment Real Estate	\$29,302,120	\$30,181,184
Total Assets	\$31,131,943	\$32,085,164
Balance of all Credit Cards or LOCs	\$3,526	\$3,632
Total Current Liabilities	\$3,526	\$3,632
Personal Residence	\$540,253	\$524,045
Automobile Loans	\$0	\$0
Investment Real Estate Mortgages	\$14,574,415	\$14,355,799
Total Liabilities	\$15,118,194	\$14,883,476
Total Net Worth	\$16,013,749	\$17,201,688

Zack Castille

	Tax Return Last Year	Tax Return +1
Income & Expenses		
Yearly Gross Wages / Salaries	\$0	\$0
Other Regular and Dependable Sources of Income	\$17,972	\$19,769
Taxable Interest & Dividends	\$17,972	\$19,769
Capital Gains (Losses)	\$0	\$0
Cash Flow from Real Estate Investments	\$0	\$24,684
Cash Flow from Partnerships	(\$289,623)	(\$23,548)
Total Personal Income	(\$271,651)	\$20,905
Expenses		
Itemized Deductions	\$10,380	\$13,458
Taxes Paid (Optional)	\$296	\$958
Personal (Lifestyle) Expenses (Optional)	\$0	\$0
Net Personal Income before Debt Service	(\$282,327)	\$6,489
Debt Service Payments		
Residential Mortgages	\$36,456	\$36,456
Auto Loans	\$0	\$0
Credit Cards	\$641	\$400
Business Loan Payments	\$0	\$0
Total Approximate Yearly Debt Service Payments	\$37,097	\$36,856
Discretionary Cash Flow	(\$319,424)	(\$30,367)
Personal Debt Service Coverage Ratio	-7.61	0.18
Personal Debt to Income Ratio	-0.14	1.76

Vision Services Dr. Blue



Vision Services – Balance Sheet

Vision Services

Balance Sheet

	Tax Return	Tax Return	Tax Return	Tax Return
	Historical			
	Cash Method Major CPA Firm	Cash Method Major CPA Firm	Cash Method Major CPA Firm	Cash Method Major CPA Firm
Assets	3 years ago	2 years ago	Last Year	+1
Cash (Bank Funds)	\$381,544	\$1,828,256	\$310,087	\$158,816
Accounts Receivable	\$1,954,983	\$2,042,394	\$2,097,980	\$1,878,187
Inventory	\$0	\$0	\$0	\$0
Other Current Assets	\$36,400	\$25,053	\$20,549	\$35,261
Total Current Assets	\$2,372,927	\$3,895,703	\$2,428,616	\$2,072,264
Gross Fixed Assets	\$5,240,183	\$5,620,484	\$5,868,260	\$6,216,132
Accumulated Depreciation	\$4,909,428	\$5,398,579	\$5,687,695	\$6,049,954
Land	\$0	\$0	\$0	\$0
Net Fixed Assets	\$330,755	\$221,905	\$180,565	\$166,178
Gross Intangible Assets	\$1,198,048	\$939,616	\$939,616	\$939,616
Accumulated Amortization	\$404,535	\$319,394	\$381,900	\$444,002
Net Intangible Assets	\$793,513	\$620,222	\$557,716	\$495,614
Other Assets	\$8,406	\$8,753	\$3,760,005	\$2,459,027
Government Receivable	\$0	\$0	\$1,510,005	\$1,510,005
Total Assets	\$3,505,601	\$4,746,583	\$6,926,902	\$5,193,083

Liabilities + Owners' Equity	3 years ago	2 years ago	Last Year	+1
Accounts Payable	\$0	\$0	\$0	\$62,662
Loan Information Debt Service				
Current Portion of Long Term Debt	\$0	\$0	\$175,000	\$244,579
Prior Current Portion of Long Term Debt				
Other Current Liabilities	\$2,010,743	\$2,266,106	\$3,767,083	\$2,644,994
Deferred Revenue	\$1,994,188	\$2,042,394	\$2,097,980	\$1,878,187
Payable - Surgical	\$2,512	\$2,855	\$2,415	\$611
Accrued Distributions	\$14,043	\$3,169	\$1,002,360	\$342,360
Credit Cards	\$0	\$217,688	\$324,328	\$423,836
Total Current Liabilities	\$2,010,743	\$2,266,106	\$3,942,083	\$2,952,235
Notes Payable / Senior Debt	\$1,381,158	\$1,186,778	\$129,837	\$75,979
Notes Payable to Partners	\$0	\$0	\$0	\$0
Other Long Term Liabilities	\$0	\$0	\$377,501	\$377,501
Total Long Term Liabilities	\$1,381,158	\$1,186,778	\$507,338	\$453,480
Total Liabilities	\$3,391,901	\$3,452,884	\$4,449,421	\$3,405,715
Common Stock	\$1,000	\$1,000	\$1,000	\$1,000
Additional Paid-in Capital	\$4,360	\$4,360	\$4,360	\$4,360
Ending Retained Earnings	\$108,340	\$1,288,339	\$2,472,121	\$1,782,008
Total Equity	\$113,700	\$1,293,699	\$2,477,481	\$1,787,368
Total Liabilities + Equity	\$3,505,601	\$4,746,583	\$6,926,902	\$5,193,083
Total Assets - (Total Liabilities + Equity)	\$0	\$0	\$0	\$0



Vision Services— Income Statement

Vision Services

Income Statement	Tax Return	Tax Return	Tax Return	Tax Return
	Historical			
	Cash Method Major CPA Firm	Cash Method Major CPA Firm	Cash Method Major CPA Firm	Cash Method Major CPA Firm
	3 years ago	2 years ago	Last Year	+1
Sales (Income)	\$20,356,033	\$18,898,211	\$21,832,343	\$23,321,988
Gross Profit	\$20,356,033	\$18,898,211	\$21,832,343	\$23,321,988
Depreciation	\$646,484	\$544,408	\$366,476	\$368,904
Amortization	\$79,870	\$76,600	\$62,506	\$62,102
Overhead or S,G,& A Expenses	\$11,621,006	\$10,410,031	\$11,765,785	\$12,803,733
Advertising	\$482,167	\$377,479	\$417,928	\$461,947
G & A Payroll Expense	\$8,034,709	\$7,114,680	\$8,062,466	\$8,763,618
Rent	\$988,791	\$1,017,432	\$987,928	\$1,003,403
Compensation of officers	\$1,234,723	\$1,080,917	\$1,411,134	\$1,543,411
Repairs and maintenance	\$200,640	\$183,753	\$174,838	\$281,685
Taxes and licenses	\$679,976	\$635,770	\$711,491	\$749,669
Other Operating Income	\$48,339	\$465,728	\$46,542	\$6,180
Other Operating Expenses	\$7,932,529	\$8,694,130	\$9,825,804	\$10,190,412
Total Operating Expenses	\$20,279,889	\$19,725,169	\$22,020,571	\$23,425,151
Operating Profit	\$124,483	(\$361,230)	(\$141,686)	(\$96,983)
Interest Expense	\$69,600	\$58,447	\$39,367	\$0
Other Income	(\$3,055)	\$1,647,891	\$1,606,578	(\$130,487)
Other Expenses	\$23,821	\$16,527	\$10,651	\$90,285
Unadjusted EBITDA	\$823,961	\$1,891,142	\$1,883,223	\$113,251
EBITDA Adjustments	\$0	(\$2,004,258)	(\$1,614,666)	\$0
Distributions	\$0	\$0	\$0	\$0
EBITDA	\$823,961	(\$113,116)	\$268,557	\$113,251
Net Income	\$28,007	\$1,211,687	\$1,414,874	(\$317,755)

Vision Services UCA Cash Flow

Vision Services

UCA Cash Flow Statement	2 years ago	Last Year	+1
Sales (Income)	\$18,898,211	\$21,832,343	\$23,321,988
Decrease (Increase) in Accounts Receivable	(\$87,411)	(\$55,586)	\$219,793
Cash Collected from Sales	\$18,810,800	\$21,776,757	\$23,541,781
Cash Paid to Suppliers	\$0	\$0	\$62,662
Cash from Trading Activities	\$18,810,800	\$21,776,757	\$23,604,443
Overhead or S,G,&A Expenses	(\$10,410,031)	(\$11,765,785)	(\$12,803,733)
Other Operating Expenses	(\$8,694,130)	(\$9,825,804)	(\$10,190,412)
Other Operating Income	\$465,728	\$46,542	\$6,180
Decrease (Increase) in Other Current Assets	\$11,347	\$4,504	(\$14,712)
Increase (Decrease) in Other Current Liabilities	\$255,363	\$1,500,977	(\$1,122,089)
Cash Paid for Operating Costs	(\$18,371,723)	(\$20,039,566)	(\$24,124,766)
Cash after Operations	\$439,077	\$1,737,191	(\$520,323)
Other Income	\$1,647,891	\$1,606,578	(\$130,487)
Other Expenses	(\$16,527)	(\$10,651)	(\$90,285)
Other Income (Expense) and Taxes Paid	\$1,631,364	\$1,595,927	(\$220,772)
Net Cash after Operations	\$2,070,441	\$3,333,118	(\$741,095)
Dividends Paid / Withdrawals	(\$31,688)	(\$1,023,596)	(\$372,780)
Interest Expense	(\$58,447)	(\$39,367)	\$0
Cash Paid for Dividends and Interest	(\$90,135)	(\$1,062,963)	(\$372,780)
Net Cash Income	\$1,980,306	\$2,270,155	(\$1,113,875)
Current Portion Long Term Debt	\$0	\$0	(\$175,000)
Cash after Debt Amortization	\$1,980,306	\$2,270,155	(\$1,288,875)
Decrease (Increase) in Gross Fixed Assets	(\$380,301)	(\$247,776)	(\$347,872)
Increase (Decrease) in Accumulated Depreciation	\$489,151	\$289,116	\$362,259
Total Depreciation Expense	(\$544,408)	(\$366,476)	(\$368,904)
Change in Net Fixed Assets	(\$435,558)	(\$325,136)	(\$354,517)
Decrease (Increase) in Intangible Assets	\$96,691	\$0	\$0
Decrease (Increase) in Other Assets	(\$347)	(\$3,751,252)	\$1,300,978
Change in Investments	\$96,344	(\$3,751,252)	\$1,300,978
Cash Paid for Plant and Investments	(\$339,214)	(\$4,076,388)	\$946,461
Financing Surplus (Requirements)	\$1,641,092	(\$1,806,233)	(\$342,414)
Increase (Decrease) in Long Term Liabilities	(\$194,380)	(\$504,440)	\$190,721
Other Changes to Retained Earnings	\$0	\$0	\$422
Unexplained Changes to Retained Earnings	\$0	\$792,504	\$0
Total External Financing	(\$194,380)	\$288,064	\$191,143
Cash after Financing	\$1,446,712	(\$1,518,169)	(\$151,271)
Total Change in Cash & Equivalents	\$1,446,712	(\$1,518,169)	(\$151,271)
Beginning Cash & Equivalents	\$381,544	\$1,828,256	\$310,087
Ending Cash & Equivalents	\$1,828,256	\$310,087	\$158,816
Unexplained Change in Cash on Balance Sheet	\$0	\$0	\$0

Vision Services Peer Comparisons

Vision Services

621320 - Offices of Optometrists

621320 - Offices of Optometrists	Industry Averages (127 Statements)*	Borrower's Performance			
Liquidity Ratios		3 years ago	2 years ago	Last Year	+1
Current Ratio	3.63	1.18	1.72	0.62	0.70
Quick Ratio	2.85	1.16	1.71	0.61	0.69
Financial Leverage / Coverage Ratios					
Debt to Equity Ratio	2.80	29.83	2.67	1.80	1.91
Debt Service Coverage Ratio	10.38	1.40	-0.37	3.26	1.29
Interest Coverage Ratio	23.00	18.05	-13.91	9.73	7.40
Profitability Ratios					
Operating Profit Margin	9.74%	0.61%	-1.91%	-0.65%	-0.42%
Net Profit Margin	9.42%	0.14%	6.41%	6.48%	-1.36%
Return on Equity	75.45%	24.63%	93.66%	57.11%	-17.78%
Return on Assets	41.42%	0.80%	25.53%	20.43%	-6.12%
Activity / Efficiency Ratios					
Accounts Receivable Days	14.50 Days	35.05 Days	39.45 Days	35.07 Days	29.39 Days
Accounts Payable Days	19.07 Days	0.00 Days	0.00 Days	0.00 Days	0.98 Days
Inventory Days	25.57 Days	0.00 Days	0.00 Days	0.00 Days	0.00 Days
Gross Fixed Asset Turnover	4.07	3.88	3.36	3.72	3.75
Inventory Days	25.57	0.00	0.00	0.00	0.00
Performance Ratios					
Sales (Income) Growth Rate	11.17%	--	-7.16%	15.53%	6.82%

Vision Services – Days AR and Working Capital

Balance Sheet	Formulas Used	3 years ago	2 years ago	Last Year	+1
1 Accounts Receivable	From Balance Sheet	\$1,954,983	\$2,042,394	\$2,097,980	\$1,878,187
2 Net Revenue	From Income Statement	\$20,356,033	\$18,898,211	\$21,832,343	\$23,321,988
3 Days in Period	# of Days	365.00	365.00	365.00	365.00
4 Days AR	Line 1 ÷ Line 2 x Line 3	35.05	39.45	35.07	29.39
Cash Improvement					
5 Average Daily Sales	Line 2 ÷ Line 3	\$55,770	\$51,776	\$59,815	\$63,896
6 Current AR Days	Line 2 ÷ Line 5	35.05	39.45	35.07	29.39
7 Target AR Days	From Industry Comparisons	14.50	14.50	14.50	14.50
8 Improvement in AR Days	Line 6 - Line 7	20.55	24.95	20.57	14.89
9 Working Capital (Cash) Improvement	Line 8 x Line 5	\$1,146,319	\$1,291,643	\$1,230,668	\$951,697

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Dr. Blue PFS Spreads

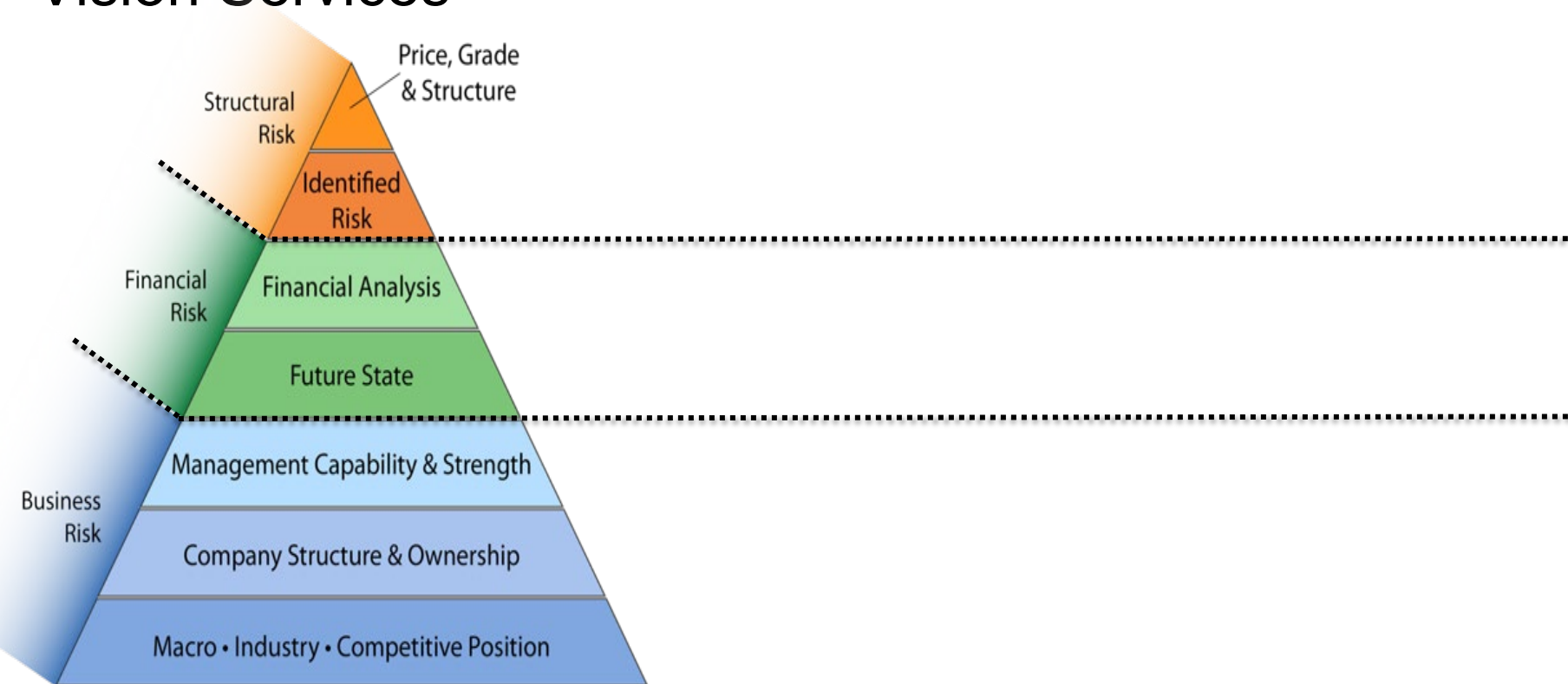
Balance Sheet	Last Year	+1
Cash / Checking / Savings / Money Market	\$244,346	\$239,345
Other Liquid or Semi-Liquid Assets on Hand	\$90,499	\$89,788
College 529 Accounts	\$90,499	\$89,788
Total Liquid and Semi-Liquid Assets on Hand	\$334,845	\$329,133
Cash Value of Life Insurance	\$73,312	\$42,589
Retirement Accounts	\$1,033,325	\$990,278
Automobiles	\$57,000	\$22,000
Value of Personal Residence	\$950,000	\$950,000
Value of Itemized Real Estate Investments	\$2,075,000	\$2,075,000
Total Value of Real Estate Investments	\$2,075,000	\$2,075,000
Total Value of Business and Investment Holdings	\$7,966,435	\$7,966,435
Total Assets	\$12,489,917	\$12,375,435
Liabilities		
Balance of all Credit Cards	\$0	\$0
Total Current Liabilities	\$0	\$0
First Mortgage on Primary Residence	\$0	\$536,990
Student Loans	\$0	\$95,542
Other Installment Loans	\$1,652,731	\$1,985,421
Surgical Purchase due to Bank	\$1,511,619	\$0
Surgical Purchase Company Buyout due to Dr. Red	\$0	\$1,815,270
Vision Purchase Company Buyout due to Dr. Red	\$141,112	\$170,151
Other Long-Term Loans / Liabilities	\$0	\$0
Loans on Real Estate Investments	\$1,133,245	\$0
Total Liabilities	\$2,785,976	\$2,617,953
Total Net Worth	\$9,703,941	\$9,757,482


Tax Return Summary

Dr. Blue Tax Return Spreads

	2020 Tax Return	2021 Tax Return	2021 Tax Return	2022 Tax Return
	Major CPA Firm	Major CPA Firm	Major CPA Firm	Major CPA Firm
Income & Expenses	3 years ago	2 years ago	Last Year	+1
Yearly Gross Wages / Salaries	\$653,246	\$891,238	\$891,238	\$956,978
Other Regular and Dependable Sources of Income	\$743	\$25,415	\$25,415	\$449
Taxable Interest	\$557	\$0	\$743	\$449
Ordinary Dividends	\$0	\$0	\$402	\$296
IRA Distribution	\$186	\$0	\$24,000	\$0
Schedule D	\$0	\$0	\$270	(\$296)
Cash Flow from Real Estate Investments	\$177,801	\$177,801	\$177,801	\$177,801
Cash Flow from Business Investments	\$914,681	\$1,838,517	\$1,838,517	\$1,239,980
Personal Income Adjustments (Optional)	(\$104,462)	(\$135,554)	(\$135,554)	(\$121,756)
Spouse Income Removal	(\$104,462)	(\$123,554)	(\$123,554)	(\$121,756)
Spouse IRA Distribution	\$0	(\$12,000)	(\$12,000)	\$0
Total Personal Income	\$1,642,009	\$2,797,417	\$2,797,417	\$2,253,452
Expenses				
Taxes Paid (Optional)	\$353,285	\$866,536	\$866,536	\$606,393
Total Tax	\$419,926	\$914,887	\$914,887	\$639,383
Tax Adjustment	(\$66,641)	(\$48,351)	(\$48,351)	(\$32,990)
Personal Expenses (Optional)	\$100,000	\$100,000	\$100,000	\$100,000
Net Personal Income before Debt Service	\$1,188,724	\$1,830,881	\$1,830,881	\$1,547,059
Debt Service Payments				
Yearly Recurring Debt Payments	\$90,260	\$2,640	\$59,640	\$79,778
Approximate Real Estate Loan Payments	\$132,618	\$122,944	\$122,944	\$0
Total Approximate Yearly Debt Service Payments	\$222,877	\$125,584	\$182,584	\$79,778
Discretionary Cash Flow	\$965,847	\$1,705,297	\$1,648,297	\$1,467,281
Personal Debt Service Coverage Ratio	5.33	14.58	10.03	19.39
Personal Debt to Income Ratio	0.19	0.07	0.10	0.05

Vision Services





P&S Adventures, LLC
Ms. Ivana Pass and Mr. Jamie
Stout

Not Accepting Term Sheets

P&S Adventures, LLC – Balance Sheet

P&S Adventures	Accrual Method	Accrual Method	Accrual Method	Accrual Method
	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	+1
	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return
Cash (Bank Funds)				\$139,715
Total Current Assets				\$139,715
Tenant Security Deposits	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	\$22,000
Property Improvements				\$1,100,000
<i>Less Accumulated Depreciation</i>				<i>\$33,250</i>
Net Property Improvements				\$1,066,750
Land				\$100,000
Total Non-Current Assets				\$1,188,750
Total Assets				\$1,328,465

P&S Adventures	Accrual Method	Accrual Method	Accrual Method	Accrual Method
	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC
	3 years Ago	2 Years Ago	Last Year	+1
	12 months	12 months	12 months	12 months
Balance Sheet	Tax Return	Tax Return	Tax Return	Tax Return
Accrued Expenses				\$0
Current Portion of Long Term Debt	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	NEWLY FORMED ENTITY	\$18,250
Other Current Liabilities				\$0
Total Current Liabilities				\$18,250
Notes Payable / Senior Debt				\$982,854
Notes to Members				\$0
Total Long Term Liabilities				\$982,854
Total Liabilities				\$1,001,104
Paid in Capital				\$250,000
Ending Retained Earnings				\$77,361
Total Equity	\$0	\$0	\$0	\$327,361
Total Liabilities + Equity	\$0	\$0	\$0	\$1,328,465
Total Assets - (Total Liabilities + Equity)	\$0	\$0	\$0	(\$0)

P&S Adventures, LLC

Income Statement

P&S Adventures, LLC

Income Statement

	Last Year	+1
Sales (Income)	\$217,898	\$224,435
Gross Profit	\$217,898	\$224,435
Depreciation	\$33,250	\$33,250
Amortization	\$0	\$0
Overhead or S,G,& A Expenses	\$47,589	\$44,437
<i>Advertising</i>	\$3,500	\$500
<i>Cleaning and Maintenance</i>	\$3,715	\$3,725
<i>Insurance</i>	\$4,868	\$5,355
<i>Legal and Professional</i>	\$1,979	\$1,479
<i>Repairs</i>	\$761	\$0
<i>Utilities</i>	\$12,245	\$12,857
<i>Real Estate Taxes</i>	\$20,521	\$20,521
Other Operating Expenses	\$6,537	\$7,387
Cost Segregation Study	\$0	\$0
Total Operating Expenses	\$87,376	\$85,074
Operating Profit	\$97,272	\$139,361
Interest Expense	\$0	\$62,000
Unadjusted EBITDA	\$130,522	\$172,611
EBITDA Adjustments	\$0	\$0
EBITDA	\$130,522	\$172,611
Net Income	\$97,272	\$77,361

Seller Provided

Tax Return

Tax Return

Cash Method

Cash Method

Major CPA Firm

Major CPA Firm



Jamie Stout

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Jamie Stout

Balance Sheet	Last Year	+1
Cash / Checking / Savings / Money Market	\$1,656,000	\$1,468,000
Investment Accounts readily convertible to cash	\$14,569,000	\$13,859,000
Total Liquid and Semi-Liquid Assets on Hand	\$16,225,000	\$15,327,000
Automobiles	\$9,000	\$9,000
Retirement Accounts	\$1,484,000	\$2,876,000
Value of Personal Residence	\$2,000,000	\$2,000,000
Closely Held Companies	\$18,195,000	\$20,123,000
Total Assets	\$37,913,000	\$40,335,000
Liabilities		
Balance of all Credit Cards	\$20,000	\$15,000
Total Current Liabilities	\$20,000	\$15,000
Auto Loans	\$0	\$0
Mortgage on Primary Residence	\$0	\$0
Other Liabilities	\$0	\$0
Total Liabilities	\$2,785,976	\$2,617,953
Total Net Worth	\$9,703,941	\$9,757,482
Contingent Liabilities	\$7,325,000	\$8,325,000

Tax Return Summary

Jamie Stout

	Major CPA Firm 3 years ago	Major CPA Firm 2 years ago	Major CPA Firm Last Year	Major CPA Firm +1
Income & Expenses				
Yearly Gross Wages / Salaries	\$230,424	\$233,849	\$226,375	\$234,285
Other Regular and Dependable Sources of Income	\$447,525	\$430,920	\$486,196	\$404,586
Cash Flow from Real Estate Investments before Debt Service	\$273,854	\$364,159	(\$194,340)	\$168,879
Personal Income Adjustments	(\$174,853)	\$0	\$648,337	\$167,500
Non-recurring Capital Contributions from K1s		\$0	\$648,337	\$167,500
Non-recurring Capital Distributions from K1s	(\$174,853)	\$0	\$0	\$0
Total Personal Income	\$776,950	\$1,028,928	\$1,166,568	\$975,250
Expenses				
Taxes Paid (Optional)	\$398,000	\$406,427	\$589,000	\$390,090
Personal Expenses (Optional)	\$77,695	\$102,893	\$116,657	\$97,525
Net Personal Income before Debt Service	\$301,255	\$519,608	\$460,911	\$487,635
Debt Service Payments				
Yearly Recurring Debt Payments	\$12,000	\$12,000	\$12,000	\$12,000
Approximate Yearly Real Estate Investment Loan Payments	\$0	\$0	\$0	\$0
Total Approximate Yearly Debt Service Payments	\$12,000	\$12,000	\$12,000	\$12,000
Discretionary Cash Flow	\$289,255	\$507,608	\$448,911	\$475,635
Personal Debt Service Coverage Ratio	25.10x	43.30x	38.41x	40.64x
Personal Debt to Income Ratio	2%	1%	1%	1%

Ivana Pass

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Ivana Pass

Balance Sheet	Last Year	+1
Cash / Checking / Savings / Money Market	\$380,000	\$270,000
Other Liquid or Semi-Liquid Assets on Hand	\$245,000	\$245,000
Total Liquid and Semi-Liquid Assets on Hand	\$625,000	\$515,000
Automobiles	\$0	\$0
Value of Personal Residence	\$450,000	\$450,000
Value of Itemized Real Estate Investments	\$9,350,000	\$10,600,000
Total Value of Business and Investment Holdings	\$0	\$0
Other Assets	\$0	\$0
Total Assets	\$10,425,000	\$11,565,000
Liabilities		
Balance of all Credit Cards	\$35,000	\$28,000
Total Current Liabilities	\$35,000	\$28,000
First Mortgage on Primary Residence	\$0	\$0
Other Long-Term Loans / Liabilities	\$1,250,000	\$1,250,000
Total Liabilities	\$1,285,000	\$1,278,000
Total Net Worth	\$9,140,000	\$10,287,000

Tax Return Summary

Ivana Pass

	2020 Tax Return Major CPA Firm	2021 Tax Return Major CPA Firm	2021 Tax Return Major CPA Firm	2022 Tax Return Major CPA Firm
Income & Expenses	3 years ago	2 years ago	Last Year	+1
Yearly Gross Wages / Salaries	\$48,000	\$49,000	\$50,000	\$51,000
Other Regular and Dependable Sources of Income	\$40,364	\$41,165	\$42,080	\$42,781
<i>Taxable Interest</i>	\$0	\$0	\$796	\$805
<i>Social Security Benefits</i>	\$40,000	\$40,325	\$40,740	\$41,351
<i>Taxable Refunds</i>	\$364	\$840	\$544	\$625
Cash Flow from Real Estate Investments before Debt Service	\$147,593	\$142,648	\$148,232	\$95,301
<i>Cash flow from 34 units of 1-4 family rental property</i>	\$147,593	\$142,648	\$148,232	\$177,801
<i>Net Distribution (Contribution) per K1s</i>	\$0	\$0	\$0	(\$82,500)
Total Personal Income	\$235,957	\$232,813	\$240,312	\$189,082
Expenses				
Taxes Paid (Optional)	\$93,203	\$91,961	\$75,140	\$107,275
Personal Expenses (Optional)	\$20,000	\$20,000	\$20,000	\$20,000
Net Personal Income before Debt Service	\$122,754	\$120,852	\$145,172	\$61,807
Debt Service Payments				
Yearly Recurring Debt Payments	\$48,240	\$56,540	\$53,414	\$79,778
Approximate Yearly Real Estate Investment Loan Payments	\$74,250	\$74,250	\$74,250	\$74,250
Total Approximate Yearly Debt Service Payments	\$122,490	\$130,790	\$127,664	\$154,028
Discretionary Cash Flow	\$264	(\$9,938)	\$17,508	(\$92,221)
Personal Debt Service Coverage Ratio	1.00x	0.92x	1.14x	0.40x
Personal Debt to Income Ratio	52%	56%	53%	81%

A silhouette of a construction site at sunset. A large crane is on the left, and several workers are on scaffolding on the right. The sun is low on the horizon, creating a warm orange glow.

ABC Construction Mr. John Smith

Accepting Term Sheets

ABC Construction – Balance Sheet

ABC Construction Corp	Accrual Method	Accrual Method
	Major CPA, LLC	Major CPA, LLC
	2 Years Ago	Last Year
	12 months	12 months
Balance Sheet	Audit	Audit
Cash (Bank Funds)	\$121,175	\$13,426
Accounts Receivable	\$4,272,673	\$2,541,144
Costs in Excess of Billings	\$177,061	\$435,435
Other Current Assets	\$0	\$0
Total Current Assets	\$4,570,909	\$2,990,005
Gross Fixed Assets	\$535,236	\$565,943
Automobiles	\$186,742	\$186,742
Machinery and Equipment	\$333,719	\$333,719
Office Equipment	\$14,775	\$45,482
Accumulated Depreciation	\$450,179	\$532,424
Net Fixed Assets	\$85,057	\$33,519
Officers' Loan Receivable	\$554,355	\$1,037,432
Total Other Non-Current Assets	\$554,355	\$1,037,432
Total Assets	\$5,210,321	\$4,060,956

ABC Construction Corp	Accrual Method	Accrual Method
	Major CPA, LLC	Major CPA, LLC
	2 Years Ago	Last Year
	12 months	12 months
Balance Sheet	N/A	Audit
Accounts Payable	\$1,842,386	\$600,115
Short Term Debt	\$100,000	\$721,117
Current Portion of Long Term Debt	\$107,954	\$20,567
Other Current Liabilities	\$56,850	\$53,500
Total Current Liabilities	\$2,107,190	\$1,395,299
Notes Payable / Senior Debt	\$239,143	\$193,785
Operating Lease Liabilities - Net of CP	\$0	\$0
Deferred Income Taxes	\$235,394	\$209,693
Total Long Term Liabilities	\$474,537	\$403,478
Total Liabilities	\$2,581,727	\$1,798,777
Common Stock	\$200	\$200
Ending Retained Earnings	\$2,628,394	\$2,261,979
Total Equity	\$2,628,594	\$2,262,179
Total Liabilities + Equity	\$5,210,321	\$4,060,956
Total Assets - (Total Liabilities + Equity)	\$0	\$0

ABC Construction Income Stmt & Stmt of Equity

ABC Construction Corp

Accrual Method
Major CPA, LLC

Accrual Method
Major CPA, LLC

Accrual Method
Major CPA, LLC

2 Years Ago
12 months

Last Year
12 months

Statement of Equity	Analyst Input	Audit	Audit
Common Stock	\$200	\$200	\$200
Additional Paid-in Capital	\$0	\$0	\$0
Total Stock	\$200	\$200	\$200

Beginning Retained Earnings	\$0	\$2,443,345	\$2,628,394
Net Income	\$0	\$185,049	\$233,485
Dividends Paid / Withdrawals	\$0	\$0	\$600,000
Other Changes to Retained Earnings	\$0	\$0	\$100
Unexplained Changes to RE	\$2,443,345	\$0	\$0
Ending Retained Earnings	\$2,443,345	\$2,628,394	\$2,261,979

ABC Construction Corp

Accrual Method
Major CPA, LLC

Accrual Method
Major CPA, LLC

2 Years Ago
12 months

Last Year
12 months

Income Statement	CPA Review	CPA Review
Sales (Income)	\$11,174,481	\$8,658,072
Cost of Sales (COGS)	\$9,513,064	\$7,137,027
Insurance	\$646,888	\$921,157
Materials	\$1,461,040	\$938,688
Subcontractor's	\$3,788,799	\$4,146,369
Other COGS	\$3,616,337	\$1,130,813
Gross Profit	\$1,661,417	\$1,521,045
Depreciation	\$98,624	\$82,245
Overhead or S,G,& A Expenses	\$1,062,352	\$1,318,729
Officer Compensation	\$100,000	\$104,000
Office Salaries	\$347,741	\$472,801
Lease/Rent Expense	\$63,876	\$134,496
Insurance	\$103,818	\$191,297
Professional Fees	\$62,836	\$113,613
Other de-minimis SG&A (total of entries <\$75k)	\$384,081	\$302,522
Total Operating Expenses	\$1,160,976	\$1,400,974
Operating Profit	\$500,441	\$120,071
Interest Expense	\$8,228	\$10,665
EIDL and PPP Forgiveness	\$7,000	\$152,450
Net Profit Before Taxes	\$499,213	\$261,856
Taxes Paid	\$314,164	\$28,371
Net Income	\$185,049	\$233,485
Unadjusted EBITDA	\$606,065	\$354,766
Adjusted EBITDA	\$599,065	\$202,316
Post Distr. Adjusted EBITDA	\$599,065	(\$397,684)

ABC Construction - UCA Cash Flow

ABC Construction Corp UCA Cash Flow Statement	2 Years Ago Audit	Last Year Audit	+1 Audit	+2 Audit
Total Sales	\$11,174,481	\$8,658,072	\$13,224,390	\$17,473,542
(Chg in Accounts Receivable)	(\$4,272,673)	\$1,731,529	(\$1,094,460)	(\$438,868)
(Bad Debt Expense)	\$0	\$0	\$0	\$0
(Chg in Costs in Excess of Billings)	(\$177,061)	(\$258,374)	\$264,372	(\$201,707)
Chg in Billings in Excess of Costs	\$0	\$0	\$0	\$0
Cash Collected From Sales	\$6,724,747	\$10,131,227	\$12,394,302	\$16,832,967
(Cost of Goods Sold)	(\$9,513,064)	(\$7,137,027)	(\$10,888,617)	(\$13,595,415)
AB COGS Depreciation	\$0	\$0	\$0	\$0
(Chg Inventories)	\$0	\$0	\$0	\$0
Chg in Accounts Payable - Trade	\$1,842,386	(\$1,242,271)	\$1,025,199	\$160,992
Cash Paid to Suppliers	(\$7,670,678)	(\$8,379,298)	(\$9,863,418)	(\$13,434,423)
CASH FROM TRADING ACTIVITIES	(\$945,931)	\$1,751,929	\$2,530,884	\$3,398,544
(SG&A Expense)	(\$1,160,976)	(\$1,400,974)	(\$1,645,926)	(\$2,388,562)
AB Depreciation Expense	\$98,624	\$82,245	\$44,241	\$75,820
(Chg Other Current Assets)	(\$177,061)	(\$258,374)	\$264,372	(\$201,707)
Chg in Taxes Payable	\$56,850	(\$3,350)	\$2,200	\$27,400
AB Chg Costs in Excess of Billing	\$177,061	\$258,374	(\$264,372)	\$201,707
Cash Paid for Operating Costs	(\$1,005,502)	(\$1,322,079)	(\$1,599,485)	(\$2,285,342)
CASH AFTER OPERATIONS	(\$1,951,433)	\$429,850	\$931,399	\$1,113,202
Other Income/(Expense)	(\$1,228)	\$141,785	(\$54,668)	(\$57,426)
AB Interest Expense	\$8,228	\$10,665	\$54,668	\$57,426
(Chg Other Non Current Assets)	\$8,000	\$0	\$0	(\$4,800)
Chg Other Non Current Liabs	\$235,394	(\$25,701)	\$101,405	\$106,021
Total Other Income (Expense)	\$250,394	\$126,749	\$101,405	\$101,221
(Income Tax Expense)	(\$314,164)	(\$28,371)	(\$60,881)	(\$151,288)
NET CASH AFTER OPERATIONS	(\$2,015,203)	\$528,228	\$971,923	\$1,063,135
(Interest Expense)	(\$8,228)	(\$10,665)	(\$54,668)	(\$57,426)
(Dividends/Distributions)	\$0	(\$600,000)	(\$351,675)	(\$875,000)
Cash Paid for Dividends & Interest	(\$8,228)	(\$610,665)	(\$406,343)	(\$932,426)
NET CASH INCOME	(\$2,023,431)	(\$82,437)	\$565,580	\$130,709

Continued.....

(Continued) UCA Cash Flow Statement	2 Years Ago Audit	Last Year Audit	+1 Audit	+2 Audit
(Prior Period CPLTD)	\$0	(\$107,954)	(\$20,567)	(\$85,390)
CASH AFTER DEBT AMORT	(\$2,023,431)	(\$190,391)	\$545,013	\$45,319
(Chg. Net Fixed Assets)	\$3,379	\$51,538	(\$238,004)	(\$206,090)
(Depreciation Expense)	(\$98,624)	(\$82,245)	(\$44,241)	(\$75,820)
Change in Net Fixed Assets	(\$95,245)	(\$30,707)	(\$282,245)	(\$281,910)
(Chg Due from Related CP)	\$0	\$0	(\$3,500)	(\$4,000)
(Chg Non Current Receivables)	(\$554,355)	(\$483,077)	\$21,802	\$427,038
Change in Investments	(\$554,355)	(\$483,077)	\$18,302	\$423,038
(Chg Due from Related LT)	\$313,499	\$0	(\$70,975)	(\$54,490)
Change in Net Intangibles	\$313,499	\$0	(\$70,975)	(\$54,490)
Cash Paid for Plant and Investments	(\$336,101)	(\$513,784)	(\$334,918)	\$86,638
FINANCING SURPLUS (REQMNTS)	(\$2,359,532)	(\$704,175)	\$210,095	\$131,957
Chg Notes Payable Current	(\$240,010)	\$621,117	(\$477,987)	\$135,870
Chg Long Term Debt	(\$10,216)	(\$45,358)	\$295,791	(\$262,930)
Chg CPLTD	\$107,954	(\$87,387)	\$64,823	\$29,725
(CPLTD PP Deannualized)	\$0	\$107,954	\$20,567	\$85,390
Net Change in Borrowing	(\$142,272)	\$596,326	(\$96,806)	(\$11,945)
Net Cash from Funding	(\$142,072)	\$596,426	(\$96,806)	(\$11,945)
CASH AFTER FINANCING	(\$2,501,604)	(\$107,749)	\$113,289	\$120,012
Cash After Financing	(\$2,501,604)	(\$107,749)	\$113,289	\$120,012
Beginning Cash & Equiv	\$179,434	\$121,175	\$13,426	\$126,715
(Ending Cash & Equiv)	(\$121,175)	(\$13,426)	(\$126,715)	(\$246,727)
Total Unexplained Balance	(\$2,443,345)	\$0	\$0	\$0



ABC Construction – AR Aging

A/R Aging Summary "Last Year"

Top 5 Accounts	Current	0-30 Days	31-60 Days	61-90 Days	90+ Days	Retainage	Total A/R	% of A/R
Arc Realty Corp	\$ 266,935.00	\$ 103,970.00	\$ -	\$ -	\$ 47,025.00	\$ 62,689.50	\$ 480,619.50	19%
Acquisition RE, LLC	\$ -	\$ 72,428.00	\$ 67,645.00	\$ 122,465.00	\$ 53,238.00	\$ 47,366.40	\$ 363,142.40	14%
Park West, LLC	\$ -	\$ -	\$ 45,127.00	\$ -	\$ 52,329.00	\$ 14,618.40	\$ 112,074.40	4%
Top Property Management	\$ 9,900.00	\$ 29,912.00	\$ 19,983.50	\$ 12,500.00	\$ 70,978.00	\$ 21,491.03	\$ 164,764.53	6%
Blue River Property Management	\$ -	\$ -			\$ 79,555.00	\$ 11,933.25	\$ 91,488.25	4%
Total of Top 5 Accounts	\$ 276,835.00	\$ 206,310.00	\$ 132,755.50	\$ 134,965.00	\$ 303,125.00	\$ 158,098.58	\$ 1,212,089.08	48%
All Other Accounts	\$ 388,498.00	\$ 92,339.00	\$ 114,400.00	\$ 92,454.00	\$ 468,009.00	\$ 173,355.00	\$ 1,329,055.00	52%
Total A/R Reported	\$ 665,333.00	\$ 298,649.00	\$ 247,155.50	\$ 227,419.00	\$ 771,134.00	\$ 331,453.58	\$ 2,541,144.08	100%
% of Total A/R	26%	12%	10%	9%	30%	13%	100%	

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

John Smith

Personal Financial Statement	Last Year
Cash / Checking / Savings / Money Market	\$82,000
Public Company Stocks / Bonds	\$0
Total Liquid and Semi-Liquid Assets on Hand	\$82,000
Closely Held Company Stock	\$2,891,000
Cash Value of Life Insurance	\$16,000
Personal Property	\$40,000
Value of Personal Residence	\$850,000
Real Estate Investments	\$1,525,000
Total Assets	\$5,404,000
Balance of all Credit Cards or LOCs	\$168,362
Total Current Liabilities	\$168,362
Mortgages on Primary Residence	\$447,992
Mortgages on Investment Real Estate	\$1,613,180
Total Liabilities	\$2,229,534
Total Net Worth	\$3,174,466

Tax Return Summary

John Smith

Major CPA, LLC

Major CPA, LLC

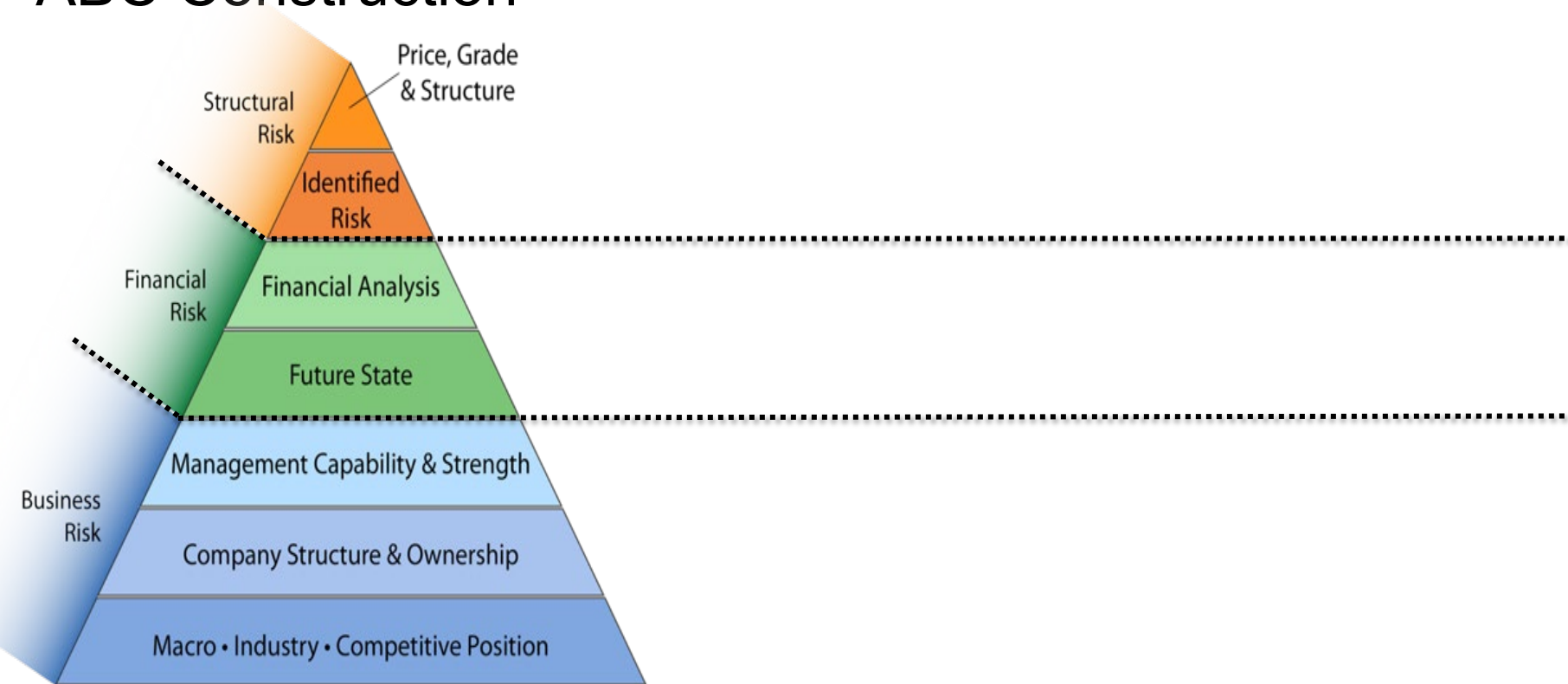
Personal Tax Return

Personal Tax Return

Income & Expenses	2 Years Ago	Last Year
Yearly Gross Wages / Salaries	\$197,536	\$254,930
Other Regular and Dependable Sources of Income	\$687,763	\$445,845
<i>Rental Income</i>	\$87,685	\$94,104
<i>Ordinary Dividends</i>	\$78	\$66
<i>Distributions</i>	\$600,000	\$351,675
Total Personal Income	\$1,573,062	\$700,775
Expenses		
Taxes Paid (Optional)	\$770,747	\$343,356
Personal [Lifestyle] Expenses (Optional)	\$250,000	\$244,820
Net Personal Income before Debt Service	\$1,020,747	\$588,176
Debt Service Payments		
Yearly Recurring Debt Payments	\$294,818	\$302,544
<i>Primary Residence</i>	\$46,920	\$46,920
<i>Other Mortgages and Installment Loans</i>	\$191,040	\$191,040
<i>Auto and Credit Cards</i>	\$56,858	\$64,584
Total Approximate Yearly Debt Service Payments	\$294,818	\$302,544
Discretionary Cash Flow	\$257,497	(\$189,945)
Personal Debt Service Coverage Ratio	0.29	0.51
Personal Debt to Income Ratio	0.19	0.43



ABC Construction



We Build It



Mr. Mike Ale

Accepting Term Sheets

We Build It Construction Budget

Notes:

1. The primary source of repayment is the sale of each side of the duplex. The borrower has forecasted each unit will sell for \$550,000; totaling \$1.1MM of gross sales proceeds.
2. The borrower requires a 50% net proceeds paydown and collateral release upon the first unit sale (non-negotiable for deal moving forward). This precedent was set by the prior loan officer of your bank.
3. The Bank's appraiser concluded a value of \$445M per unit; total of \$990M.

CONSTRUCTION BUDGET

	Budget	Equity Required	Loan Funding
I. LOAN COSTS			
Attorney's Fees	2,500	0	2,500
Recording & Documentation Fees	500	0	500
II. LAND COSTS			
Land (At Cost)	287,000	149,400	137,600
Closing & Legal	500	0	500
III. HARD COSTS			
Site Work	25,000	0	25,000
Landscaping	2,500	0	2,500
Utilities	15,000	0	15,000
Building Construction	384,000	0	384,000
IV. SOFT COSTS			
Architectural Fees	3,500	0	3,500
Engineering Fees	500	0	500
Environmental Assessment Fee	500	0	500
Appraisal	500	0	500
Builders Risk	1,500	0	1,500
Real Estate Taxes	500	0	500
Interest Carry	5,000	0	5,000
Borrower Overhead	18,000	0	18,000
Contingency	0	0	0
Other	0	0	0
TOTALS	747,000	149,400	597,600
LOAN-TO-COST	80%		
EQUITY-TO-COST	20%		



Mike Ale

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Tax Return Summary

Mike Ale

Mike Ale

Major CPA, LLC

Major CPA, LLC

Personal Tax Return Personal Tax Return

Personal Financial Statement Last Year

Income & Expenses

2 Years Ago

Last Year

Cash / Checking / Savings / Money Market	\$308,859
Public Company Stocks / Bonds	\$351,922
Total Liquid and Semi-Liquid Assets on Hand	\$660,781
Cash Value of Life Insurance	\$500,000
Personal and Investment Real Estate	\$1,250,000

Yearly Gross Wages / Salaries	\$92,771	\$94,059
Other Regular and Dependable Sources of Income	\$36,309	\$10,437
Taxable Interest & Dividends	\$2,709	\$6,984
Sch C. Income	\$1,395	\$1,395
Capital Gains (Losses)	\$32,205	\$2,058
Cash Flow from Real Estate Investments	\$45,142	\$43,214

Total Assets \$2,410,781

Total Personal Income \$174,222 \$147,710

Balance of all Credit Cards or LOCs \$3,350

Expenses

Total Current Liabilities \$3,350

Taxes Paid (Optional)	\$3,138	\$6,667
Itemized Deductions	\$39,501	\$37,092
Personal [Lifestyle] Expenses (Optional)	\$35,800	\$29,542

Automobile Loans \$0

Net Personal Income before Debt Service \$95,783 \$74,409

Total Real Estate Mortgages \$443,135

Debt Service Payments

Total Liabilities \$446,485

Yearly Recurring Debt Payments \$36,166 \$35,712

Total Net Worth \$1,964,296

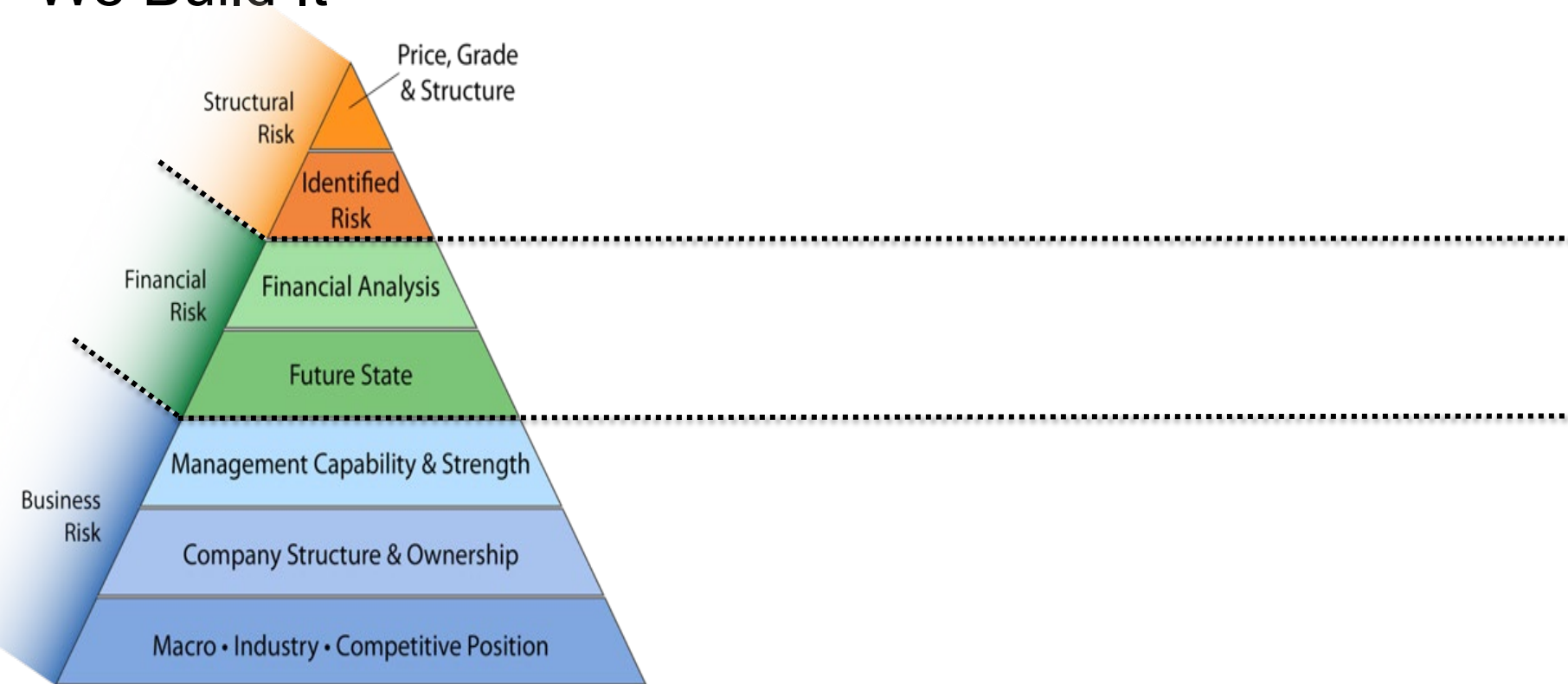
Total Approximate Yearly Debt Service Payments \$36,166 \$35,712

Discretionary Cash Flow \$59,617 \$38,697

Personal Debt Service Coverage Ratio 2.65 2.08

Personal Debt to Income Ratio 0.21 0.24

We Build It





JW Holdings

Mr. Johnny Walker

Accepting Term Sheets

JW Holdings Property Rent Roll & Proforma

JW Holdings, LLC

RENT ROLL

					Tenant Responsible for:							
					RE	Hazard	RE	RUBS	Annual	Annual		
	SF	Rent Per SF	Monthly Rent	Annual Rent	Tax \$4.89	Ins \$2.95	CAM \$1.20	Mgmt \$0.88	Per S.F. \$9.93	CAM	Income	
Retail Tenants												
Proposed Suite #1	1,250	\$25.00	\$2,604	\$31,250	Y	Y	Y	N	\$ 9.04	\$11,302	\$42,552	
Proposed Suite #2	1,100	\$30.00	\$2,750	\$33,000	Y	Y	Y	Y	\$ 9.93	\$10,918	\$43,918	
Multi-Family Units												
	# of Units	Unit SF	Rent Per SF	Monthly Rent	Annual Rent							
Studio Units	15	544	8,160	\$2.32	\$1,260							
1 Bedroom	12	891	10,692	\$2.15	\$1,920							
2 Bedroom	12	955	11,460	\$2.26	\$2,160							
Totals		32,662			\$878,570						\$22,221	\$900,791

JW Holdings, LLC Projected Income Statement

	Annually	\$/SF
Potential Rental Income (PRI)		
PRI: Retail Tenants	\$86,471	\$36.80
PRI: Multi-Family Tenants	\$814,320	\$26.86
Total PRI	\$900,791	\$27.58
Less: Retail Vacancy at: 11%	(\$9,512)	(\$4.05)
Less: MF vacancy at: 6%	(\$48,859)	(\$1.61)
Effective Gross Income (EGI)	\$851,931	\$26.08
Less: Operating Expenses ¹	(\$331,996)	(\$10.16)
Projected Net Operating Income	\$519,935	\$15.92
1. Operating Expense Detail:		
		\$/SF
Management/Leasing (4%)	\$28,871	\$0.88
CAM	\$96,500	\$2.95
General and Administrative	\$42,800	\$1.31
Maintenance and Repairs	\$30,300	\$0.93
Utilities	\$23,400	\$0.72
Insurance	\$39,250	\$1.20
Real Estate Taxes	\$159,575	\$4.89
Capital Reserves	\$7,800	\$0.24
Total Operating Expenses	\$331,996	\$10.16

JW Holdings Construction Budget

CONSTRUCTION BUDGET			
	Budget	Equity Required	Loan Funding
I. LOAN COSTS			
Attorney's Fees	10,000	10,000	0
Recording & Documentation Fees	19,900	19,900	0
II. LAND COSTS			
Land (At Cost)	1,100,000	1,100,000	0
Closing & Legal	0	0	0
III. HARD COSTS			
Site Work	452,000	0	452,000
Landscaping	14,750	0	14,750
Utilities	395,416	0	395,416
Building Construction	3,557,490	0	3,557,490
Tenant Improvements	380,344	0	380,344
Contingency	200,000	0	200,000
IV. SOFT COSTS			
Architectural Fees	27,500	27,500	0
Engineering Fees	49,000	49,000	0
Environmental Assessment Fee	3,500	3,500	0
Appraisal	3,500	3,500	0
Builders Risk	20,000	20,000	0
Real Estate Taxes	17,500	17,500	0
Interest Carry	480,000	480,000	0
Borrower Overhead	25,895	25,895	0
Contingency	50,000	50,000	0
Other		0	0
TOTALS	6,806,795	1,806,795	5,000,000
LOAN-TO-COST	73.5%		
EQUITY-TO-COST	26.5%		

Johnny Walker

Personal Financial Statement (PFS) and Tax Returns

Personal Financial Statement Summary

Johnny Walker	
Personal Financial Statement	Last Year
Cash / Checking / Savings / Money Market	\$2,724,877
Public Company Stocks / Bonds	\$800,000
Total Liquid and Semi-Liquid Assets on Hand	\$3,524,877
Closely Held Company Stock	
Cash Value of Life Insurance	\$550,000
Personal Property (auto, jewelry, etc.)	\$500,000
Value of Personal Residence	\$1,000,000
Investment Real Estate	\$8,031,245
Total Assets	\$13,606,122
Comments	
Balance of all Credit Cards or LOCs	\$131,854
Total Current Liabilities	\$131,854
Automobile Loans	\$126,950
Total Real Estate Mortgages	\$1,300,000
Total Liabilities	\$1,558,804
Total Net Worth	\$12,047,318

Tax Return Summary

Johnny Walker	Major CPA, LLC	Major CPA, LLC	Major CPA, LLC
	Personal Tax Return	Personal Tax Return	Personal Tax Return
Income & Expenses	3 years Ago	2 Years Ago	Last Year
Yearly Gross Wages / Salaries	\$0	\$0	\$0
Other Regular and Dependable Sources of Income	\$341,729	\$364,494	\$754,418
Taxable Interest & Dividends	\$1,113	\$1,071	\$12,063
Sch C. Income	\$268,610	\$260,765	\$518,892
Capital Gains (Losses)	\$72,006	\$102,658	\$223,463
Cash Flow from Real Estate Investments	\$468,799	\$450,245	\$485,412
Total Personal Income	\$810,528	\$814,739	\$1,239,830
Expenses			
Taxes Paid (Optional)	\$31,132	\$58,151	\$92,000
Self Employment Taxes and Health Care	\$32,360	\$32,360	\$32,360
Personal [Lifestyle] Expenses (Optional)	\$203,460	\$236,662	\$321,680
Net Personal Income before Debt Service	\$543,576	\$519,926	\$826,150
Debt Service Payments			
Yearly Recurring Debt Payments	\$92,529	\$92,529	\$92,529
Total Approximate Yearly Debt Service Payments	\$92,529	\$92,529	\$92,529
Discretionary Cash Flow	\$451,047	\$427,397	\$733,621
Personal Debt Service Coverage Ratio	5.87	5.62	8.93
Personal Debt to Income Ratio	0.11	0.11	0.07

JW Holdings

