



Matt's Long Haul



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1.0 Executive Summary

The purpose of this business plan is to raise \$350,000 for the development of a trucking and transportation company while showcasing the expected financial results and operations over the next three years. Matt's Long Haul, Inc. ("the Company") is a Houston, Texas based corporation that will provide long and short haul transportation services for its clients regionally and nationally. The Company was founded by Matthew Deutsch.

1.1 The Services

The Company will generate substantial revenues from the ongoing transportation of merchandise on behalf of retailers, wholesalers, and distributors. At the onset of operations, Matt's Long Haul, Inc. intends to directly acquire three trucks with the capital sought in this document. The Company anticipates that each vehicle will travel 12,000 miles per month. Furthermore, the business expects that it will receive fees of \$2.50 per mile.

At this time, Management is sourcing the trucks that it will purchase in order to provide services to its customer base. The business will also develop strong relationships with freight brokerages to ensure that the business is able to operate at 100% capacity at all times.

The third section of the business plan will further describe the services offered by the Matt's Long Haul.

1.2 Financing

Mr. Deutsch is seeking to acquire \$350,000 via a bank loan. The interest rate and loan agreement are to be further discussed during negotiation. This business plan assumes that the business will receive a 10 year loan with a 5% fixed interest rate. The financing will be used for the following:

- Acquisition of three trucks
- Location development
- Furniture, fixtures, and equipment purchases
- General working capital

Mr. Deutsch will contribute \$50,000 to the venture. In the future, the Company would be an excellent candidate for a working capital line of credit or business expansion loan given the large tangible asset base and highly predictable streams of revenue generated. However, this business plan assumes that no further capital will be used during the first five years of operation and that all growth will be financed with the retained earnings of the business.

1.3 Mission Statement

Matt’s Long Haul’s mission is to become the recognized leader in its targeted market for long and short haul trucking and transportation services.

1.4 Management Team

The Company was founded by Matthew Deutsch. Mr. Deutsch has more than 10 years of experience in the transportation industry. Through his expertise, he will be able to bring the operations of the business to profitability within its first year of operations.

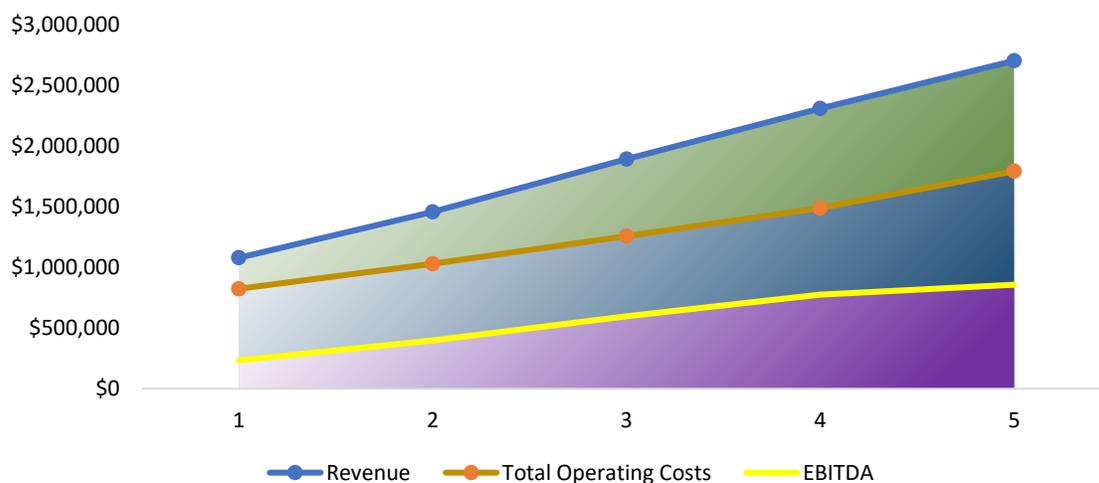
1.5 Expansion Plan

The Founder expects that the business will aggressively expand during the first five years of operation. Mr. Deutsch intends to implement marketing campaigns that will effectively target businesses while concurrently acquiring additional trucks/vehicles for transportation services.

1.6 Revenue Forecasts

Profit and Loss (Yearly)					
Year	1	2	3	4	5
Revenue	\$1,080,000	\$1,458,000	\$1,895,400	\$2,312,388	\$2,705,495
Cost of Revenue	\$21,600	\$29,160	\$37,908	\$46,248	\$54,110
Gross Profit	\$1,058,400	\$1,428,840	\$1,857,492	\$2,266,140	\$2,651,385
Total Operating Costs	\$824,359	\$1,031,600	\$1,259,793	\$1,491,000	\$1,793,341
EBITDA	\$234,041	\$397,240	\$597,699	\$775,141	\$858,044

Revenue, Operating Costs, EBITDA



2.0 Company and Financing Summary

2.1 Registered Name and Corporate Structure

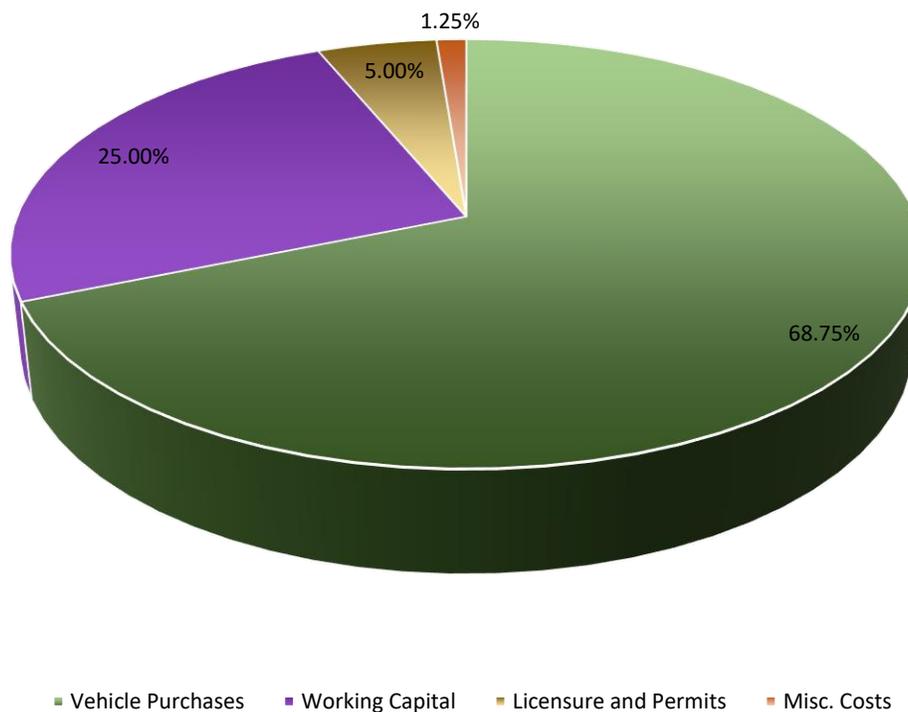
Matt's Long Haul, Inc. The Company is registered as a corporation in the State of Texas.

2.2 Required Funds

At this time, the Matt's Long Haul requires \$350,000 of debt funds. Below is a breakdown of how these funds will be used:

Use of Funds	
Vehicle Purchases	\$275,000
Working Capital	\$100,000
Licensure and Permits	\$20,000
Misc. Costs	\$5,000
Total	\$400,000

Use of Funds



2.3 Investor Equity

Mr. Deutsch is not seeking an investment from a third party at this time.

2.4 Management Equity

Matthew Deutsch owns 100% of the Matt's Long Haul, Inc.

2.5 Exit Strategy

If the business is very successful, Mr. Deutsch may seek to sell the business to a third party for a significant earnings multiple. Most likely, the Company will hire a qualified business broker to sell the business on behalf of the Matt's Long Haul.

Based on historical data, the business could fetch a sales premium of up to three times earnings. It should be noted that Mr. Deutsch intends to operate this business for a significant period of time, and a potential exit strategy would not be executed for at least five to seven years.

3.0 Operations

As stated in the executive summary, the Company will operate with six trucks at the start of business operations. The business will be able to transportation merchandise throughout the entirety of the United States. In order to ensure that full capacity is reached quickly, the Company will partner with freight brokerages that will call upon Matt's Long Haul, Inc. in order to have specific orders fulfilled. Mr. Deutsch anticipates that the business will reach profitability quickly given the enormous demand for freight transportation at this time (which will be further discussed in the next section of the business plan).

In regards to drivers, the Company will generally directly hire drivers to work for the business. Approximately 15% of the Company's workforce will be independently contracted, which has been factored into the business' cost of services.

Moving forward, the Company intends to acquire one new truck in each year of operation. The business will use its retained earnings to acquire these vehicles.

4.0 Overview of the Organization

4.1 Registered Name

Matt's Long Haul Inc. The business is registered as a for profit corporation in the State of Texas.

4.2 Commencement of Operations

The Company will launch full scale operations in 2025.

4.3 Mission Statement

Matt's Long Haul's mission is to provide timely and cost-effective logistics services for its clients throughout Texas and the United States.

4.4 Vision Statement

The Founder of the Company expects to build a business that will achieve \$2.7 million of revenue by the fifth year of operations.

4.5 Organizational Objectives

- Maintain strong relationships with freight brokerages that will route transportation orders to the business on an ongoing basis.
- Develop a moderate scale online presence to foster dedicated lane relationships with companies in Houston.
- Hire qualified drivers to operate the Company's fleet.
- Maintain relationships with truck driving schools to reduce recruitment costs.
- Acquire a new truck for the Company's fleet in each operating year.
- Integrate the latest in GPS technology so that the Company can properly monitor all activities.
- Acquire electric trucks once it is economically viable to do so.
- Develop Matt's Long Haul as a wealth creating enterprise for Matthew Deutsch.
- Provide substantial financial incentives to staff members that further the operations of the business alongside Management.
- Potentially expand the Company's operations to include hazardous materials and refrigerated services to further increase revenue.

5.0 Strategic and Market Analysis

5.1 Economic Outlook

This section of the analysis will detail the economic climate, the transportation industry, the customer profile, and the competition that the business will face as it progresses through its business operations.

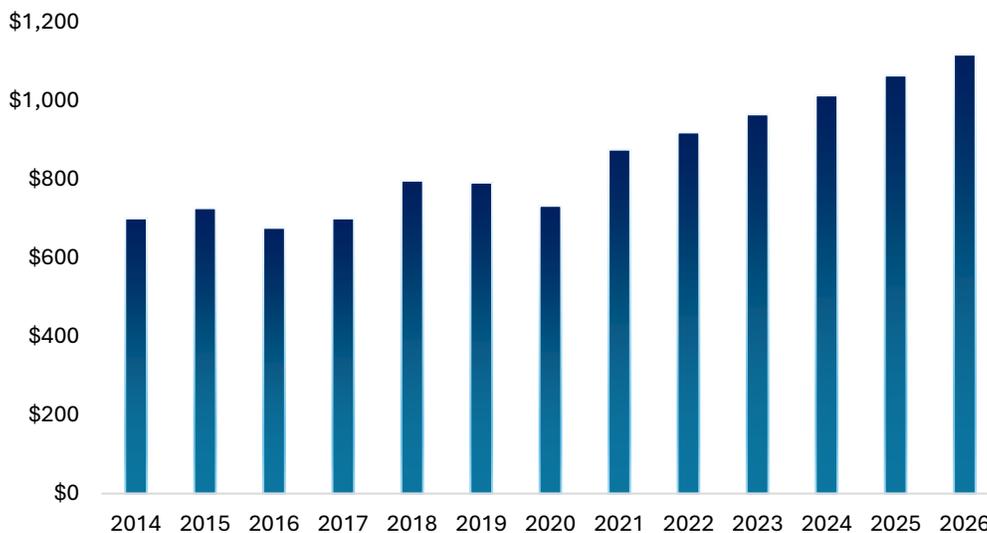
Currently, the economic climate in the United States is strong. The issues a result of the pandemic have ended. Interest rates are now declining as prices have returned to more normalized levels.

Any issues with the economy will not impact the Company's ability to generate revenue. As more people are working from home, the demand for delivery of merchandise has increased considerably. Additionally, the Company has highly controllable operating costs, which will further contribute to the ongoing stability of the business. It should be noted that even when interest rates and inflation were at substantial levels, the demand for long haul transportation remained strong,

5.2 Industry Analysis

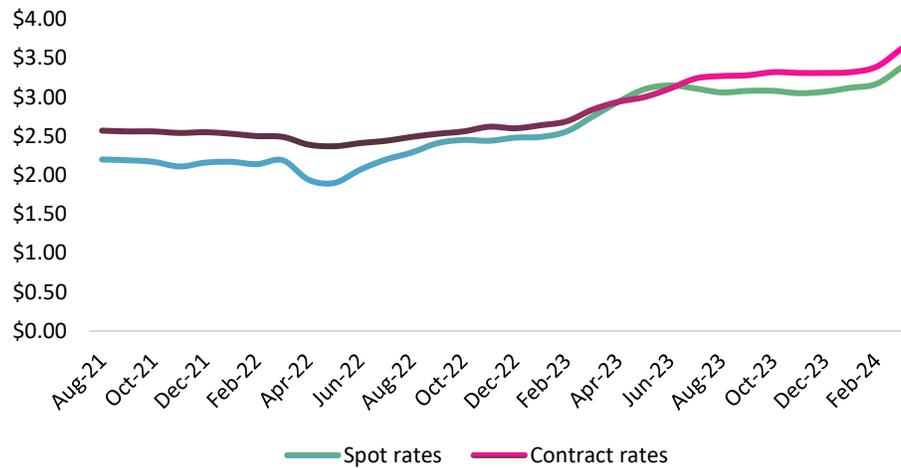
Freight transportation is one of the country's highest gross industries. Given that the United States has a large landmass and highly developed interstate infrastructure, transportation via truck is the most economically viable way of transporting merchandise. Each year, nearly \$1 trillion is spent on freight transportation and logistics. The industry employs nearly 7.8 million people.

US Trucking Industry Revenues (Billions)

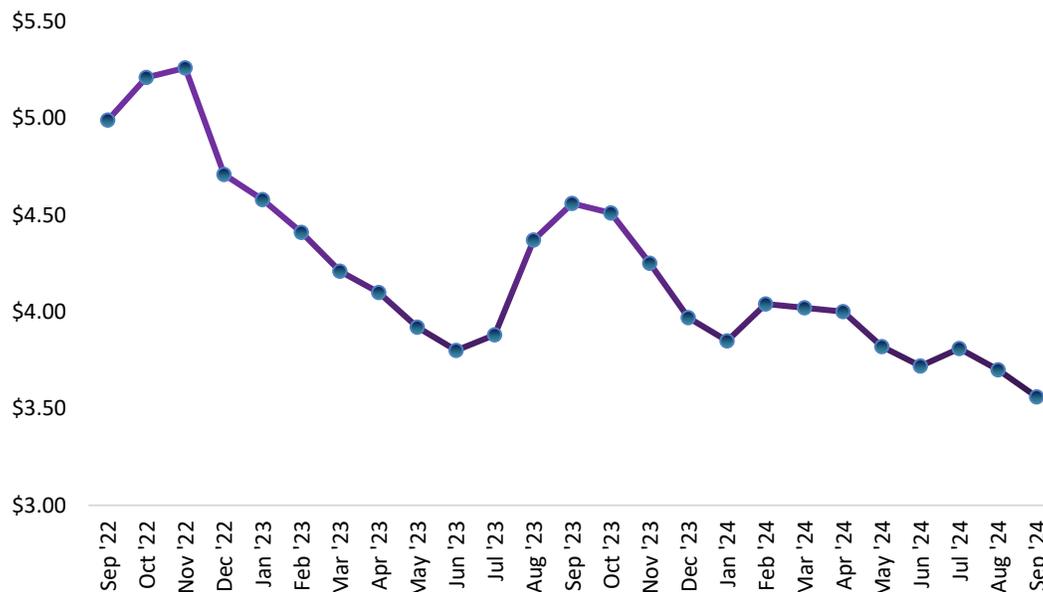


Over the next twenty years, it is expected that there will be a number of changes that face the industry. Foremost, over the next ten years, many more large scale trucks and delivery vehicles will operate on electric motors rather than combustion engines. This is expected to greatly improve the gross margins of trucking companies given that there will be far less volatility in regard to fuel prices (which fluctuate on a number of factors including demand and political stability within oil producing nations).

Trucking Rates (Per Mile)



Diesel Fuel Pricing (Per Gallon)



5.3 Customer Profile

Matt's Long Haul, given its planned operating infrastructure, will be able to provide services to any company that requires transportation of merchandise throughout the country. As discussed earlier, the business intends to work closely with freight brokerages, retailers, wholesalers, and product distributors. The Company will also be able to provide its services to individuals that are relocating on a local, regional, or long distance basis. The business anticipates that approximately 10% of its customers will be individuals that are in need of these services.

5.4 Competition

The ongoing competitive issues that the Company will face are moderate. Given the massive demand for trucking and transportation services in the United States, the Company is in strong position to offer its services on both a short haul and long haul basis. Additionally, the Company intends to retain a significant competitive advantage by maintaining a low cost operating and overhead infrastructure. This will allow Matt's Long Haul, Inc. to remain profitable and cash flow positive at all times despite any volatility that occurs with the pricing of diesel fuels.

6.0 Key Strategic Issues

6.1 Sustainable Operations

The Company will be able to maintain successful business operations because of the following:

- Low operating costs will allow for ongoing expansion of the Company's fleet.
- Strong demand for national level transportation services.
- The Company will be able to effectively recruit drivers from regional truck driving schools.
- A motivated Founder, Matthew Deutsch, that has extensive experience in the logistics and trucking industry.
- The Company is highly scalable, and Management can easily acquire additional capital as needed to further expand growth.
- The business intends to acquire electric vehicles, which will reduce operational costs (this will occur once it is economically viable).

6.2 Basis for Growth

Matt's Long Haul Inc. will grow through four main avenues:

- Acquire additional trucks for the Company's fleet.
- Expand operations to include hazardous materials and refrigerated freight.
- Expand operations to include other types of logistics services.
- Potential acquisition of additional rounds of capital to further expand operations.

7.0 Marketing Plan

Matt's Long Haul intends to maintain an extensive marketing campaign that will ensure maximum visibility for the business in its targeted market. Below is an overview of the marketing strategies and objectives of the Matt's Long Haul.

7.1 Marketing Objectives

- Develop an online presence by developing a website and placing the Company's name and contact information with online directories.
- Establish relationships with freight brokerages within the targeted market.
- Implement a localized marketing campaign that targets individuals that are moving to a different residence.

7.2 Revenue Overview

Yearly Sales Forecast					
Year	1	2	3	4	5
Transportation Services	\$1,080,000	\$1,458,000	\$1,895,400	\$2,312,388	\$2,705,495
Totals	\$1,080,000	\$1,458,000	\$1,895,400	\$2,312,388	\$2,705,495

Gross Profit					
Year	1	2	3	4	5
Total	\$1,058,400	\$1,428,840	\$1,857,492	\$2,266,140	\$2,651,385

7.3 Revenue Assumptions

Year 1

- The Company will commence operations with three transportation vehicles.
- Revenues will reach \$1.08 million.

Year 2

- During this time, the Company will focus on creating dedicated lane relationships.
- A fourth truck will be acquired.
- Revenues will reach \$1.45 million.

Years 3 to 5

- By the fifth year of operation, the Company will have seven trucks in operation.
- Revenues will exceed \$2.7 million.
- At this time, the Company will further expand its operations by integrating new types of transportation services (with a focus on refrigerated freight).

7.4 Marketing Strategies

The Company will use a number of marketing strategies in order to ensure that its operational capacity remains at near 100% at all times. Foremost, Management has already begun to develop ongoing relationships with freight brokerages throughout Texas and in surrounding area markets. These brokerages have been made aware of the Company's anticipated operational capacity. Mr. Deutsch fully anticipates that the business will receive substantial transportation orders from these entities once the vehicles have been acquired.

Mr. Deutsch will develop ongoing relationships with regional retailing chains, product wholesalers, and distributors. These operations are important as the Company will not incur broker fees.

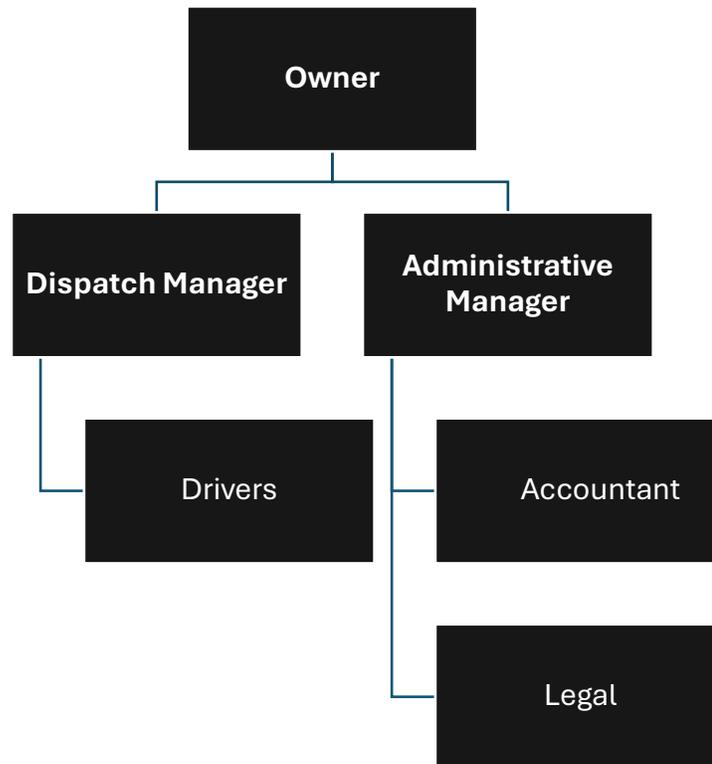
Matt's Long Haul, Inc. will also maintain an expansive online presence. Prior to launching revenue generating operations, the Company will have a web development firm create a state-of-the-art platform that showcases the services offered by the business. This website will be mobile friendly, and heavily search engine optimized. The SEO component of marketing operations will ensure that the website appears frequently when searches for regional trucking/transportation service providers are conducted.

The Company, to a more moderate extent, will maintain a presence on social media (with a focus on Facebook and LinkedIn). The business' social media pages will be geared towards individuals that need specialized freight transportation services.

The business will also maintain strong relationships with real estate agents and brokerages throughout the Houston market. As the Company will provide transportation services to individuals that are relocating, Mr. Deutsch sees a substantial opportunity to foster these relationships with real estate professionals.

8.0 Organizational Plan and Personnel Summary

8.1 Corporate Organization



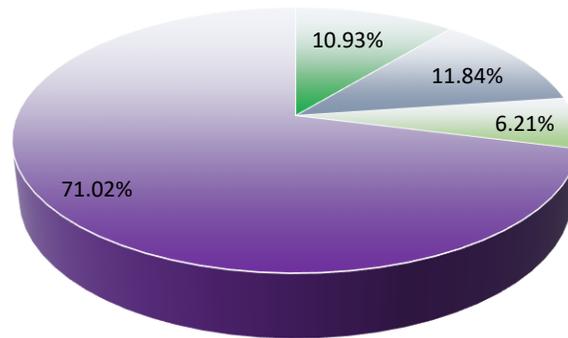
8.2 Organizational Budget

Personnel Plan - Yearly					
Year	1	2	3	4	5
Senior Management	\$55,000	\$60,000	\$65,000	\$75,000	\$100,000
Dispatcher	\$50,000	\$51,000	\$52,020	\$53,060	\$108,243
Administrative Manager	\$52,500	\$53,550	\$54,621	\$55,713	\$56,828
Drivers	\$300,000	\$382,500	\$468,180	\$557,134	\$649,459
Total	\$457,500	\$547,050	\$639,821	\$740,908	\$914,530

Numbers of Personnel (Year End Headcount)					
Year	1	2	3	4	5
Senior Management	1	1	1	1	1
Dispatcher	1	1	1	1	2
Administrative Manager	1	1	1	1	1
Drivers	4	5	6	7	8
Total	7	8	9	10	12

8.2 Organizational Budget (Cont.)

Personnel Summary



■ Senior Management ■ Dispatcher ■ Administrative Manager ■ Drivers

9.0 Financial Plan

9.1 Underlying Assumptions

The Company has based its proforma financial statements on the following:

- Matt's Long Haul will have an annual revenue growth rate of 16% per year.
- The Owner will acquire \$350,000 of debt funds to develop the business.
- The loan will have a 10 year term with a 5% interest rate.

9.2 Sensitivity Analysis

The Company's revenues are sensitive to many external factors. Should the cost of oil increase significantly, Management fully expects that its bottom line income will decrease. However, the Company has priced its services so that increases in the price of oil will not severely impact the Company's ability to operate both profitably and cash flow positive. In the event of a dramatic increase in price, Management will seek to increase the price of its freight Matt's Long Hauls to reflect the higher transportation costs.

9.3 Access to Capital

Given the highly predictable nature of the Company's revenues, the business can easily secure additional capital to further its operations. The major underlying assumption in this document is that future vehicle acquisitions will be acquired with retained earnings. However, the Company is a strong candidate for business expansion loans or lease financing on an as needed basis. As interest rates continue to decline, Management may use financing if the cost of capital is reasonable.

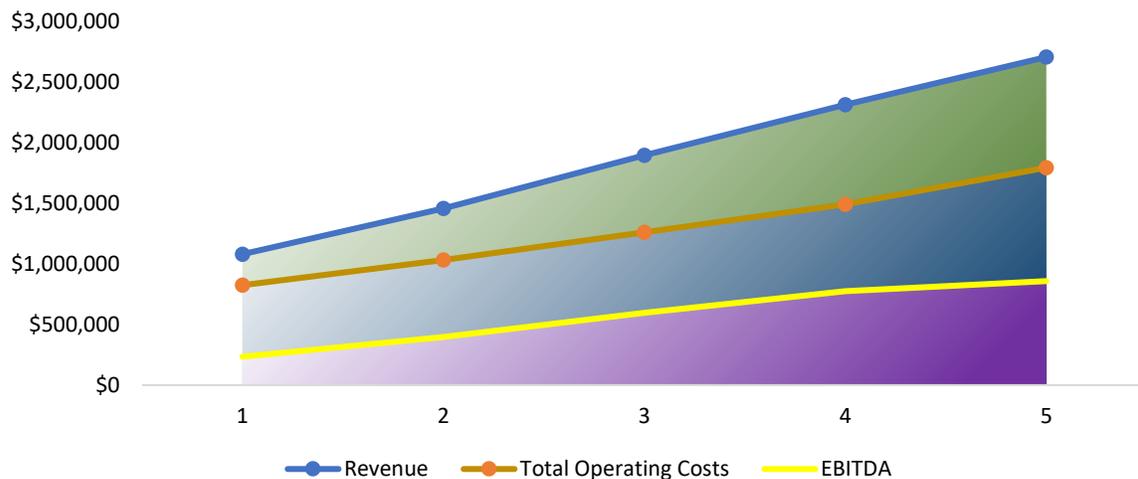
9.4 Source of Funds

Financing	
Equity	
Equity Capitalization	\$50,000.00
Total Equity Financing	\$50,000.00
Banks and Lenders	
Business Loan	\$350,000.00
Total Debt Financing	\$350,000.00
Total Financing	\$400,000.00

9.5 Profit and Loss Statements

Profit and Loss (Yearly)					
Year	1	2	3	4	5
Revenue	\$1,080,000	\$1,458,000	\$1,895,400	\$2,312,388	\$2,705,495
Cost of Revenue	\$21,600	\$29,160	\$37,908	\$46,248	\$54,110
Gross Margin	98.00%	98.00%	98.00%	98.00%	98.00%
Gross Profit	\$1,058,400	\$1,428,840	\$1,857,492	\$2,266,140	\$2,651,385
Expenses					
Payroll	\$457,500	\$547,050	\$639,821	\$740,908	\$914,530
General and Administrative	\$13,500	\$18,225	\$23,693	\$28,905	\$33,819
Fuel Costs	\$216,000	\$291,600	\$379,080	\$462,478	\$541,099
Professional Fees, Licenses, Permits	\$4,500	\$4,725	\$4,961	\$5,209	\$5,470
Insurance Costs	\$34,560	\$46,656	\$60,653	\$73,996	\$86,576
Marketing Costs	\$8,100	\$10,935	\$14,216	\$17,343	\$20,291
Vehicle Maintenance	\$43,200	\$58,320	\$75,816	\$92,496	\$108,220
Facility Costs	\$12,000	\$12,240	\$12,607	\$12,985	\$13,375
Payroll Taxes	\$34,999	\$41,849	\$48,946	\$56,679	\$69,962
Total Operating Costs	\$824,359	\$1,031,600	\$1,259,793	\$1,491,000	\$1,793,341
EBITDA	\$234,041	\$397,240	\$597,699	\$775,141	\$858,044
Federal Income Tax	\$44,917	\$82,946	\$130,308	\$171,935	\$189,947
State Income Tax	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$16,871	\$15,456	\$13,967	\$12,403	\$10,758
Depreciation Expenses	\$37,500	\$50,000	\$62,500	\$75,000	\$87,500
Net Profit	\$134,752	\$248,838	\$390,924	\$515,804	\$569,840
Profit Margin	12.48%	17.07%	20.62%	22.31%	21.06%

Revenue, Operating Costs, EBITDA



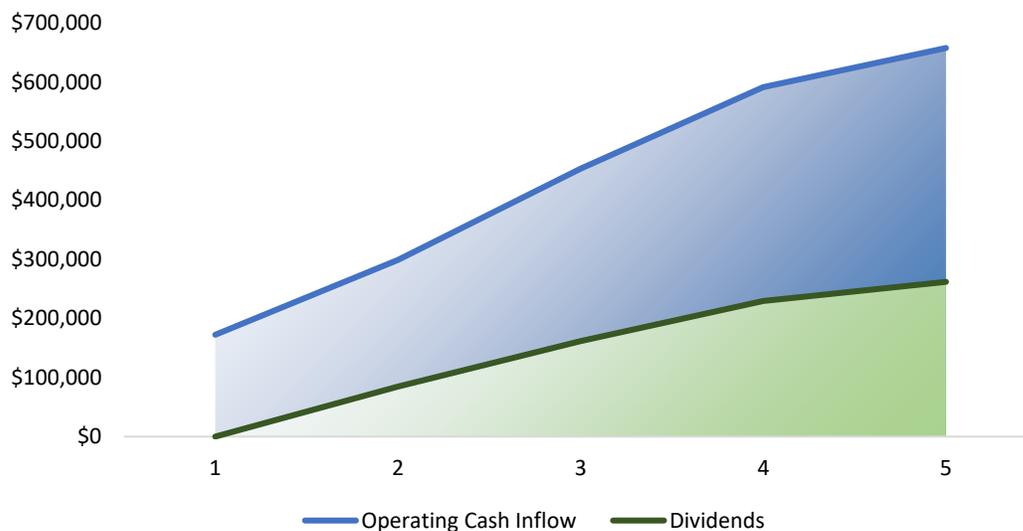
9.6 Common Size Income Statement

Profit and Loss (Common Size)					
Year	1	2	3	4	5
Revenue	100.00%	100.00%	100.00%	100.00%	100.00%
Cost of Revenue	2.00%	2.00%	2.00%	2.00%	2.00%
Gross Profit	98.00%	98.00%	98.00%	98.00%	98.00%
Expenses					
Payroll	42.36%	37.52%	33.76%	32.04%	33.80%
General and Administrative	1.25%	1.25%	1.25%	1.25%	1.25%
Fuel Costs	20.00%	20.00%	20.00%	20.00%	20.00%
Professional Fees, Licenses, Permits	0.42%	0.32%	0.26%	0.23%	0.20%
Insurance Costs	3.20%	3.20%	3.20%	3.20%	3.20%
Marketing Costs	0.75%	0.75%	0.75%	0.75%	0.75%
Vehicle Maintenance	4.00%	4.00%	4.00%	4.00%	4.00%
Facility Costs	1.11%	0.84%	0.67%	0.56%	0.49%
Payroll Taxes	3.24%	2.87%	2.58%	2.45%	2.59%
Total Operating Costs	76.33%	70.75%	66.47%	64.48%	66.29%
EBITDA	21.67%	27.25%	31.53%	33.52%	31.71%
Federal Income Tax	4.16%	5.69%	6.87%	7.44%	7.02%
State Income Tax	0.00%	0.00%	0.00%	0.00%	0.00%
Interest Expense	1.56%	1.06%	0.74%	0.54%	0.40%
Depreciation Expenses	3.47%	3.43%	3.30%	3.24%	3.23%
Net Profit	12.48%	17.07%	20.62%	22.31%	21.06%

9.7 Cash Flow Analysis

Proforma Cash Flow Analysis - Yearly					
Year	1	2	3	4	5
Cash From Operations	\$172,252	\$298,838	\$453,424	\$590,804	\$657,340
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$172,252	\$298,838	\$453,424	\$590,804	\$657,340
Other Cash Inflows					
Equity Investment	\$50,000	\$0	\$0	\$0	\$0
Increased Borrowings	\$350,000	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$1,000	\$1,050	\$1,103	\$1,158	\$1,216
Total Other Cash Inflows	\$401,000	\$1,050	\$1,103	\$1,158	\$1,216
Total Cash Inflow	\$573,252	\$299,888	\$454,527	\$591,961	\$658,555
Cash Outflows					
Repayment of Principal	\$27,676	\$29,092	\$30,580	\$32,145	\$33,790
A/P Decreases	\$700	\$735	\$772	\$810	\$851
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$300,000	\$100,000	\$100,000	\$100,000	\$100,000
Dividends	\$0	\$84,873	\$161,422	\$229,329	\$261,775
Preferred Equity Payment	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$328,376	\$214,700	\$292,774	\$362,285	\$396,415
Net Cash Flow	\$244,876	\$85,188	\$161,753	\$229,677	\$262,140
Cash Balance	\$244,876	\$330,064	\$491,817	\$721,494	\$983,633

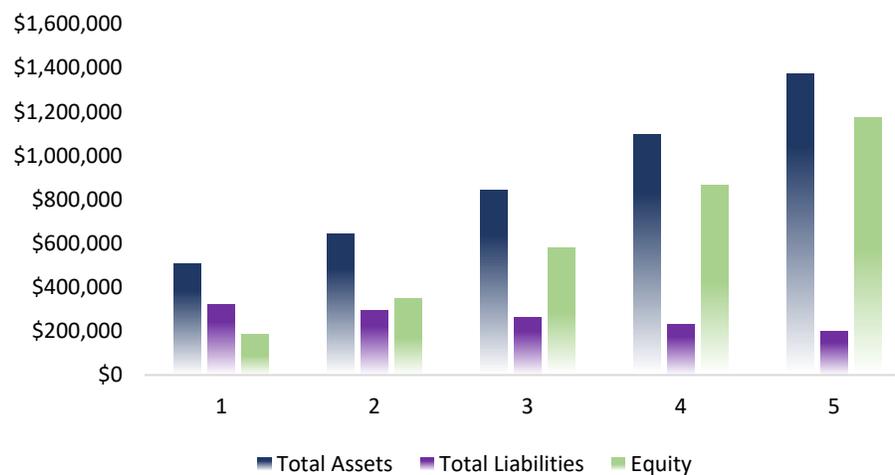
Cash Flow Analysis



9.8 Balance Sheet

Proforma Balance Sheet - Yearly					
Year	1	2	3	4	5
Assets					
Cash	\$244,876	\$330,064	\$491,817	\$721,494	\$983,633
Fixed Assets and Inventory	\$300,000	\$400,000	\$500,000	\$600,000	\$700,000
Accumulated Depreciation	(\$37,500)	(\$87,500)	(\$150,000)	(\$225,000)	(\$312,500)
Total Assets	\$507,376	\$642,564	\$841,817	\$1,096,494	\$1,371,133
Liabilities and Equity					
Accounts Payable	\$300	\$615	\$946	\$1,293	\$1,658
Long Term Liabilities	\$322,324	\$293,232	\$262,652	\$230,507	\$196,717
Other Liabilities	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$322,624	\$293,847	\$263,597	\$231,800	\$198,375
Equity	\$184,752	\$348,717	\$578,220	\$864,694	\$1,172,759
Total Liabilities and Equity	\$507,376	\$642,564	\$841,817	\$1,096,494	\$1,371,133

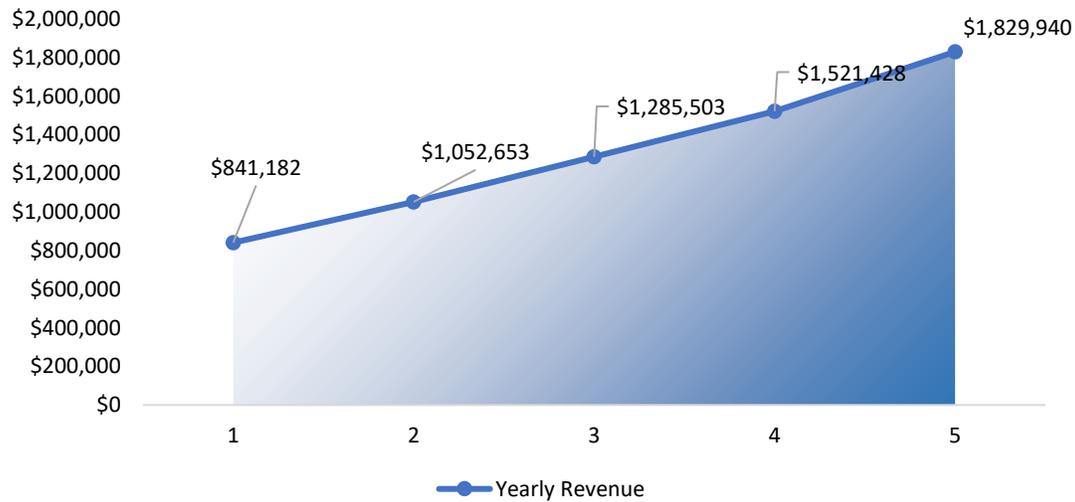
Balance Sheet



9.9 Breakeven Analysis

Break Even Analysis					
Year	1	2	3	4	5
Monthly Revenue	\$70,099	\$87,721	\$107,125	\$126,786	\$152,495
Yearly Revenue	\$841,182	\$1,052,653	\$1,285,503	\$1,521,428	\$1,829,940

Breakeven Analysis



9.10 Business Ratios

Business Ratios - Yearly					
Year	1	2	3	4	5
Revenue					
Sales Growth	0.0%	35.0%	30.0%	22.0%	17.0%
Gross Margin	98.0%	98.0%	98.0%	98.0%	98.0%
Financials					
Profit Margin	12.48%	17.07%	20.62%	22.31%	21.06%
Assets to Liabilities	1.57	2.19	3.19	4.73	6.91
Equity to Liabilities	0.57	1.19	2.19	3.73	5.91
Assets to Equity	2.75	1.84	1.46	1.27	1.17
Liquidity					
Acid Test	0.76	1.12	1.87	3.11	4.96
Cash to Assets	0.48	0.51	0.58	0.66	0.72

Appendix A - SWOT Analysis

Strengths

- Economically insulated business as certain businesses are going to continue to need ongoing transportation of merchandise throughout the United States.
- High gross margins from ongoing transportation services.
- Recurring streams of revenue on a monthly basis via established accounts.
- The ability to partner with freight brokerages in order to ensure 100% use of trucks at all times.
- A Owner/CEO (Matthew Deutsch) that has extensive experience in the transportation and logistics management industry.
- Very strong demand for transportation services given that more people are remaining at home for work and are making significant online purchases.

Weaknesses

- Many regulatory and compliance issues.
- Profitability may fluctuate as a function of energy prices.

Opportunities

- Expansion of the business to maintain several staff and independently-contracted drivers.
- Development of additional locations in economically viable markets throughout the United States.
- Continued acquisition of additional vehicles for the Company's fleet.

Threats

- A recurrence of inflation could cause operating costs to increase.
- Changes in regulations could impact the way that the Company conducts business (limited risk at this time).

Appendix B – Risk Analysis

Development Risk – **Low**

At this time, the Company's primary development comes from sourcing the necessary capital discussed in this business plan. Management has already begun to source freight brokerages that will provide ongoing transportation orders while concurrently enrolling among numerous load boards.

Financing Risk – **Low**

Matt's Long Haul will acquire \$350,000 to launch operations. The risks related to this financing are low as nearly all capital will be used for the acquisition of trucks. As discussed earlier, the Company can easily acquire additional capital as needed to acquire additional freight hauling vehicles and trailers.

Marketing Risk – **Very Low**

The Company will require very little marketing to acquire transportation orders. This is not a consumer facing business. The business will continue to use load boards and freight brokerages while the business develops dedicated lane relationships.

Management Risk – **Low/Moderate**

The Company's Founder, Matthew Deutsch, is a highly experienced logistics professional that has extensive experience in the field of freight transportation. He will be able to bring the operations of Matt's Long Haul to profitability.

Valuation Risk – **Low**

The valuation risk is offset by:

- Immense national level demand for cost effective logistics solutions.
- Low operating costs will provide the business with substantial economic stability.
- The Company can scale its operations through the acquisition of additional trucks.

Exit Risk - **Moderate**

There is a great demand for established freight transportation companies. In the event that Management wishes to divest the business, a qualified business broker will be hired. The business can have a valuation of up to three times the previous year's earnings.

Appendix C - Reference Sources

All statistics and market information were obtained through:

1. U.S. Government Bureau of Labor Statistics
2. U.S. Economic Census

Appendix D – Expanded Profit and Loss Statements

Profit and Loss Statement (First Year)							
Months	1	2	3	4	5	6	7
Revenue	\$90,000						
Cost of Revenue	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
Gross Profit	\$88,200						
Expenses							
Payroll	\$38,125	\$38,125	\$38,125	\$38,125	\$38,125	\$38,125	\$38,125
General and Administrative	\$1,125	\$1,125	\$1,125	\$1,125	\$1,125	\$1,125	\$1,125
Fuel Costs	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000
Professional Fees, Licenses, Permits	\$375	\$375	\$375	\$375	\$375	\$375	\$375
Insurance Costs	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880
Marketing Costs	\$675	\$675	\$675	\$675	\$675	\$675	\$675
Vehicle Maintenance	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600
Facility Costs	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Payroll Taxes	\$2,917	\$2,917	\$2,917	\$2,917	\$2,917	\$2,917	\$2,917
Total Operating Costs	\$68,697						
EBITDA	\$19,503						
Federal Income Tax	\$3,743	\$3,743	\$3,743	\$3,743	\$3,743	\$3,743	\$3,743
State Income Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$1,458	\$1,449	\$1,440	\$1,430	\$1,421	\$1,411	\$1,401
Depreciation Expenses	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125
Net Profit	\$11,177	\$11,186	\$11,196	\$11,205	\$11,215	\$11,224	\$11,234

Profit and Loss Statement (First Year Cont.)

Month	8	9	10	11	12	Year 1
Revenue	\$90,000	\$90,000	\$90,000	\$90,000	\$90,000	\$1,080,000
Cost of Revenue	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800	\$21,600
Gross Profit	\$88,200	\$88,200	\$88,200	\$88,200	\$88,200	\$1,058,400
Expenses						
Payroll	\$38,125	\$38,125	\$38,125	\$38,125	\$38,125	\$457,500
General and Administrative	\$1,125	\$1,125	\$1,125	\$1,125	\$1,125	\$13,500
Fuel Costs	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$216,000
Professional Fees, Licenses, Permits	\$375	\$375	\$375	\$375	\$375	\$4,500
Insurance Costs	\$2,880	\$2,880	\$2,880	\$2,880	\$2,880	\$34,560
Marketing Costs	\$675	\$675	\$675	\$675	\$675	\$8,100
Vehicle Maintenance	\$3,600	\$3,600	\$3,600	\$3,600	\$3,600	\$43,200
Facility Costs	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$12,000
Payroll Taxes	\$2,917	\$2,917	\$2,917	\$2,917	\$2,917	\$34,999
Total Operating Costs	\$68,697	\$68,697	\$68,697	\$68,697	\$68,697	\$824,359
EBITDA	\$19,503	\$19,503	\$19,503	\$19,503	\$19,503	\$234,041
Federal Income Tax	\$3,743	\$3,743	\$3,743	\$3,743	\$3,743	\$44,917
State Income Tax	\$0	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$1,392	\$1,382	\$1,372	\$1,363	\$1,353	\$16,871
Depreciation Expenses	\$3,125	\$3,125	\$3,125	\$3,125	\$3,125	\$37,500
Net Profit	\$11,244	\$11,253	\$11,263	\$11,273	\$11,282	\$134,752

Profit and Loss Statement (Second Year)

Quarter	Year 2				Year 2
	Q1	Q2	Q3	Q4	
Revenue	\$353,565	\$360,855	\$368,145	\$375,435	\$1,458,000
Cost of Revenue	\$7,071	\$7,217	\$7,363	\$7,509	\$29,160
Gross Profit	\$346,494	\$353,638	\$360,782	\$367,926	\$1,428,840
Expenses					
Payroll	\$136,763	\$136,763	\$136,763	\$136,763	\$547,050
General and Administrative	\$4,556	\$4,556	\$4,556	\$4,556	\$18,225
Fuel Costs	\$70,713	\$72,171	\$73,629	\$75,087	\$291,600
Professional Fees, Licenses, Permits	\$1,146	\$1,169	\$1,193	\$1,217	\$4,725
Insurance Costs	\$11,664	\$11,664	\$11,664	\$11,664	\$46,656
Marketing Costs	\$2,652	\$2,706	\$2,761	\$2,816	\$10,935
Vehicle Maintenance	\$14,143	\$14,434	\$14,726	\$15,017	\$58,320
Facility Costs	\$3,060	\$3,060	\$3,060	\$3,060	\$12,240
Payroll Taxes	\$10,148	\$10,358	\$10,567	\$10,776	\$41,849
Total Operating Costs	\$254,844	\$256,882	\$258,919	\$260,956	\$1,031,600
EBITDA	\$91,649	\$96,756	\$101,863	\$106,970	\$397,240
Federal Income Tax	\$20,114	\$20,529	\$20,944	\$21,359	\$82,946
State Income Tax	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$3,999	\$3,910	\$3,819	\$3,727	\$15,456
Depreciation Expenses	\$12,500	\$12,500	\$12,500	\$12,500	\$50,000
Net Profit	\$55,036	\$59,817	\$64,600	\$69,385	\$248,838

Profit and Loss Statement (Third Year)

Quarter	Year 3				
	Q1	Q2	Q3	Q4	Year 3
Revenue	\$459,635	\$469,112	\$478,589	\$488,066	\$1,895,400
Cost of Revenue	\$9,193	\$9,382	\$9,572	\$9,761	\$37,908
Gross Profit	\$450,442	\$459,729	\$469,017	\$478,304	\$1,857,492
Expenses					
Payroll	\$159,955	\$159,955	\$159,955	\$159,955	\$639,821
General and Administrative	\$5,745	\$5,864	\$5,982	\$6,101	\$23,693
Fuel Costs	\$91,927	\$93,822	\$95,718	\$97,613	\$379,080
Professional Fees, Licenses, Permits	\$1,203	\$1,228	\$1,253	\$1,278	\$4,961
Insurance Costs	\$15,163	\$15,163	\$15,163	\$15,163	\$60,653
Marketing Costs	\$3,447	\$3,518	\$3,589	\$3,660	\$14,216
Vehicle Maintenance	\$18,954	\$18,954	\$18,954	\$18,954	\$75,816
Facility Costs	\$3,152	\$3,152	\$3,152	\$3,152	\$12,607
Payroll Taxes	\$12,237	\$12,237	\$12,237	\$12,237	\$48,946
Total Operating Costs	\$311,784	\$313,893	\$316,003	\$318,113	\$1,259,793
EBITDA	\$138,658	\$145,836	\$153,014	\$160,191	\$597,699
Federal Income Tax	\$31,600	\$32,251	\$32,903	\$33,554	\$130,308
State Income Tax	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$3,634	\$3,540	\$3,445	\$3,348	\$13,967
Depreciation Expenses	\$15,625	\$15,625	\$15,625	\$15,625	\$62,500
Net Profit	\$87,799	\$94,420	\$101,041	\$107,664	\$390,924

Profit and Loss Statement (Fourth Year)					
Quarter	Year 4				
	Q1	Q2	Q3	Q4	Year 4
Revenue	\$560,754	\$572,316	\$583,878	\$595,440	\$2,312,388
Cost of Revenue	\$11,215	\$11,446	\$11,678	\$11,909	\$46,248
Gross Profit	\$549,539	\$560,870	\$572,200	\$583,531	\$2,266,140
Expenses					
Payroll	\$185,227	\$185,227	\$185,227	\$185,227	\$740,908
General and Administrative	\$7,009	\$7,154	\$7,298	\$7,443	\$28,905
Fuel Costs	\$112,151	\$114,463	\$116,776	\$119,088	\$462,478
Professional Fees, Licenses, Permits	\$1,263	\$1,289	\$1,315	\$1,341	\$5,209
Insurance Costs	\$18,499	\$18,499	\$18,499	\$18,499	\$73,996
Marketing Costs	\$4,206	\$4,292	\$4,379	\$4,466	\$17,343
Vehicle Maintenance	\$23,124	\$23,124	\$23,124	\$23,124	\$92,496
Facility Costs	\$3,246	\$3,246	\$3,246	\$3,246	\$12,985
Payroll Taxes	\$14,170	\$14,170	\$14,170	\$14,170	\$56,679
Total Operating Costs	\$368,895	\$371,465	\$374,035	\$376,604	\$1,491,000
EBITDA	\$180,644	\$189,405	\$198,166	\$206,927	\$775,141
Federal Income Tax	\$41,694	\$42,554	\$43,413	\$44,273	\$171,935
State Income Tax	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$3,250	\$3,151	\$3,051	\$2,950	\$12,403
Depreciation Expenses	\$18,750	\$18,750	\$18,750	\$18,750	\$75,000
Net Profit	\$116,949	\$124,949	\$132,951	\$140,954	\$515,804

Profit and Loss Statement (Fifth Year)					
	Year 5				
Quarter	Q1	Q2	Q3	Q4	Year 5
Revenue	\$656,083	\$669,610	\$683,137	\$696,665	\$2,705,495
Cost of Revenue	\$13,122	\$13,392	\$13,663	\$13,933	\$54,110
Gross Profit	\$642,961	\$656,218	\$669,475	\$682,732	\$2,651,385
Expenses					
Payroll	\$228,633	\$228,633	\$228,633	\$228,633	\$914,530
General and Administrative	\$8,201	\$8,370	\$8,539	\$8,708	\$33,819
Fuel Costs	\$131,217	\$133,922	\$136,627	\$139,333	\$541,099
Professional Fees, Licenses, Permits	\$1,326	\$1,354	\$1,381	\$1,408	\$5,470
Insurance Costs	\$21,644	\$21,644	\$21,644	\$21,644	\$86,576
Marketing Costs	\$4,921	\$5,022	\$5,124	\$5,225	\$20,291
Vehicle Maintenance	\$27,055	\$27,055	\$27,055	\$27,055	\$108,220
Facility Costs	\$3,344	\$3,344	\$3,344	\$3,344	\$13,375
Payroll Taxes	\$17,490	\$17,490	\$17,490	\$17,490	\$69,962
Total Operating Costs	\$443,830	\$446,834	\$449,837	\$452,840	\$1,793,341
EBITDA	\$199,131	\$209,384	\$219,638	\$229,891	\$858,044
Federal Income Tax	\$46,062	\$47,012	\$47,961	\$48,911	\$189,947
State Income Tax	\$0	\$0	\$0	\$0	\$0
Interest Expense	\$2,847	\$2,743	\$2,637	\$2,531	\$10,758
Depreciation Expenses	\$21,875	\$21,875	\$21,875	\$21,875	\$87,500
Net Profit	\$128,347	\$137,755	\$147,164	\$156,574	\$569,840

Appendix E - Three Year Cash Flow Analysis

Cash Flow Analysis (First Year)								
Month	1	2	3	4	5	6	7	8
Cash From Operations	\$14,302	\$14,311	\$14,321	\$14,330	\$14,340	\$14,349	\$14,359	\$14,369
Cash From Receivables	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$14,302	\$14,311	\$14,321	\$14,330	\$14,340	\$14,349	\$14,359	\$14,369
Other Cash Inflows								
Equity Investment	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$350,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$83	\$83	\$83	\$83	\$83	\$83	\$83	\$83
Total Other Cash Inflows	\$400,083	\$83						
Total Cash Inflow	\$414,385	\$14,395	\$14,404	\$14,414	\$14,423	\$14,433	\$14,442	\$14,452
Cash Outflows								
Repayment of Principal	\$2,254	\$2,263	\$2,273	\$2,282	\$2,292	\$2,301	\$2,311	\$2,321
A/P Decreases	\$58	\$58	\$58	\$58	\$58	\$58	\$58	\$58
A/R Increases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$300,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Preferred Equity Payment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$302,312	\$2,322	\$2,331	\$2,341	\$2,350	\$2,360	\$2,369	\$2,379
Net Cash Flow	\$112,073	\$12,073						
Cash Balance	\$112,073	\$124,146	\$136,219	\$148,292	\$160,365	\$172,438	\$184,511	\$196,584

Cash Flow Analysis (First Year Cont.)					
Month	9	10	11	12	Year 1
Cash From Operations	\$14,378	\$14,388	\$14,398	\$14,407	\$172,252
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$14,378	\$14,388	\$14,398	\$14,407	\$172,252
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$50,000
Increased Borrowings	\$0	\$0	\$0	\$0	\$350,000
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$83	\$83	\$83	\$83	\$1,000
Total Other Cash Inflows	\$83	\$83	\$83	\$83	\$401,000
Total Cash Inflow	\$14,462	\$14,471	\$14,481	\$14,491	\$573,252
Cash Outflows					
Repayment of Principal	\$2,330	\$2,340	\$2,350	\$2,359	\$27,676
A/P Decreases	\$58	\$58	\$58	\$58	\$700
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$0	\$0	\$0	\$0	\$300,000
Dividends	\$0	\$0	\$0	\$0	\$0
Preferred Equity Payment	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$2,389	\$2,398	\$2,408	\$2,418	\$328,376
Net Cash Flow	\$12,073	\$12,073	\$12,073	\$12,073	\$244,876
Cash Balance	\$208,657	\$220,730	\$232,803	\$244,876	\$244,876

Cash Flow Analysis (Second Year)

Quarter	Year 2				Year 2
	Q1	Q2	Q3	Q4	
Cash From Operations	\$67,536	\$72,317	\$77,100	\$81,885	\$298,838
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$67,536	\$72,317	\$77,100	\$81,885	\$298,838
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$255	\$260	\$265	\$270	\$1,050
Total Other Cash Inflows	\$255	\$260	\$265	\$270	\$1,050
Total Cash Inflow	\$67,790	\$72,577	\$77,366	\$82,155	\$299,888
Cash Outflows					
Repayment of Principal	\$7,137	\$7,227	\$7,318	\$7,410	\$29,092
A/P Decreases	\$178	\$182	\$186	\$189	\$735
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$100,000	\$0	\$0	\$0	\$100,000
Dividends	\$0	\$0	\$0	\$84,873	\$84,873
Preferred Equity Payment	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$107,316	\$7,409	\$7,503	\$92,472	\$214,700
Net Cash Flow	-\$39,526	\$65,168	\$69,862	-\$10,317	\$85,188
Cash Balance	\$205,351	\$270,519	\$340,381	\$330,064	\$330,064

Cash Flow Analysis (Third Year)

Quarter	Year 3				
	Q1	Q2	Q3	Q4	Year 3
Cash From Operations	\$103,424	\$110,045	\$116,666	\$123,289	\$453,424
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$103,424	\$110,045	\$116,666	\$123,289	\$453,424
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$267	\$273	\$278	\$284	\$1,103
Total Other Cash Inflows	\$267	\$273	\$278	\$284	\$1,103
Total Cash Inflow	\$103,692	\$110,318	\$116,945	\$123,573	\$454,527
Cash Outflows					
Repayment of Principal	\$7,503	\$7,597	\$7,692	\$7,789	\$30,580
A/P Decreases	\$187	\$191	\$195	\$199	\$772
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$100,000	\$0	\$0	\$0	\$100,000
Dividends	\$0	\$0	\$0	\$161,422	\$161,422
Preferred Equity Payment	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$107,690	\$7,788	\$7,887	\$169,409	\$292,774
Net Cash Flow	-\$3,998	\$102,530	\$109,058	-\$45,837	\$161,753
Cash Balance	\$326,066	\$428,596	\$537,654	\$491,817	\$491,817

Cash Flow Analysis (Fourth Year)

Quarter	Year 4				Year 4
	Q1	Q2	Q3	Q4	
Cash From Operations	\$135,699	\$143,699	\$151,701	\$159,704	\$590,804
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$135,699	\$143,699	\$151,701	\$159,704	\$590,804
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$281	\$287	\$292	\$298	\$1,158
Total Other Cash Inflows	\$281	\$287	\$292	\$298	\$1,158
Total Cash Inflow	\$135,980	\$143,986	\$151,993	\$160,002	\$591,961
Cash Outflows					
Repayment of Principal	\$7,887	\$7,985	\$8,086	\$8,187	\$32,145
A/P Decreases	\$197	\$201	\$205	\$209	\$810
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$100,000	\$0	\$0	\$0	\$100,000
Dividends	\$0	\$0	\$0	\$229,329	\$229,329
Preferred Equity Payment	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$108,083	\$8,186	\$8,290	\$237,725	\$362,285
Net Cash Flow	\$27,897	\$135,800	\$143,703	-\$77,723	\$229,677
Cash Balance	\$519,714	\$655,514	\$799,217	\$721,494	\$721,494

Cash Flow Analysis (Fifth Year)					
Quarter	Year 5				
	Q1	Q2	Q3	Q4	Year 5
Cash From Operations	\$150,222	\$159,630	\$169,039	\$178,449	\$657,340
Cash From Receivables	\$0	\$0	\$0	\$0	\$0
Operating Cash Inflow	\$150,222	\$159,630	\$169,039	\$178,449	\$657,340
Other Cash Inflows					
Equity Investment	\$0	\$0	\$0	\$0	\$0
Increased Borrowings	\$0	\$0	\$0	\$0	\$0
Sales of Business Assets	\$0	\$0	\$0	\$0	\$0
A/P Increases	\$295	\$301	\$307	\$313	\$1,216
Total Other Cash Inflows	\$295	\$301	\$307	\$313	\$1,216
Total Cash Inflow	\$150,517	\$159,930	\$169,346	\$178,762	\$658,555
Cash Outflows					
Repayment of Principal	\$8,290	\$8,394	\$8,499	\$8,606	\$33,790
A/P Decreases	\$206	\$211	\$215	\$219	\$851
A/R Increases	\$0	\$0	\$0	\$0	\$0
Asset Purchases	\$100,000	\$0	\$0	\$0	\$100,000
Dividends	\$0	\$0	\$0	\$261,775	\$261,775
Preferred Equity Payment	\$0	\$0	\$0	\$0	\$0
Total Cash Outflows	\$108,496	\$8,605	\$8,714	\$270,600	\$396,415
Net Cash Flow	\$42,020	\$151,326	\$160,631	-\$91,838	\$262,140
Cash Balance	\$763,514	\$914,840	\$1,075,471	\$983,633	\$983,633

Appendix F – Loan Amortization Table

Payment Number	Principal Payment	Interest Payment	Balance
1	\$2,253.96	\$1,458.33	\$347,746.04
2	\$2,263.35	\$1,448.94	\$345,482.69
3	\$2,272.78	\$1,439.51	\$343,209.91
4	\$2,282.25	\$1,430.04	\$340,927.66
5	\$2,291.76	\$1,420.53	\$338,635.89
6	\$2,301.31	\$1,410.98	\$336,334.58
7	\$2,310.90	\$1,401.39	\$334,023.69
8	\$2,320.53	\$1,391.77	\$331,703.16
9	\$2,330.20	\$1,382.10	\$329,372.96
10	\$2,339.91	\$1,372.39	\$327,033.06
11	\$2,349.66	\$1,362.64	\$324,683.40
12	\$2,359.45	\$1,352.85	\$322,323.95
13	\$2,369.28	\$1,343.02	\$319,954.68
14	\$2,379.15	\$1,333.14	\$317,575.53
15	\$2,389.06	\$1,323.23	\$315,186.47
16	\$2,399.02	\$1,313.28	\$312,787.45
17	\$2,409.01	\$1,303.28	\$310,378.44
18	\$2,419.05	\$1,293.24	\$307,959.39
19	\$2,429.13	\$1,283.16	\$305,530.26
20	\$2,439.25	\$1,273.04	\$303,091.01
21	\$2,449.41	\$1,262.88	\$300,641.60
22	\$2,459.62	\$1,252.67	\$298,181.98
23	\$2,469.87	\$1,242.42	\$295,712.11
24	\$2,480.16	\$1,232.13	\$293,231.95
25	\$2,490.49	\$1,221.80	\$290,741.46
26	\$2,500.87	\$1,211.42	\$288,240.59
27	\$2,511.29	\$1,201.00	\$285,729.30
28	\$2,521.75	\$1,190.54	\$283,207.54
29	\$2,532.26	\$1,180.03	\$280,675.28
30	\$2,542.81	\$1,169.48	\$278,132.47
31	\$2,553.41	\$1,158.89	\$275,579.06
32	\$2,564.05	\$1,148.25	\$273,015.01
33	\$2,574.73	\$1,137.56	\$270,440.28
34	\$2,585.46	\$1,126.83	\$267,854.82
35	\$2,596.23	\$1,116.06	\$265,258.59
36	\$2,607.05	\$1,105.24	\$262,651.54
37	\$2,617.91	\$1,094.38	\$260,033.63
38	\$2,628.82	\$1,083.47	\$257,404.81
39	\$2,639.77	\$1,072.52	\$254,765.04
40	\$2,650.77	\$1,061.52	\$252,114.27
41	\$2,661.82	\$1,050.48	\$249,452.45
42	\$2,672.91	\$1,039.39	\$246,779.54
43	\$2,684.04	\$1,028.25	\$244,095.50
44	\$2,695.23	\$1,017.06	\$241,400.27
45	\$2,706.46	\$1,005.83	\$238,693.81
46	\$2,717.74	\$994.56	\$235,976.08

47	\$2,729.06	\$983.23	\$233,247.02
48	\$2,740.43	\$971.86	\$230,506.59
49	\$2,751.85	\$960.44	\$227,754.74
50	\$2,763.31	\$948.98	\$224,991.42
51	\$2,774.83	\$937.46	\$222,216.59
52	\$2,786.39	\$925.90	\$219,430.20
53	\$2,798.00	\$914.29	\$216,632.20
54	\$2,809.66	\$902.63	\$213,822.54
55	\$2,821.37	\$890.93	\$211,001.18
56	\$2,833.12	\$879.17	\$208,168.06
57	\$2,844.93	\$867.37	\$205,323.13
58	\$2,856.78	\$855.51	\$202,466.35
59	\$2,868.68	\$843.61	\$199,597.67
60	\$2,880.64	\$831.66	\$196,717.03
61	\$2,892.64	\$819.65	\$193,824.39
62	\$2,904.69	\$807.60	\$190,919.70
63	\$2,916.79	\$795.50	\$188,002.91
64	\$2,928.95	\$783.35	\$185,073.96
65	\$2,941.15	\$771.14	\$182,132.81
66	\$2,953.41	\$758.89	\$179,179.40
67	\$2,965.71	\$746.58	\$176,213.69
68	\$2,978.07	\$734.22	\$173,235.62
69	\$2,990.48	\$721.82	\$170,245.14
70	\$3,002.94	\$709.35	\$167,242.20
71	\$3,015.45	\$696.84	\$164,226.75
72	\$3,028.01	\$684.28	\$161,198.74
73	\$3,040.63	\$671.66	\$158,158.11
74	\$3,053.30	\$658.99	\$155,104.80
75	\$3,066.02	\$646.27	\$152,038.78
76	\$3,078.80	\$633.49	\$148,959.98
77	\$3,091.63	\$620.67	\$145,868.36
78	\$3,104.51	\$607.78	\$142,763.85
79	\$3,117.44	\$594.85	\$139,646.40
80	\$3,130.43	\$581.86	\$136,515.97
81	\$3,143.48	\$568.82	\$133,372.50
82	\$3,156.57	\$555.72	\$130,215.92
83	\$3,169.73	\$542.57	\$127,046.19
84	\$3,182.93	\$529.36	\$123,863.26
85	\$3,196.20	\$516.10	\$120,667.06
86	\$3,209.51	\$502.78	\$117,457.55
87	\$3,222.89	\$489.41	\$114,234.66
88	\$3,236.32	\$475.98	\$110,998.35
89	\$3,249.80	\$462.49	\$107,748.55
90	\$3,263.34	\$448.95	\$104,485.21
91	\$3,276.94	\$435.36	\$101,208.27
92	\$3,290.59	\$421.70	\$97,917.68
93	\$3,304.30	\$407.99	\$94,613.38
94	\$3,318.07	\$394.22	\$91,295.30
95	\$3,331.90	\$380.40	\$87,963.41
96	\$3,345.78	\$366.51	\$84,617.63

97	\$3,359.72	\$352.57	\$81,257.91
98	\$3,373.72	\$338.57	\$77,884.19
99	\$3,387.78	\$324.52	\$74,496.42
100	\$3,401.89	\$310.40	\$71,094.53
101	\$3,416.07	\$296.23	\$67,678.46
102	\$3,430.30	\$281.99	\$64,248.16
103	\$3,444.59	\$267.70	\$60,803.57
104	\$3,458.94	\$253.35	\$57,344.62
105	\$3,473.36	\$238.94	\$53,871.27
106	\$3,487.83	\$224.46	\$50,383.44
107	\$3,502.36	\$209.93	\$46,881.07
108	\$3,516.96	\$195.34	\$43,364.12
109	\$3,531.61	\$180.68	\$39,832.51
110	\$3,546.32	\$165.97	\$36,286.19
111	\$3,561.10	\$151.19	\$32,725.09
112	\$3,575.94	\$136.35	\$29,149.15
113	\$3,590.84	\$121.45	\$25,558.31
114	\$3,605.80	\$106.49	\$21,952.51
115	\$3,620.82	\$91.47	\$18,331.68
116	\$3,635.91	\$76.38	\$14,695.77
117	\$3,651.06	\$61.23	\$11,044.71
118	\$3,666.27	\$46.02	\$7,378.44
119	\$3,681.55	\$30.74	\$3,696.89
120	\$3,696.89	\$15.40	\$0.00