

			Actual	Actual	Actual	Actual	Actual	Actual	Actual	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated	Estimated
			6/30/2013	7/7/2013	7/14/2013	7/21/2013	7/28/2013	8/4/2013	8/11/2013	8/18/2013	8/25/2013	9/1/2013	9/8/2013	9/15/2013	9/22/2013	9/29/2013	10/6/2013	10/13/2013	10/20/2013	10/27/2013	11/3/2013	11/10/2013	
Week	Due Date	recurring amount																					
% of A/R rec'd weekly			22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%	22%
A/R outstanding			\$ 280,000	\$ 280,000	\$ 280,000	\$ 280,000	\$ 320,000	\$ 320,000	\$ 320,000	\$ 320,000	\$ 290,000	\$ 290,000	\$ 290,000	\$ 290,000	\$ 290,000	\$ 190,000	\$ 190,000	\$ 190,000	\$ 190,000	\$ 190,000	\$ 190,000	\$ 190,000	\$ 190,000
Beginning Cash Balance			\$ -	\$ 13,703	\$ 6,002	\$ (16,209)	\$ 28,252	\$ (30,557)	\$ 153,037	\$ 138,091	\$ 191,997	\$ 121,314	\$ 164,051	\$ 107,100	\$ 117,575	\$ 123,320	\$ 53,120	\$ 26,342	\$ 38,648	\$ 35,073	\$ (19,627)	\$ (31,584)	\$ (31,584)
Cash Received			\$ 72,938	\$ 77,615	\$ 70,169	\$ 56,260	\$ 62,455	\$ 300,766	\$ 70,400	\$ 70,400	\$ 63,800	\$ 63,800	\$ 63,800	\$ 63,800	\$ 63,800	\$ 41,800	\$ 41,800	\$ 41,800	\$ 41,800	\$ 41,800	\$ 41,800	\$ 41,800	\$ 41,800
Cash Available:			\$ 72,938	\$ 91,318	\$ 76,170	\$ 40,051	\$ 90,707	\$ 270,209	\$ 223,437	\$ 208,491	\$ 255,797	\$ 185,114	\$ 227,851	\$ 170,900	\$ 181,375	\$ 165,120	\$ 94,920	\$ 68,142	\$ 80,448	\$ 76,873	\$ 22,173	\$ 10,216	\$ 10,216
CASH OUTFLOWS																							
Payroll																							
Payroll	bi-weekly		\$20,000	\$ 29,919	\$ 30,049		\$ 28,695		\$ 27,500		\$ 27,500		\$ 27,500		\$ 27,500		\$ 25,000		\$ 25,000		\$ 25,000		\$ 25,000
Payroll - Taxes	bi-weekly		\$8,000	\$ 10,540	\$ 10,538		\$ 9,928		\$ 8,500		\$ 8,500		\$ 8,500		\$ 8,500		\$ 9,000		\$ 9,000		\$ 9,000		\$ 9,000
Payroll - misc	bi-weekly		\$1,000 [1]	\$ 966	\$ 966		\$ 966		\$ 1,000		\$ 1,000		\$ 1,000		\$ 1,000		\$ 1,000		\$ 1,000		\$ 1,000		\$ 1,000
Berks Earned Income																							
Temp Labor	weekly			\$ 4,454		\$ 1,457	\$ 2,503	\$ 1,500															
PAYCHEX	weekly		\$170	\$ 179		\$ 173	\$ 173	\$ 173	\$ 175	\$ -	\$ 175	\$ -	\$ 175	\$ -	\$ 175		\$ 175		\$ 175		\$ 175		\$ 175
Fixed Expenses																							
Rent			\$79,500				\$ 79,021				\$ 79,500				\$ 79,500				\$ 79,500				\$ 79,500
Health	20th		\$5,000		\$ 5,295				\$ 2,704				\$ 4,700		\$ 4,700		\$ 4,700		\$ 4,700				\$ 4,700
Principal	15th		\$1,000		\$ 970				\$ 1,020				\$ 1,020		\$ 1,020		\$ 1,000		\$ 1,000				\$ 1,000
Fidelity - Company Contribution	Monthly			\$ 1,983		\$ 1,096			\$ 1,160				\$ 1,160		\$ 1,160		\$ 1,160		\$ 1,160				\$ 1,160
AFIAC	Monthly				\$ 311				\$ 336				\$ 350		\$ 350				\$ 350				\$ 350
Insurance	20th		\$4,000	\$ 4,232		\$ 4,478				\$ 4,294				\$ 4,500			\$ 4,500		\$ 4,500				\$ 4,500
Operating Expenses																							
Pest Control	15th		\$810		\$ 869		\$ 869		\$ 869				\$ 869				\$ 869		\$ 869				\$ 869
Professional Services (legal, acct & computer)	Varies			\$ 3,291		\$ 2,481	\$ 477		\$ 5,000	\$ 1,000	\$ -	\$ 1,000	\$ 5,000	\$ 1,000	\$ 2,000	\$ 25,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 2,000	\$ 1,000	\$ 2,000	\$ 1,000
Misc.	Weekly			\$ 7,616	\$ 4,900	\$ 13,139		\$ 5,486		\$ 6,500		\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500	\$ 6,500
Freight	Varies								\$ 20,886	\$ -	\$ 16,108	\$ -	\$ 30,032	\$ -	\$ 17,180	\$ -	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500
Monthly	Monthly - 20th		\$2,500	\$ 2,625	\$ 4,275		\$ 2,625						\$ -	\$ 2,625			\$ 2,625						\$ 2,625
Credit Cards																							
American Express	1st		\$0	\$ 60,700			\$ 96,771						\$ 35,000	\$ 30,000	\$ -	\$ -	\$ -						\$ -
Card Member Service	7th		\$0		\$ 3,475	\$ 3,000	\$ 1,000		\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000
Loan/Lease Payments																							
Acquisition - LOC	13th		\$5,700 [2]	\$ 5,665		\$ 5,665		\$ 5,665				\$ 5,665		\$ 5,665		\$ 5,665		\$ 5,665					\$ 5,665
Equipment #1	13th		\$750	\$ 1,083		\$ 1,118		\$ 1,118				\$ 1,219		\$ 1,219		\$ 1,219		\$ 1,219					\$ 1,219
xyz Leasing	20th		\$2,500		\$ 3,699								\$ 650										\$ 650
xyz Leasing #2	16th		\$318						\$ 3,700					\$ 3,700									\$ 3,700
Company Cars (Truck, car)	15th		\$1,130	\$ 539	\$ 566		\$ 566					\$ 539				\$ 539							\$ 539
blm Truck & Trailer Lease	22		\$4,000		\$ 11,638				\$ 7,600					\$ 4,000			\$ 4,000						\$ 4,000
bank1	1st		\$700	\$ 790		\$ 720					\$ 700				\$ 700								\$ 700
bank3	15th		\$490	\$ 490	\$ 445		\$ 445				\$ 490				\$ 490		\$ 490						\$ 490
bank4	25		\$1,220		\$ 1,223				\$ 1,223				\$ 1,223		\$ 1,220		\$ 1,220						\$ 1,220
personal loan	15th		\$3,242	\$ 3,242					\$ 3,242				\$ 3,242	\$ -	\$ 3,242		\$ 3,242						\$ 3,242
loan 5	15th		\$4,000	\$ 4,000					\$ 4,000			\$ 4,000			\$ 4,000		\$ 4,000					\$ -	\$ 4,000
other			\$5,000																				
Total Outflow			\$ 59,236	\$ 85,317	\$ 92,380	\$ 11,798	\$ 121,264	\$ 117,172	\$ 85,346	\$ 16,494	\$ 134,483	\$ 21,063	\$ 120,751	\$ 53,325	\$ 58,055	\$ 112,000	\$ 68,578	\$ 29,494	\$ 45,375	\$ 96,500	\$ 53,757	\$ 24,369	\$ 24,369
Ending Cash Balance			\$ 13,703	\$ 6,002	\$ (16,209)	\$ 28,252	\$ (30,557)	\$ 153,037	\$ 138,091	\$ 191,997	\$ 121,314	\$ 164,051	\$ 107,100	\$ 117,575	\$ 123,320	\$ 53,120	\$ 26,342	\$ 38,648	\$ 35,073	\$ (19,627)	\$ (31,584)	\$ (31,584)	\$ (14,153)

[1] Rob Tompkins:

moved to paychex all tax liability included.

[2] Rob Tompkins:

New loan amount as of 3/13 - \$5700

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