

|            |                                     | 2018         | 2019          |
|------------|-------------------------------------|--------------|---------------|
| Revenue    | Gross Sales                         | \$ 41,528.75 | \$ 141,140.43 |
|            | (Less sales returns and allowances) | \$ 415.29    | \$ 1,411.40   |
|            | Net Sales                           | \$ 41,113.46 | \$ 139,729.02 |
| Exopenses  | Avertising                          | \$ 1,600.00  | \$ 2,400.00   |
|            | Furniture and equipment             | \$ 320.00    | \$ 160.00     |
|            | Insurance                           | \$ 800.00    | \$ 800.00     |
|            | Office Supplies                     | \$ 160.00    | \$ 160.00     |
|            | Payroll Taxes                       | \$ 3,386.42  | \$ 17,520.00  |
|            | Rent                                | \$ 1,920.00  | \$ 1,920.00   |
|            | Development                         | \$ 1,600.00  | \$ 1,600.00   |
|            | Salaries and Wages                  | \$ 9,600.00  | \$ 9,600.00   |
|            | Travel                              | \$ 480.00    | \$ 480.00     |
|            | Utilities                           | \$ 320.00    | \$ 320.00     |
|            | Web hosting and domain              | \$ 32.00     | \$ 32.00      |
|            | Other                               | \$ 144.00    | \$ 144.00     |
|            | Total Operating Expenses            | \$ 20,362.42 | \$ 35,136.00  |
| Net Income |                                     | \$ 20,751.04 | \$ 104,593.02 |

#### Assumptions:

|                                   |                |
|-----------------------------------|----------------|
| 316000 Ccf procured per month     | 316000         |
| Growth Rate after month 6 is 5%   | 1.05           |
| Growth Rate after month 12 is 10% | 1.1            |
| Commission rate is \$0.01 per Ccf | 0.01           |
| Attrition rate                    | 1%             |
| monthly new Ccf                   | 1 316000       |
|                                   | 2 316000       |
|                                   | 3 316000       |
|                                   | 4 316000       |
|                                   | 5 316000       |
|                                   | 6 316000       |
|                                   | 7 331800       |
|                                   | 8 348390       |
|                                   | 9 365809.5     |
|                                   | 10 384099.975  |
|                                   | 11 403304.9738 |

|    |             |                                 |
|----|-------------|---------------------------------|
| 12 | 423470.2224 | Total first year volume (Ccf):  |
| 13 | 465817.2447 |                                 |
| 14 | 512398.9691 |                                 |
| 15 | 563638.8661 |                                 |
| 16 | 620002.7527 |                                 |
| 17 | 682003.0279 |                                 |
| 18 | 750203.3307 |                                 |
| 19 | 825223.6638 |                                 |
| 20 | 907746.0302 |                                 |
| 21 | 998520.6332 |                                 |
| 22 | 1098372.697 |                                 |
| 23 | 1208209.966 |                                 |
| 24 | 1329030.963 | Total second year volume (Ccf): |

Combined Electric and Natural Gas expenses

|                   | 2018          | 2019          |
|-------------------|---------------|---------------|
| Avertising        | \$ 10,000.00  | \$ 15,000.00  |
| Furniture and equ | \$ 2,000.00   | \$ 1,000.00   |
| Insurance         | \$ 5,000.00   | \$ 5,000.00   |
| Office Supplies   | \$ 1,000.00   | \$ 1,000.00   |
| Payroll Taxes     | \$ 21,165.15  | \$ 109,500.00 |
| Rent              | \$ 12,000.00  | \$ 12,000.00  |
| Development       | \$ 10,000.00  | \$ 10,000.00  |
| Salaries and Wag  | \$ 60,000.00  | \$ 60,000.00  |
| Travel            | \$ 3,000.00   | \$ 3,000.00   |
| Utilities         | \$ 2,000.00   | \$ 2,000.00   |
| Web hosting and   | \$ 200.00     | \$ 200.00     |
| Other             | \$ 900.00     | \$ 900.00     |
| Total Operating E | \$ 127,265.15 | \$ 219,600.00 |

**Assumption:** Natural Gas will incure 16% of total expenses

0.16

4152874.671

9961168.144