

My First Company, LLC

Financial Statements

3/23/2010

**My First Company, LLC
Financial Plan - Overview (\$000)**

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
Sales Representative Headcount (EOP)	1	4	6	7	7	8	8	10	11	11	15	17	17
Total Employee Headcount (EOP)	5	13	22	30	30	35	36	40	40	40	47	51	52
Salaries & Commission Expense	\$26	\$200	\$379	\$517	\$1,123	\$663	\$735	\$818	\$863	\$3,079	\$3,681	\$4,511	\$5,014
Total Contract Employees (EOP)	0	2	4	4	4	2	2	2	1	1	0	0	0
Total Contract Employee Expense	\$0	\$28	\$47	\$68	\$142	\$28	\$20	\$20	\$16	\$83	\$60	\$36	\$0
Revenues	\$0	\$99	\$421	\$864	\$1,384	\$1,429	\$1,933	\$2,367	\$2,759	\$8,487	\$13,646	\$22,226	\$29,194
Revenue/Sales Representative (Annual)	0	122	281	512	342	788	967	947	1,026	943	1,080	1,329	1,717
Revenue/Headcount (Annual)	0	34	84	127	93	175	219	246	276	231	314	447	565
Revenue Annual Growth %						N/A	1853%	462%	219%	513%	61%	63%	31%
Revenue Period to Period Growth %		N/A	325%	105%		65%	35%	22%	17%	513%	61%	63%	31%
Gross Margin %	N/A	48.3%	46.4%	46.4%	46.4%	51.0%	51.3%	51.8%	52.2%	51.7%	49.7%	47.6%	49.5%
Gross Margin Coverage	-7%	13%	34%	52%	37%	79%	99%	108%	118%	102%	131%	166%	216%
Net Income	(\$35)	(\$310)	(\$378)	(\$357)	(\$1,080)	(\$187)	(\$8)	\$89	\$219	\$112	\$1,318	\$2,339	\$4,329
Net Income/Headcount (Annual)	(112)	(108)	(76)	(52)	(72)	(23)	(1)	9	22	3	30	47	84
Operating Cash Flow	(\$34)	(\$403)	(\$554)	(\$485)	(\$1,477)	(\$335)	(\$166)	(\$7)	\$136	(\$371)	\$994	\$2,035	\$4,212
Operating Cash Flow/Headcount (Annual)	(109)	(140)	(111)	(71)	(99)	(41)	(19)	(1)	14	(10)	23	41	82
Cash from Financing	\$500	\$2,000	\$0	\$0	\$2,500	\$0	\$0	\$0	\$0	\$0	\$371	(\$10)	(\$11)
Cash (EOP)	\$466	\$2,063	\$1,509	\$1,023	\$1,023	\$689	\$523	\$516	\$652	\$652	\$2,017	\$4,041	\$8,242
Working Capital (EOP)	\$444	\$2,110	\$1,708	\$1,342	\$1,342	\$1,153	\$1,098	\$1,190	\$1,420	\$1,420	\$3,100	\$5,429	\$9,788
Net Assets (EOP)	\$465	\$2,155	\$1,777	\$1,420	\$1,420	\$1,233	\$1,225	\$1,314	\$1,533	\$1,533	\$3,151	\$5,489	\$9,818
Return on Net Assets (Annual)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	28%	60%	9%	61%	55%	57%

Cumulative Net Income Breakeven Cumulative Net Income breakeven occurs during October 2012, (Month 32 of Plan)

Cumulative Operating Cash Flow Breakeven Cumulative Operating Cash Flow breakeven occurs during May 2013, (Month 39 of Plan)

Maximum Net Present Value of Discounted Cash Flow. (\$000) **\$2,516** As of the Plan Start Date, using a 35.0% Minimum Discount Rate and Assuming an Adjustment Factor of 10.0% for NEGATIVE Cash Flows, and an Adjustment Factor of -10.0% for POSITIVE Cash Flows, coupled with a Working Capital Liquidation at the End of Plan Range.

Minimum Net Present Value of Discounted Cash Flow. (\$000) **\$1,544** As of the Plan Start Date, using a 45.0% Maximum Discount Rate and Assuming an Adjustment Factor of 10.0% for NEGATIVE Cash Flows, and an Adjustment Factor of -10.0% for POSITIVE Cash Flows, coupled with a Working Capital Liquidation at the End of Plan Range.

My First Company, LLC

Income Statement (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
Revenues	\$0	\$99	\$421	\$864	\$1,384	\$1,429	\$1,933	\$2,367	\$2,759	\$8,487	\$13,646	\$22,226	\$29,194
Material COGS	\$0	\$42	\$181	\$370	\$593	\$586	\$795	\$976	\$1,146	\$3,504	\$6,056	\$10,663	\$13,785
Operations Department	\$2	\$9	\$45	\$93	\$150	\$114	\$147	\$164	\$172	\$597	\$804	\$993	\$951
Gross Margin	(\$2)	\$48	\$195	\$400	\$641	\$729	\$991	\$1,226	\$1,440	\$4,386	\$6,786	\$10,569	\$14,458
% Revenue	N/A	48.3%	46.4%	46.4%	46.4%	51.0%	51.3%	51.8%	52.2%	51.7%	49.7%	47.6%	49.5%
Operating Expenses													
Sales & Marketing Department	\$6	\$143	\$251	\$374	\$774	\$482	\$568	\$666	\$752	\$2,468	\$3,159	\$4,218	\$4,644
% Revenue	N/A	144.7%	59.6%	43.3%	55.9%	33.8%	29.4%	28.1%	27.2%	29.1%	23.1%	19.0%	15.9%
General & Administrative Department	\$11	\$81	\$132	\$148	\$372	\$187	\$204	\$226	\$225	\$842	\$1,049	\$1,182	\$1,212
% Revenue	N/A	81.4%	31.3%	17.2%	26.9%	13.1%	10.5%	9.5%	8.2%	9.9%	7.7%	5.3%	4.2%
Research & Development Department	\$15	\$135	\$200	\$242	\$592	\$251	\$229	\$248	\$247	\$974	\$990	\$969	\$845
% Revenue	N/A	136.4%	47.5%	28.0%	42.8%	17.5%	11.8%	10.5%	8.9%	11.5%	7.3%	4.4%	2.9%
Total Operating Expenses	\$33	\$359	\$583	\$763	\$1,738	\$920	\$1,001	\$1,140	\$1,223	\$4,285	\$5,198	\$6,369	\$6,701
% Revenue	N/A	362.5%	138.4%	88.4%	125.6%	64.4%	51.8%	48.2%	44.4%	50.5%	38.1%	28.7%	23.0%
Operating Income	(\$35)	(\$311)	(\$387)	(\$363)	(\$1,096)	(\$191)	(\$10)	\$87	\$216	\$102	\$1,588	\$4,200	\$7,756
% Revenue	N/A	-314.1%	-92.0%	-42.0%	-79.2%	-13.4%	-0.5%	3.7%	7.8%	1.2%	11.6%	18.9%	26.6%
Other (Income)/Expense	\$0	(\$1)	(\$9)	(\$6)	(\$16)	(\$4)	(\$3)	(\$2)	(\$2)	(\$11)	(\$17)	(\$52)	(\$115)
Income Before Tax	(\$35)	(\$310)	(\$378)	(\$357)	(\$1,080)	(\$187)	(\$8)	\$89	\$219	\$112	\$1,605	\$4,252	\$7,871
% Revenue	N/A	-312.8%	-89.9%	-41.3%	-78.0%	-13.1%	-0.4%	3.7%	7.9%	1.3%	11.8%	19.1%	27.0%
Provision for Income Tax	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$287	\$1,914	\$3,542
Net Income	(\$35)	(\$310)	(\$378)	(\$357)	(\$1,080)	(\$187)	(\$8)	\$89	\$219	\$112	\$1,318	\$2,339	\$4,329

My First Company, LLC

Balance Sheet (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	As of Mar-10	As of Jun-10	As of Sep-10	As of Dec-10	As of Dec-10	As of Mar-11	As of Jun-11	As of Sep-11	As of Dec-11	As of Dec-11	As of Dec-12	As of Dec-13	As of Dec-14
Assets													
Cash and Equivalents	\$466	\$2,063	\$1,509	\$1,023	\$1,023	\$689	\$523	\$516	\$652	\$652	\$2,017	\$4,041	\$8,242
Accounts Receivable	0	62	198	363	363	574	775	927	1,064	1,064	1,656	2,218	2,656
Inventories	17	90	163	241	241	279	305	361	373	373	716	928	1,102
Other Current Assets	0	9	6	3	3	0	11	8	4	4	5	6	8
Total Current Assets	483	2,224	1,875	1,630	1,630	1,543	1,614	1,812	2,093	2,093	4,394	7,194	12,008
Computer Equipment	11	29	57	72	72	82	104	112	111	111	174	182	184
Other Equipment	10	20	20	20	20	20	55	55	55	55	55	105	105
Accumulated Depreciation	(0)	(3)	(8)	(14)	(14)	(21)	(32)	(43)	(54)	(54)	(108)	(166)	(209)
Net Fixed Assets	21	46	68	78	78	80	127	124	112	112	121	121	80
Other Long-Term Assets	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Assets	\$503	\$2,270	\$1,944	\$1,708	\$1,708	\$1,623	\$1,741	\$1,936	\$2,205	\$2,205	\$4,515	\$7,315	\$12,088
Liabilities													
Accounts Payable	38	109	152	261	261	348	460	555	596	596	1,067	1,450	1,726
Accrued Liabilities	0	6	15	27	27	42	56	67	76	76	95	108	162
Other Current Liabilities	0	0	0	0	0	0	0	0	0	0	131	206	333
Total Current Liabilities	38	114	167	288	288	389	515	622	672	672	1,293	1,765	2,220
Long Term Loan	0	0	0	0	0	0	0	0	0	0	71	61	50
Total Liabilities	38	114	167	288	288	389	515	622	672	672	1,364	1,825	2,270
Shareholders Equity													
Common Stock	500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,800	2,800	2,800
Retained Earnings						(1,080)	(1,080)	(1,080)	(1,080)	(1,080)	(967)	351	2,689
Current Year Net Income	(35)	(345)	(723)	(1,080)	(1,080)	(187)	(195)	(106)	112	112	1,318	2,339	4,329
Total Shareholders' Equity	465	2,155	1,777	1,420	1,420	1,233	1,225	1,314	1,533	1,533	3,151	5,489	9,818
Total Liabilities & Equity	\$503	\$2,270	\$1,944	\$1,708	\$1,708	\$1,623	\$1,741	\$1,936	\$2,205	\$2,205	\$4,515	\$7,315	\$12,088

My First Company, LLC

Statement of Cash Flow (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
Net Income	(\$35)	(\$310)	(\$378)	(\$357)	(\$1,080)	(\$187)	(\$8)	\$89	\$219	\$112	\$1,318	\$2,339	\$4,329
Depreciation and Amortization	0	2	5	6	14	7	10	11	11	40	54	58	43
Cash Provided (Used) for Ops. Increase (Decrease) in:													
Accounts Receivable	0	(62)	(136)	(165)	(363)	(212)	(201)	(153)	(136)	(701)	(592)	(562)	(438)
Inventory	(17)	(73)	(73)	(78)	(241)	(39)	(25)	(56)	(12)	(132)	(343)	(212)	(174)
Other Current Assets	0	(9)	3	3	(3)	3	(11)	4	4	(1)	(1)	(2)	(1)
Accounts Payable	38	70	43	109	261	87	112	96	41	335	471	383	275
Accrued Liabilities	0	6	9	12	27	15	14	11	9	49	19	13	54
Other Current Liabilities	0	0	0	0	0	0	0	0	0	0	131	75	126
Cash Provided by/(Used in) Operating Activities	(13)	(375)	(526)	(470)	(1,385)	(325)	(109)	1	136	(297)	1,057	2,093	4,214
Investing Activities Capital Expenditures Other	(21)	(28)	(28)	(16)	(92)	(10)	(57)	(8)	1	(74)	(63)	(58)	(2)
Cash Provided by/(Used in) Investing Activities	(21)	(28)	(28)	(16)	(92)	(10)	(57)	(8)	1	(74)	(63)	(58)	(2)
Operating Cash Flow	(34)	(403)	(554)	(485)	(1,477)	(335)	(166)	(7)	136	(371)	994	2,035	4,212
Financing Activities Increase/(Decrease) in LTD Cash From Sale of Equity	0	0	0	0	0	0	0	0	0	0	71	(10)	(11)
	500	2,000	0	0	2,500	0	0	0	0	0	300	0	0
Cash Provided by/(Used in) Financing Activities	500	2,000	0	0	2,500	0	0	0	0	0	371	(10)	(11)
Beginning Cash Balance	0	466	2,063	1,509	0	1,023	689	523	516	1,023	652	2,017	4,041
Change in Cash	466	1,597	(554)	(485)	1,023	(335)	(166)	(7)	136	(371)	1,365	2,025	4,201
Ending Cash Balance	\$466	\$2,063	\$1,509	\$1,023	\$1,023	\$689	\$523	\$516	\$652	\$652	\$2,017	\$4,041	\$8,242

My First Company, LLC

Sales Representative Detail

The following Drivers are included in the calculation of Sales Representative Contribution.

Sales Revenue	YES	Commission Expense	YES	Telephone Expense	NO
Material Expense	YES	Payroll Tax Expense	YES	Travel/Entertainment	No
Recruiting Fee	YES	Employee Benefits	YES	Other Sales Expense	No
Salary Expense	YES				

Identifying Name/Position	Start Date	Duration (Months)	Product Profile	Annual Base Salary	Month of First Sale	Initial Fee (Total)	Sales Rep Contribution			
							Month of Breakeven Contribution	Months to Breakeven Contribution	Contribution during FIRST 6 Months	Contribution during FIRST 12 Months
John Roberts	Mar-10	60	Profile 01	\$60,000	Apr-10	\$0	Jun-10	4	52,166	339,266
Executive Sales Rep	May-10	60	Profile 01	\$75,000	Jun-10	\$10,000	Aug-10	4	57,468	436,640
Senior Sales Rep	Jul-10	60	Profile 01	\$65,000	Aug-10	\$0	Oct-10	4	50,711	362,270
Sales Rep	May-10	60	Profile 02	\$50,000	May-10	\$0	May-11	13	(13,457)	(1,361)
Senior Sales Rep	May-10	60	Profile 02	\$65,000	May-10	\$0	Sep-11	17	(21,632)	(17,711)
Executive Sales Rep	Jul-10	60	Profile 02	\$75,000	Jul-10	\$10,000	Mar-12	21	(37,051)	(40,280)
Sales Rep	Nov-10	60	Profile 03	\$55,000	Jan-11	\$0	May-11	7	(407)	14,554
Executive Sales Rep	Mar-11	60	Profile 03	\$75,000	May-11	\$10,000	Jan-12	11	(13,615)	8,048
Senior Sales Rep	Jul-11	60	Profile 03	\$65,000	Sep-11	\$0	Feb-12	8	(7,057)	15,286
Senior Sales Rep	Jul-11	60	Profile 01	\$65,000	Aug-11	\$0	Sep-11	3	63,239	295,786
Executive Sales Rep	Nov-11	60	Profile 01	\$75,000	Dec-11	\$0	Feb-12	4	56,801	352,338
N W Region	Mar-12	60	Profile 02	\$75,000	Mar-12	\$0	Mar-13	13	(23,158)	(6,569)
Executive Sales Rep	Jul-12	60	Profile 02	\$75,000	Jul-12	\$0	Jul-13	13	(23,158)	(4,656)
Executive Sales Rep	Nov-12	60	Profile 04	\$75,000	Nov-12	\$0	Nov-12	1	114,069	231,652
Executive Sales Rep	Nov-12	60	Profile 04	\$75,000	Nov-12	\$0	Nov-12	1	114,069	231,652
Southern Region	Mar-13	60	Profile 06	\$75,000	Mar-13	\$0	Jun-13	4	28,918	248,255
Executive Sales Rep	Mar-13	60	Profile 06	\$75,000	Mar-13	\$0	Aug-13	6	7,606	151,225
Another One		0	0	\$0	#N/A	\$0	N/A	N/A	0	0

Total Number of Sales Reps

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Note:

Profile 01 = Product 1	Profile 04 = p4
Profile 02 = Product 2	Profile 05 = Product 5
Profile 03 = Prod 3	Profile 06 = Prod SIX

My First Company, LLC

Profile/Product Line Performance (\$000)

	1Q FY 1 Jan-10 through Mar-10	2Q FY 1 Apr-10 through Jun-10	3Q FY 1 Jul-10 through Sep-10	4Q FY 1 Oct-10 through Dec-10	FY 1 Jan-10 through Dec-10	1Q FY 2 Jan-11 through Mar-11	2Q FY 2 Apr-11 through Jun-11	3Q FY 2 Jul-11 through Sep-11	4Q FY 2 Oct-11 through Dec-11	FY 2 Jan-11 through Dec-11	FY 3 Jan-12 through Dec-12	FY 4 Jan-13 through Dec-13	FY 5 Jan-14 through Dec-14
Revenue Detail													
Profile 1: Product 1	\$0.0	\$87.0	\$351.0	\$702.0	\$1,140.0	\$1,140.8	\$1,521.0	\$1,846.0	\$2,073.5	\$6,581.3	\$8,852.5	\$12,561.4	\$13,614.8
Profile 2: Product 2	\$0.0	\$12.0	\$60.0	\$114.0	\$186.0	\$168.0	\$222.0	\$276.0	\$330.0	\$996.0	\$2,176.4	\$3,951.5	\$5,356.7
Profile 3: Prod 3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$60.0	\$110.0	\$155.0	\$235.0	\$560.0	\$1,716.0	\$2,604.0	\$2,808.0
Profile 4: p4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$240.8	\$1,724.8	\$3,276.0
Profile 5: Product 5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Profile 6: Prod SIX	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$664.2	\$3,418.2
Revenue from Marketing Programs	\$0.0	\$0.0	\$10.0	\$47.5	\$57.5	\$60.0	\$80.0	\$90.0	\$120.0	\$350.0	\$660.0	\$720.0	\$720.0
Total Revenue	\$0.0	\$99.0	\$421.0	\$863.5	\$1,383.5	\$1,428.8	\$1,933.0	\$2,367.0	\$2,758.5	\$8,487.3	\$13,645.7	\$22,225.8	\$29,193.6

Material Margin Detail													
Profile 1: Product 1	\$0.0	\$50.8	\$204.8	\$409.5	\$665.0	\$702.0	\$936.0	\$1,136.0	\$1,276.0	\$4,050.0	\$5,311.5	\$6,941.8	\$7,563.8
Profile 2: Product 2	\$0.0	\$6.0	\$30.0	\$57.0	\$93.0	\$75.6	\$99.9	\$124.2	\$148.5	\$448.2	\$932.8	\$1,668.4	\$2,295.7
Profile 3: Prod 3	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$30.0	\$55.0	\$77.5	\$117.5	\$280.0	\$858.0	\$1,302.0	\$1,404.0
Profile 4: p4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$120.4	\$862.4	\$1,638.0
Profile 5: Product 5	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Profile 6: Prod SIX	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$413.3	\$2,126.9
Margin from Marketing Programs	\$0.0	\$0.0	\$5.7	\$27.2	\$32.9	\$35.4	\$47.1	\$52.9	\$70.1	\$205.5	\$367.3	\$374.5	\$379.9
Total Material Margin	\$0.0	\$56.8	\$240.5	\$493.7	\$790.9	\$843.0	\$1,138.0	\$1,390.6	\$1,612.1	\$4,983.7	\$7,589.9	\$11,562.4	\$15,408.3

Material Margin %													
Profile 1: Product 1	N/A	58.3%	58.3%	58.3%	58.3%	61.5%	61.5%	61.5%	61.5%	61.5%	60.0%	55.3%	55.6%
Profile 2: Product 2	N/A	50.0%	50.0%	50.0%	50.0%	45.0%	45.0%	45.0%	45.0%	45.0%	42.9%	42.2%	42.9%
Profile 3: Prod 3	N/A	N/A	N/A	N/A	N/A	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
Profile 4: p4	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	50.0%	50.0%	50.0%
Profile 5: Product 5	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Profile 6: Prod SIX	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	62.2%	62.2%
Margin % from Marketing Programs	N/A	N/A	57.1%	57.2%	57.2%	59.0%	58.9%	58.8%	58.4%	58.7%	55.6%	52.0%	52.8%
Total Material Margin %	N/A	57.3%	57.1%	57.2%	57.2%	59.0%	58.9%	58.7%	58.4%	58.7%	55.6%	52.0%	52.8%

Revenue Contribution													
Profile 1: Product 1	0.0%	87.9%	83.4%	81.3%	82.4%	79.8%	78.7%	78.0%	75.2%	77.5%	64.9%	56.5%	46.6%
Profile 2: Product 2	0.0%	12.1%	14.3%	13.2%	13.4%	11.8%	11.5%	11.7%	12.0%	11.7%	15.9%	17.8%	18.3%
Profile 3: Prod 3	0.0%	0.0%	0.0%	0.0%	0.0%	4.2%	5.7%	6.5%	8.5%	6.6%	12.6%	11.7%	9.6%
Profile 4: p4	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	1.8%	7.8%	11.2%
Profile 5: Product 5	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Profile 6: Prod SIX	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.0%	11.7%
Revenue % from Marketing Programs	0.0%	0.0%	2.4%	5.5%	4.2%	4.2%	4.1%	3.8%	4.4%	4.1%	4.8%	3.2%	2.5%
Total Material Margin %	0.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

My First Company, LLC

Operations Department Headcount Detail

Employee ID	Employee Code	Annual Salary	Employee Hire Condition	Start Date	Duration (Months)	Recruiting Amount (\$)
Operations Department Employee Headcount detail is as follows:						
<u>Employees</u>						
Operations Manager	OPS 1	\$80,000	6 Month(s) after Plan Start	Sep-10	60	\$0
Operations Clerk	OPS 2	\$45,000	2 Month(s) after Employee OPS 1 Starts	Nov-10	60	\$0
Material Manager	OPS 3	\$75,000	When Sales = \$1 Million	Jul-10	60	\$0
Materials Technician	OPS 4	\$50,000	When Sales = \$3 Million	Nov-10	60	\$0
Materials Technician	OPS 5	\$50,000	When Sales = \$6 Million	Mar-11	60	\$0
Operations Clerk	OPS 6	\$45,000	6 Month(s) after Employee OPS 5 Starts	Sep-11	60	\$0
Logistics Manager	OPS 7	\$80,000	6 Month(s) after Employee OPS 6 Starts	Mar-12	60	\$0
Operations Clerk	OPS 8	\$45,000	When Sales Reps =8	Mar-11	60	\$0
Operations Department Temporary/Contract Employee Headcount detail is as follows:						
<u>Temporary/Contract Employees</u>						

My First Company, LLC

Operations Department Expense Detail (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
Operations Department													
Operations Salary Expense	\$0.0	\$0.0	\$25.4	\$54.6	\$80.0	\$70.4	\$86.3	\$90.0	\$97.5	\$344.2	\$456.7	\$470.0	\$470.0
Payroll Tax Expense	0.0	0.0	2.3	4.9	7.2	6.3	7.8	8.1	8.8	31.0	41.1	42.3	42.3
Employee Benefits Expense	0.0	0.0	2.4	6.0	8.4	8.4	12.0	15.2	16.8	52.4	75.2	76.8	32.0
Employee Supplies Expense	0.0	0.0	0.7	1.0	1.7	1.2	0.9	1.4	1.3	4.8	6.4	7.2	8.2
Contract Employee Expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Telephone Expense	0.0	0.0	0.2	0.6	0.8	0.9	1.3	1.7	2.1	6.0	10.8	14.0	18.4
Travel/Entertainment	0.0	0.0	0.0	0.0	0.0	0.0	0.8	0.8	0.8	2.3	3.3	4.2	5.4
Operations Professional Services													
Test 1	0.0	0.0	0.0	0.0	0.0	0.0	5.0	5.0	0.0	10.0	0.0	0.0	0.0
Test Expense 2	0.0	0.0	0.0	7.0	7.0	3.0	3.0	6.0	6.0	18.0	0.0	6.0	3.0
Operations Recruiting Expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operations Professional Services	0.0	0.0	0.0	7.0	7.0	3.0	8.0	11.0	6.0	28.0	0.0	6.0	3.0
Operations Rent Expense	1.0	3.0	3.0	3.0	10.0	3.0	3.0	3.0	3.0	12.0	12.0	12.0	12.0
Operations Utilities Expense	0.1	0.3	0.3	0.3	1.0	0.3	0.3	0.3	0.3	1.2	1.2	1.2	1.2
Operations Equipment Rent Expense	0.0	0.0	0.0	0.0	0.0	0.0	2.0	3.0	3.0	8.0	17.5	18.0	23.5
Inbound Freight Expense	0.3	1.6	3.2	5.6	10.6	7.8	9.6	10.3	11.6	39.3	64.0	95.4	111.7
Operations Supplies Expense	0.0	0.0	0.8	2.2	3.0	3.5	4.8	5.7	7.0	21.0	47.2	160.0	120.0
Ops Special Expense	1.0	4.0	6.0	6.0	17.0	6.0	7.0	9.0	9.0	31.0	43.0	55.0	67.0
Operations Special Expense 2	0.0	0.0	0.8	2.0	2.8	2.8	3.6	4.8	5.3	16.4	25.9	31.2	36.0
Total Ops Dept Expense	\$2.4	\$8.9	\$45.1	\$93.2	\$149.5	\$113.7	\$147.3	\$164.2	\$172.3	\$597.5	\$804.2	\$993.3	\$950.6
Ops Expense % Total Company Revenue	N/A	9.0%	10.7%	10.8%	10.8%	8.0%	7.6%	6.9%	6.2%	7.0%	5.9%	4.5%	3.3%
Employee Headcount (EOP)													
Ops Department	0	0	2	4	4	6	6	7	7	7	8	8	8
Total Company	5	13	22	30	30	35	36	40	40	40	47	51	52
Ops Department % Total	0.0%	0.0%	9.1%	13.3%	13.3%	17.1%	16.7%	17.5%	17.5%	17.5%	17.0%	15.7%	15.4%
Ops Department Contract Employees	0	0	0	0	0	0	0	0	0	0	0	0	0

My First Company, LLC

Sales & Marketing Department Headcount Detail

Employee ID	Employee Code	Annual Salary	Employee Hire Condition	Start Date	Duration (Months)	Recruiting Amount (\$)
Sales & Marketing Department Employee Headcount detail is as follows:						
<u>Employees</u>						
Marketing Manager	S&M 1	\$85,000	7 Month(s) after Plan Start	Oct-10	60	\$0
Marketing Assistant	S&M 2	\$45,000	1 Month(s) after Employee S&M 1 Starts	Nov-10	60	\$0
Customer Service 1	S&M 3	\$50,000	1 Month(s) after Employee SR 1 Starts	Apr-10	60	\$0
V P Sales	S&M 4	\$100,000	2 Month(s) after Employee SR 1 Starts	May-10	60	\$20,000
Customer Service 2	S&M 5	\$50,000	When Sales = \$2 Million	Sep-10	60	\$0
Customer Service 3	S&M 6	\$50,000	When Sales = \$4 Million	Dec-10	60	\$0
Customer Service 4	S&M 7	\$50,000	When Sales = \$8 Million	Jun-11	60	\$0
Customer Service 5	S&M 8	\$50,000	When Sales = \$14 Million	Aug-12	60	\$0
Customer Service 6	S&M 9	\$50,000	When Sales = \$20 Million	Mar-13	60	\$0
Customer Service 7	S&M 10	\$50,000	When Sales = \$28 Million	May-14	60	\$0
Sales & Marketing Department Temporary/Contract Employee Headcount detail is as follows:						
<u>Temporary/Contract Employees</u>						
Marketing Intern	TE 11	\$3,500	12 Month(s) after Plan Start	Mar-11	9	\$0
Marketing Intern	TE 12	\$4,000	24 Month(s) after Plan Start	Mar-12	9	\$0
Marketing Intern	TE 13	\$4,000	36 Month(s) after Plan Start	Mar-13	9	\$0

My First Company, LLC

Sales & Marketing Department Expense Detail (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
Sales & Marketing Department													
S&M Salary Expense	\$5.0	\$75.8	\$139.2	\$189.6	\$409.6	\$212.5	\$229.2	\$270.0	\$282.5	\$994.2	\$1,300.8	\$1,671.7	\$1,738.3
Commission Expense	0.0	9.9	33.2	66.7	109.8	111.3	150.6	184.9	214.7	661.5	798.9	1,197.0	1,595.7
Payroll Tax Expense	0.5	7.2	14.7	22.0	44.4	27.8	32.9	40.0	43.9	144.6	187.4	257.0	295.2
Employee Benefits	0.5	7.6	15.0	21.0	44.1	24.0	28.8	40.8	42.4	136.0	192.8	244.8	104.8
Employee Supplies Expense	0.3	2.0	2.0	2.8	7.0	2.3	2.4	3.6	3.4	11.6	17.0	23.7	27.5
Contract Employee Expense	0.0	0.0	0.0	0.0	0.0	3.5	10.5	10.5	7.0	31.5	36.0	36.0	0.0
Telephone Expense	0.2	1.8	4.0	5.2	11.1	6.6	7.8	10.8	11.7	37.0	56.6	85.5	93.7
Travel & Entertainment Expense	0.0	0.0	0.0	0.0	0.0	0.0	2.0	7.4	8.1	17.5	37.9	38.4	44.5
S&M Professional Services													
Market Research Prof Services	0.0	5.0	7.0	2.0	14.0	0.0	0.0	8.0	12.0	20.0	4.0	6.0	0.0
Market Development Prof Svc	0.0	0.0	0.0	4.0	4.0	5.0	0.0	0.0	5.0	10.0	19.0	0.0	0.0
Sales Development Prof Services	0.0	0.0	0.0	0.0	0.0	10.0	8.0	5.0	3.5	26.5	10.0	0.0	0.0
S&M Recruiting Expense	0.0	30.0	10.0	0.0	40.0	10.0	0.0	0.0	0.0	10.0	0.0	0.0	0.0
Other S&M Professional Services	0.0	3.0	3.0	6.0	12.0	6.0	3.0	1.5	0.0	10.5	0.0	0.0	0.0
S&M Professional Services	0.0	38.0	20.0	12.0	70.0	31.0	11.0	14.5	20.5	77.0	33.0	6.0	0.0
Customer Freight Expense	0.0	1.0	4.2	8.6	13.8	11.4	15.5	18.9	22.1	67.9	105.2	166.7	211.2
Other Sales Expense	0.0	0.0	0.0	8.6	8.6	14.3	19.3	23.7	27.6	84.9	68.2	111.1	146.0
Trade Show/Conventions Expense	0.0	0.0	0.0	0.0	0.0	0.0	20.0	0.0	10.0	30.0	35.0	40.0	50.0
Samples/Promotional Expense	0.0	0.0	3.6	7.0	10.6	7.7	8.4	10.5	12.8	39.4	65.1	100.0	96.9
Advertising/Marketing Programs	0.0	0.0	15.0	30.0	45.0	30.0	30.0	30.0	45.0	135.0	225.0	240.0	240.0
Total S&M Dept Expense	\$6.4	\$143.3	\$250.8	\$373.5	\$774.0	\$482.4	\$568.4	\$665.5	\$751.7	\$2,468.0	\$3,159.0	\$4,217.9	\$4,643.8
S&M Expense % Total Company Revenue	N/A	144.7%	59.6%	43.3%	55.9%	33.8%	29.4%	28.1%	27.2%	29.1%	23.1%	19.0%	15.9%
Employee Headcount (EOP)													
Sales Reps	1	4	6	7	7	8	8	10	11	11	15	17	17
Other Sales & Marketing	0	2	3	6	6	6	7	7	7	7	8	9	10
Total Sales & Marketing	1	6	9	13	13	14	15	17	18	18	23	26	27
Total Company	5	13	22	30	30	35	36	40	40	40	47	51	52
Sales Reps % Total Company Employees	20.0%	30.8%	27.3%	23.3%	23.3%	22.9%	22.2%	25.0%	27.5%	27.5%	31.9%	33.3%	32.7%
Other Sales & Marketing % Total	0.0%	15.4%	13.6%	20.0%	20.0%	17.1%	19.4%	17.5%	17.5%	17.5%	17.0%	17.6%	19.2%
Sales & Marketing Contract Employees	0	0	0	0	0	1	1	1	0	0	0	0	0

My First Company, LLC

General & Administrative Department Headcount Detail

Employee ID	Employee Code	Annual Salary	Employee Hire Condition	Start Date	Duration (Months)	Recruiting Amount (\$)
General & Administrative Department Employee Headcount detail is as follows:						
<u>Employees</u>						
Bryan Smith	G&A 1	\$50,000	0 Month(s) after Plan Start	Mar-10	24	\$0
Bryan Smith	G&A 2	\$100,000	24 Month(s) after Employee G&A 1 Starts	Mar-12	60	\$0
Office Manager	G&A 3	\$50,000	0 Month(s) after Plan Start	Mar-10	60	\$0
General Clerk	G&A 4	\$45,000	9 Month(s) after Employee G&A 3 Starts	Dec-10	60	\$0
Accountant	G&A 5	\$70,000	When Sales = \$1 Million	Jul-10	60	\$0
I T Manager	G&A 6	\$90,000	4 Month(s) after Plan Start	Jul-10	60	\$0
C F O	G&A 7	\$120,000	When Sales = \$5 Million	Jan-11	60	\$0
H R Manager	G&A 8	\$70,000	24 Month(s) after Employee TE 22 Starts	Sep-12	60	\$0
Accounting Clerk	G&A 9	\$45,000	When Sales = \$12 Million	May-12	60	\$0
Accounting Clerk	G&A 10	\$45,000	When Sales = \$24 Million	Nov-13	60	\$0
General & Administrative Department Temporary/Contract Employee Headcount detail is as follows:						
<u>Temporary/Contract Employees</u>						
Interim CFO	TE 21	\$4,000	1 Month(s) after Plan Start	Apr-10	9	\$0
H R Manager	TE 22	\$3,000	6 Month(s) after Plan Start	Sep-10	24	\$0

My First Company, LLC

General & Administrative Department Expense Detail (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
General & Administrative Department													
Total General & Administrative Salary	\$8.3	\$25.0	\$65.0	\$68.8	\$167.1	\$106.3	\$106.3	\$106.3	\$106.3	\$425.0	\$520.0	\$597.5	\$635.0
Bonus Expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	25.0	50.0
Payroll Tax Expense	0.8	2.3	5.9	6.2	15.0	9.6	9.6	9.6	9.6	38.3	46.8	56.0	61.7
Employee Benefits	1.0	3.2	7.2	7.8	19.2	10.8	12.0	14.4	14.4	51.6	67.2	78.4	36.0
Employee Supplies Expense	0.5	0.3	1.1	0.9	2.8	1.2	0.9	1.1	1.1	4.2	6.0	7.6	9.2
Contract Employee Expense	0.0	12.0	15.0	21.0	48.0	9.0	9.0	9.0	9.0	36.0	24.0	0.0	0.0
Telephone Expense	0.1	0.3	0.6	0.7	1.8	1.1	1.3	1.6	1.8	5.8	9.7	14.3	20.7
Travel & Entertainment Expense	0.0	3.0	3.0	3.0	9.0	4.5	4.5	6.0	6.0	21.0	24.0	24.0	24.0
G&A Professional Services													
Legal	0.0	8.0	3.0	1.0	12.0	0.0	4.0	2.0	0.0	6.0	6.0	6.0	6.0
Finance	0.0	0.0	0.0	4.0	4.0	0.3	0.3	0.3	0.3	1.2	2.4	2.4	3.6
Audit/Tax	0.0	0.0	0.0	0.0	0.0	0.0	6.0	0.0	0.0	6.0	12.0	15.0	15.0
Personnel Services	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.0	3.0	5.0	14.0	24.0	24.0
Insurance	0.0	1.5	1.5	1.5	4.5	1.5	1.5	2.3	2.3	7.5	10.5	15.0	21.0
G&A Recruiting Expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other G&A Prof Services	0.0	0.0	0.6	3.0	3.6	3.0	3.0	3.0	3.0	12.0	12.0	4.5	0.0
G&A Professional Services	0.0	9.5	5.1	9.5	24.1	4.8	14.8	9.6	8.6	37.7	56.9	66.9	69.6
G&A Rent Expense	0.0	15.0	15.0	15.0	45.0	15.0	15.0	30.0	30.0	90.0	120.0	120.0	120.0
G&A Utilities Expense	0.0	4.5	6.0	6.0	16.5	6.0	6.0	12.0	12.0	36.0	48.0	51.0	57.0
G&A Equipment Rental Expense	0.0	0.0	0.0	0.0	0.0	0.0	3.3	4.5	4.5	12.3	25.2	28.8	29.4
Prepaid Expense 1	0.0	3.0	3.0	3.0	9.0	3.0	3.8	3.8	3.8	14.3	17.3	23.3	28.8
Depreciation Expense	0.4	2.5	5.1	6.2	14.2	7.2	10.1	11.0	11.2	39.6	53.9	58.4	42.8
G & A Special Expense	0.0	0.0	0.0	0.0	0.0	9.0	7.2	7.2	7.2	30.6	30.3	30.6	28.4
Total G&A Dept Expense	\$11.1	\$80.5	\$132.0	\$148.1	\$371.7	\$187.4	\$203.6	\$225.9	\$225.3	\$842.3	\$1,049.3	\$1,181.8	\$1,212.4
G&A Expense % Total Company Revenue	N/A	81.4%	31.3%	17.2%	26.9%	13.1%	10.5%	9.5%	8.2%	9.9%	7.7%	5.3%	4.2%
Employee Headcount (EOP)													
G&A Department	2	2	4	5	5	6	6	6	6	6	8	9	9
Total Company	5	13	22	30	30	35	36	40	40	40	47	51	52
G&A Department % Total	40.0%	15.4%	18.2%	16.7%	16.7%	17.1%	16.7%	15.0%	15.0%	15.0%	17.0%	17.6%	17.3%
G&A Contract Employees	0	1	2	2	2	1	1	1	1	1	0	0	0

My First Company, LLC

Research & Development Department Headcount Detail

Employee ID	Employee Code	Annual Salary	Employee Hire Condition	Start Date	Duration (Months)	Recruiting Amount (\$)
Research & Development Department Employee Headcount detail is as follows:						
<u>Employees</u>						
Design Engineer	R&D 1	\$75,000	0 Month(s) after Plan Start	Mar-10	60	\$0
Design Engineer	R&D 2	\$75,000	0 Month(s) after Employee R&D 1 Starts	Mar-10	60	\$0
V P Engineering	R&D 3	\$125,000	1 Month(s) after Employee R&D 2 Starts	Apr-10	60	\$0
Technician	R&D 4	\$50,000	1 Month(s) after Employee R&D 3 Starts	May-10	60	\$0
Design Engineer	R&D 5	\$75,000	1 Month(s) after Employee R&D 3 Starts	May-10	60	\$0
Design Engineer	R&D 6	\$75,000	6 Month(s) after Employee R&D 5 Starts	Nov-10	12	\$0
Technician	R&D 7	\$50,000	3 Month(s) after Employee R&D 5 Starts	Aug-10	60	\$0
Technician	R&D 8	\$50,000	3 Month(s) after Employee R&D 5 Starts	Aug-10	24	\$0
Engineer	R&D 9	\$75,000	When Sales = \$5 Million	Jan-11	60	\$10,000
Technical	R&D 10	\$50,000	When Sales = \$10 Million	Sep-11	60	\$10,000
Research & Development Department Temporary/Contract Employee Headcount detail is as follows:						
<u>Temporary/Contract Employees</u>						
Materials Engineer	TE 31	\$8,000	2 Month(s) after Plan Start	May-10	9	\$0
Documentation Engineer	TE 32	\$7,500	6 Month(s) after Plan Start	Sep-10	5	\$0

My First Company, LLC

Research & Development Department Expense Detail (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
Research & Development Department													
Total Research & Development Salary	\$12.5	\$89.6	\$116.7	\$137.5	\$356.3	\$162.5	\$162.5	\$166.7	\$162.5	\$654.2	\$604.2	\$575.0	\$575.0
Payroll Tax Expense	1.1	8.1	10.5	12.4	32.1	14.6	14.6	15.0	14.6	58.9	54.4	51.8	51.8
Employee Benefits	1.0	7.0	11.4	13.8	33.2	16.2	18.0	22.4	22.4	79.0	82.4	76.8	32.0
Employee Supplies Expense	0.5	1.4	1.5	1.4	4.8	1.6	1.4	1.9	1.7	6.6	6.7	7.2	8.2
Contract Employee Expense	0.0	16.0	31.5	46.5	94.0	15.5	0.0	0.0	0.0	15.5	0.0	0.0	0.0
Telephone Expense	0.1	0.7	1.0	1.3	3.0	1.7	2.0	2.4	2.8	8.9	11.8	14.0	18.4
Travel & Entertainment Expense	0.0	0.3	0.8	1.2	2.2	2.7	3.4	4.2	4.9	15.2	25.6	34.2	42.8
R&D Professional Services													
R & D Design	0.0	0.0	3.1	4.2	7.3	4.2	4.2	4.2	4.5	17.1	18.6	21.3	24.9
R & D Development	0.0	0.0	0.0	0.0	0.0	0.0	3.5	1.5	1.5	6.5	6.0	3.5	0.0
R & D Prototype	0.0	8.0	10.0	2.0	20.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
R&D Recruiting Expense	0.0	0.0	0.0	0.0	0.0	10.0	0.0	10.0	0.0	20.0	0.0	0.0	0.0
Other R&D Professional Services	0.0	0.0	3.5	6.5	10.0	2.0	0.0	0.0	2.0	4.0	3.0	3.0	3.0
R&D Professional Services	0.0	8.0	16.6	12.7	37.3	16.2	7.7	15.7	8.0	47.6	27.6	27.8	27.9
R&D Equipment Rental Expense	0.0	1.5	3.0	3.0	7.5	3.0	3.0	3.0	3.0	12.0	18.0	24.0	12.0
R&D Supplies Expense	0.0	0.0	0.0	0.6	0.6	3.0	3.0	3.0	3.0	12.0	21.0	15.8	15.0
Dev Training	0.0	2.5	7.0	11.5	21.0	13.5	13.5	14.0	14.0	55.0	61.5	72.0	62.0
R & D Disc 2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	9.6	9.6	76.8	70.7	0.0
Total R&D Dept Expense	\$15.2	\$135.0	\$199.9	\$241.8	\$591.9	\$250.5	\$229.0	\$248.3	\$246.5	\$974.4	\$989.9	\$969.2	\$845.1
R&D Expense % Total Company Revenue	N/A	136.4%	47.5%	28.0%	42.8%	17.5%	11.8%	10.5%	8.9%	11.5%	7.3%	4.4%	2.9%
Employee Headcount (EOP)													
R&D Department	2	5	7	8	8	9	9	10	9	9	8	8	8
Total Company	5	13	22	30	30	35	36	40	40	40	47	51	52
R&D Department % Total	40.0%	38.5%	31.8%	26.7%	26.7%	25.7%	25.0%	25.0%	22.5%	22.5%	17.0%	15.7%	15.4%
R&D Contract Employees	0	1	2	2	2	0	0	0	0	0	0	0	0

My First Company, LLC

Other (Income)/Expense Detail (\$000)

	1Q FY 1	2Q FY 1	3Q FY 1	4Q FY 1	FY 1	1Q FY 2	2Q FY 2	3Q FY 2	4Q FY 2	FY 2	FY 3	FY 4	FY 5
	Jan-10 through Mar-10	Apr-10 through Jun-10	Jul-10 through Sep-10	Oct-10 through Dec-10	Jan-10 through Dec-10	Jan-11 through Mar-11	Apr-11 through Jun-11	Jul-11 through Sep-11	Oct-11 through Dec-11	Jan-11 through Dec-11	Jan-12 through Dec-12	Jan-13 through Dec-13	Jan-14 through Dec-14
Other (Income)/Expense													
Interest Expense on Long Term Loan	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.3	5.9	4.9
Other Expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest (Income)	0.0	(1.3)	(8.9)	(6.3)	(16.5)	(4.0)	(2.6)	(2.1)	(2.2)	(10.9)	(20.4)	(58.0)	(119.5)
Other (Income)/Expense	0.0	(1.3)	(8.9)	(6.3)	(16.5)	(4.0)	(2.6)	(2.1)	(2.2)	(10.9)	(17.1)	(52.1)	(114.6)
Income Tax	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	286.8	1,913.5	3,542.0