

**Ridership and Revenue**

<b>Reservations</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total 12mths</b>
Number of Reservations	2,000	3,000	3,000	4,000	5,000	6,000	7,000	7,000	6,000	5,000	7,000	7,000	62,000
Average Fare for Extended	45	45	45	45	45	45	45	45	45	45	45	45	45

<b>Total Sales</b>	\$90,000.00	\$135,000.00	\$135,000.00	\$180,000.00	\$225,000.00	\$270,000.00	\$315,000.00	\$315,000.00	\$270,000.00	\$225,000.00	\$315,000.00	\$315,000.00	\$2,790,000.00
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**Cost of Sales**

**Purchases**

Drivers	75,000	75,000	87,500	100,000	110,000	120,000	140,000	140,000	140,000	140,000	140,000	140,000	1,407,500
Vehicles	45,000	45,000	45,000	45,000	46,000	48,000	50,000	50,000	50,000	50,000	50,000	50,000	574,000
	120,000	120,000	132,500	145,000	156,000	168,000	190,000	190,000	190,000	190,000	190,000	190,000	1,981,500

<b>Total Cost of Sales</b>	120,000	120,000	132,500	145,000	156,000	168,000	190,000	190,000	190,000	190,000	190,000	190,000	
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	133.33%	88.89%	98.15%	80.56%	69.33%	62.22%	60.32%	60.32%	70.37%	84.44%	60.32%	60.32%	
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<b>Gross Profit before Labor</b>	(30,000)	15,000	2,500	35,000	69,000	102,000	125,000	125,000	80,000	35,000	125,000	125,000	808,500
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	-33.33%	11.11%	1.85%	19.44%	30.67%	37.78%	39.68%	39.68%	29.63%	15.56%	39.68%	39.68%	
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**Labour Costs**

Management	400	400	400	400	400	500	500	500	500	500	500	500	
Supervisors	400	400	400	400	400	500	500	500	500	500	500	500	
Dispatchers	500	500	500	500	500	600	600	600	600	600	600	600	
Customer Service	500	500	500	500	500	600	600	600	600	600	600	600	

<b>Total Labor Cost</b>	1,800	1,800	1,800	1,800	1,800	2,200	2,200	2,200	2,200	2,200	2,200	2,200	24,400
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	2.00%	1.33%	1.33%	1.00%	0.80%	0.81%	0.70%	0.70%	0.81%	0.98%	0.70%	0.70%	
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<b>Gross Profit</b>	(31,800)	13,200	700	33,200	67,200	99,800	122,800	122,800	77,800	32,800	122,800	122,800	784,100
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	-35.33%	9.78%	0.52%	18.44%	29.87%	36.96%	38.98%	38.98%	28.81%	14.58%	38.98%	38.98%	
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	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	
<b>Gross Profit</b>	(31,800)	13,200	700	33,200	67,200	99,800	122,800	122,800	77,800	32,800	122,800	122,800	784,100

**Expenses**

Repairs/maintenance	700	700	700	700	700	700	1,000	1,000	1,000	1,000	1,000	1,000	10,200
Advertising/marketing	700	700	700	700	700	700	800	800	800	800	800	800	9,000
Credit Card Charges	700	700	700	700	800	800	800	900	800	800	900	900	9,500
General expenses	700	700	700	700	700	700	800	800	800	900	900	900	9,300
Lease Interest	1,000	1,000	1,000	1,000	1,000	1,100	1,100	1,100	1,100	1,100	1,100	1,100	12,700
Staff Training	500	500	500	500	500	500	500	300	300	300	300	300	5,000
<b>Total Expenses</b>	4,300	4,300	4,300	4,300	4,400	4,500	5,000	4,900	4,800	4,900	5,000	5,000	55,700

	4.78%	3.19%	3.19%	2.39%	1.96%	1.67%	1.59%	1.56%	1.78%	2.18%	1.59%	1.59%	
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<b>Net Profit/Loss</b>	(36,100)	8,900	(3,600)	28,900	62,800	95,300	117,800	117,900	73,000	27,900	117,800	117,800	728,400
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	-40.11%	6.59%	-2.67%	16.06%	27.91%	35.30%	37.40%	37.43%	27.04%	12.40%	37.40%	37.40%	
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Accumilated Net Profit/Loss	(36,100)	(27,200)	(30,800)	(1,900)	60,900	156,200	274,000	391,900	464,900	492,800	610,600	728,400	
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<b>Quarter Net Profit/Loss</b>			-30,800			187,000			308,700				263,500
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