

**Ridership and Revenue**

**Forecasts**

<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	100	100	150	200	250	300	350	350	300	250	350	350	3,050
Authority	35	35	35	35	35	35	35	35	35	35	35	35	35

<b>Total Sales</b>	\$3,510.00	\$3,510.00	\$5,265.00	\$7,020.00	\$8,775.00	\$10,530.00	\$12,285.00	\$12,285.00	\$10,530.00	\$8,775.00	\$12,285.00	\$12,285.00	\$107,055.00
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**Cost of Sales**

**Purchases**

Drivers	2,500	2,500	3,750	5,000	6,000	7,000	8,000	8,000	7,000	6,000	8,000	9,000	72,750
Vehicles	400	400	500	700	800	900	1,000	1,000	900	800	1,000	1,000	9,400
	2,900	2,900	4,250	5,700	6,800	7,900	9,000	9,000	7,900	6,800	9,000	10,000	82,150

<b>Total Cost of Sales</b>	2,900	2,900	4,250	5,700	6,800	7,900	9,000	9,000	7,900	6,800	9,000	10,000	
	82.62%	82.62%	80.72%	81.20%	77.49%	75.02%	73.26%	73.26%	75.02%	77.49%	73.26%	81.40%	

<b>Gross Profit before Labor</b>	610	610	1,015	1,320	1,975	2,630	3,285	3,285	2,630	1,975	3,285	2,285	24,905
	17.38%	17.38%	19.28%	18.80%	22.51%	24.98%	26.74%	26.74%	24.98%	22.51%	26.74%	18.60%	

**Labour Costs**

Management	100	100	100	100	100	100	100	100	100	100	100	100	
Supervisors	200	200	200	200	200	200	200	200	200	200	200	200	
Dispatchers	300	300	300	300	300	300	300	300	300	300	300	300	
Customer Service	300	300	300	300	300	300	300	300	300	300	300	300	
<b>Total Labor Cost</b>	900	900	900	900	900	900	900	900	900	900	900	900	10,800

	25.64%	25.64%	17.09%	12.82%	10.26%	8.55%	7.33%	7.33%	8.55%	10.26%	7.33%	7.33%	
<b>Gross Profit</b>	(290)	(290)	115	420	1,075	1,730	2,385	2,385	1,730	1,075	2,385	1,385	14,105
	-8.26%	-8.26%	2.18%	5.98%	12.25%	16.43%	19.41%	19.41%	16.43%	12.25%	19.41%	11.27%	

	<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>	(290)	(290)	115	420	1,075	1,730	2,385	2,385	1,730	1,075	2,385	1,385	14,105

<b>Expenses</b>													
Repairs/maintenance	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Advertising/marketing	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Credit Card Charges	100	100	100	100	100	100	100	100	100	100	100	100	1,200
General expenses	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Lease Interest	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Staff Training	100	100	100	100	100	100	100	100	100	100	100	100	1,200
<b>Total Expenses</b>	600	600	600	600	600	600	600	600	600	600	600	600	7,200

	17.09%	17.09%	11.40%	8.55%	6.84%	5.70%	4.88%	4.88%	5.70%	6.84%	4.88%	4.88%	
<b>Net Profit/Loss</b>	(890)	(890)	(485)	(180)	475	1,130	1,785	1,785	1,130	475	1,785	785	6,905
	-25.36%	-25.36%	-9.21%	-2.56%	5.41%	10.73%	14.53%	14.53%	10.73%	5.41%	14.53%	6.39%	

Accumilated Net Profit/Loss	(890)	(1,780)	(2,265)	(2,445)	(1,970)	(840)	945	2,730	3,860	4,335	6,120	6,905	
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<b>Quarter Net Profit/Loss</b>			-2,265			1,425			4,700			3,045	
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Cashflow

