|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Sales Forecast | | | | | | | | | | | | | |
|  |  | **MONTH 1** | **MONTH 2** | **MONTH 3** | **MONTH 4** | **MONTH 5** | **MONTH 6** | **MONTH 7** | **MONTH 8** | **MONTH 9** | **MONTH 10** | **MONTH 11** | **MONTH 12** |
| Unit Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Full Wash | 0% | 90 | 130 | 170 | 190 | 190 | 185 | 135 | 135 | 120 | 120 | 140 | 155 |
| Exterior Wash | 0% | 90 | 130 | 185 | 220 | 230 | 220 | 180 | 170 | 150 | 150 | 160 | 165 |
| Interior Clean | 0% | 40 | 50 | 50 | 55 | 60 | 65 | 70 | 80 | 80 | 85 | 75 | 60 |
| End User Detail | 0% | 3 | 5 | 7 | 10 | 12 | 12 | 14 | 9 | 11 | 14 | 15 | 17 |
| Business Fleet Washes | 0% | 25 | 40 | 55 | 60 | 60 | 55 | 55 | 55 | 55 | 50 | 50 | 55 |
| Car Dealership Details | 0% | 15 | 17 | 20 | 26 | 32 | 40 | 56 | 45 | 56 | 60 | 60 | 67 |
| **TOTAL UNIT SALES** |  | **263** | **372** | **487** | **561** | **584** | **577** | **510** | **494** | **472** | **479** | **500** | **519** |
| Unit Prices |  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 | Month 8 | Month 9 | Month 10 | Month 11 | Month 12 |
| Full Wash |  | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 | $15.00 |
| Exterior Wash |  | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 | $9.00 |
| Interior Clean |  | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 | $8.00 |
| End User Detail |  | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 | $140.00 |
| Business Fleet Washes |  | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 | $10.00 |
| Car Dealership Details |  | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 | $70.00 |
| Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Full Wash |  | $1,350 | $1,950 | $2,550 | $2,850 | $2,850 | $2,775 | $2,025 | $2,025 | $1,800 | $1,800 | $2,100 | $2,325 |
| Exterior Wash |  | $810 | $1,170 | $1,665 | $1,980 | $2,070 | $1,980 | $1,620 | $1,530 | $1,350 | $1,350 | $1,440 | $1,485 |
| Interior Clean |  | $320 | $400 | $400 | $440 | $480 | $520 | $560 | $640 | $640 | $680 | $600 | $480 |
| End User Detail |  | $420 | $700 | $980 | $1,400 | $1,680 | $1,680 | $1,960 | $1,260 | $1,540 | $1,960 | $2,100 | $2,380 |
| Business Fleet Washes |  | $250 | $400 | $550 | $600 | $600 | $550 | $550 | $550 | $550 | $500 | $500 | $550 |
| Car Dealership Details |  | $1,050 | $1,190 | $1,400 | $1,820 | $2,240 | $2,800 | $3,920 | $3,150 | $3,920 | $4,200 | $4,200 | $4,690 |
| **TOTAL SALES** |  | **$4,200** | **$5,810** | **$7,545** | **$9,090** | **$9,920** | **$10,305** | **$10,635** | **$9,155** | **$9,800** | **$10,490** | **$10,940** | **$11,910** |
| Direct Unit Costs |  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 | Month 8 | Month 9 | Month 10 | Month 11 | Month 12 |
| Full Wash | 0.00% | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 |
| Exterior Wash | 0.00% | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 | $0.40 |
| Interior Clean | 0.00% | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 | $0.30 |
| End User Detail | 0.00% | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 |
| Business Fleet Washes | 0.00% | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 | $0.70 |
| Car Dealership Details | 0.00% | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 | $3.00 |
| Direct Cost of Sales |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Full Wash |  | $63 | $91 | $119 | $133 | $133 | $130 | $95 | $95 | $84 | $84 | $98 | $109 |
| Exterior Wash |  | $36 | $52 | $74 | $88 | $92 | $88 | $72 | $68 | $60 | $60 | $64 | $66 |
| Interior Clean |  | $12 | $15 | $15 | $17 | $18 | $20 | $21 | $24 | $24 | $26 | $23 | $18 |
| End User Detail |  | $9 | $15 | $21 | $30 | $36 | $36 | $42 | $27 | $33 | $42 | $45 | $51 |
| Business Fleet Washes |  | $18 | $28 | $39 | $42 | $42 | $39 | $39 | $39 | $39 | $35 | $35 | $39 |
| Car Dealership Details |  | $45 | $51 | $60 | $78 | $96 | $120 | $168 | $135 | $168 | $180 | $180 | $201 |
| Subtotal Direct Cost of Sales |  | $183 | $252 | $328 | $388 | $417 | $432 | $436 | $387 | $408 | $427 | $445 | $483 |
|  | | | | | | | | | | | | | |
|
| Personnel Plan | | | | | | | | | | | | | |
|  |  | **MONTH 1** | **MONTH 2** | **MONTH 3** | **MONTH 4** | **MONTH 5** | **MONTH 6** | **MONTH 7** | **MONTH 8** | **MONTH 9** | **MONTH 10** | **MONTH 11** | **MONTH 12** |
| Owner | 0% | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 | $1,500 |
| Car Washers | 0% | $2,240 | $2,240 | $3,360 | $3,360 | $3,360 | $2,240 | $2,240 | $2,240 | $2,240 | $2,240 | $2,240 | $2,240 |
| Admin/Sales | 0% | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 | $1,120 |
| **TOTAL PEOPLE** |  | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** | **0** |
| Total Payroll |  | $4,860 | $4,860 | $5,980 | $5,980 | $5,980 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| General Assumptions | | | | | | | | | | | | | |
|  |  | **MONTH 1** | **MONTH 2** | **MONTH 3** | **MONTH 4** | **MONTH 5** | **MONTH 6** | **MONTH 7** | **MONTH 8** | **MONTH 9** | **MONTH 10** | **MONTH 11** | **MONTH 12** |
| Plan Month |  | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| Current Interest Rate |  | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% |
| Long-term Interest Rate |  | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% | 10.00% |
| Tax Rate |  | 30.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% | 25.00% |
| Other |  | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pro Forma Profit And Loss | | | | | | | | | | | | | |
|  |  | **MONTH 1** | **MONTH 2** | **MONTH 3** | **MONTH 4** | **MONTH 5** | **MONTH 6** | **MONTH 7** | **MONTH 8** | **MONTH 9** | **MONTH 10** | **MONTH 11** | **MONTH 12** |
| Sales |  | $4,200 | $5,810 | $7,545 | $9,090 | $9,920 | $10,305 | $10,635 | $9,155 | $9,800 | $10,490 | $10,940 | $11,910 |
| Direct Cost of Sales |  | $183 | $252 | $328 | $388 | $417 | $432 | $436 | $387 | $408 | $427 | $445 | $483 |
| Other |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **TOTAL COST OF SALES** |  | **$183** | **$252** | **$328** | **$388** | **$417** | **$432** | **$436** | **$387** | **$408** | **$427** | **$445** | **$483** |
| Gross Margin |  | $4,018 | $5,558 | $7,218 | $8,703 | $9,503 | $9,874 | $10,199 | $8,768 | $9,393 | $10,064 | $10,496 | $11,427 |
| Gross Margin % |  | 95.65% | 95.66% | 95.66% | 95.74% | 95.80% | 95.81% | 95.90% | 95.77% | 95.84% | 95.93% | 95.94% | 95.94% |
| Expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Payroll |  | $4,860 | $4,860 | $5,980 | $5,980 | $5,980 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 |
| Sales and Marketing and Other Expenses |  | $500 | $300 | $300 | $300 | $300 | $100 | $100 | $100 | $300 | $100 | $100 | $100 |
| Depreciation |  | $172 | $172 | $172 | $172 | $172 | $172 | $172 | $172 | $172 | $172 | $172 | $172 |
| Leased Equipment |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Utilities |  | $250 | $275 | $300 | $300 | $300 | $275 | $275 | $275 | $275 | $275 | $250 | $275 |
| Insurance |  | $150 | $150 | $150 | $150 | $150 | $150 | $150 | $150 | $150 | $150 | $150 | $150 |
| Rent |  | $400 | $400 | $400 | $400 | $400 | $400 | $400 | $400 | $400 | $400 | $400 | $400 |
| Payroll Taxes | 25% | $1,215 | $1,215 | $1,495 | $1,495 | $1,495 | $1,215 | $1,215 | $1,215 | $1,215 | $1,215 | $1,215 | $1,215 |
| Other |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Total Operating Expenses |  | $7,547 | $7,372 | $8,797 | $8,797 | $8,797 | $7,172 | $7,172 | $7,172 | $7,372 | $7,172 | $7,147 | $7,172 |
| Profit Before Interest and Taxes |  | ($3,530) | ($1,814) | ($1,580) | ($95) | $706 | $2,701 | $3,027 | $1,596 | $2,020 | $2,891 | $3,348 | $4,255 |
| EBITDA |  | ($3,358) | ($1,642) | ($1,407) | $78 | $878 | $2,874 | $3,199 | $1,768 | $2,193 | $3,064 | $3,521 | $4,427 |
| Interest Expense |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Taxes Incurred |  | ($1,059) | ($454) | ($395) | ($24) | $176 | $675 | $757 | $399 | $505 | $723 | $837 | $1,064 |
| Net Profit |  | ($2,471) | ($1,361) | ($1,185) | ($71) | $529 | $2,026 | $2,270 | $1,197 | $1,515 | $2,168 | $2,511 | $3,191 |
| Net Profit/Sales |  | -58.83% | -23.42% | -15.71% | -0.78% | 5.33% | 19.66% | 21.34% | 13.07% | 15.46% | 20.67% | 22.95% | 26.79% |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Pro Forma Cash Flow | | | | | | | | | | | | | |
|  |  | **MONTH 1** | **MONTH 2** | **MONTH 3** | **MONTH 4** | **MONTH 5** | **MONTH 6** | **MONTH 7** | **MONTH 8** | **MONTH 9** | **MONTH 10** | **MONTH 11** | **MONTH 12** |
| Cash Received |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash from Operations |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash Sales |  | $3,570 | $4,939 | $6,413 | $7,727 | $8,432 | $8,759 | $9,040 | $7,782 | $8,330 | $8,917 | $9,299 | $10,124 |
| Cash from Receivables |  | $0 | $21 | $638 | $880 | $1,139 | $1,368 | $1,490 | $1,547 | $1,588 | $1,376 | $1,473 | $1,576 |
| **SUBTOTAL CASH FROM OPERATIONS** |  | **$3,570** | **$4,960** | **$7,051** | **$8,607** | **$9,571** | **$10,127** | **$10,530** | **$9,329** | **$9,918** | **$10,293** | **$10,772** | **$11,699** |
| Additional Cash Received |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales Tax, VAT, HST/GST Received | 0.00% | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| New Current Borrowing |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| New Other Liabilities (interest-free) |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| New Long-term Liabilities |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Sales of Other Current Assets |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Sales of Long-term Assets |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| New Investment Received |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **SUBTOTAL CASH RECEIVED** |  | **$3,570** | **$4,960** | **$7,051** | **$8,607** | **$9,571** | **$10,127** | **$10,530** | **$9,329** | **$9,918** | **$10,293** | **$10,772** | **$11,699** |
| Expenditures |  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 | Month 8 | Month 9 | Month 10 | Month 11 | Month 12 |
| Expenditures from Operations |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash Spending |  | $4,860 | $4,860 | $5,980 | $5,980 | $5,980 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 | $4,860 |
| Bill Payments |  | $82 | $2,437 | $1,898 | $2,296 | $3,595 | $2,855 | $3,785 | $2,885 | $2,582 | $3,812 | $2,899 | $3,927 |
| **SUBTOTAL SPENT ON OPERATIONS** |  | **$4,942** | **$7,297** | **$7,878** | **$8,276** | **$9,575** | **$7,715** | **$8,645** | **$7,745** | **$7,442** | **$8,672** | **$7,759** | **$8,787** |
| Additional Cash Spent |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Sales Tax, VAT, HST/GST Paid Out |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Principal Repayment of Current Borrowing |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Other Liabilities Principal Repayment |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Long-term Liabilities Principal Repayment |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Purchase Other Current Assets |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Purchase Long-term Assets |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Dividends |  | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **SUBTOTAL CASH SPENT** |  | **$4,942** | **$7,297** | **$7,878** | **$8,276** | **$9,575** | **$7,715** | **$8,645** | **$7,745** | **$7,442** | **$8,672** | **$7,759** | **$8,787** |
| Net Cash Flow |  | ($1,372) | ($2,338) | ($827) | $331 | ($3) | $2,412 | $1,885 | $1,584 | $2,475 | $1,621 | $3,013 | $2,912 |
| Cash Balance |  | $7,328 | $4,991 | $4,163 | $4,494 | $4,491 | $6,904 | $8,789 | $10,373 | $12,849 | $14,469 | $17,483 | $20,395 |
|  | | | | | | | | | | | | | |
| Pro Forma Balance Sheet | | | | | | | | | | | | | |
|  |  | **MONTH 1** | **MONTH 2** | **MONTH 3** | **MONTH 4** | **MONTH 5** | **MONTH 6** | **MONTH 7** | **MONTH 8** | **MONTH 9** | **MONTH 10** | **MONTH 11** | **MONTH 12** |
| Assets | Starting Balance |  |  |  |  |  |  |  |  |  |  |  |  |
| Current Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Cash | $8,700 | $7,328 | $4,991 | $4,163 | $4,494 | $4,491 | $6,904 | $8,789 | $10,373 | $12,849 | $14,469 | $17,483 | $20,395 |
| Accounts Receivable | $0 | $630 | $1,481 | $1,974 | $2,458 | $2,806 | $2,984 | $3,089 | $2,915 | $2,797 | $2,994 | $3,162 | $3,373 |
| Inventory | $250 | $1,068 | $816 | $488 | $1,101 | $684 | $1,252 | $816 | $429 | $1,022 | $595 | $1,151 | $668 |
| Other Current Assets | $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 |
| **TOTAL CURRENT ASSETS** | **$9,950** | **$10,026** | **$8,287** | **$7,626** | **$9,052** | **$8,981** | **$12,140** | **$13,694** | **$14,717** | **$17,668** | **$19,059** | **$22,795** | **$25,435** |
| Long-term Assets |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Long-term Assets | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 | $10,000 |
| Accumulated Depreciation | $0 | $172 | $345 | $517 | $690 | $862 | $1,035 | $1,207 | $1,380 | $1,552 | $1,725 | $1,897 | $2,070 |
| **TOTAL LONG-TERM ASSETS** | **$10,000** | **$9,828** | **$9,655** | **$9,483** | **$9,310** | **$9,138** | **$8,965** | **$8,793** | **$8,620** | **$8,448** | **$8,275** | **$8,103** | **$7,930** |
| **TOTAL ASSETS** | **$19,950** | **$19,853** | **$17,942** | **$17,108** | **$18,362** | **$18,118** | **$21,105** | **$22,487** | **$23,338** | **$26,115** | **$27,334** | **$30,898** | **$33,365** |
| Liabilities and Capital |  | Month 1 | Month 2 | Month 3 | Month 4 | Month 5 | Month 6 | Month 7 | Month 8 | Month 9 | Month 10 | Month 11 | Month 12 |
| Current Liabilities |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Accounts Payable | $0 | $2,374 | $1,823 | $2,175 | $3,501 | $2,727 | $3,688 | $2,800 | $2,454 | $3,717 | $2,767 | $3,820 | $3,097 |
| Current Borrowing | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| Other Current Liabilities | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **SUBTOTAL CURRENT LIABILITIES** | **$0** | **$2,374** | **$1,823** | **$2,175** | **$3,501** | **$2,727** | **$3,688** | **$2,800** | **$2,454** | **$3,717** | **$2,767** | **$3,820** | **$3,097** |
| Long-term Liabilities | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 | $0 |
| **TOTAL LIABILITIES** | **$0** | **$2,374** | **$1,823** | **$2,175** | **$3,501** | **$2,727** | **$3,688** | **$2,800** | **$2,454** | **$3,717** | **$2,767** | **$3,820** | **$3,097** |
| Paid-in Capital | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 | $30,000 |
| Retained Earnings | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) | ($10,050) |
| Earnings | $0 | ($2,471) | ($3,832) | ($5,017) | ($5,088) | ($4,559) | ($2,533) | ($263) | $933 | $2,448 | $4,617 | $7,128 | $10,318 |
| **TOTAL CAPITAL** | **$19,950** | **$17,479** | **$16,118** | **$14,933** | **$14,862** | **$15,391** | **$17,417** | **$19,687** | **$20,883** | **$22,398** | **$24,567** | **$27,078** | **$30,268** |
| **TOTAL LIABILITIES AND CAPITAL** | **$19,950** | **$19,853** | **$17,942** | **$17,108** | **$18,362** | **$18,118** | **$21,105** | **$22,487** | **$23,338** | **$26,115** | **$27,334** | **$30,898** | **$33,365** |
| Net Worth | $19,950 | $17,479 | $16,118 | $14,933 | $14,862 | $15,391 | $17,417 | $19,687 | $20,883 | $22,398 | $24,567 | $27,078 | $30,268 |