







ADDRESS REDACTED Las Vegas, NV



WWEBSITE *REDACTED*



HOURS 9a-5p M-F, 9a-1p Sa Mon-Sat



LEASE S FT 1728



RENT \$2,300



ANNUAL REVENUE \$638,874.00



S.D.E. \$321,371



REASON FOR SALE Retirement



ASKING PRICE \$1,499,000.00



Mail Forwarding Business

Listed Price: \$ 1,499,000
Gross Sales: \$ 648,874
Total Income: \$ 321,371
Year Established: 1987

Location: Las Vegas, NV

Terms Offered

Inventory: \$ 1,000 Equipment & Fixtures: \$ 137,680 Leasehold Improvements: \$ 13,413

Training Period: Ten Business Days
Reasons for Selling: Retirement

Number of Employees: FT 3

PT 0

Contract 0

Hours & Days Open: 9a-5p M-F

9a-1p Sa Mon-Sat

Rent: \$ 2,300 Square Footage: 1728

Lease Expiration Date: 12/31/2023

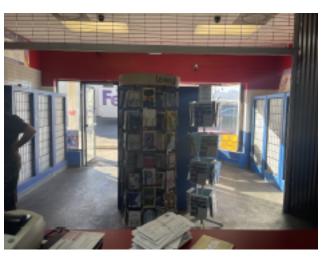
Business Overview

SBA PRE-APPROVED! Established over thirty years ago, this NON-FRANCHISE, profitable, and successful mailbox store in Las Vegas is available for sale. The business offers far more than just mailbox rentals! Services include mailbox rentals (in person and virtual), mail forwarding, registered agent services, notarial services, shipping, and printing. Currently over 90% in person boxes rented and 3000 + virtual boxes rented. Great online reviews. Seller says pandemic resistant - and the 2020 financials reflect that! If you are looking to make a great buy, don't wait. Seller has prepared their business for sale with a CPA, and is ready to provide financial info going back to 2014 showing consistent, strong income. Potential for an E2 visa purchase. Must sign an NDA and provide proof of funds for additional information.





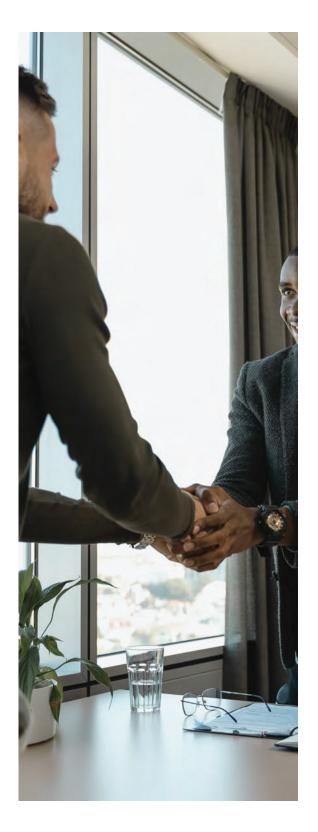












\$1,499,000

The asking price typically includes, but is not limited to:

- Furniture, fixtures & equipment
- All customer / client lists
- Leasehold improvements
- Goodwill
- Business trade name
- Business phone number(s)
- Business email address(es)
- Non-compete agreement
- Transfer of lease
- Website & social media accounts
- All intellectual property
- Operational Systems/Processes
- Training: ten business days

TRANSACTION STRUCTURE

Transaction Structure: Typically, business transactions are structured as an Asset Sale with the Seller retaining all cash and accounts receivables and delivering the business debtfree to the Buyer. However, these items may be negotiable in certain business offerings, consult the listing broker.

TRAINING AND TRANSITION

Training and Transition: The Seller's intent is a smooth and successful transition of the business to new ownership. The Seller will offer a training and transition period to ensure that the business operates without disruption during the transition period.





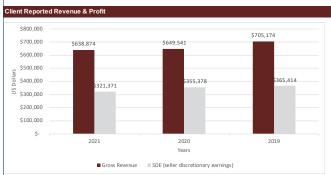
MARKET PRICE ANALYSIS



Market Price Analysis

MPA INPUT SHEET
Input details in cells highligted in Gray





Client Actual Financials	Fisc	al Year End				
		2021		2020		2019
Weight (if applicable)		50%		30%		20%
Gross Revenue	\$	638,874	-2%	\$ 649,541	-8%	\$ 705,174
Cost of Goods Sold (COGS)	\$	125,104	-5%	\$ 131,710	-3%	\$ 135,840
Gross Profit	\$	513,770	-1%	\$ 517,832	-9%	\$ 569,334
Operating Expense	\$	244,922	14%	\$ 215,640	-16%	\$ 256,215
Net Income	\$	268.848	-11%	\$ 302.192	-3%	\$ 313,119

Banker's Add Backs						
Depreciation						
Income Tax	\$ 135					
Amortization						
Interest on loans/financing						
Owners health insurance						
Owners retirement contributions						
Salary for non working family member						
Owner Salary (1 owner limit)	\$ 52,000	0%	\$	52,000	0%	\$ 52,000
Owner's Payroll Taxes = 14%	\$ 7,280	0%	_	7,280	0%	\$ 7,280
Total Bank Financing Addbacks	\$ 59,415	0%	\$	59,280	0%	\$ 59,280
Banker's Adjusted Net Income	\$ 328,263	-9%	\$	361,472	-3%	\$ 372,399

Other Add Backs								
Removal of PPP loan as income								
auto			-100%	\$	249			
gifts	\$	200	43%	\$	140	-36%	\$	220
meals	\$	188	-76%	\$	797	963%	\$	75
add back owners payroll taxes under bankers addba	\$	(7,280)	0%	\$	(7,280)	0%	\$	(7,280)
T. (10) A. (15)	_	(0.000)		_	(0.004)		_	(0.005)
Total Other Add Backs	\$	(6,892)		\$	(6,094)	-13%	\$	(6,985)
Profit Margin		50%	-8%	Ļ.	55%	6%	<u> </u>	52%
Total SDE **Seller Discretionary	\$	321,371	-10%	\$	355,378	-3%	\$	365,414

Revenue Multiple	EBITDA Multiple	SDE Multiple
72%	4.13	2.84

Date of Most Recent Financial Statement

2021

Industry Multiples	
Revenue Multiple	72%
EBITDA Multiple	4.13
SDE Multiple	2.84

SBA Financing Test	
Buyer's Cost of Living	\$ 50,000
SDE of Revenue (Industry Average)	
Pullled from peercomps.com or other similar databases	24%

MULTIPLE ADJUSTMENTS	Adj. Factor	Weighting
Net revenue trending upward	-1.0	10.00
10 years+ in business	1.0	10.00
Absentee owner	-1.0	9.00
Clean financials	1.0	9.00
Recurring revenue model	1.0	8.00
Stable management in place	0.0	8.00
Contracts in place with vendors/customers	0.0	8.00
Simple to run or requires heavy training/expertise	1.0	6.00
3 years consistant gross revenue over 1 million	-1.0	6.00
Seller financing available	0.0	7.00
Long term employees	-1.0	7.00
Competitive industry	0.0	7.00
Substantial assets vs. mostly goodwill	-1.0	5.00
TOTAL	-0.04	100

Revenue	Revenue Mulitple
Revenue Multiple	72%
Multiple Adjustments	-1%
Adjusted Multiple	71%
EBITDA	EBITDA Multiple
EBITDA Multiple	4.13x
Multiple Adjustments	-0.04x
Adjusted Multiple	4.09x
SDE	SDE Multiple
SDE Multiple	2.84x
Multiple Adjustments	-0.04x
Adjusted Multiple	2.80x

Tangible Assets & Modular Method (optional)	
Inventory (at cost)	\$ 1,000
Furniture/Fixtures/Equipment	\$ 137,680
Supplies (e.g., office and store)	
Leasehold Improvements	\$ 13,413
Accounts Receivable (included)	
Vehicles	
Real Estate	
Cash (not included)	
Accounts Receivable (not included)	\$ 96,000
Total Value of Tangible Assets:	\$ 152.093

SDE & EBITDA

SDE & EBITDA

	Mail Forward	ling Business				
	Las Vegas,	NV 89107				
Basis: Accrual, Source: Client P&Ls	2021	2020	2019	2021	2020	2019
·				Com	mon Size	
Gross Revenue	\$638,874	\$649,541	\$705,174	100%	100%	100%
Cost of Goods Sold	125,104	131,710	135,840	20%	20%	19%
Gross Profit	\$513,770	\$517,832	\$569,334	80%	80%	81%
Operating Expenses	244,922	215,640	256,215	38%	33%	36%
Net Operating Income Before Taxes	\$268,848	\$302,192	\$313,119	42%	47%	44%
Plus: Depreciation	-	-	-	0%	0%	0%
Plus: Income Tax	135	-	-	0%	0%	0%
Plus: Amortization	-	-	-	0%	0%	0%
Plus: Interest on loans/financing	-	-	-	0%	0%	0%
EBITDA	\$268,983	\$302,192	\$313,119	42%	47%	44%
Plus: Owners health insurance	-	-	-	0%	0%	0%
Plus: Owners retirement contributions	-	-	-	0%	0%	0%
Plus: Salary for non working family member	-	-	-	0%	0%	0%
Plus: Removal of PPP loan as income	-	-	-	0%	0%	0%
Plus: auto	-	249	-	0%	0%	0%
Plus: gifts	200	140	220	0%	0%	0%
Plus: meals	188	797	75	0%	0%	0%
Plus: add back owners payroll taxes under bankers addba	(7,280)	(7,280)	(7,280)	-1%	-1%	-1%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	_	-	-	0%	0%	0%
Plus: 0	_	-	-	0%	0%	0%
Plus: 0	_	-	-	0%	0%	0%
Plus: 0	_			0%	0%	0%
Plus: 0				0%	0%	0%
Plus: 0	-	-	-	0%	0%	0%
Plus: 0	_			0%	0%	0%
Total Discretionary Expenses	(6,892)	(6,094)	(6,985)	-1%	-1%	-1%
Adjusted EBITDA	\$262.091	\$296.098	\$306.134	41%	46%	43%
Plus: Owner Salary (1 owner limit)	52.000	52.000	52.000	8%	8%	7%
Plus: Owner's Payroll Taxes = 14%	7.280	7.280	7.280	1%	1%	1%
SDE	\$321.371	\$355,378	\$365,414	50%	55%	52%
Selected Weighting (if applicable)	50%	30%	20%	n/a	n/a	02% n/a

SBA LENDER CASH FLOW CALCULATION						
Net Operating Income Before Taxes	\$268,848	\$302,192	\$313,119	42%	47%	44%
Plus: Depreciation	-	-	-	0%	0%	0%
Plus: Amortization	-	-	-	0%	0%	0%
Plus: Interest on loans/financing	-	-	-	0%	0%	0%
Plus: Owners health insurance	-	-	-	0%	0%	0%
Plus: Owners retirement contributions	-	-	-	0%	0%	0%
Plus: Salary for non working family member	-	-	-	0%	0%	0%
Plus: Owner Salary (1 owner limit)	52,000	52,000	52,000	8%	8%	7%
Plus: Owner's Payroll Taxes = 14%	7,280	7,280	7,280	1%	1%	1%
Total SDE (SBA Lender)	\$328,128	\$361,472	\$372,399	51%	56%	53%

Estimated Value of Tangible Assets Included	
Inventory (at cost)	\$1,000
Furniture/Fixtures/Equipment	\$137,680
Supplies (e.g., office and store)	\$0
Leasehold Improvements	\$13,413
Accounts Receivable (included)	\$0
Vehicles	\$0
Real Estate	\$0
Cash (not included)	\$0
Accounts Receivable (not included)	\$96,000
Total value of Tangible Assets:	\$152,093

3-Yr. Average Gross Revenue	\$664,530
3-Yr. Weighted Average Gross Revenue	\$655,334
3-Yr. Average Adj. EBITDA	\$288,107
3 Yr. Weighted Average Adj. EBITDA	\$281,101
5 II. Weighted Average Auj. Ebil DA	\$201,10
The Weighted Average Auj. EDITEA	\$201,10
3-Yr. Average SDE	
	\$347,387 \$340,387
3-Yr. Average SDE	\$347,38
3-Yr. Average SDE	\$347,38

Financial Statements

Profit & Loss Statements

2019 - 2021

Profit & Loss

January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
4010 · Mailbox Service	421,245.39
4020 · Copies	614.05
4040 · Stamp Sales	7,573.10
4050 · UPS Ground/Air	12,947.21
4090 · Fax	2,011.29
4120 · Rapid Air	45,857.57
4150 · Office Supplies	130.25
4170 · Greeting Cards	181.76
4240 · Forwarding	51,514.13
4260 · Notary	4,190.00
4280 · Packaging Materials	1,705.40
4320 · Metered Mail	91,008.29
Total Income	638,978.44
Cost of Goods Sold	0.700.00
5040 · Stamp Costs	3,702.00
5050 · UPS	12,200.51
5060 · Shipping Supplies	1,130.90
5120 · Rapid-Air 5150 · Office-Supplies	30,793.87 662.05
5320 · Meter Mail Costs	76,615.00
Total COGS	125,104.33
Gross Profit	513,874.11
_	313,074.11
Expense	24 392 99
6050 · Advertising	24,382.88 242.00
6250 · Bad Debt Expense 6350 · Cash (Over) Short	-3,381.69
6560 · Payroll Expenses	73,364.10
6750 · Credit Card Disc	21,775.82
6999 · Uncategorized Expenses	86.23
7000 · Dues & Subscriptions	469.00
7050 · Equipment Rental	1,033.26
7100 · Gifts	200.00
7250 · Interest	135.02
7300 · Insurance	2,489.03
7510 · Legal & Accounting	10,463.28
7550 · Licenses	1,694.00
7650 · Meals	188.00
7750 · Office Expense	3,431.27
8150 · Rent	27,600.00
8200 · Repairs & Maintenance	2,721.15
8330 Salaries-Other	67,757.23
8550 · Telephone	7,631.56
8600 · Theft	58.72
8750 · Utilities	2,581.32
Total Expense	244,922.18
Net Ordinary Income	268,951.93
Net Income	268,951.93

Profit & Loss

January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
4010 · Mailbox Service	428,906.48
4020 · Copies	659.56
4040 Stamp Sales	7,726.85
4050 · UPS Ground/Air	12,995.66
4090 · Fax	2,045.15
4120 · Rapid Air	46,301.44
4150 · Office Supplies	526.35
4170 · Greeting Cards	174.30
4240 · Forwarding	53,840.70
4260 · Notary	4,183.00
4280 · Packaging Materials	2,418.82
4320 · Metered Mail	89,762.99
Total Income	649,541.30
Cost of Goods Sold	
5040 · Stamp Costs	4,635.15
5050 · UPS	9,747.18
5060 · Shipping Supplies	625.34
5120 · Rapid-Air	33,053.08
5150 · Office-Supplies	970.76
5320 · Meter Mail Costs	82,800.00
Total COGS	131,831.51
Gross Profit	517,709.79
Expense	
6050 · Advertising	19,975.31
6200 · Auto Expense	249.24
6230 · Bank Charges	13.90
6250 · Bad Debt Expense	214.99
6350 · Cash (Over) Short	-3,747.25
6560 Payroll Expenses	62,605.23
6750 · Credit Card Disc	20,776.05
7000 · Dues & Subscriptions	299.00
7050 Equipment Rental	2,989.89
7100 · Gifts	140.00
7300 · Insurance	5,261.77
7510 · Legal & Accounting	2,948.01
7550 · Licenses	1,656.50
7600 · Miscellaneous	120.00
7650 · Meals	796.50
7750 · Office Expense	3,670.87
8150 · Rent	21,648.50
8200 · Repairs & Maintenance	9,204.88
8330 · Salaries-Other	56,481.83
8470 · Taxes-Property	34.26
8550 · Telephone	7,609.89
8750 · Utilities	2,690.34
Total Expense	215,639.71
Net Ordinary Income	302,070.08
Net Income	302,070.08

Profit & Loss

January through December 2019

Name		Jan - Dec 19
4010 - Mailbox Service	Ordinary Income/Expense	
4020 · Copies 6,23.72 4040 · Stamp Sales 6,632.15 4050 · UPS Ground/Air 9,973.05 4090 · Fax 3,483.59 4120 · Rapid Air 39,271.82 4150 · Office Supplies 31.16 4170 · Greeting Cards 216.07 4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expens	Income	
4040 · Stamp Sales 6,632.15 4050 · UPS Ground/Air 9,973.05 4090 · Fax 3,483.59 4120 · Rapid Air 39,271.82 4150 · Office Supplies 31.16 4170 · Greeting Cards 216.07 4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Ex		•
4050 · UPS Ground/Air 9,973.05 4090 · Fax 3,483.59 4120 · Rapid Air 39,271.82 4150 · Office Supplies 31.16 4170 · Greeting Cards 216.07 4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Crash (Over) Short -2,945.41 6560	•	
4090 · Fax 3,483.59 4120 · Rapid Air 39,271.82 4150 · Office Supplies 31.16 4170 · Greeting Cards 216.07 4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649	•	- /
4120 · Rapid Air 39,271.82 4150 · Office Supplies 31.16 4170 · Greeting Cards 216.07 4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14		·
4150 · Office Supplies 31.16 4170 · Greeting Cards 216.07 4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 211.00 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7150 · Empl Benefit Plan		•
4170 · Greeting Cards 216.07 4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 <t< th=""><th></th><th>,</th></t<>		,
4240 · Forwarding 64,715.57 4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 211.00 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7350 · Legal & Accounting		
4260 · Notary 4,287.00 4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7510 · Legal & Accounting 4,018.11 7550 · Meals 74.50 7750 · Office Expense		
4280 · Packaging Materials 1,059.34 4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 822.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11		
4320 · Metered Mail 91,585.97 Total Income 705,174.07 Cost of Goods Sold 3020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · License		•
Total Income 705,174.07 Cost of Goods Sold 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 74.50 7750 · Office Expense 3,257.48 8150 · Rent		·
Cost of Goods Sold 211.00 5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expens	4520 · Metered Mail	91,303.91
5020 · Resales Items 211.00 5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Glifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.0	Total Income	705,174.07
5040 · Stamp Costs 3,925.00 5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance <t< th=""><th></th><th></th></t<>		
5050 · UPS 6,880.88 5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31		
5060 · Shipping Supplies 762.67 5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67,32 8550 · Tele	•	·
5120 · Rapid-Air 36,443.22 5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 29,658.25 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67,32		-,
5140 · Rubber Stamp/Name Plates 61.36 5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities		
5150 · Office-Supplies 1,173.38 5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67,32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.		,
5320 · Meter Mail Costs 86,382.55 Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67,32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.0		
Total COGS 135,840.06 Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income		,
Gross Profit 569,334.01 Expense 6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Net Ordinary Income 313,119.00		 -
Expense 6050 · Advertising 6230 · Bank Charges 6250 · Bad Debt Expense 6350 · Cash (Over) Short 6560 · Payroll Expenses 6750 · Credit Card Disc 7050 · Equipment Rental 7050 · Equipment Rental 7100 · Gifts 7150 · Empl Benefit Plan 7300 · Insurance 7300 · Insurance 7550 · Licenses 74.825.73 7550 · Licenses 74.50 7650 · Meals 74.50 7750 · Office Expense 74.50 8200 · Repairs & Maintenance 8200 · Repairs & Maintenance 83.929.50 8330 · Salaries-Other 8470 · Taxes-Property 67.32 8550 · Telephone 6.973.63 8750 · Utilities 3.095.30 Total Expense 256,215.01		 -
6050 · Advertising 29,658.25 6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	Gross Profit	569,334.01
6230 · Bank Charges 832.24 6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	Expense	
6250 · Bad Debt Expense 122.00 6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	6050 · Advertising	29,658.25
6350 · Cash (Over) Short -2,945.41 6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	6230 · Bank Charges	832.24
6560 · Payroll Expenses 74,825.73 6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense Net Ordinary Income 313,119.00		122.00
6750 · Credit Card Disc 25,814.14 7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		•
7000 · Dues & Subscriptions 4,649.54 7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		
7050 · Equipment Rental 1,036.89 7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		
7100 · Gifts 220.00 7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense Met Ordinary Income		•
7150 · Empl Benefit Plan 448.00 7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	• •	,
7300 · Insurance 3,835.48 7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		
7510 · Legal & Accounting 4,018.11 7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	•	
7550 · Licenses 944.00 7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		
7650 · Meals 74.50 7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	Š Š	
7750 · Office Expense 3,257.48 8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		
8150 · Rent 27,600.00 8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		
8200 · Repairs & Maintenance 3,929.50 8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		
8330 · Salaries-Other 67,758.31 8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		·
8470 · Taxes-Property 67.32 8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	•	·
8550 · Telephone 6,973.63 8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00		,
8750 · Utilities 3,095.30 Total Expense 256,215.01 Net Ordinary Income 313,119.00	• •	6,973.63
Net Ordinary Income 313,119.00		3,095.30
· ———	Total Expense	256,215.01
Net Income 313,119.00	Net Ordinary Income	313,119.00
	Net Income	313,119.00

Value Add Methods

- 1. Rebrand. Dated graphics, website hasn't been updated since 2002. New Colors. Store front paint Job.
- 2. Eliminate retail trinkets and gift cards. Less services, more concentration on core business
- 3. More Physical mailboxes (750 current + 24 more cabinets at 2730= +1440 physical boxes
- 4. Raise prices from 10\$ to 15\$. Current USPS pricing is 12\$
- 5. Charge late fees/storage fees for packages
- 6. Introduce Virtual offices which competitors sell for 40\$/mo starting out, phone number+ bundle voicemail + Call forwarding+ mail handling and forwarding
- 7. Cut deals with other virtual mailbox companies to do the actual mail forwarding(currently has agreements with similar companies and competitors
- 8. Contact all local Amazon/Ebay Resellers and local manufacturers and explore 3PL pack and ship options
- Deal Desk Campaign with CPAs nationwide that are filing corporations in Nevada for tax purposes and need a resident agent and street address
- 10. Contract with legal zoom and "secret partner" that is like legal zoom who has "tens of referrals daily" for mail forwarding and scanning services.
- 11. Buy other independent, non franchised, similar businesses in Nevada and focus on growth through acquisitions

12. Audit financials and categorize the business, splitting retail brick and mortar and online virtual software business.

Growth projections

Strategy # 1. Price increase and projected growth of new clients

CURRENT: 2700 boxes @10= **27,000/mo**

NEW PROPOSED price increase: per month @15= 40,500

Year 1 growth- 3500 boxes @ 15= **52,500/mo**

Year 2 growth- 4500 boxes @ 15= 67,500/mo

Year 3 growth- 5500 boxes @ 15= **82,500/mo**

Strategy # 2- Selling more services to current clients

If we assume we can sell our current client base a virtual office and move them up the value ladder from 10\$/mo to 40\$/mo

5% of client base = 137 customers @ extra premium of 30/mo x 12 months = **360\$ x 137= extra \$49,320** annually with no extra costs besides upsell acquisition costs (email)

10% of client base = 275 customers @ extra premium of 30\$/mo x 12 months = **360\$ x 275= \$99,000** with no extra costs besides upsell acquisition costs (email)

Strategy #3- Repositioning the company and arbitraging the multiple

Pack and ship stores sell for 2-3x net earnings, historically.

If the pack, ship, and retail brick and mortar is responsible for 325k in revenue @ 30% margins, that business is worth about 250k-350k.

Because the monthly mail box business is more of a software company than it is a pack and ship/ mail box company, those multiples will be significantly different.

Buyers are buying based on the financials and the reoccurring revenue of the software. The ease of use, the replacement costs, the data of the clientle and a host of other things.

Typically valued at 5-8x of the gross, MRR. Monthly reoccurring revenue.

Currently 27k per month x 12= 325k

@5x = 1.625M for this business as is.

@6x=1.95M

@7x=2.275M

We could flip for profit now, just by reclassifying this business and reselling it. I have received offers.

If we look at the growth strategy:

We only can convert 5% of current clients to virtual office purchase. For an extra 50k annually.

Year 1 growth- 3500 boxes @ 15= **52,500/mo or 630k/year + 50k upsells= 680k**

Year 2 growth- 4500 boxes @ 15= **67,500/mo or 810k/year + 50k upsells = 860k**

Year 3 growth- 5500 boxes @ 15= **82,500/mo or 990k/year + 50k upsells = 1.040M**

New pricing on the exit

680k x 5= 3.4M + the 350k retail store 680k x 6= 4.080M+ the 350k retail store 680k x7= 4.76M+ the 350k retail store

860k x 5= 4.3M+ the 350k retail store 860k x 6= 5.16M+ the 350k retail store 860k x 7=6.02M+ the 350k retail store

1.040 x 5= 5.2M+ the 350k retail store 1.040 x 6= 6.24M+ the 350k retail store 1.040 x 7=7.28M+ the 350k retail store

Investment Summary

\$1,200,000 Purchase Price 10% Annual Current Income (Paid Monthly) 36 Month Hold Period

Return Assumptions

\$120,000 Per Year Paid Monthly (Est. 3 Years)

PLUS!

Assumed Exit Price Summaries (30% to Investors):

\$2,500,000 - \$1,200,000 (Purchase Price) = \$1,300,000 Profit (20.8% IRR) \$3,500,000 - \$1,200,000 (Purchase Price) = \$2,300,000 Profit (29.17% IRR) \$4,500,000 - \$1,200,000 (Purchase Price) = \$3,300,000 Profit (37.5% IRR) \$5,500,000 - \$1,200,000 (Purchase Price) = \$4,300,000 Profit (45.8% IRR)