

UrTruckstuff.com LLC Professional Drivers Academy

Professional Drivers Academy

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Professional Drivers Academy

1. Executive Summary

Urtruckstuff Ilc's Professional Driver Academy will be an intense and in depth Professional Driver Training course located in Nevada. Our Management Team has over 20 years of Driver Training and Safe Commercial Driving experience.

Eighty percent of Truck accidents are Driver ERROR, a result of improper or inadequate training. The Truck Driver Training Schools today are a maximum of two to six weeks in length. Their only purpose is to get you a Commercial Drivers License and Teach you to pass the road test.

Students are put to work transporting cargo nation wide with less than 2500 miles driving experience. They haul everything from oversize freight to Class 1 Explosives. This is like allowing a major airline to hire Pilots that only know how to land the plane.

Urtruckstuff Ilc Professional Driver Academy will provide 13 to 17 weeks at 10 hours per day of intense and in depth Commercial Driver Training. The Class Curriculum will cover Federal Motor Carrier Safety Regulations, Defensive Driving, 420 classroom hours of training and education, along with 50,000 accrual miles of certified instructor supervised road experience.

The Federal Motor Carrier Safety Administration is constantly trying to improve Driver awareness and training. One of our main goals it to present our program to them for an endorsement.

Urtruckstuff Ilc Professional Driver Academy want to set a new standard and lead the way for all Truck Driver Training Schools of the future. Our school will be pass or fail just as a regular College.

The statistics show that there is a large shortage of Professional Truck Drivers and the industry will require 52,000 new Drivers each year for the next 10 years. Our initial class size will be 10 students with a new class starting every 6 weeks. The tuition will be \$14,000.00.

Urtruckstuff Ilc Professional Driver Academy will also generate revenue through our own Operating Authority. This will allow us to Haul Freight for paying customers and hire our own students for the On The Job Training portion of their Education. Our certified Teachers will be with the student for 7 to 11 weeks of Over the Road experience.

To begin our project and improve Driver Training and Highway Safety, Urtruckstuff Ilc Professional Driver Academy is seeking investors and partners to raise \$945,000.

This funding will purchase assets and equipment necessary to carry the School completely through our first year of operation.

1.1. Objectives

The objectives over the next three years for Professional Drivers Academy (PDA) are the following:

- Achieve sales revenues of approximately \$2 million by end of year 3.

Professional Drivers Academy

- Expand as needed by adding more equipment and hiring additional instructors as attendance increases.
- Become the number one provider of quality, well trained, and safe Commercial Drivers.

1.2. Mission

The Professional Driver Academy will set the standard for all Truck driving schools of the future. We will educate and train any student with a desire to be one of the best.

The Professional Driver Academy will maintain high standards of training and education that will help each Graduate be a well trained and knowledgeable Professional Driver. We will identify old unsafe driving habits and create new Safe Driving habits that will promote well trained Professionals and save lives.

The Professional Driver Academy will always seek to provide the latest technologies and educational resources with well trained and knowledgeable staff. Our mission is to set new standards for Driver education and training requirements.

Every student that graduates The Professional Driver Academy will be a fully trained and professional Driver. They will possess the knowledge and desire to promote safe driving, courteous service, and demonstrate pride in their ability to properly handle any emergency driving situation.

With these standards and qualifications The Professional Driver Academy will provide Job placement assistance with quality Companies to our Professional Drivers.

1.3. Keys to Success

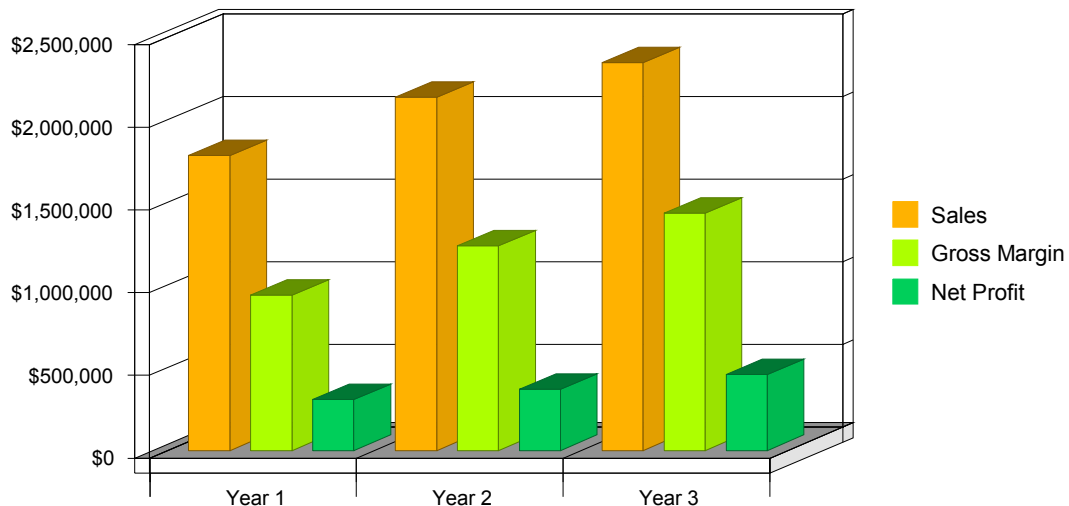
The Professional Drivers Academy will be the first of its kind. We will provide a full curriculum and extensive training that will fully train and prepare the students to be professionals with high standards and the safety of the motoring public will be foremost.

Our primary keys to success will be the extensive training, high standards and dedication of our staff. Working together as a team we will:

- Create fully trained professionals that companies will compete to hire.
- Appoint a promotions officer to get an endorsement from the FMCSA.
- Present our program to major companies that provide tuition reimbursement to qualified graduates.
- Aggressively pursue contracts with companies who need our graduates and arrange for direct hire after graduation.

Professional Drivers Academy

Highlights



2. Company Summary

Professional Driving Academy is being created to raise the standards for Commercial Driver Training Requirements. The highways have seen a flood of Truck traffic in the last 10 years. These driving positions have been filled by largely unqualified drivers created by what we call CDL mills. The current standard for Truck Drivers is Have a commercial drivers license and ride with another driver for two to four weeks.

This practice has flooded our highways with drivers that have no knowledge of the equipment, safety, load distribution or cause and effect when sharing the highway with the general public.

The Professional Driver Academy will completely train a Driver to handle any emergency situation, load distribution, highway safety, load securement, and 50,000 actual over the road miles with certified instructors. This process will include complete training and testing in every situation as well as a driving aptitude test to gain entrance into our school.

2.1. Company Ownership

The Professional Drivers Academy - is projected as a Limited Liability Company based in Nevada, for purposes of investment structuring. The number of investors could vary, based on various investment amounts

OPERATING PARTNERS

1. General Managing Partner, with 25% ownership - Carl Byerley.
2. Controler, Operations Manager with 25% ownership - Elia Hernandez.
3. Education and Teacher Manager, with 10% ownership.

Professional Drivers Academy

INVESTMENT PARTNERS

1. Investing Partner Group One, with 28% ownership.
2. Investing Partner Group Two, with 12% ownership.

The Professional Drivers Academy has two State Certified teaching staff members. The CEO has been in the Trucking industry for 25 years. As the previous owner of a small successful trucking company, for over 15 years provided driver training to more than 100 professional drivers.

Professional Drivers Academy is presently seeking to find investors/investing partners to make this desperately needed school a reality.

2.2. Start-up Summary

Total start-up expense (including legal costs, incorporation as an llc, ICC authority, video, written teacher class material, setup and curriculum) comes to \$280,000. Start-up assets required include \$15,000 in short-term assets (office furniture, etc.) \$500,000 in long term assets, and \$150,000 in initial cash to handle the first 12 months of operations as sales and accounts receivable play through the cash flow. The details are included in Table 2-2.

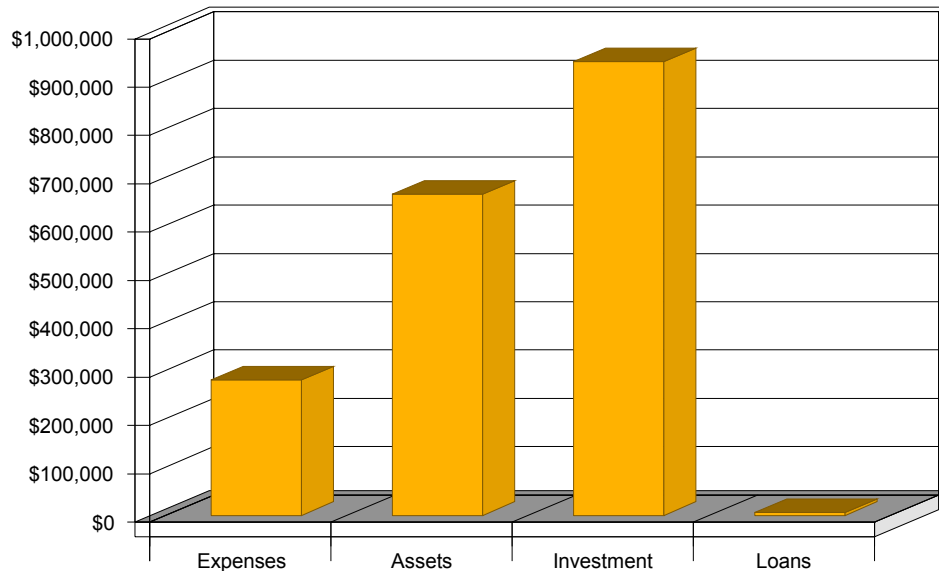
Start-up	
Requirements	
Start-up Expenses	
Legal	\$10,000
Advertising	\$100,000
Consultants/Software	\$10,000
Insurance	\$75,000
Rent/Deposits	\$10,000
Research and Development	\$45,000
Expensed Equipment	\$15,000
Other	\$15,000
Total Start-up Expenses	\$280,000
Start-up Assets	
Cash Required	\$150,000
Other Current Assets	\$15,000
Long-term Assets	\$500,000
Total Assets	\$665,000
Total Requirements	\$945,000

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Start-up Funding	
Start-up Expenses to Fund	\$280,000
Start-up Assets to Fund	\$665,000
Total Funding Required	\$945,000
Assets	
Non-cash Assets from Start-up	\$515,000
Cash Requirements from Start-up	\$150,000
Additional Cash Raised	\$0
Cash Balance on Starting Date	\$150,000
Total Assets	\$665,000
Liabilities and Capital	
Liabilities	
Current Borrowing	\$5,700
Long-term Liabilities	\$0
Accounts Payable (Outstanding Bills)	\$0
Other Current Liabilities (interest -free)	\$0
Total Liabilities	\$5,700
Capital	
Planned Investment	
Elia Hernandez	\$10,000
Carl Byerley	\$12,000
Additional Investment Requirement	\$917,300
Total Planned Investment	\$939,300
Loss at Start-up (Start-up Expenses)	(\$280,000)
Total Capital	\$659,300
Total Capital and Liabilities	\$665,000
Total Funding	\$945,000

Professional Drivers Academy

Start-up



3. Services

Urtruckstuff.com llc's Professional Driver Academy offers a complete Professional Driver Training course. It is ultimately the goal of the company to be a one-stop facility for all professional driver training programs, including registration, licensing, and the initial 50,000 mile experience training. In this way the company will offer greater perceived value for the customer that he or she could use for their entire driving career. And provide the greatest value to the companies hiring our graduates

There are many Truck Driver Training schools across the nation, however there are none with the a pass or fail agenda or the high standards of training or prerequisites of Professional Drivers Academy.

Professional Drivers Academy hires trained and certified instructors who provide all the teaching services. In addition, the company will have a fleet of 5 trucks (both manual and automatic transmission) with a complete variety of trailers (including, tankers, flat beds, reefers, vans, low boy, and triple trailer combinations). Each of these pieces of equipment will be maintained regularly and kept up to FMCSA standards at all times. To present and maintain a high quality look to the company.

The company will also offer a retraining course and extended Driver Safety course for current CDL holders that need additional or court ordered Defensive Driver Safety Classes.

4. Market Analysis Summary

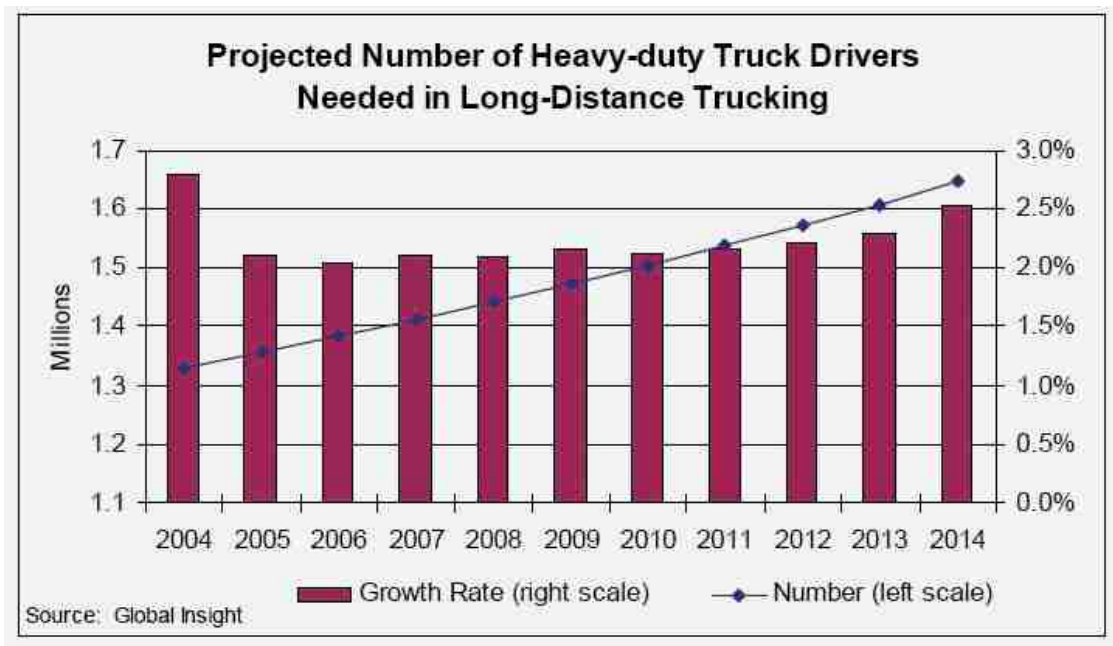
Every driver that wants to get into the Trucking industry is required to have the training of a Professional Driver School. It is the goal of our company to be the most elite and sought after training program in the industry. Our market includes:

- Beginner Commercial drivers.
- Current CDL drivers.
- Drivers under court order.
- High schools sharing the road seminars.

Each group has different needs based on lifestyle and past driving experience. All of our students will be people that are seeking a career change. They often have acquired many unsafe and bad driving habits that have to be unlearned. That is the reason our classes will require a full semester of training and re-education.

Our semester training classes will be staggered so that a new class will begin every 6 weeks thus providing a schedule that allows for maximum enrollment and choices for the student.

Finally, our future Sharing the Road Seminars will be structured to present in regular high school driver education classes. It is our hope to better educate the motoring public as well as make the highways a safer place.



4.1. Market Segmentation

Each group has different needs based on career goals and past driving experience. Many of our students are people looking for a career change. The trucking industry offers great opportunity and high pay with steady employment. We will provide the most complete education and training program available today.

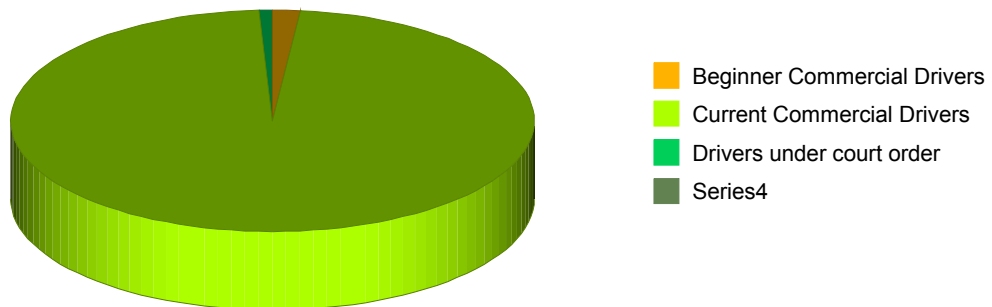
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For our current commercial drivers a shortened training segment will be offered. Some of the students just need refresher classes because they have been out of the driving business for more than two years.

Some of the commercial drivers as a result of insufficient training have acquired a bad safety record and require further training to enable them to continue working in the industry.

Market Analysis							
	Growth	Year 1	Year 2	Year 3	Year 4	Year 5	CAGR
Potential Customers							
Beginner Commercial Drivers	5%	52,000	54,000	56,000	58,000	60,000	3.64%
Current Commercial Drivers	2%	3,000,000	3,100,000	3,200,000	3,300,000	3,400,000	3.18%
Drivers under court order	2%	25,000	26,000	27,000	28,000	29,000	3.78%
	0%	0	0	0	0	0	0.00%
Total	3.19%	3,077,000	3,180,000	3,283,000	3,386,000	3,489,000	3.19%

Market Analysis (Pie)



4.2. Service Business Analysis

The business that The Professional Driver Academy is in will provide quality and extensive Commercial Driver training. The training will begin with a basic entrance exam that will test reactions and attitude when faced with various driving emergencies.

Phase one of the training process will involve preparation and testing for the State Commercial Drivers Exams and Road Test.

Phase two will begin an intense Driver training program that will cover everything from load securement, weight distribution, safety, maneuvering, courtesy, routing, maintenance,

Professional Drivers Academy

driving attitude, defensive driving and 50,000 actual road miles driving in all terrain and weather conditions.

4.2.1. Competition and Buying Patterns

There are many Truck Driving Schools throughout the country. Of all the different schools there is only one that comes close to being a competitive threat. This is the Sage Truck driving school headquartered in Billings, Montana. They offer a one on one training environment, which gives the student a better education however, their program is only four to six weeks in length.

The remainder of the Schools are what we refer to as CDL mills. They help you pass the state written exam, teach maneuvering enough to pass the driving exam. Basically, we have a Student that graduates from one of these schools with less than 20 hours of actual driving experience.

Potential students will find the driving school in one of several ways:

Through the State Employment office,

Vocational training sources and databases

The Internet

They choose the school of their choice based on:

Financing

Job Placement

Price

Training

5. Strategy and Implementation Summary

The sales and marketing strategy is to move as quickly as possible into the designated market segments (State Employment Offices, Vocational Training resource centers, Media Advertising) that represent excellent growth potential.

The marketing thrust will consist of direct contact to the responsible person at selected vocational schools, the creation and distribution of color brochures to trucking companies, employment offices and adult education centers. We will also employ internet advertising.

5.1. Competitive Edge

UrTruckstuff.com llc's Professional Driver Academy has a competitive edge that we believe will soon make our graduates the most sought after in the nation.

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With our superior training program and pass or fail curriculum we will not pass or provide job placement to any student that does not pass all areas of the training program.

5.2. Marketing Strategy

The Professional Driver Academy is focusing on its core market segment, the beginner students. This means creating closer ties with state employment offices and adult education centers and pursuing those contracts. In addition, the company is focusing on Web, radio, newspaper and TV advertisements, all with adult training focused on a truck driving career. Starting in year two, we hope to have some form of billboard advertisements in high traffic areas across the country.

6. Management Summary

The Professional Driver Academy has a great management staff that provides comprehensive direction for the company's day-to-day operations and for its future planning. This included Mr. Byerley, the president and general manager, Elia Hernandez, the company's controller, and the two individuals responsible for education planning and coordination, Brandy Hines and Tom Elder. Mr Ernst Gaut will be in charge of the Trucking operations. All of these individuals has been with the company from the beginning and are principal shareholders. The company functions with a hierarchical structure with each manager heading up a department or section and answerable to Mr. Byerley and Elia Hernandez. Mrs. Hines is responsible for managing each of the individual educators.

The company will be seeking to fill the position of Marketing manager and Publicity officers to promote the company, it's services and the outstanding graduates that will enter the industry through our doors..

6.1. Personnel Plan

All personnel currently listed with the company are shareholders. They are all committed to the success of the Professional Driver Academy. The salary each has agreed to accept is based on individual needs and all have other sources of income to supplement.

The Professional Driver Academy well need to employ one driver trainer for ever three students and will be added as needed. Mr Byerley currently maintains a pre employment file of 13 available trainers each with a minimum of 5 years driver training experience.

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Personnel Plan			
	Year 1	Year 2	Year 3
President and General Manager	\$30,000	\$36,000	\$48,000
Education Coordinator	\$24,000	\$30,000	\$48,000
Controler Operations Manager	\$30,000	\$36,000	\$48,000
Marketing Executive (Contract work)	\$15,000	\$24,000	\$30,000
Educators - Driver Trainers	\$140,000	\$185,000	\$185,000
Total People	8	9	10
Total Payroll	\$239,000	\$311,000	\$359,000

7. Financial Plan

Our financial plan is based on previous experience and the initial student capacity. We will need to plan on initial investment to make the financials work.

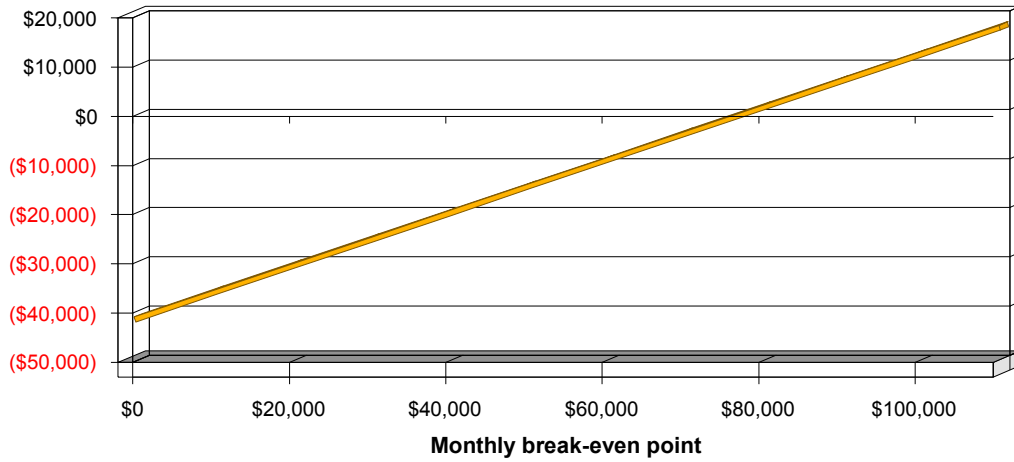
7.1. Break-even Analysis

Break-even based on fixed costs including rent, insurance, maintenance. Additionally, controllables such as service labor, housekeeping labor, management labor, payroll taxes, property taxes, excess rent, advertising and legal/professional fees are included.

Break-even Analysis	
Monthly Revenue Break-even	\$77,398
Assumptions:	
Average Percent Variable Cost	46%
Estimated Monthly Fixed Cost	\$41,512

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Break-even Analysis



Break-even point = where line intersects with 0

7.2. Projected Profit and Loss

Outlined below, and in the following table and chart, are some of the intrinsic facets of the projected profit and loss for Urtruckstuff Ilc Professional Driver Academy.

- Cost of sales reflects the costs of equipment operation, fuel, maintenance, repairs and upkeep based on Mr Byerleys previous Trucking Company averages for cost per mile operating expenses. We have allowed for inflation and current fuel and maintenance prices.
- Miscellaneous operating expenses are projected to remain flat at approximately \$18,000 the first two years and is increased as more equipment is added, based on historical industry and actual experience averages.
- All sales and marketing is performed by the marketing Manager and this is the budget provided in addition to salary.
- The first year allows for \$148,000 advertising budget and levels off at \$100,000 per year for subsequent years.
- Other expenses will cover the cost of shuttle car operations for picking up and delivering students for various tasks during their attendance at the Academy.

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Pro Forma Profit and Loss			
	Year 1	Year 2	Year 3
Sales	\$1,784,400	\$2,134,400	\$2,344,400
Direct Cost of Sales	\$827,360	\$877,860	\$887,940
Other Production Expenses	\$18,000	\$18,000	\$21,000
Total Cost of Sales	\$845,360	\$895,860	\$908,940
Gross Margin	\$939,040	\$1,238,540	\$1,435,460
Gross Margin %	52.62%	58.03%	61.23%
Expenses			
Payroll	\$239,000	\$311,000	\$359,000
Sales and Marketing and Other Expenses	\$48,000	\$100,000	\$100,000
Depreciation	\$80,000	\$80,000	\$80,000
Utilities	\$6,500	\$6,500	\$6,500
Insurance	\$12,000	\$87,000	\$87,000
Rent	\$30,000	\$30,000	\$30,000
Payroll Taxes	\$22,640	\$26,640	\$32,540
Other	\$60,000	\$72,000	\$84,000
Total Operating Expenses	\$498,140	\$713,140	\$779,040
Profit Before Interest and Taxes	\$440,900	\$525,400	\$656,420
EBITDA	\$520,900	\$605,400	\$736,420
Interest Expense	(\$243)	(\$930)	(\$930)
Taxes Incurred	\$132,343	\$157,899	\$197,205
Net Profit	\$308,800	\$368,431	\$460,145
Net Profit/Sales	17.31%	17.26%	19.63%

7.3. Projected Cash Flow

The cash flow projection shows that provisions for ongoing expenses are adequate to meet the needs of the company as the business generates sufficient cash flow to support operations.

Urtruckstuff llc Professional Driver Academy will have a large accounts receivable from the Educational and Trucking operations.

Students will pay \$4,000.00 up front.

Arrangements will be made with Financial Institutions to finance the balance for students payable to Urtruckstuff llc in two payments of \$5,000.00 one at the end of each month of training.

Those not receiving Financial Institution assistance that will receive tuition reimbursement from the hiring company will be received by the company beginning when the student takes employment after completion of the school. The payments will be received by payroll deduction and company reimbursement each contributing equally at \$100.00 per week each.

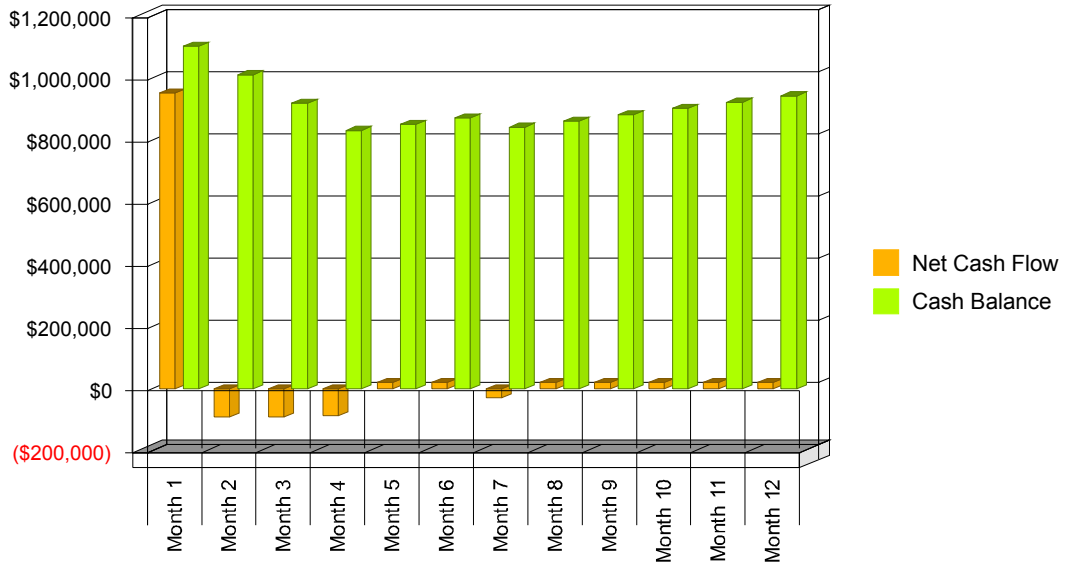
Trucking revenue receivables is basically net due 30 days.

Professional Drivers Academy

Pro Forma Cash Flow			
	Year 1	Year 2	Year 3
Cash Received			
Cash from Operations			
Cash Sales	\$446,100	\$533,600	\$586,100
Cash from Receivables	\$895,918	\$1,514,029	\$1,706,238
Subtotal Cash from Operations	\$1,342,018	\$2,047,629	\$2,292,338
Additional Cash Received			
Sales Tax, VAT, HST/GST Received	\$15,346	\$18,356	\$20,162
New Current Borrowing	\$0	\$0	\$0
New Other Liabilities (interest -free)	\$0	\$0	\$0
New Long-term Liabilities	\$0	\$0	\$0
Sales of Other Current Assets	\$0	\$0	\$0
Sales of Long-term Assets	\$0	\$0	\$0
New Investment Received	\$1,000,000	\$0	\$0
Subtotal Cash Received	\$2,357,363	\$2,065,985	\$2,312,499
Expenditures	Year 1	Year 2	Year 3
Expenditures from Operations			
Cash Spending	\$239,000	\$311,000	\$359,000
Bill Payments	\$1,063,468	\$1,355,090	\$1,439,478
Subtotal Spent on Operations	\$1,302,468	\$1,666,090	\$1,798,478
Additional Cash Spent			
Sales Tax, VAT, HST/GST Paid Out	\$9,864	\$9,864	\$9,864
Principal Repayment of Current Borrowing	\$15,000	\$0	\$0
Other Liabilities Principal Repayment	\$0	\$0	\$0
Long-term Liabilities Principal Repayment	\$0	\$0	\$0
Purchase Other Current Assets	\$0	\$0	\$0
Purchase Long-term Assets	\$100,000	\$0	\$0
Dividends	\$138,000	\$138,000	\$138,000
Subtotal Cash Spent	\$1,565,332	\$1,813,954	\$1,946,342
Net Cash Flow	\$792,031	\$252,031	\$366,157
Cash Balance	\$942,031	\$1,194,062	\$1,560,220

Professional Drivers Academy

Cash



7.4. Projected Balance Sheet

The balance sheet is quite solid. We do not project any real trouble meeting our debt obligations--as long as we can achieve our specific objectives.

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Pro Forma Balance Sheet			
	Year 1	Year 2	Year 3
Assets			
Current Assets			
Cash	\$942,031	\$1,194,062	\$1,560,220
Accounts Receivable	\$442,383	\$529,153	\$581,216
Other Current Assets	\$15,000	\$15,000	\$15,000
Total Current Assets	\$1,399,413	\$1,738,216	\$2,156,435
Long-term Assets			
Long-term Assets	\$600,000	\$600,000	\$600,000
Accumulated Depreciation	\$80,000	\$160,000	\$240,000
Total Long-term Assets	\$520,000	\$440,000	\$360,000
Total Assets	\$1,919,413	\$2,178,216	\$2,516,435
Liabilities and Capital			
Year 1			
Current Liabilities			
Accounts Payable	\$93,132	\$113,011	\$118,788
Current Borrowing	(\$9,300)	(\$9,300)	(\$9,300)
Other Current Liabilities	\$5,482	\$13,974	\$24,272
Subtotal Current Liabilities	\$89,314	\$117,685	\$133,760
Long-term Liabilities			
Long-term Liabilities	\$0	\$0	\$0
Total Liabilities	\$89,314	\$117,685	\$133,760
Capital			
Paid-in Capital	\$1,939,300	\$1,939,300	\$1,939,300
Retained Earnings	(\$418,000)	(\$247,200)	(\$16,769)
Earnings	\$308,800	\$368,431	\$460,145
Total Capital	\$1,830,100	\$2,060,531	\$2,382,676
Total Liabilities and Capital	\$1,919,413	\$2,178,216	\$2,516,435
Net Worth	\$1,830,100	\$2,060,531	\$2,382,676

7.5. Business Ratios

The industry business ratios given in the table are those for vocational schools based on the Standard Industrial Classification (SIC) code. Most of the ratios are similar to our own. The only major difference between our company and others is our reliance on long-term assets. This is due to having the majority of our investment in a fleet of trucks and trailers. Overall the ratios reflect a healthy and growing company with few danger signs.

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Ratio Analysis				
	Year 1	Year 2	Year 3	Industry Profile
Sales Growth	0.00%	19.61%	9.84%	9.50%
Percent of Total Assets				
Accounts Receivable	23.05%	24.29%	23.10%	24.10%
Other Current Assets	0.78%	0.69%	0.60%	44.20%
Total Current Assets	72.91%	79.80%	85.69%	70.80%
Long-term Assets	27.09%	20.20%	14.31%	29.20%
Total Assets	100.00%	100.00%	100.00%	100.00%
Current Liabilities	4.65%	5.40%	5.32%	52.10%
Long-term Liabilities	0.00%	0.00%	0.00%	12.40%
Total Liabilities	4.65%	5.40%	5.32%	64.50%
Net Worth	95.35%	94.60%	94.68%	35.50%
Percent of Sales				
Sales	100.00%	100.00%	100.00%	100.00%
Gross Margin	52.62%	58.03%	61.23%	n.a
Selling, General & Administrative Expenses	55.33%	63.80%	63.94%	74.00%
Advertising Expenses	1.54%	2.26%	2.82%	4.60%
Profit Before Interest and Taxes	24.71%	24.62%	28.00%	2.40%
Main Ratios				
Current	15.67	14.77	16.12	1.30
Quick	15.67	14.77	16.12	1.08
Total Debt to Total Assets	4.65%	5.40%	5.32%	64.50%
Pre-tax Return on Net Worth	24.10%	25.54%	27.59%	4.60%
Pre-tax Return on Assets	22.98%	24.16%	26.12%	13.00%
Additional Ratios	Year 1	Year 2	Year 3	
Net Profit Margin	17.31%	17.26%	19.63%	n.a
Return on Equity	16.87%	17.88%	19.31%	n.a
Activity Ratios				
Accounts Receivable Turnover	3.03	3.03	3.03	n.a
Collection Days	106	111	115	n.a
Accounts Payable Turnover	12.42	12.17	12.17	n.a
Payment Days	27	27	29	n.a
Total Asset Turnover	0.93	0.98	0.93	n.a
Debt Ratios				
Debt to Net Worth	0.05	0.06	0.06	n.a
Current Liab. to Liab.	1.00	1.00	1.00	n.a
Liquidity Ratios				
Net Working Capital	\$1,310,100	\$1,620,531	\$2,022,676	n.a
Interest Coverage	0.00	0.00	0.00	n.a
Additional Ratios				
Assets to Sales	1.08	1.02	1.07	n.a
Current Debt/Total Assets	5%	5%	5%	n.a
Acid Test	10.72	10.27	11.78	n.a
Sales/Net Worth	0.98	1.04	0.98	n.a
Dividend Payout	0.45	0.37	0.30	n.a

7.6. Sales Strategy

The Professional Drivers Academy has a few different sources of income, The Academy Tuition, the income generated from Trucking services, and the interest income from accounts receivable.

Professional Drivers Academy

Sales Forecast			
	Year 1	Year 2	Year 3
Sales			
Beginner Commercial Drivers	\$525,000	\$575,000	\$585,000
Current Commercial Drivers	\$50,400	\$50,400	\$50,400
Trucking Revenue	\$1,200,000	\$1,500,000	\$1,700,000
Drivers under Court order	\$9,000	\$9,000	\$9,000
Total Sales	\$1,784,400	\$2,134,400	\$2,344,400
Direct Cost of Sales			
Beginner Commercial Drivers	\$350,360	\$400,860	\$410,940
Current Commercial Drivers	\$24,000	\$24,000	\$24,000
Trucking Costs	\$450,000	\$450,000	\$450,000
Drivers under court order	\$3,000	\$3,000	\$3,000
Subtotal Direct Cost of Sales	\$827,360	\$877,860	\$887,940

Appendix

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
Sales													
Beginner Commercial Drivers	0%	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750	\$43,750
Current Commercial Drivers	0%	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200	\$4,200
Trucking Revenue	0%	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Drivers under Court order	0%	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750	\$750
Total Sales		\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700
Direct Cost of Sales													
Beginner Commercial Drivers		\$29,197	\$29,197	\$29,197	\$29,197	\$29,197	\$29,197	\$29,197	\$29,197	\$29,197	\$29,197	\$29,197	\$29,197
Current Commercial Drivers		\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Trucking Costs		\$37,500	\$37,500	\$37,500	\$37,500	\$37,500	\$37,500	\$37,500	\$37,500	\$37,500	\$37,500	\$37,500	\$37,500
Drivers under court order		\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250
Subtotal Direct Cost of Sales		\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947

Appendix

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
President and General Manager	0%	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Education Coordinator	0%	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Controler Operations Manager	0%	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Marketing Executive (Contract work)	0%	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250
Educators - Driver Trainers	0%	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667	\$11,667
Total People		6	6	6	6	7	7	7	7	8	8	8	8
Total Payroll		\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917

Appendix

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	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700
Direct Cost of Sales	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947	\$68,947
Other Production Expenses	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500	\$1,500
Total Cost of Sales	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447	\$70,447
Gross Margin	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253	\$78,253
Gross Margin %	52.62%	52.62%	52.62%	52.62%	52.62%	52.62%	52.62%	52.62%	52.62%	52.62%	52.62%	52.62%
Expenses												
Payroll	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917
Sales and Marketing and Other Expenses	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000	\$4,000
Depreciation	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667	\$6,667
Utilities	\$542	\$542	\$542	\$542	\$542	\$542	\$542	\$542	\$542	\$542	\$542	\$542
Insurance	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Rent	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500
Payroll Taxes	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887	\$1,887
Other	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000
Total Operating Expenses	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512	\$41,512
Profit Before Interest and Taxes	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742	\$36,742
EBITDA	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408	\$43,408
Interest Expense	\$37	\$27	\$16	\$6	(\$5)	(\$15)	(\$25)	(\$36)	(\$46)	(\$57)	(\$67)	(\$78)
Taxes Incurred	\$11,011	\$11,015	\$11,018	\$11,021	\$11,024	\$11,027	\$11,030	\$11,033	\$11,036	\$11,040	\$11,043	\$11,046
Net Profit	\$25,693	\$25,700	\$25,708	\$25,715	\$25,722	\$25,730	\$25,737	\$25,744	\$25,752	\$25,759	\$25,766	\$25,773
Net Profit/Sales	17.28%	17.28%	17.29%	17.29%	17.30%	17.30%	17.31%	17.31%	17.32%	17.32%	17.33%	17.33%

Appendix

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	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175	\$37,175
Cash from Receivables	\$0	\$0	\$0	\$3,718	\$111,525	\$111,525	\$111,525	\$111,525	\$111,525	\$111,525	\$111,525	\$111,525
Subtotal Cash from Operations	\$37,175	\$37,175	\$37,175	\$40,893	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700	\$148,700
Additional Cash Received												
Sales Tax, VAT, HST/GST Received	0.86%	\$1,279	\$1,279	\$1,279	\$1,279	\$1,279	\$1,279	\$1,279	\$1,279	\$1,279	\$1,279	\$1,279
New Current Borrowing		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Other Liabilities (interestfree)		\$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
Sales of Other Current Assets		\$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
New Investment Received		\$1,000,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Received		\$1,038,454	\$38,454	\$38,454	\$42,171	\$149,979	\$149,979	\$149,979	\$149,979	\$149,979	\$149,979	\$149,979
Expenditures												
Expenditures from Operations												
Cash Spending	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917	\$19,917
Bill Payments	\$3,214	\$96,423	\$96,416	\$96,409	\$96,401	\$96,394	\$96,387	\$96,379	\$96,372	\$96,365	\$96,358	\$96,350
Subtotal Spent on Operations	\$23,131	\$116,340	\$116,333	\$116,325	\$116,318	\$116,311	\$116,303	\$116,296	\$116,289	\$116,282	\$116,274	\$116,267
Additional Cash Spent												
Sales Tax, VAT, HST/GST Paid Out		\$822	\$822	\$822	\$822	\$822	\$822	\$822	\$822	\$822	\$822	\$822
Principal Repayment of Current Borrowing		\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250	\$1,250
Other Liabilities Principal Repayment		\$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
Purchase Other Current Assets		\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Long-term Assets		\$50,000	\$0	\$0	\$0	\$0	\$50,000	\$0	\$0	\$0	\$0	\$0
Dividends		\$11,500	\$11,500	\$11,500	\$11,500	\$11,500	\$11,500	\$11,500	\$11,500	\$11,500	\$11,500	\$11,500
Subtotal Cash Spent		\$86,703	\$129,912	\$129,905	\$129,897	\$129,890	\$129,883	\$129,875	\$129,868	\$129,861	\$129,854	\$129,839
Net Cash Flow		\$951,751	(\$91,458)	(\$91,451)	(\$87,726)	\$20,089	\$20,096	(\$29,897)	\$20,111	\$20,118	\$20,125	\$20,133
Cash Balance		\$1,101,751	\$1,010,293	\$918,842	\$831,116	\$851,205	\$871,301	\$841,405	\$861,515	\$881,633	\$901,758	\$921,891
												\$942,031

Appendix

Pro Forma Balance Sheet													
	Starting Balances	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													
Current Assets													
Cash	\$150,000	\$1,101,751	\$1,010,293	\$918,842	\$831,116	\$851,205	\$871,301	\$841,405	\$861,515	\$881,633	\$901,758	\$921,891	\$942,031
Accounts Receivable	\$0	\$111,525	\$223,050	\$334,575	\$442,383	\$442,383	\$442,383	\$442,383	\$442,383	\$442,383	\$442,383	\$442,383	\$442,383
Other Current Assets	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000
Total Current Assets	\$165,000	\$1,228,276	\$1,248,343	\$1,268,417	\$1,288,499	\$1,308,588	\$1,328,684	\$1,298,787	\$1,318,898	\$1,339,016	\$1,359,141	\$1,379,274	\$1,399,413
Long-term Assets													
Long-term Assets	\$500,000	\$550,000	\$550,000	\$550,000	\$550,000	\$550,000	\$550,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000	\$600,000
Accumulated Depreciation	\$0	\$6,667	\$13,333	\$20,000	\$26,667	\$33,333	\$40,000	\$46,667	\$53,333	\$60,000	\$66,667	\$73,333	\$80,000
Total Longterm Assets	\$500,000	\$543,333	\$536,667	\$530,000	\$523,333	\$516,667	\$510,000	\$553,333	\$546,667	\$540,000	\$533,333	\$526,667	\$520,000
Total Assets	\$665,000	\$1,771,609	\$1,785,010	\$1,798,417	\$1,811,832	\$1,825,254	\$1,838,684	\$1,852,120	\$1,865,564	\$1,879,016	\$1,892,474	\$1,905,940	\$1,919,413
Liabilities and Capital													
Current Liabilities													
Accounts Payable	\$0	\$93,209	\$93,202	\$93,195	\$93,188	\$93,181	\$93,174	\$93,167	\$93,160	\$93,153	\$93,146	\$93,139	\$93,132
Current Borrowing	\$5,700	\$4,450	\$3,200	\$1,950	\$700	(\$550)	(\$1,800)	(\$3,050)	(\$4,300)	(\$5,550)	(\$6,800)	(\$8,050)	(\$9,300)
Other Current Liabilities	\$0	\$457	\$914	\$1,370	\$1,827	\$2,284	\$2,741	\$3,198	\$3,655	\$4,111	\$4,568	\$5,025	\$5,482
Subtotal Current Liabilities	\$5,700	\$98,116	\$97,316	\$96,516	\$95,715	\$94,915	\$94,115	\$93,315	\$92,515	\$91,714	\$90,914	\$90,114	\$89,314
Long-term Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Liabilities	\$5,700	\$98,116	\$97,316	\$96,516	\$95,715	\$94,915	\$94,115	\$93,315	\$92,515	\$91,714	\$90,914	\$90,114	\$89,314
Paid-in Capital	\$939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300	\$1,939,300
Retained Earnings	(\$280,000)	(\$291,500)	(\$303,000)	(\$314,500)	(\$326,000)	(\$337,500)	(\$349,000)	(\$360,500)	(\$372,000)	(\$383,500)	(\$395,000)	(\$406,500)	(\$418,000)
Earnings	\$0	\$25,693	\$51,394	\$77,101	\$102,817	\$128,539	\$154,269	\$180,006	\$205,750	\$231,501	\$257,260	\$283,026	\$308,800
Total Capital	\$659,300	\$1,673,493	\$1,687,694	\$1,701,902	\$1,716,117	\$1,730,339	\$1,744,569	\$1,758,806	\$1,773,050	\$1,787,301	\$1,801,560	\$1,815,826	\$1,830,100
Total Liabilities andCapital	\$665,000	\$1,771,609	\$1,785,010	\$1,798,417	\$1,811,832	\$1,825,254	\$1,838,684	\$1,852,120	\$1,865,564	\$1,879,016	\$1,892,474	\$1,905,940	\$1,919,413
Net Worth	\$659,300	\$1,673,493	\$1,687,694	\$1,701,902	\$1,716,117	\$1,730,339	\$1,744,569	\$1,758,806	\$1,773,050	\$1,787,301	\$1,801,560	\$1,815,826	\$1,830,100