

Twelve-month operating & capital projection

Interregional Express Bus

Fiscal Year Begins Jul-21



	IND %	Jul-21	% B/A	Aug-21	%	Sep-21	%	Oct-21	%	Nov-21	%	Dec-21	%	Jan-22	%	Feb-22	%	Mar-22	%	Apr-22	%	May-22	%	Jun-22	%	YEARLY	%	
Revenue (Sales)																												
Farebox		188,075	7.3	188,451	92.4	188,828	92.6	189,206	92.5	189,584	92.9	189,963	91.6	190,343	93.4	190,724	94.2	191,105	93.4	191,488	93.2	191,871	102	192,254	92.1	2,281,892	47.1	
Interline with ICB		14,800	0.6	15,400	7.6	15,000	7.4	15,409	7.5	14,500	7.1	17,500	8.4	13,500	6.6	11,800	5.8	13,400	6.6	14,000	6.8	15,670	7.6	16,600	7.9	177,579	3.7	
IGA agreements		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
FASTER		3,000,000	115.7	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	3,000,000	61.9
Misc.		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
Capex Buses		(600,000)	-23.1	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	(600,000)	-12.4
Capex Fare Boxes		(10,000)	-0.4	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	(10,000)	-0.2
Total Revenue (Sales)		2,592,875	100.0	203,851	100.0	203,828	100.0	204,615	100.0	204,084	100.0	207,463	100.0	203,843	100.0	202,524	100.0	204,505	100.0	205,488	100.0	207,541	109.1	208,854	100.0	4,849,471	100.0	
Cost of Sales																												
Tickets		1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	1,148	0.6	13,770	0.6	
Customer Service		5,122	34.6	5,122	33.3	5,122	34.1	5,122	33.2	5,122	35.3	5,122	29.3	5,122	37.9	5,122	43.4	5,122	38.2	5,122	36.6	5,122	32.7	5,122	30.9	61,468	34.6	
Rent of Fareboxes		0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	
WiFi on Buses		760	0.0	760	-	760	-	760	-	760	-	760	-	760	-	760	-	760	-	760	-	760	-	760	-	9,121	0.3	
Purchased Transportation		306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	306,855	-	3,682,260	-	
Park and Rides		100,000	-16.7	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100,000	-16.7	
Fareboxes		20,000	###	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	20,000	-200.0	
Total Cost of Sales		433,885	16.7	313,885	154.0	313,885	154.0	313,885	153.4	313,885	153.8	313,885	151.3	313,885	154.0	313,885	155.0	313,885	153.5	313,885	152.8	313,885	151.2	313,885	150.3	3,886,619	80.1	
Gross Profit		2,158,990	83.3	-110,034	-54.0	-110,057	-54.0	-109,270	-53.4	-109,801	-53.8	-106,422	-51.3	-110,042	-54.0	-111,361	-55.0	-109,380	-53.5	-108,397	-52.8	-106,344	-51.2	-105,031	-50.3	962,852	19.9	
Expenses																												
Salary expenses		26,505	1.0	26,505	13.0	26,505	13.0	26,505	13.0	26,505	13.0	26,505	12.8	26,505	13.0	26,505	13.1	26,505	13.0	26,505	12.9	26,505	12.8	26,505	12.7	258,746	5.3	
Payroll expenses		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
Outside services		1,272	0.0	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	1,272	0.6	12,420	0.3	
Supplies (office and operating)		254	0.0	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	2,484	0.1	
Engineer		0	0.0	0	0.0	25,446	12.5	0	0.0	0	0.0	25,446	12.3	0	0.0	0	0.0	25,446	12.4	0	0.0	0	0.0	25,446	12.2	144,900	3.0	
Advertising		10,245	0.4	10,245	5.0	10,245	5.0	10,245	5.0	10,243	5.0	10,243	4.9	10,243	5.0	10,243	5.1	10,243	5.0	10,243	5.0	10,243	4.9	10,243	4.9	122,926	2.5	
Car, delivery and travel		254	0.0	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	2,484	0.1	
Accounting and legal		636	0.0	636	0.3	636	0.3	636	0.3	636	0.3	636	0.3	636	0.3	636	0.3	636	0.3	636	0.3	636	0.3	636	0.3	6,210	0.1	
Bus Lease		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
Telephone		254	0.0	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	254	0.1	2,484	0.1	
Utilities		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
Insurance		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
Taxes (real estate, etc.)		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
Interest		0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0.0	0	0.0	0	0.0
Depreciation of buses		60,305	2.3	60,305	29.6	60,305	29.6	60,305	29.5	60,305	29.5	60,305	29.1	60,305	29.6	60,305	29.8	60,305	29.5	60,305	29.3	60,305	29.1	60,305	28.9	723,658	14.9	
Misc. (unspecified)		500	0.0	500	0.2	500	0.2	500	0.2	500	0.2	500	0.2	500	0.2	500	0.2	500	0.2	500	0.2	500	0.2	500	0.2	6,000	0.1	
Total Expenses		100,227	3.9	100,227	49.2	125,672	61.7	100,227	49.0	100,225	49.1	125,671	60.6	100,225	49.2	100,225	49.5	125,671	61.5	100,225	48.8	100,225	48.3	125,671	60.2	1,282,311	26.4	
Net Profit		2,058,763	79.4	-210,260	-103.1	-235,729	-115.7	-209,497	-102.4	-210,026	-102.9	-232,093	-111.9	-210,267	-103.2	-211,586	-104.5	-235,051	-114.9	-208,623	-101.5	-206,570	-99.5	-230,702	-110.5	-319,459	-6.6	
EBD		2,119,068		-149,956		-175,424		-149,192		-149,721		-171,788		-149,962		-151,282		-174,746		-148,318		-146,265		-170,397		404,199		
Farebox Recovery		38%		49%		46%		49%		49%		47%		49%		49%		47%		50%		50%		48%		48%		

** Assumptions

1. 3.5% COLA Adjustment in COGS and Admin Expenses
2. Add Additional RT to Colorado Springs
3. purchase bus