

Twelve-month operating & capital projection

Interregional Express Bus

Fiscal Year Begins Jul-23



	IND. %	Jul-23	% B/A	Aug-23	%	Sep-23	%	Oct-23	%	Nov-23	%	Dec-23	%	Jan-24	%	Feb-24	%	Mar-24	%	Apr-24	%	May-24	%	Jun-24	%	YEARLY	%
Revenue (Sales)																											
Farebox		205,600	10.3	209,712	93.0	210,131	93.0	214,334	93.2	214,763	93.6	215,192	92.3	215,623	93.9	216,054	94.6	216,486	94.0	216,919	93.5	217,353	102	217,787	92.8	2,569,954	56.7
Interline with ICB		15,000	0.7	15,800	7.0	15,700	7.0	15,560	6.8	14,600	6.4	18,000	7.7	14,000	6.1	12,300	5.4	13,800	6.0	15,000	6.5	16,000	6.9	17,000	7.2	182,760	4.0
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
FASTER		3,000,000	150.0	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	66.2
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
Capex Buses		(120,000)	-60.0	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	(1,200,000)	-26.5
Capex Fare Boxes		(20,000)	-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	(20,000)	-0.4
Total Revenue (Sales)		2,000,600	100.0	225,512	100.0	225,831	100.0	229,894	100.0	229,363	100.0	233,192	100.0	229,623	100.0	228,354	100.0	230,286	100.0	231,919	100.0	233,353	108.8	234,787	100.0	4,532,714	100.0
Cost of Sales																											
Tickets		1,230	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	1,229	0.6	14,751	0.6
Customer Service		5,487	36.6	5,487	34.7	5,487	34.9	5,487	35.3	5,487	37.6	5,487	30.5	5,487	39.2	5,487	44.6	5,487	39.8	5,487	36.6	5,487	34.3	5,487	32.3	65,846	36.0
Rent of Fareboxes		0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-	0	-
WiFi on Buses		814	0.0	814	-	814	-	814	-	814	-	814	-	814	-	814	-	814	-	814	-	814	-	814	-	814	-
Purchased Transportation		347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-	347,663	-
Park and Rides		100,000	-8.3	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	100,000	-8.3
Fareboxes		20,000	####	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	20,000	-100.0
Total Cost of Sales		475,194	23.8	355,194	157.5	355,194	157.3	355,194	154.5	355,194	154.9	355,194	152.3	355,194	154.7	355,194	155.5	355,194	154.2	355,194	153.2	355,194	152.2	355,194	151.3	4,382,324	96.7
Gross Profit		1,525,406	76.2	-129,682	-57.5	-129,362	-57.3	-125,300	-54.5	-125,831	-54.9	-122,001	-52.3	-125,571	-54.7	-126,840	-55.5	-124,908	-54.2	-123,275	-53.2	-121,841	-52.2	-120,406	-51.3	150,390	3.3
Expenses																											
Salary expenses		28,393	1.4	28,393	12.6	28,393	12.6	28,393	12.4	28,393	12.4	28,393	12.2	28,393	12.4	28,393	12.4	28,393	12.3	28,393	12.2	28,393	12.2	28,393	12.1	258,746	5.7
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
Outside services		1,363	0.1	1,317	0.6	1,317	0.6	1,317	0.6	1,317	0.6	1,317	0.6	1,317	0.6	1,317	0.6	1,317	0.6	1,317	0.6	1,363	0.6	1,317	0.6	12,420	0.3
Supplies (office and operating)		273	0.0	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	273	0.1	263	0.1	2,484	0.1
Engineer		0	0.0	0	0.0	26,336	11.7	0	0.0	0	0.0	26,336	11.3	0	0.0	0	0.0	26,336	11.4	0	0.0	0	0.0	26,336	11.2	144,900	3.2
Advertising		10,974	0.5	10,603	4.7	10,603	4.7	10,603	4.6	10,602	4.6	10,602	4.5	10,602	4.6	10,602	4.6	10,602	4.6	10,602	4.6	10,973	4.7	10,602	4.5	127,970	2.8
Car, delivery and travel		273	0.0	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	273	0.1	263	0.1	2,484	0.1
Accounting and legal		681	0.0	658	0.3	658	0.3	658	0.3	658	0.3	658	0.3	658	0.3	658	0.3	658	0.3	658	0.3	681	0.3	658	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
Telephone		273	0.0	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	263	0.1	273	0.1	263	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
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
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
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
Depreciation of buses		68,193	3.4	68,193	30.2	68,193	30.2	68,193	29.7	68,193	29.7	68,193	29.2	68,193	29.7	68,193	29.9	68,193	29.6	68,193	29.4	68,193	29.2	68,193	29.0	818,315	18.1
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	500	0.2
Total Expenses		110,923	5.5	110,455	49.0	136,791	60.6	110,455	48.0	110,453	48.2	136,790	58.7	110,453	48.1	110,453	48.4	136,790	59.4	110,453	47.6	110,921	47.5	136,790	58.3	1,382,013	30.5
Net Profit		1,414,483	70.7	-240,136	-106.5	-266,153	-117.9	-235,754	-102.5	-236,284	-103.0	-258,791	-111.0	-236,024	-102.8	-237,293	-103.9	-261,697	-113.6	-233,728	-100.8	-232,762	-99.7	-257,196	-109.5	-1,231,623	-27.2
EBD		1,482,676		-171,943		-197,960		-167,561		-168,091		-190,598		-167,831		-169,100		-193,504		-165,535		-164,569		-189,003		-413,308	
Farebox Recovery		38%		48%		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 2 buses