

# Executive Summary

## Opportunity

### Problem

Currently, customers struggle to find retail stores that offer high-quality specialty products at lower prices, with knowledgeable staff to guide their purchasing decisions. Many existing retailers fail to understand the products they sell, leaving customers feeling unsure, hesitant, and dissatisfied with their experience.

### Solution

Our solution involves not only offering competitively priced, high-quality products and prioritizing convenient store locations, but also differentiating ourselves through a customer-centric approach. We focus on understanding our customers' needs, providing knowledgeable staff to guide their purchasing decisions, and fostering a welcoming in-store atmosphere to encourage customer satisfaction and loyalty.

### Market

The market at our Rock Hill location caters primarily to local college students, essential workers, and older residents. As college season is in session, we see an influx of students seeking modern, convenient, and affordable products that may be difficult to find from other local competitors. Our strategic location in a business hub and the presence of high-income spenders traveling through town enable us to sell higher-priced, more profitable items compared to an average market environment.

The York store, situated at the intersection of two major highways, attracts a diverse clientele comprising both locals and travelers. This mix of high and low-income customers results in a consistent movement of our entire inventory, which is not always typical in our industry. By understanding and catering to the specific needs of each target group, we can create tailored marketing strategies and product offerings to ensure continued growth and success at both locations.

## **Competition**

At our Rock Hill location, we face a highly competitive market with several strong rivals, making it challenging to attract and retain consistent customers. However, we can leverage competitive pricing strategies to draw the local customer base and foster loyalty, setting ourselves apart from the competition.

In contrast, our York store, situated in a smaller city further from the Charlotte area, benefits from a less saturated market. With reduced competition and a less aggressive pricing landscape, we can maintain higher prices and profits while still effectively competing with local businesses. By understanding the unique market dynamics of each location, we can adapt our pricing strategies and marketing efforts to capitalize on the opportunities available in both areas.

## **Why Choose Us?**

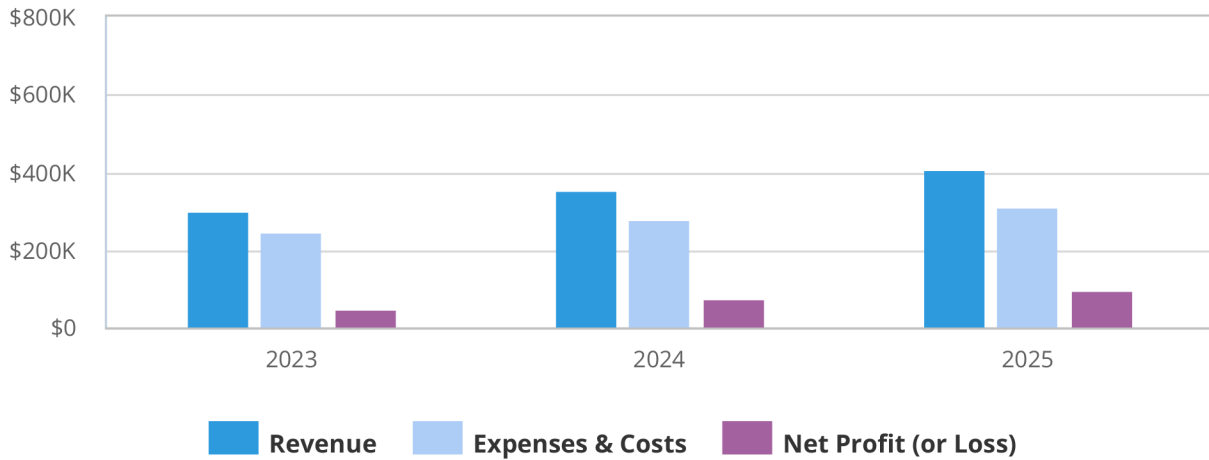
Our competitive advantage lies in the youth and industry expertise of our two owners, enabling us to drive our business towards success with innovative ideas and fresh perspectives. Supported by the strong moral and financial backing of both sets of parents, we have a distinct edge over competitors burdened with financial dependencies that could hinder growth opportunities. By maintaining low living costs, we can prioritize reinvesting in the business, allowing for faster growth and sustained financial stability. This unique combination of factors positions us to thrive in the market and deliver exceptional value to our customers.

## **Expectations**

### **Revenue Projections**

Based on existing revenue trends only and without additional investment, our projected revenues are as follows: \$298,422 in 2023, \$352,994 in 2024, and \$408,122 in 2025. However, with the capital infusion we are seeking, we anticipate a significant increase in overall revenues: \$402,870 in 2023, \$1,026,542 in 2024, and \$1,150,965 in 2025. This demonstrates the potential impact of securing the necessary funding to fuel our business growth and expansion plans.

## Financial Highlights by Year



## Capital Requirements

Our company seeks to secure \$100,000 in funding to enhance our operations and growth. At present, we operate two retail smoke shop locations and have a fully furnished liquor store ready for inventory and its grand opening. In pursuit of long-term business loans or private investment opportunities, we aim to collaborate with local banks to obtain the required capital. This funding will enable us to realize our full business potential and facilitate further expansion.

# Opportunity

## Problem & Solution

### Addressing Market Needs

Customers today are in search of affordable pricing, high-quality products, and knowledgeable staff members. Many retail outlets offering specialty products lack the necessary understanding of their products' features and benefits. This knowledge gap often leaves customers feeling uncertain about their purchases, hesitant to try new items, and dissatisfied with their shopping experiences.

### Our Solution

By offering competitive prices, conducting regular customer surveys, and providing comprehensive employee training, we can ensure customer satisfaction, enhance their knowledge, and encourage repeat visits. This approach will enable us to consistently introduce unique and attention-grabbing products to our inventory.

# Execution

## Marketing & Sales

## Operations

### Locations & Facilities

Our first location in Rock Hill, SC, spans approximately 1,250 sq ft and is strategically situated next to a local Walmart Marketplace and along a busy highway. We currently offer a wide variety of smoking/vaping essentials and plan to add beer to broaden our market appeal. This location also features extra space in the back for organizing business operations, serving as our primary business office.

Our second location in York, SC, covers about 1,500 sq ft and is conveniently located at the intersection of two major highways. York's smaller size provides easy access to local residents who may otherwise avoid traveling across town due to limited retail options. This prime location at the city's entrance and along major highways attracts diverse customers and increased sales.

Furthermore, the second location is designed as a duplex commercial space, enabling us to expand into another industry and market. We have already furnished the other side of the building and are awaiting additional funds to stock inventory for a retail liquor store. Operating both businesses from the same building significantly reduces overall operating costs.

### Technology

At present, our core technology includes the Square POS (Point Of Sale) system, which manages reporting, business documentation, and customer relations. Additionally, we utilize a dedicated hosting machine for our emails, websites, and digital storage needs.

### Equipment & Tools

Our necessary equipment primarily comprises checkout materials, including packing tape, boxes, scissors, stickers, checkout bags, and labeling guns. We also utilize supplementary equipment, such as cleaning supplies, a music system, a printer, and a money counter.

# Company

## Overview

### Ownership & Organizational Structure

At present, the company has two leading members, with both owners sharing a 50/50 split in the business. Initially formed as a General Partnership under SafeHaven Smoke Shop, we plan to restructure with the expansion into the liquor store. The smoke shop and liquor store entities will be placed under a parent company, Safeaven LLC, ensuring the company's protection and complete control. While we intend to involve additional management team members to facilitate scalability, the full equity will be retained by the current active owners.

## Team

### Kyle Cartee | 21 Years Old

An accomplished Eagle Scout, Kyle possesses a strong background in Environmental and Computing Sciences. He is passionate about business and innovation, contributing valuable skills and knowledge to the company.

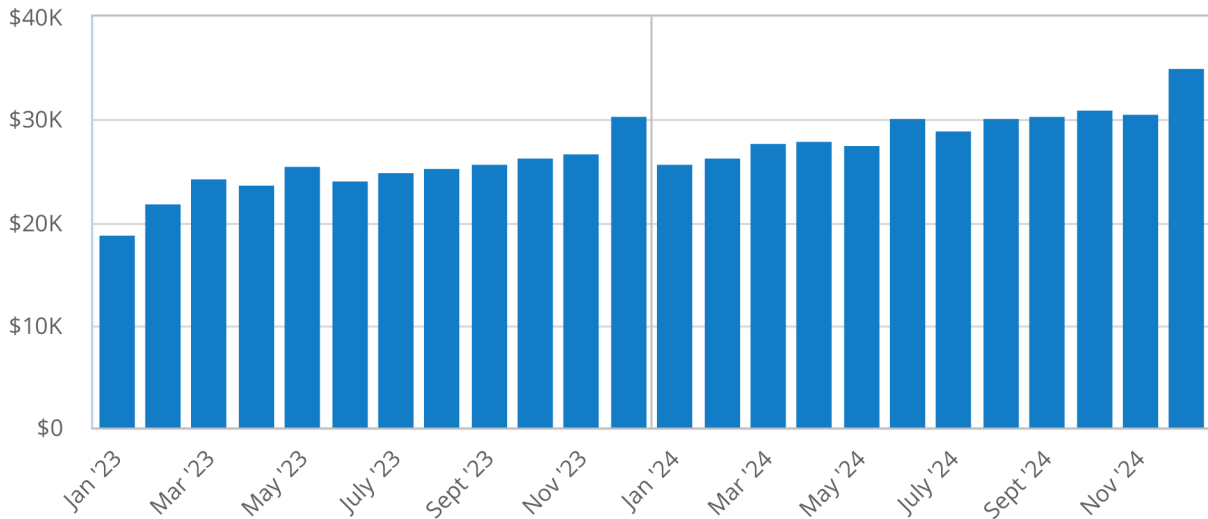
### Parker Runyan | 21 Years Old

Parker holds a degree in Business Administration and has experience in Retail and Fast Food Management. His industry expertise strengthens the management team and supports the company's growth.

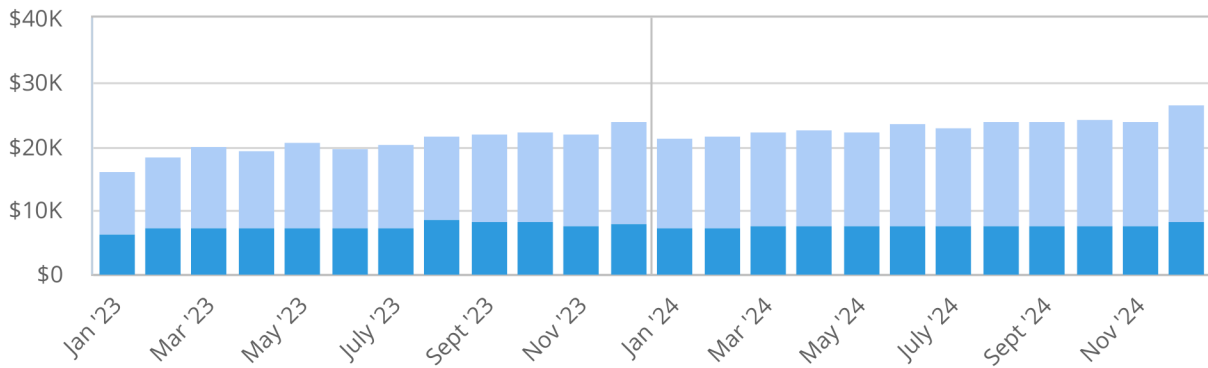
# Financial Plan

## Forecast

### Revenue by Month

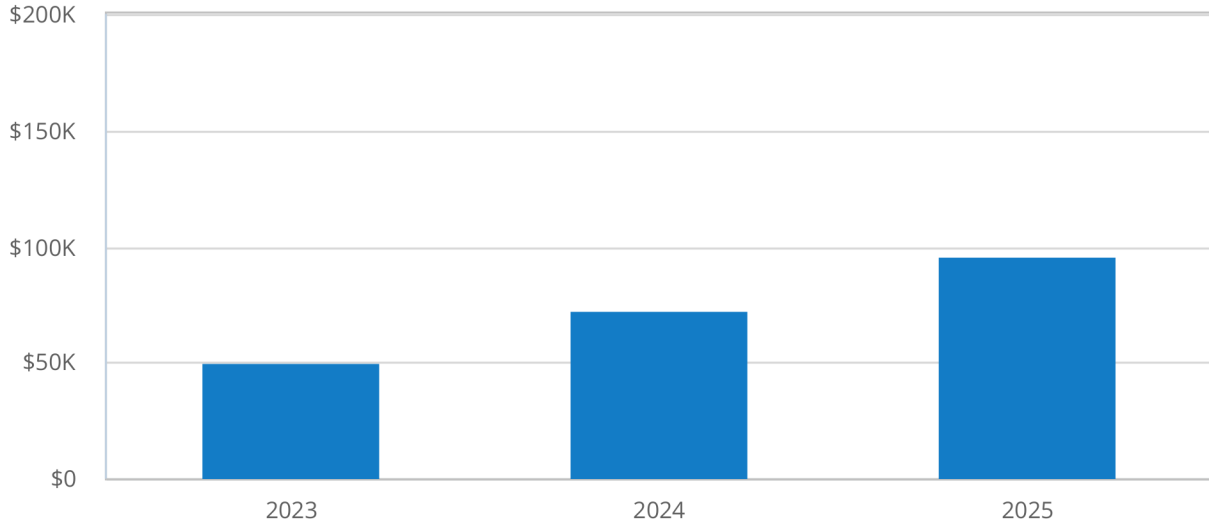


### Expenses by Month



Direct Costs Expenses

## Net Profit (or Loss) by Year



## Financing

### Use of funds

The funds we seek will be used to enhance our two open and operational smoke shops by stocking up on desired products, improving their appearance, and increasing local advertising efforts. Additionally, we plan to construct a beer room in each smoke shop, expanding our market reach and creating a convenient one-stop shopping experience for customers.

The funds will also be utilized to finalize and launch our fully furnished liquor store, which is currently awaiting inventory, final touches, and an extensive marketing campaign for the grand opening. To ensure smooth operations and scalability, a portion of the funds will be allocated to hire new employees.

## Statements

### Projected Profit and Loss

	2023	2024	2025
<b>Revenue</b>	<b>\$298,422</b>	<b>\$352,994</b>	<b>\$408,122</b>
<b>Direct Costs</b>	<b>\$155,738</b>	<b>\$186,175</b>	<b>\$215,362</b>
Gross Margin	\$142,684	\$166,819	\$192,759
<b>Gross Margin %</b>	<b>48%</b>	<b>47%</b>	<b>47%</b>
<b>Operating Expenses</b>			
Salaries & Wages	\$2,400	\$2,400	\$2,400
Rent - Rock Hill	\$18,060	\$18,060	\$18,060
Rent - York	\$27,600	\$27,600	\$27,600
Utilities (Water / Electricity)- Rock Hill	\$5,100	\$5,100	\$5,100
Utilities (Electricity)- York	\$3,600	\$3,600	\$3,600
Utilities (Water)- York	\$720	\$720	\$720
Utilities (Gas)- Rock Hill	\$360	\$360	\$360
Insurance - Rock Hill & York	\$1,608	\$1,608	\$1,608
ADT Security - Rock Hill	\$1,440	\$1,440	\$1,440
ADT Security - York	\$720	\$720	\$720
ADT Security - Equipment - York	\$2,700		
Internet - Comporium - Rock Hill	\$1,020	\$1,020	\$1,020
Internet - Comporium - York	\$720	\$720	\$720
Telecom - Grasshopper	\$480	\$480	\$480
Square	\$720	\$720	\$720
York - Deposits and hookups	\$600		
License - Business - Rock Hill	\$70	\$100	\$120
License - Business - York	\$25	\$35	\$40
<b>Total Operating Expenses</b>	<b>\$67,943</b>	<b>\$64,683</b>	<b>\$64,708</b>

<b>Operating Income</b>	<b>\$74,741</b>	<b>\$102,136</b>	<b>\$128,051</b>
Interest Incurred	\$6,837	\$4,628	\$1,416
Depreciation and Amortization	\$5,429	\$6,571	\$6,571
Gain or Loss from Sale of Assets			
Income Taxes	\$12,495	\$18,187	\$24,013
<b>Total Expenses</b>	<b>\$248,441</b>	<b>\$280,245</b>	<b>\$312,071</b>
<b>Net Profit</b>	<b>\$49,981</b>	<b>\$72,749</b>	<b>\$96,051</b>
<b>Net Profit / Sales</b>	<b>17%</b>	<b>21%</b>	<b>24%</b>

## Projected Balance Sheet

	<b>2023</b>	<b>2024</b>	<b>2025</b>
Cash	\$71,501	\$117,289	\$200,464
Accounts Receivable	\$0	\$0	\$0
Inventory	\$27,764	\$35,909	\$35,840
Other Current Assets			
<b>Total Current Assets</b>	<b>\$99,265</b>	<b>\$153,198</b>	<b>\$236,304</b>
Long-Term Assets	\$46,000	\$46,000	\$46,000
Accumulated Depreciation	(\$5,429)	(\$12,000)	(\$18,571)
<b>Total Long-Term Assets</b>	<b>\$40,571</b>	<b>\$34,000</b>	<b>\$27,429</b>
<b>Total Assets</b>	<b>\$139,837</b>	<b>\$187,198</b>	<b>\$263,733</b>
Accounts Payable	\$0	\$0	\$0
Income Taxes Payable	\$3,758	\$5,535	\$6,051
Sales Taxes Payable	\$2,136	\$2,463	\$2,377
Short-Term Debt	\$20,194	\$19,962	\$6,010

Prepaid Revenue			
<b>Total Current Liabilities</b>	<b>\$26,088</b>	<b>\$27,960</b>	<b>\$14,438</b>
Long-Term Debt	\$33,768	\$6,508	\$514
<b>Long-Term Liabilities</b>	<b>\$33,768</b>	<b>\$6,508</b>	<b>\$514</b>
<b>Total Liabilities</b>	<b>\$59,856</b>	<b>\$34,468</b>	<b>\$14,952</b>
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Paid-In Capital	\$30,000	\$30,000	\$30,000
Retained Earnings		\$49,981	\$122,730
Earnings	\$49,981	\$72,749	\$96,051
<b>Total Owner's Equity</b>	<b>\$79,981</b>	<b>\$152,730</b>	<b>\$248,781</b>
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<b>Total Liabilities &amp; Equity</b>	<b>\$139,837</b>	<b>\$187,198</b>	<b>\$263,733</b>

## Projected Cash Flow Statement

	2023	2024	2025
<b>Net Cash Flow from Operations</b>			
Net Profit	\$49,981	\$72,749	\$96,051
Depreciation & Amortization	\$5,429	\$6,571	\$6,571
Change in Accounts Receivable	\$0	\$0	\$0
Change in Inventory	(\$27,764)	(\$8,145)	\$69
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$3,758	\$1,777	\$516
Change in Sales Tax Payable	\$2,136	\$327	(\$86)
Change in Prepaid Revenue			
<b>Net Cash Flow from Operations</b>	<b>\$33,539</b>	<b>\$73,280</b>	<b>\$103,121</b>
<b>Investing &amp; Financing</b>			
Assets Purchased or Sold	(\$46,000)		
<b>Net Cash from Investing</b>	<b>(\$46,000)</b>		

Investments Received	\$30,000		
Dividends & Distributions			
Change in Short-Term Debt	\$20,194	(\$233)	(\$13,951)
Change in Long-Term Debt	\$33,768	(\$27,259)	(\$5,995)
<b>Net Cash from Financing</b>	<b>\$83,962</b>	<b>(\$27,492)</b>	<b>(\$19,946)</b>
Cash at Beginning of Period	\$0	\$71,501	\$117,289
Net Change in Cash	\$71,501	\$45,788	\$83,175
<b>Cash at End of Period</b>	<b>\$71,501</b>	<b>\$117,289</b>	<b>\$200,464</b>

# Appendix

## Profit and Loss Statement (With Monthly Detail)

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
<b>Total Revenue</b>	\$18,975	\$21,863	\$24,386	\$23,775	\$25,535	\$24,135	\$24,886	\$25,297	\$25,837	\$26,324	\$26,900	\$30,508
<b>Total Direct Costs</b>	\$9,644	\$11,210	\$12,695	\$12,184	\$13,263	\$12,600	\$12,941	\$13,063	\$13,696	\$13,935	\$14,366	\$16,140
Gross Margin	\$9,331	\$10,652	\$11,691	\$11,591	\$12,272	\$11,535	\$11,945	\$12,234	\$12,141	\$12,390	\$12,534	\$14,369
<b>Gross Margin %</b>	49%	49%	48%	49%	48%	48%	48%	48%	47%	47%	47%	47%
<b>Operating Expenses</b>												
Salaries and Wages	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Employee Related Expenses												
Rent - Rock Hill	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505
Rent - York	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300
Utilities (Water / Electricity)- Rock Hill	\$425	\$425	\$425	\$425	\$425	\$425	\$425	\$425	\$425	\$425	\$425	\$425
Utilities (Electricity)- York	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Utilities (Water)- York	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60

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Utilities (Gas)- Rock Hill	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30	\$30
Insurance - Rock Hill & York	\$134	\$134	\$134	\$134	\$134	\$134	\$134	\$134	\$134	\$134	\$134	\$134
ADT Security - Rock Hill	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120	\$120
ADT Security - York	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60
ADT Security - Equipment - York								\$900	\$900	\$900		
Internet - Comporium - Rock Hill	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85	\$85
Internet - Comporium - York	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60
Telecom - Grasshopper	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40
Square	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60
York - Deposits and hookups								\$600				
License - Business - Rock Hill		\$70										
License - Business - York								\$25				
<b>Total Operating Expenses</b>	<b>\$5,379</b>	<b>\$5,449</b>	<b>\$5,379</b>	<b>\$5,379</b>	<b>\$5,379</b>	<b>\$5,379</b>	<b>\$5,379</b>	<b>\$6,904</b>	<b>\$6,279</b>	<b>\$6,279</b>	<b>\$5,379</b>	<b>\$5,379</b>
<b>Operating Income</b>	<b>\$3,952</b>	<b>\$5,203</b>	<b>\$6,312</b>	<b>\$6,212</b>	<b>\$6,893</b>	<b>\$6,156</b>	<b>\$6,566</b>	<b>\$5,330</b>	<b>\$5,862</b>	<b>\$6,111</b>	<b>\$7,155</b>	<b>\$8,990</b>

Interest Incurred		\$704	\$678	\$652	\$625	\$598	\$564	\$533	\$664	\$635	\$606	\$577
Depreciation and Amortization	\$357	\$357	\$357	\$357	\$357	\$357	\$548	\$548	\$548	\$548	\$548	\$548
Gain or Loss from Sale of Assets												
Income Taxes	\$719	\$828	\$1,056	\$1,041	\$1,182	\$1,040	\$1,091	\$850	\$930	\$985	\$1,200	\$1,573
<b>Total Expenses</b>	<b>\$16,099</b>	<b>\$18,549</b>	<b>\$20,165</b>	<b>\$19,613</b>	<b>\$20,806</b>	<b>\$19,974</b>	<b>\$20,523</b>	<b>\$21,898</b>	<b>\$22,117</b>	<b>\$22,382</b>	<b>\$22,099</b>	<b>\$24,216</b>
<b>Net Profit</b>	<b>\$2,876</b>	<b>\$3,314</b>	<b>\$4,221</b>	<b>\$4,162</b>	<b>\$4,729</b>	<b>\$4,161</b>	<b>\$4,363</b>	<b>\$3,399</b>	<b>\$3,720</b>	<b>\$3,942</b>	<b>\$4,801</b>	<b>\$6,292</b>
<b>Net Profit / Sales</b>	<b>15%</b>	<b>15%</b>	<b>17%</b>	<b>18%</b>	<b>19%</b>	<b>17%</b>	<b>18%</b>	<b>13%</b>	<b>14%</b>	<b>15%</b>	<b>18%</b>	<b>21%</b>
<b>2024</b>	<b>Jan '24</b>	<b>Feb '24</b>	<b>Mar '24</b>	<b>Apr '24</b>	<b>May '24</b>	<b>June '24</b>	<b>July '24</b>	<b>Aug '24</b>	<b>Sept '24</b>	<b>Oct '24</b>	<b>Nov '24</b>	<b>Dec '24</b>
<b>Total Revenue</b>	<b>\$25,870</b>	<b>\$26,411</b>	<b>\$27,825</b>	<b>\$28,039</b>	<b>\$27,680</b>	<b>\$30,328</b>	<b>\$29,075</b>	<b>\$30,335</b>	<b>\$30,468</b>	<b>\$31,137</b>	<b>\$30,633</b>	<b>\$35,193</b>
<b>Total Direct Costs</b>	<b>\$13,714</b>	<b>\$14,050</b>	<b>\$14,874</b>	<b>\$14,779</b>	<b>\$14,654</b>	<b>\$15,899</b>	<b>\$15,353</b>	<b>\$16,112</b>	<b>\$16,046</b>	<b>\$16,368</b>	<b>\$16,096</b>	<b>\$18,230</b>
Gross Margin	\$12,156	\$12,361	\$12,951	\$13,260	\$13,026	\$14,429	\$13,722	\$14,223	\$14,422	\$14,769	\$14,536	\$16,964
<b>Gross Margin %</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>	<b>48%</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>	<b>47%</b>	<b>48%</b>
<b>Operating Expenses</b>												
Salaries and Wages	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200

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Employee Related Expenses													
Rent - Rock Hill	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505	\$1,505
Rent - York	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300	\$2,300
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Square	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60	\$60
York - Deposits and hookups													



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<b>Net Profit</b>	<b>\$49,981</b>	<b>\$72,749</b>	<b>\$96,051</b>
<b>Net Profit / Sales</b>	<b>17%</b>	<b>21%</b>	<b>24%</b>

## Balance Sheet (With Monthly Detail)

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
Cash	\$50,875	\$52,272	\$55,158	\$55,272	\$59,576	\$61,637	\$44,912	\$58,564	\$60,657	\$58,592	\$63,304	\$71,501
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventory	\$23,906	\$24,879	\$25,447	\$25,863	\$25,541	\$26,003	\$26,759	\$27,631	\$28,301	\$30,506	\$29,854	\$27,764
Other Current Assets												
<b>Total Current Assets</b>	<b>\$74,780</b>	<b>\$77,152</b>	<b>\$80,605</b>	<b>\$81,136</b>	<b>\$85,117</b>	<b>\$87,641</b>	<b>\$71,671</b>	<b>\$86,195</b>	<b>\$88,958</b>	<b>\$89,098</b>	<b>\$93,158</b>	<b>\$99,265</b>
Long-Term Assets	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000
Accumulated Depreciation	(\$357)	(\$714)	(\$1,071)	(\$1,429)	(\$1,786)	(\$2,143)	(\$2,690)	(\$3,238)	(\$3,786)	(\$4,333)	(\$4,881)	(\$5,429)
<b>Total Long-Term Assets</b>	<b>\$29,643</b>	<b>\$29,286</b>	<b>\$28,929</b>	<b>\$28,571</b>	<b>\$28,214</b>	<b>\$27,857</b>	<b>\$43,310</b>	<b>\$42,762</b>	<b>\$42,214</b>	<b>\$41,667</b>	<b>\$41,119</b>	<b>\$40,571</b>
<b>Total Assets</b>	<b>\$104,423</b>	<b>\$106,438</b>	<b>\$109,534</b>	<b>\$109,707</b>	<b>\$113,331</b>	<b>\$115,498</b>	<b>\$114,981</b>	<b>\$128,957</b>	<b>\$131,173</b>	<b>\$130,765</b>	<b>\$134,277</b>	<b>\$139,837</b>
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes Payable	\$719	\$1,547	\$2,603	\$1,041	\$2,223	\$3,263	\$1,091	\$1,941	\$2,871	\$985	\$2,185	\$3,758
Sales Taxes Payable	\$1,328	\$1,531	\$1,707	\$1,664	\$1,787	\$1,690	\$1,742	\$1,771	\$1,808	\$1,843	\$1,883	\$2,136
Short-Term Debt	\$24,446	\$23,716	\$22,977	\$22,230	\$21,473	\$20,207	\$19,136	\$19,342	\$19,551	\$19,763	\$19,977	\$20,194

## SafeHaven LLC

Prepaid Revenue												
<b>Total Current Liabilities</b>	<b>\$26,493</b>	<b>\$26,794</b>	<b>\$27,287</b>	<b>\$24,935</b>	<b>\$25,483</b>	<b>\$25,160</b>	<b>\$21,969</b>	<b>\$23,054</b>	<b>\$24,230</b>	<b>\$22,591</b>	<b>\$24,045</b>	<b>\$26,088</b>
Long-Term Debt	\$45,054	\$43,453	\$41,835	\$40,199	\$38,546	\$36,874	\$35,185	\$44,677	\$41,997	\$39,286	\$36,543	\$33,768
<b>Long-Term Liabilities</b>	<b>\$45,054</b>	<b>\$43,453</b>	<b>\$41,835</b>	<b>\$40,199</b>	<b>\$38,546</b>	<b>\$36,874</b>	<b>\$35,185</b>	<b>\$44,677</b>	<b>\$41,997</b>	<b>\$39,286</b>	<b>\$36,543</b>	<b>\$33,768</b>
<b>Total Liabilities</b>	<b>\$71,547</b>	<b>\$70,247</b>	<b>\$69,122</b>	<b>\$65,134</b>	<b>\$64,029</b>	<b>\$62,035</b>	<b>\$57,154</b>	<b>\$67,731</b>	<b>\$66,227</b>	<b>\$61,877</b>	<b>\$60,588</b>	<b>\$59,856</b>
Paid-In Capital	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Retained Earnings												
Earnings	\$2,876	\$6,190	\$10,411	\$14,574	\$19,302	\$23,463	\$27,827	\$31,226	\$34,946	\$38,888	\$43,689	\$49,981
<b>Total Owner's Equity</b>	<b>\$32,876</b>	<b>\$36,190</b>	<b>\$40,411</b>	<b>\$44,574</b>	<b>\$49,302</b>	<b>\$53,463</b>	<b>\$57,827</b>	<b>\$61,226</b>	<b>\$64,946</b>	<b>\$68,888</b>	<b>\$73,689</b>	<b>\$79,981</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$104,423</b>	<b>\$106,438</b>	<b>\$109,534</b>	<b>\$109,707</b>	<b>\$113,331</b>	<b>\$115,498</b>	<b>\$114,981</b>	<b>\$128,957</b>	<b>\$131,173</b>	<b>\$130,765</b>	<b>\$134,277</b>	<b>\$139,837</b>
<b>2024</b>	<b>Jan '24</b>	<b>Feb '24</b>	<b>Mar '24</b>	<b>Apr '24</b>	<b>May '24</b>	<b>June '24</b>	<b>July '24</b>	<b>Aug '24</b>	<b>Sept '24</b>	<b>Oct '24</b>	<b>Nov '24</b>	<b>Dec '24</b>
Cash	\$73,657	\$76,815	\$77,812	\$77,725	\$81,511	\$87,400	\$87,515	\$94,122	\$101,088	\$101,916	\$107,145	\$117,289
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventory	\$28,924	\$29,653	\$29,433	\$30,553	\$31,252	\$31,465	\$32,158	\$32,414	\$32,465	\$34,326	\$36,185	\$35,909

## SafeHaven LLC

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Other Current Assets												
<b>Total Current Assets</b>	<b>\$102,582</b>	<b>\$106,468</b>	<b>\$107,245</b>	<b>\$108,278</b>	<b>\$112,764</b>	<b>\$118,865</b>	<b>\$119,673</b>	<b>\$126,536</b>	<b>\$133,553</b>	<b>\$136,242</b>	<b>\$143,330</b>	<b>\$153,198</b>
Long-Term Assets	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000	\$46,000
Accumulated Depreciation	(\$5,976)	(\$6,524)	(\$7,071)	(\$7,619)	(\$8,167)	(\$8,714)	(\$9,262)	(\$9,810)	(\$10,357)	(\$10,905)	(\$11,452)	(\$12,000)
<b>Total Long-Term Assets</b>	<b>\$40,024</b>	<b>\$39,476</b>	<b>\$38,929</b>	<b>\$38,381</b>	<b>\$37,833</b>	<b>\$37,286</b>	<b>\$36,738</b>	<b>\$36,190</b>	<b>\$35,643</b>	<b>\$35,095</b>	<b>\$34,548</b>	<b>\$34,000</b>
<b>Total Assets</b>	<b>\$142,605</b>	<b>\$145,944</b>	<b>\$146,174</b>	<b>\$146,659</b>	<b>\$150,597</b>	<b>\$156,150</b>	<b>\$156,411</b>	<b>\$162,726</b>	<b>\$169,196</b>	<b>\$171,337</b>	<b>\$177,878</b>	<b>\$187,198</b>
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes Payable	\$4,895	\$6,078	\$3,628	\$1,355	\$2,690	\$4,312	\$1,487	\$3,074	\$4,712	\$1,710	\$3,378	\$5,535
Sales Taxes Payable	\$1,810	\$1,849	\$1,948	\$1,963	\$1,937	\$2,123	\$2,035	\$2,124	\$2,133	\$2,179	\$2,145	\$2,463
Short-Term Debt	\$20,414	\$20,638	\$20,864	\$21,093	\$21,325	\$21,561	\$21,799	\$22,041	\$22,286	\$22,529	\$21,254	\$19,962
Prepaid Revenue												
<b>Total Current Liabilities</b>	<b>\$27,119</b>	<b>\$28,565</b>	<b>\$26,440</b>	<b>\$24,411</b>	<b>\$25,952</b>	<b>\$27,996</b>	<b>\$25,321</b>	<b>\$27,239</b>	<b>\$29,131</b>	<b>\$26,418</b>	<b>\$26,777</b>	<b>\$27,960</b>
Long-Term Debt	\$30,960	\$28,118	\$25,244	\$22,335	\$19,391	\$16,413	\$13,399	\$11,450	\$9,478	\$7,490	\$7,000	\$6,508

## SafeHaven LLC

<b>Long-Term Liabilities</b>	\$30,960	\$28,118	\$25,244	\$22,335	\$19,391	\$16,413	\$13,399	\$11,450	\$9,478	\$7,490	\$7,000	\$6,508
<b>Total Liabilities</b>	<b>\$58,079</b>	<b>\$56,683</b>	<b>\$51,683</b>	<b>\$46,746</b>	<b>\$45,344</b>	<b>\$44,409</b>	<b>\$38,721</b>	<b>\$38,689</b>	<b>\$38,609</b>	<b>\$33,908</b>	<b>\$33,777</b>	<b>\$34,468</b>
Paid-In Capital	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000	\$30,000
Retained Earnings	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981	\$49,981
Earnings	\$4,546	\$9,280	\$14,510	\$19,933	\$25,273	\$31,761	\$37,709	\$44,057	\$50,606	\$57,449	\$64,120	\$72,749
<b>Total Owner's Equity</b>	<b>\$84,526</b>	<b>\$89,261</b>	<b>\$94,490</b>	<b>\$99,913</b>	<b>\$105,253</b>	<b>\$111,742</b>	<b>\$117,690</b>	<b>\$124,037</b>	<b>\$130,587</b>	<b>\$137,430</b>	<b>\$144,101</b>	<b>\$152,730</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$142,605</b>	<b>\$145,944</b>	<b>\$146,174</b>	<b>\$146,659</b>	<b>\$150,597</b>	<b>\$156,150</b>	<b>\$156,411</b>	<b>\$162,726</b>	<b>\$169,196</b>	<b>\$171,337</b>	<b>\$177,878</b>	<b>\$187,198</b>

	2023	2024	2025
Cash	\$71,501	\$117,289	\$200,464
Accounts Receivable	\$0	\$0	\$0
Inventory	\$27,764	\$35,909	\$35,840
Other Current Assets			
<b>Total Current Assets</b>	<b>\$99,265</b>	<b>\$153,198</b>	<b>\$236,304</b>
Long-Term Assets	\$46,000	\$46,000	\$46,000
Accumulated Depreciation	(\$5,429)	(\$12,000)	(\$18,571)

## SafeHaven LLC

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<b>Total Long-Term Assets</b>	<b>\$40,571</b>	<b>\$34,000</b>	<b>\$27,429</b>
<b>Total Assets</b>	<b>\$139,837</b>	<b>\$187,198</b>	<b>\$263,733</b>
Accounts Payable	\$0	\$0	\$0
Income Taxes Payable	\$3,758	\$5,535	\$6,051
Sales Taxes Payable	\$2,136	\$2,463	\$2,377
Short-Term Debt	\$20,194	\$19,962	\$6,010
Prepaid Revenue			
<b>Total Current Liabilities</b>	<b>\$26,088</b>	<b>\$27,960</b>	<b>\$14,438</b>
Long-Term Debt	\$33,768	\$6,508	\$514
<b>Long-Term Liabilities</b>	<b>\$33,768</b>	<b>\$6,508</b>	<b>\$514</b>
<b>Total Liabilities</b>	<b>\$59,856</b>	<b>\$34,468</b>	<b>\$14,952</b>
Paid-In Capital	\$30,000	\$30,000	\$30,000
Retained Earnings		\$49,981	\$122,730
Earnings	\$49,981	\$72,749	\$96,051
<b>Total Owner's Equity</b>	<b>\$79,981</b>	<b>\$152,730</b>	<b>\$248,781</b>
<b>Total Liabilities &amp; Equity</b>	<b>\$139,837</b>	<b>\$187,198</b>	<b>\$263,733</b>

## Cash Flow Statement (With Monthly Detail)

2023	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23	Sept '23	Oct '23	Nov '23	Dec '23
<b>Net Cash Flow from Operations</b>												
Net Profit	\$2,876	\$3,314	\$4,221	\$4,162	\$4,729	\$4,161	\$4,363	\$3,399	\$3,720	\$3,942	\$4,801	\$6,292
Depreciation & Amortization	\$357	\$357	\$357	\$357	\$357	\$357	\$548	\$548	\$548	\$548	\$548	\$548
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Inventory	(\$23,906)	(\$974)	(\$568)	(\$416)	\$323	(\$463)	(\$756)	(\$872)	(\$670)	(\$2,205)	\$652	\$2,090
Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$719	\$828	\$1,056	(\$1,562)	\$1,182	\$1,040	(\$2,172)	\$850	\$930	(\$1,886)	\$1,200	\$1,573
Change in Sales Tax Payable	\$1,328	\$203	\$176	(\$43)	\$123	(\$97)	\$52	\$29	\$37	\$35	\$40	\$253
Change in Prepaid Revenue												
<b>Net Cash Flow from Operations</b>	<b>(\$18,625)</b>	<b>\$3,729</b>	<b>\$5,242</b>	<b>\$2,498</b>	<b>\$6,714</b>	<b>\$4,998</b>	<b>\$2,035</b>	<b>\$3,954</b>	<b>\$4,564</b>	<b>\$434</b>	<b>\$7,241</b>	<b>\$10,755</b>
<b>Investing &amp; Financing</b>												
Assets Purchased or Sold	(\$30,000)						(\$16,000)					

Net Cash from Investing	(\$30,000)						(\$16,000)					
	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24
Investments Received	\$30,000											
Dividends & Distributions												
Change in Short-Term Debt	\$24,446	(\$730)	(\$739)	(\$748)	(\$757)	(\$1,266)	(\$1,071)	\$206	\$209	\$212	\$214	\$217
Change in Long-Term Debt	\$45,054	(\$1,601)	(\$1,618)	(\$1,636)	(\$1,653)	(\$1,671)	(\$1,690)	\$9,492	(\$2,680)	(\$2,711)	(\$2,743)	(\$2,775)
<b>Net Cash from Financing</b>	<b>\$99,500</b>	<b>(\$2,331)</b>	<b>(\$2,357)</b>	<b>(\$2,383)</b>	<b>(\$2,410)</b>	<b>(\$2,937)</b>	<b>(\$2,761)</b>	<b>\$9,698</b>	<b>(\$2,471)</b>	<b>(\$2,500)</b>	<b>(\$2,529)</b>	<b>(\$2,558)</b>
Cash at Beginning of Period	\$0	\$50,875	\$52,272	\$55,158	\$55,272	\$59,576	\$61,637	\$44,912	\$58,564	\$60,657	\$58,592	\$63,304
Net Change in Cash	\$50,875	\$1,398	\$2,885	\$115	\$4,304	\$2,061	(\$16,725)	\$13,652	\$2,093	(\$2,065)	\$4,712	\$8,197
<b>Cash at End of Period</b>	<b>\$50,875</b>	<b>\$52,272</b>	<b>\$55,158</b>	<b>\$55,272</b>	<b>\$59,576</b>	<b>\$61,637</b>	<b>\$44,912</b>	<b>\$58,564</b>	<b>\$60,657</b>	<b>\$58,592</b>	<b>\$63,304</b>	<b>\$71,501</b>
<b>2024</b>	<b>Jan '24</b>	<b>Feb '24</b>	<b>Mar '24</b>	<b>Apr '24</b>	<b>May '24</b>	<b>June '24</b>	<b>July '24</b>	<b>Aug '24</b>	<b>Sept '24</b>	<b>Oct '24</b>	<b>Nov '24</b>	<b>Dec '24</b>
<b>Net Cash Flow from Operations</b>												
Net Profit	\$4,546	\$4,734	\$5,230	\$5,423	\$5,340	\$6,488	\$5,949	\$6,347	\$6,549	\$6,843	\$6,671	\$8,629
Depreciation & Amortization	\$548	\$548	\$548	\$548	\$548	\$548	\$548	\$548	\$548	\$548	\$548	\$548

# SafeHaven LLC

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Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Inventory	(\$1,160)	(\$728)	\$220	(\$1,121)	(\$699)	(\$213)	(\$693)	(\$256)	(\$51)	(\$1,862)	(\$1,859)	\$276
Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$1,137	\$1,183	(\$2,450)	(\$2,273)	\$1,335	\$1,622	(\$2,825)	\$1,587	\$1,638	(\$3,002)	\$1,668	\$2,157
Change in Sales Tax Payable	(\$326)	\$39	\$99	\$15	(\$26)	\$186	(\$88)	\$89	\$9	\$46	(\$34)	\$318
Change in Prepaid Revenue												
<b>Net Cash Flow from Operations</b>	<b>\$4,744</b>	<b>\$5,776</b>	<b>\$3,646</b>	<b>\$2,592</b>	<b>\$6,498</b>	<b>\$8,631</b>	<b>\$2,891</b>	<b>\$8,314</b>	<b>\$8,693</b>	<b>\$2,573</b>	<b>\$6,994</b>	<b>\$11,928</b>
<b>Investing &amp; Financing</b>												
Assets Purchased or Sold												
<b>Net Cash from Investing</b>												
Investments Received												
Dividends & Distributions												
Change in Short-Term Debt	\$220	\$223	\$226	\$229	\$232	\$235	\$239	\$242	\$245	\$243	(\$1,274)	(\$1,293)

## SafeHaven LLC

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Change in Long-Term Debt	(\$2,808)	(\$2,841)	(\$2,875)	(\$2,909)	(\$2,943)	(\$2,978)	(\$3,014)	(\$1,950)	(\$1,972)	(\$1,988)	(\$490)	(\$491)
<b>Net Cash from Financing</b>	<b>(\$2,588)</b>	<b>(\$2,618)</b>	<b>(\$2,649)</b>	<b>(\$2,680)</b>	<b>(\$2,711)</b>	<b>(\$2,743)</b>	<b>(\$2,775)</b>	<b>(\$1,708)</b>	<b>(\$1,727)</b>	<b>(\$1,745)</b>	<b>(\$1,765)</b>	<b>(\$1,784)</b>
Cash at Beginning of Period	\$71,501	\$73,657	\$76,815	\$77,812	\$77,725	\$81,511	\$87,400	\$87,515	\$94,122	\$101,088	\$101,916	\$107,145
Net Change in Cash	\$2,156	\$3,157	\$998	(\$88)	\$3,787	\$5,888	\$115	\$6,607	\$6,967	\$827	\$5,229	\$10,144
<b>Cash at End of Period</b>	<b>\$73,657</b>	<b>\$76,815</b>	<b>\$77,812</b>	<b>\$77,725</b>	<b>\$81,511</b>	<b>\$87,400</b>	<b>\$87,515</b>	<b>\$94,122</b>	<b>\$101,088</b>	<b>\$101,916</b>	<b>\$107,145</b>	<b>\$117,289</b>

	2023	2024	2025
<b>Net Cash Flow from Operations</b>			
Net Profit	\$49,981	\$72,749	\$96,051
Depreciation & Amortization	\$5,429	\$6,571	\$6,571
Change in Accounts Receivable	\$0	\$0	\$0
Change in Inventory	(\$27,764)	(\$8,145)	\$69
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$3,758	\$1,777	\$516
Change in Sales Tax Payable	\$2,136	\$327	(\$86)
Change in Prepaid Revenue			
<b>Net Cash Flow from Operations</b>	<b>\$33,539</b>	<b>\$73,280</b>	<b>\$103,121</b>
<b>Investing &amp; Financing</b>			
Assets Purchased or Sold	(\$46,000)		
<b>Net Cash from Investing</b>	<b>(\$46,000)</b>		
Investments Received	\$30,000		
Dividends & Distributions			
Change in Short-Term Debt	\$20,194	(\$233)	(\$13,951)
Change in Long-Term Debt	\$33,768	(\$27,259)	(\$5,995)
<b>Net Cash from Financing</b>	<b>\$83,962</b>	<b>(\$27,492)</b>	<b>(\$19,946)</b>
Cash at Beginning of Period	\$0	\$71,501	\$117,289
Net Change in Cash	\$71,501	\$45,788	\$83,175
<b>Cash at End of Period</b>	<b>\$71,501</b>	<b>\$117,289</b>	<b>\$200,464</b>