

Operating Expense Projections Years 0-3			
2021 Part-Year Expenses (starting 4/1/21)			
General			
Payroll		\$132,550.00	
CEO (0.9 MLT; 0.1 Traipse)	\$60,000.00		
COO (0.4 Traipse; 0.3 MLT; 0.3 GMS)	\$48,000.00		
Sales (FT, starting 10/1/20)	\$12,500.00		
Payroll Taxes/Benefits (10%)	\$12,050.00		
Contract Labor		\$20,000.00	
Local Staunton Rep (starting 7/1/21)	\$20,000.00		
Professional Services		\$7,100.00	
Legal	\$5,000.00		
Licenses/Corp Fees	\$600.00		
Accounting	\$1,500.00		
Office		\$6,675.00	
Supplies	\$675.00		
Space (10% Sta., 90% DC)	\$6,000.00		
Business Development		\$13,750.00	
Sales Expenses	\$10,000.00		
Direct Marketing	\$1,250.00		
Sales Travel	\$2,500.00		
Tech Hosting/Software		\$9,900.00	
Software/Subscriptions	\$900.00		
Hosting/Serving	\$9,000.00		
My Local Token			
MLT Software Development		\$226,000.00	
Testing Prototype	\$60,000.00		
Full platform	\$146,000.00		
Traipse app integration	\$20,000.00		
MLT Transaction Fees (on ~\$1k)		\$11.00	
Intra-MLT (gas) 0.1%	\$1.00		
MLT-USD redemption 1%	\$10.00		
MLT Pilot		\$10,000.00	
Promotion	\$5,000.00		
Travel	\$3,000.00		

2022 Expenses			
General			
Payroll		\$385,560.00	
CEO	\$81,600.00		
COO	\$67,200.00		
Sales	\$52,500.00		
CTO	\$70,000.00		
Onboarding Rep for 5 communities	\$50,000.00		
Payroll Taxes/Benefits (20%)	\$64,260.00		
Contract Labor		\$55,000.00	
HR/Acctng/Admin (0.5 FTE)	\$35,000.00		
On-call support for 6 communities (0.5 FTE)	\$20,000.00		
Professional Services		\$12,400.00	
Legal	\$10,000.00		
Licenses/Corp Fees	\$2,400.00		
Office		\$19,000.00	
Supplies	\$1,000.00		
Space	\$18,000.00		
Business Development		\$27,500.00	
Sales Expenses	\$20,000.00		
Direct Marketing	\$2,496.00		
Sales Travel	\$5,004.00		
Tech Hosting/Software		\$13,300.00	
Software/Subscriptions	\$1,800.00		
Hosting/Serving	\$11,500.00		
(Software Development > CTO)			
MLT Transaction Fees (see rev)		\$1,212.00	
Intra-MLT (gas) 0.1%	\$132.00		
MLT-USD redemption 1%	\$1,080.00		
	\$0.00		
MLT Contracts	\$0.00	\$88,000.00	
Promotion	\$60,000.00		
Travel	\$15,000.00		

2023 Expenses			
General			
Payroll		\$697,231.33	
CEO	\$89,760.00		
COO	\$73,920.00		
Onboarding Rep for 12 communities (2.0 FTE)	\$105,000.00		
On-call support for 18 communities (1.5 FTE)	\$62,916.67		
Sales (2 FTE)	\$110,250.00		
HR/Acctng/Admin	\$65,000.00		
CTO	\$77,000.00		
Traipse Associate	\$50,000.00		
Payroll Taxes/Benefits (20%)	\$63,384.67		
Professional Services		\$14,000.00	
Legal	\$10,000.00		
Licenses/Corp Fees	\$4,000.00		
Office		\$32,000.00	
Supplies	\$2,000.00		
Space	\$30,000.00		
Business Development		\$48,750.00	
Sales Expenses	\$30,000.00		
Direct Marketing	\$6,250.00		
Sales Travel	\$12,500.00		
Tech Hosting/Software		\$17,500.00	
Software/Subscriptions	\$2,500.00		
Hosting/Serving	\$15,000.00		
MLT Transaction Fees (see rev)		\$7,380.00	
Intra-MLT (gas) 0.1%	\$900.00		
MLT-USD redemption 1%	\$6,480.00		
MLT Contracts		\$221,400.00	
Promotion	\$145,000.00		
Travel	\$37,500.00		

2024 Expenses			
General			
Payroll		\$866,880.30	
CEO	\$98,736.00		
COO	\$81,312.00		
Onboarding Rep for 30 communities (3.0 FTE)	\$165,375.00		
On-call support for 48 communities (3 FTE)	\$121,437.50		
Sales (2 FTE)	\$115,762.50		
HR/Acctng/Admin	\$68,250.00		
CTO	\$84,700.00		
Traipse Associate	\$52,500.00		
Payroll Taxes/Benefits (20%)	\$78,807.30		
Professional Services		\$16,000.00	
Legal	\$10,000.00		
Licenses/Corp Tax	\$6,000.00		
Office		\$43,000.00	
Supplies	\$3,000.00		
Space	\$40,000.00		
Business Development		\$64,000.00	
Sales Expenses	\$40,000.00		
Direct Marketing	\$9,000.00		
Sales Travel	\$15,000.00		
Tech Hosting/Software		\$23,000.00	
Software/Subscriptions	\$3,000.00		
Hosting/Serving	\$20,000.00		
MLT Transaction Fees (see rev)		\$30,240.00	
Intra-MLT (gas) 0.1%	\$4,320.00		
MLT-USD redemption 1%	\$25,920.00		
MLT Contracts		\$741,000.00	
Promotion	\$480,000.00		
Travel	\$120,000.00		

Operating Expense Projections - 21 Months			
2021 totals			2022 totals
General			General
Payroll		\$132,550	Payroll
CEO (0.9 MLT; 0.1 Traipse)	\$60,000		CEO
COO (0.4 Traipse; 0.3 MLT; 0.3 GMS)	\$48,000		COO
Sales (starting 10/1/20)	\$12,500		Sales
			In-house CTO
			Onboarding Rep for 5 communities
Payroll Taxes/Benefits (10%)	\$12,050		Payroll Taxes/Benefits (20%)
Contract Labor		\$20,000	Contract Labor
Local Support Rep	\$20,000		On-call support for 6 communities (0.5 FTE)
			HR/Acctng/Admin (0.5 FTE)
Professional Services		\$7,100	Professional Services
Legal	\$5,000		Legal
Licenses/Corp Tax	\$600		Licenses/Corp Tax
Accounting	\$1,500		
Office		\$6,675	Office
Supplies	\$675		Supplies
Space (10% Sta., 90% DC)	\$6,000		Space
Business Development		\$13,750	Business Development
Sales Expenses	\$10,000		Sales Expenses
Direct Marketing	\$1,250		Direct Marketing
Sales Travel	\$2,500		Sales Travel
Tech Hosting/Software		\$9,900	Tech Hosting/Software
Software/Subscriptions	\$900		Software/Subscriptions
Hosting/Serving	\$9,000		Hosting/Serving
My Local Token			
MLT Software Development		\$226,000	<i>(Software Development > CTO)</i>
MVP Prototype	\$60,000		
Full platform	\$146,000		
Traipse app enhancements	\$20,000		
MLT Transaction Fees (on ~\$1k)		\$11	MLT Transaction Fees (see rev)
Intra-MLT (gas) 0.1%	\$1		Intra-MLT (gas) 0.1%
MLT-USD redemption 1%	\$10		MLT-USD redemption 1%
MLT Test Market		\$10,000	MLT Contracts
Promotion	\$5,000		Promotion
Travel	\$3,000		Travel

		Monthly - 21 months	April 2021	May 2021	June 2021	July 2021
	\$385,560	Payroll				
\$81,600		CEO	\$6,400	\$6,400	\$6,400	\$6,800
\$67,200		COO	\$4,800	\$4,800	\$4,800	\$5,600
\$52,500		Sales	-	-	-	-
\$70,000		CTO				
\$50,000		Onboarding Rep				
\$64,260		Payroll Taxes/Benefits	\$1,120	\$1,120	\$1,120	\$1,240
	\$55,000	Contract Labor				
\$20,000		Local/On-Call Support Rep				\$3,333
\$35,000		HR/Acctng/Admin (0.5 FTE)				
	\$12,400	Professional Services				
\$10,000		Legal Services				\$833
\$2,400		Licenses/Corp Fees				
		Accounting	\$100	\$100	\$100	\$200
	\$19,000	Office				
\$1,000		Supplies	\$75	\$75	\$75	\$75
\$18,000		Space	\$200	\$200	\$200	\$900
	\$27,500	Business Development				
\$20,000		Sales Expenses				
\$2,496		Direct Marketing	\$250	\$250	\$250	
\$5,004		Sales Travel	\$250	\$250	\$250	\$250
	\$13,300					
\$1,800		Software/Subscriptions	\$100	\$100	\$100	\$100
\$11,500		Hosting/Serving	\$1,000	\$1,000	\$1,000	\$1,000
		MLT Software Development				
		MVP Prototype	\$20,000	\$20,000	\$20,000	
		Full platform			\$24,333	\$24,333
		Traipse app enhancements			\$5,000	\$5,000
	\$1,212	MLT Transaction Fees (see rev)				
\$132		Intra-MLT (gas) 0.1%				
\$1,080		MLT-USD redemption 1%				
	\$88,000	MLT Contracts				
\$60,000		Promotion				
\$15,000		Travel				

