$500K SEED

	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020
EXPENSES																								
Founding Team																								
Co-founder/Sales (NYC Office)	[redacted]																							
Co-founder/Product (St. Petersburg Office)																								
Co-founder/Operations (NYC Office)																								
Sale (NYC Office)																								
Current Team																								
AI Developer (St. Petersburg Office)																								
Frontend Developer (Remote, Portugal)																								
Backend Developer (St. Petersburg Office)																								
Product Designer (St. Petersburg Office)																								
Prospects Researcher (Remote, Vietnam)																								
New Hires																								
Backend Developer (St. Petersburg Office)																								
Backend Developer (St. Petersburg Office)																								
Backend Developer (St. Petersburg Office)																								
Other																								
St. Petersburg Office	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000
Technology/Licenses/Servers/Subscriptions	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000
Travel/Meals/Other	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000	$2,000
Monthly Burn	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,500**	**$54,000**	**$54,000**	**$54,000**	**$54,000**
Running Burn	**$54,500**	**$109,000**	**$163,500**	**$218,000**	**$272,500**	**$327,000**	**$381,500**	**$436,000**	**$490,500**	**$545,000**	**$599,500**	**$654,000**	**$708,500**	**$763,000**	**$817,500**	**$872,000**	**$926,500**	**$981,000**	**$1,035,500**	**$1,090,000**	**$1,144,000**	**$1,198,000**	**$1,252,000**	**$1,306,000**
CLIENTS																								
Annual Processing Volume Per Client																								
$20,000	20	22	24	26	28	30	32	34	36	38	40	42	44	46	48	50	52	54	56	58	60	62	64	66
$100,000	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26
$500,000	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
$1,000,000	0	0	0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21
$5,000,000	0	0	0	0	1	1	1	2	2	3	3	3	4	5	6	7	8	9	10	11	12	13	14	15
$10,000,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	1	1	1	2	2	3	3	4
Monthly Processing Volume	$71,000	$98,000	$124,000	$193,000	$469,000	$538,000	$606,000	$883,000	$951,000	$1,123,000	$7,650,000	$8,185,000	$1,578,000	$1,918,000	$2,194,000	$2,888,000	$3,164,000	$3,441,000	$3,718,000	$4,411,000	$4,688,000	$5,381,000	$33,945,000	$38,105,000
Running Processing Volume	$71,000	$169,000	$293,000	$486,000	$955,000	$1,493,000	$2,099,000	$2,982,000	$3,933,000	$5,056,000	$12,706,000	$20,891,000	$22,469,000	$24,387,000	$26,581,000	$29,469,000	$32,633,000	$36,074,000	$39,792,000	$44,203,000	$48,891,000	$54,272,000	$88,217,000	$126,322,000
REVENUE																								
Gross Monthly Revenue (2% fee)	**$1,400**	**$2,000**	**$2,500**	**$3,900**	**$9,400**	**$10,800**	**$12,100**	**$17,700**	**$19,000**	**$22,500**	**$153,000**	**$163,700**	**$31,600**	**$38,400**	**$43,900**	**$57,800**	**$63,300**	**$68,800**	**$74,400**	**$88,200**	**$93,800**	**$107,600**	**$678,900**	**$762,100**
Gross Monthly Revenue (3% fee)	**$2,100**	**$2,900**	**$3,700**	**$5,800**	**$14,100**	**$16,100**	**$18,200**	**$26,500**	**$28,500**	**$33,700**	**$229,500**	**$245,600**	**$47,300**	**$57,500**	**$65,800**	**$86,600**	**$94,900**	**$103,200**	**$111,500**	**$132,300**	**$140,600**	**$161,400**	**$1,018,400**	**$1,143,200**
Gross Monthly Revenue (4% fee)	**$2,800**	**$3,900**	**$5,000**	**$7,700**	**$18,800**	**$21,500**	**$24,200**	**$35,300**	**$38,000**	**$44,900**	**$306,000**	**$327,400**	**$63,100**	**$76,700**	**$87,800**	**$115,500**	**$126,600**	**$137,600**	**$148,700**	**$176,400**	**$187,500**	**$215,200**	**$1,357,800**	**$1,524,200**
Gross Monthly Revenue (5% fee)	**$3,600**	**$4,900**	**$6,200**	**$9,700**	**$23,500**	**$26,900**	**$30,300**	**$44,200**	**$47,600**	**$56,200**	**$382,500**	**$409,300**	**$78,900**	**$95,900**	**$109,700**	**$144,400**	**$158,200**	**$172,100**	**$185,900**	**$220,600**	**$234,400**	**$269,100**	**$1,697,300**	**$1,905,300**
Running Gross Revenue (2% fee)	**$1,400**	**$3,400**	**$5,900**	**$9,800**	**$19,200**	**$30,000**	**$42,100**	**$59,800**	**$78,800**	**$101,300**	**$254,300**	**$418,000**	**$449,600**	**$488,000**	**$531,900**	**$589,700**	**$653,000**	**$721,800**	**$796,200**	**$884,400**	**$978,200**	**$1,085,800**	**$1,764,700**	**$2,526,800**
Running Gross Revenue (3% fee)	**$2,100**	**$5,000**	**$8,700**	**$14,500**	**$28,600**	**$44,700**	**$62,900**	**$89,400**	**$117,900**	**$151,600**	**$381,100**	**$626,700**	**$674,000**	**$731,500**	**$797,300**	**$883,900**	**$978,800**	**$1,082,000**	**$1,193,500**	**$1,325,800**	**$1,466,400**	**$1,627,800**	**$2,646,200**	**$3,789,400**
Running Gross Revenue (4% fee)	**$2,800**	**$6,700**	**$11,700**	**$19,400**	**$38,200**	**$59,700**	**$83,900**	**$119,200**	**$157,200**	**$202,100**	**$508,100**	**$835,500**	**$898,600**	**$975,300**	**$1,063,100**	**$1,178,600**	**$1,305,200**	**$1,442,800**	**$1,591,500**	**$1,767,900**	**$1,955,400**	**$2,170,600**	**$3,528,400**	**$5,052,600**
Running Gross Revenue (5% fee)	**$3,600**	**$8,500**	**$14,700**	**$24,400**	**$47,900**	**$74,800**	**$105,100**	**$149,300**	**$196,900**	**$253,100**	**$635,600**	**$1,044,900**	**$1,123,800**	**$1,219,700**	**$1,329,400**	**$1,473,800**	**$1,632,000**	**$1,804,100**	**$1,990,000**	**$2,210,600**	**$2,445,000**	**$2,714,100**	**$4,411,400**	**$6,316,700**
Net Monthly Profit (after comissions and expenses, 2% fee)	-$53,380	-$52,900	-$52,500	-$51,380	-$46,980	-$45,860	-$44,820	-$40,340	-$39,300	-$36,500	$67,900	$76,460	-$29,220	-$23,780	-$19,380	-$8,260	-$3,860	$540	$5,020	$16,060	$21,040	$32,080	$489,120	$555,680
Net Monthly Profit (after comissions and expenses, 3% fee)	-$52,820	-$52,180	-$51,540	-$49,860	-$43,220	-$41,620	-$39,940	-$33,300	-$31,700	-$27,540	$129,100	$141,980	-$16,660	-$8,500	-$1,860	$14,780	$21,420	$28,060	$34,700	$51,340	$58,480	$75,120	$760,720	$860,560
Net Monthly Profit (after comissions and expenses, 4% fee)	-$52,260	-$51,380	-$50,500	-$48,340	-$39,460	-$37,300	-$35,140	-$26,260	-$24,100	-$18,580	$190,300	$207,420	-$4,020	$6,860	$15,740	$37,900	$46,780	$55,580	$64,460	$86,620	$96,000	$118,160	$1,032,240	$1,165,360
Net Monthly Profit (after comissions and expenses, 5% fee)	-$51,620	-$50,580	-$49,540	-$46,740	-$35,700	-$32,980	-$30,260	-$19,140	-$16,420	-$9,540	$251,500	$272,940	$8,620	$22,220	$33,260	$61,020	$72,060	$83,180	$94,220	$121,980	$133,520	$161,280	$1,303,840	$1,470,240
Running Net Profit (2% fee)	**-$53,380**	**-$106,280**	**-$158,780**	**-$210,160**	**-$257,140**	**-$303,000**	**-$347,820**	**-$388,160**	**-$427,460**	**-$463,960**	**-$396,060**	**-$319,600**	**-$348,820**	**-$372,600**	**-$391,980**	**-$400,240**	**-$404,100**	**-$403,560**	**-$398,540**	**-$382,480**	**-$361,440**	**-$329,360**	**$159,760**	**$715,440**
Running Net Profit (3% fee)	**-$52,820**	**-$105,000**	**-$156,540**	**-$206,400**	**-$249,620**	**-$291,240**	**-$331,180**	**-$364,480**	**-$396,180**	**-$423,720**	**-$294,620**	**-$152,640**	**-$169,300**	**-$177,800**	**-$179,660**	**-$164,880**	**-$143,460**	**-$115,400**	**-$80,700**	**-$29,360**	**$29,120**	**$104,240**	**$864,960**	**$1,725,520**
Running Net Profit (4% fee)	**-$52,260**	**-$103,640**	**-$154,140**	**-$202,480**	**-$241,940**	**-$279,240**	**-$314,380**	**-$340,640**	**-$364,740**	**-$383,320**	**-$193,020**	**$14,400**	**$10,380**	**$17,240**	**$32,980**	**$70,880**	**$117,660**	**$173,240**	**$237,700**	**$324,320**	**$420,320**	**$538,480**	**$1,570,720**	**$2,736,080**
Running Net Profit (5% fee)	**-$51,620**	**-$102,200**	**-$151,740**	**-$198,480**	**-$234,180**	**-$267,160**	**-$297,420**	**-$316,560**	**-$332,980**	**-$342,520**	**-$91,020**	**$181,920**	**$190,540**	**$212,760**	**$246,020**	**$307,040**	**$379,100**	**$462,280**	**$556,500**	**$678,480**	**$812,000**	**$973,280**	**$2,277,120**	**$3,747,360**
PRODUCT ROADMAP																								
Branded Giving Forms V2																								
Integrations (Blackbaud, Salesforce, Webhooks + API)																								
Branded Form Launchers (~10 launchers)																								