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**Executive Committee Meeting Agenda | February 15, 2023**

1. **Call to Order | Jeff Mason, Vice Chairman**
  - a. Prayer
  - b. Pledge of Allegiance
2. **Roll Call | Sherry Thurman**
3. **Approval of Consent Agenda | Jeff Mason, Vice Chairman**
  - a. Executive Committee Meeting Minutes – December 21, 2022
4. **UCDD Financial Report | Ginger Stout, Finance Director**
5. **Opioid Questions | Mark Farley, Executive Director**  
Mary Shelton, Executive Director  
Opioid Abatement Council
6. **UCDD Loans | Jesse Villard, Loan Officer**
  - a. Bud's Grocery
  - b. BYR Brands
  - c. DOTA Ammunition
  - d. Upper Cumberland Investment Alliance
7. **Action Items | Jeff Mason, Vice Chairman**
  - a. Resolution 23-2-1
8. **Program Updates | Mark Farley, Executive Director**
9. **Executive Director Report | Mark Farley, Executive Director**
10. **Regional Partners | Jeff Mason, Vice Chairman**
11. **Old Business | Jeff Mason, Vice Chairman**
12. **New Business | Jeff Mason, Vice Chairman**
13. **Public Comments | Jeff Mason, Vice Chairman**
14. **Adjourn | Jeff Mason, Vice Chairman**

**Upper Cumberland Development District | Upper Cumberland Human Resource Agency  
Joint Executive Committee Meeting**

<b>DRAFT MINUTES</b>	<b>DECEMBER 21, 2022</b>	<b>10:00 A.M.</b>	<b>COOKEVILLE, TN</b>
<b>MEETING CALLED BY</b>	Chairman Randy Heady		
<b>TYPE OF MEETING</b>	UCDD Executive Committee Meeting		
<b>FACILITATOR</b>	Chairman Randy Heady		
<b>NOTE TAKER</b>	Sherry Thurman		
<b>MEMBERS PRESENT</b>	Dale Reagan, Matt Adcock, Josh Miller, Jimmy Johnson, Randy Heady, Lloyd Williams, Steve Jones, Sam Gibson, Randy Porter, Laurin Wheaton, Jeff Mason, David Sullivan, Alisa Farmer, Terry Bell, Marvin Lusk, Denny Robinson, Jerry Lowery		
<b>MEMBERS ABSENT</b>	Greg Mitchell, Andy Duggin, Luke Collins, Allen Foster, R. J. Crawford, Harvey Stowers, Jerry Wilmore, Steven Barlow, Curtis Hayes, Stephen Bilbrey, Stephen Babcock, Ryle Chastain, Representative Cameron Sexton, Senator Paul Bailey		
	<b>CALL TO ORDER / PRAYER / PLEDGE OF ALLEGIANCE</b>		<b>CHAIRMAN RANDY HEADY</b>
<b>CALL TO ORDER</b>	Chairman Randy Heady called the meeting to order.		
<b>PRAYER</b>	Chairman Randy Heady asked County Mayor Jimmy Johnson to opened the meeting with prayer.		
<b>PLEDGE OF ALLEGIANCE</b>	The Pledge of Allegiance was cited.		
	<b>ROLL CALL</b>		
<b>ROLLCALL</b>	Sherry Thurman called the roll and the attendance is recorded above. There was a quorum of the committee members present.		
	<b>APPROVAL OF CONSENT AGENDA</b>		<b>CHAIRMAN RANDY HEADY</b>
<b>DISCUSSION</b>	<p>Chairman Randy Heady advised that the consent agenda consist of the following:</p> <ul style="list-style-type: none"> <li>• UCDD Executive Committee Meeting Minutes – October 19, 2022</li> <li>• UCHRA Executive Committee Meeting Minutes – October 19, 2022</li> <li>• UCDD/CAIC Board of Directors Meeting Minutes – December 15, 2021</li> <li>• UCHRA Board of Directors Meeting Minutes – December 15, 2021</li> </ul> <p>A motion was made to approve the Consent Agenda.</p>		
<b>ACTION</b>	<p><u><b>Motion to Approve</b></u>            Motion made by: Randy Porter            Motion seconded by: Jeff Mason</p>		

<b>ACTION</b>	Chairman Randy Heady asked for discussion or comments on the motion. Motion carried unanimously.
	<b>VAN BUREN COUNTY HEAD START REPORT</b> <b>CHAIRMAN RANDY HEADY</b>
<b>DISCUSSION/ ACTION</b>	Executive Director Mark Farley presented and discussed the agenda items for the Van Buren County Head Start Program. <ul style="list-style-type: none"> <li>a. June, 2022 Budgets</li> <li>b. September, 2022 Budget, Monthly Activity Report, In-Kind, and Credit Card Report</li> <li>c. October, 2022 Budget, Monthly Activity Report, In-Kind, and Credit Card Report</li> <li>d. Teacher Waiver Letter</li> <li>e. Board of Directors Teachers Waiver Letter</li> <li>f. Carryover Request Shade Covering</li> <li>g. Sole Source Letter Shade Covering</li> <li>h. UCHRA Replacement Shade</li> <li>i. Huddleston Degree Option</li> <li>j. Huddleston Degree Works</li> <li>k. 2023-24 Strategic Plan Narrative and Program Improvement Plan</li> </ul> <p>A motion was made to approve the Van Buren Head Start Report.</p>
<b>ACTION</b>	<b><u>Motion to Approve</u></b> Motion made by: Marvin Lusk Motion seconded by: David Sullivan  Chairman Randy Heady asked for discussion or comments on the motion. Motion carried unanimously.
	<b>CAIC REPORT</b> <b>MEGAN CHOATE, DIRECTOR OF LENDING &amp; ECONOMIC DEVELOPMENT</b>
<b>DISCUSSION</b>	Executive Director Mark Farley announced there was no action for the CAIC Report. The report will be presented at the next Executive Committee meeting.
	<b>ACTION ITEMS</b> <b>RANDY HEADY, CHAIRMAN</b> <ul style="list-style-type: none"> <li>• Resolution 22-12-1</li> <li>• UCDD Audit</li> <li>• CAIC Audit</li> <li>• CRDC Audit</li> <li>• UCHRA Audit</li> <li>• Meeting Date – Executive Committee, April 12, 2023</li> </ul>
<b>DISCUSSION/ ACTION</b>	Chairman Randy Heady advised that Resolution 22-12-1 allows Executive Director Mark Farley the authority to renew the Upper Cumberland Development District CD's at First National Bank for 24 months at 2.25% interest.  A motion was made to approve Resolution 22-12-1.

<b>ACTION</b>	<p><b><u>Motion to Approve</u></b>  Motion made by: Denny Robinson  Motion seconded by: Jimmy Johnson</p> <p>Chairman Randy Heady asked for discussion or comments on the motion.</p> <p>Motion carried with a roll call vote. Sixteen board members voted yes. Two board members not present for vote.</p>
<b>DISCUSSION/ACTION</b>	<p>Chairman Randy Heady introduced Derrick Young with Johnson, Hickey &amp; Murchison, P.C., Chattanooga, TN.</p> <p>Mr. Young presented the audit reports for the Upper Cumberland Development District, Upper Cumberland Human Resource Agency, Cumberland Area Investment Corporation, and Cumberland Regional Development Corporation.</p> <p>A motion was made to approve the audits as presented.</p>
<b>ACTION</b>	<p><b><u>Motion to Approve</u></b>  Motion made by: Laurin Wheaton  Motion seconded by: Terry Bell</p> <p>Chairman Randy Heady asked for discussion or comments on the motion.</p> <p>Motion carried with a roll call vote. Eighteen board members voted yes.</p>
<b>DISCUSSION</b>	<p>Executive Director Mark Farley advised that a delegation goes to Washington, D.C. every year to spend time with the legislators and partners. The initial date was March, 2023 but we found out that the house will not be in session. Public transportation statewide will be going to Washington April 17-20, 2023. If anyone would like to attend the Washington meeting let us know. Meetings will be scheduled with the House/Senate and possibly federal agencies. The Public Transportation meeting is scheduled the same week of our April board meeting. Executive Director Mark Farley asked the board for approval to move the April board meeting date to the 12<sup>th</sup> instead of the 19<sup>th</sup>.</p>
<b>ACTION</b>	<p><b><u>Motion to Approve</u></b>  Motion made by: Steve Jones  Motion seconded by: Jeff Mason</p> <p>Chairman Randy Heady asked for discussion or comments on the motion.</p> <p>Motion carried unanimously.</p>
	<p><b>NOMINATION COMMITTEE REPORT      RANDY HEADY, CHAIRMAN</b></p>
<b>DISCUSSION</b>	<p>Chairman Randy Heady advised that the Nomination Committee met and recommends that the FY 2023 officers for UCDD, CAIC, and UCHRA remain the same with the exception of the UCHRA Secretary. Former Mayor Sarah Marie Smith will be replaced with Mayor Sam Gibson of Byrdstown.</p> <p>The officers for UCDD/CAIC and UCHRA will be as follows:</p>



<b>DISCUSSION</b>	<p><b><u>Upper Cumberland Development District/Cumberland Area Investment Corporation</u></b>          Jackson County Mayor Randy Heady, Chairman          Smith County Mayor Jeff Mason, Vice Chairman          Fentress County Executive Jimmy Johnson, Secretary          Putnam County Mayor Randy Porter, Treasurer</p> <p><b><u>Upper Cumberland Human Resource Agency</u></b>          Jackson County Mayor Randy Heady, Chairman          Smith County Mayor Jeff Mason, Vice Chairman          Byrdstown City Mayor, Sam Gibson, Secretary          White County Executive, Denny Robinson, Treasurer</p> <p>Executive Director Mark Farley advised that a list of the committees for the agencies are in the meeting packet. Since the information was emailed to the board, Billy Adcock, DeKalb County Consumer Representative on the Policy Council resigned. DeKalb County Mayor Matt Adcock has given us a replacement to serve in the position. Mr. Bob Depriest will represent DeKalb County on the Policy Council.</p> <p>A motion was made to accept the FY 2023 officers for UCDD, CAIC, UCHRA and the agency committees which will include the change to the DeKalb County Consumer Representative.</p>
<b>ACTION</b>	<p><b><u>Motion to Approve</u></b>          Motion made by: Lloyd Williams          Motion seconded by: Dale Reagan</p> <p>Chairman Randy Heady asked for discussion or comments on the motion.</p> <p>Motion carried with a roll call vote. Eighteen board members voted yes.</p>
	<b>ELECTION OF OFFICERS      MARK FARLEY, EXECUTIVE DIRECTOR</b>
<b>DISCUSSION</b>	The oath of office was administered to Byrdstown Mayor Sam Gibson.
	<b>ANNOUNCEMENTS      CHAIRMAN RANDY HEADY</b>
<b>DISCUSSION</b>	<p>Executive Director Mark Farley updated the board on the following:</p> <ul style="list-style-type: none"> <li>• A discussion was held with several mayors in regards to having a regional opioid summit. Tentative dates for the summit will be January 30<sup>th</sup> or the 31<sup>st</sup>.</li> <li>• Empower Upper Cumberland has hired thirty-seven positions and discussed adding one additional position around the first of the year. We should start seeing participants in January.</li> <li>• We are in discussion of having another Boot Camp event in the Spring for the mayors and their staff. At the event we will discuss our programs and how they work in the communities.</li> <li>• We plan to have a retreat for the City Mayors. A location has not been determined at this time.</li> </ul>

	<b>ADJOURN</b>	<b>CHAIRMAN RANDY HEADY</b>
<b>ACTION</b>	<p>Chairman Randy Heady advised that he would accept a motion to adjourn.</p> <p><b><u>Motion to Adjourn:</u></b></p> <p>Motion made by: Dale Reagan</p> <p>Motion seconded by: Matt Adcock</p> <p>The Executive Committee voted unanimously to adjourn the December 21, 2022 meeting.</p>	
<b>CONCLUSION</b> <b>10:35 a.m.</b>		

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**Randy Heady, Chairman**


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**Jimmy Johnson, Secretary**

**Upper Cumberland Development District**  
**07/01/2022 - 12/31/2022**

### Total Agency Grant Related Expenditures

<b>Revenues</b>	
Federal Grantor Revenue	\$ 2,683,753
State Grantor Revenue	\$ 948,761
Contract Revenues	\$ 319,592
Program	\$ 30,825
Other Revenue	\$ 8,250
Inkind	\$ -
<b>TOTAL REVENUE</b>	<b>\$ 3,991,181</b>

Program/Matching Revenues		
CDBG Revenue	\$	94,676
State Match	\$	230,000
Dues	\$	78,817
Interest	\$	991
Other	\$	-
<b>TOTAL REVENUE</b>	<b>\$</b>	<b>404,484</b>

<b>Expenditures</b>	
Salaries and Wages	\$ 1,274,338
Employee Benefits & Taxes	\$ 426,663
Total Personnel Expenses	\$ 1,701,001
Professional Fees	\$ 91,175
Supplies	\$ 41,512
Communication & Advertising	\$ 41,505
Postage & Shipping	\$ -
Occupancy	\$ 112,150
Equipment Rental & Maintenance	\$ 3,856
Travel/Fuel	\$ 105,787
Training	\$ -
Vehicle Maintenance	\$ -
Transportation Trips	\$ -
Insurance	\$ -
Assistance to Individuals	\$ 240,411
Printing	\$ -
Contracted Services	\$ 1,667,209
Food	\$ -
Miscellaneous	\$ 3,666
RTAP-Training	\$ -
Job Access Trips	\$ -
Fundraising Costs	\$ -
Capital-Preventive Maintenance	\$ -
Capital-Mobility Management	\$ -
Reimbursable Capital Exp.	\$ 9,410
In-kind / CPE	\$ -
Total Non-Personnel Expenses	\$ 2,316,683
Total Direct Program Expenses	\$ 4,017,684
Administrative Expenses	\$ 316,134
<b>TOTAL EXPENSES</b>	<b>\$ 4,333,818</b>

<b>Non Grant Related Expenditures</b>		
Supplies	\$	11,909
Travel	\$	7,915
Other	\$	9,948
<b>TOTAL EXPENSES</b>	\$	<u>29,772</u>
Revenue Over (Under) Exp	\$	374,712
Match Requirement	\$	(342,637)
	\$	<u>32,075</u>

<b>Program Match</b>	<b>\$ (342,637)</b>
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## BUD'S GROCERY

Upper Cumberland Development District  
Loan Proposal – February 15<sup>th</sup>, 2023

### BUD'S GROCERY

- Bud's Grocery is a locally owned convenience store, that offers a deli with daily specials. Snacks, drinks, basic household items, and groceries are also offered.
- The store also specializes in hunting license for hunters in the area.
- The convenient store will be owned and operated by Logan and Chelsea Beaty. This facility is being sold for a purchase price of \$500,000.
- The purchase of this land and building will be financed through First National Bank of Tennessee at an amount of \$375,000.
- Located at 714 Hilham Hwy. in Livingston, TN.



Cumberland Area Investment  
CORPORATION

### Proposed Project

Logan and Chelsea are requesting a loan amount of \$125,000 from UCDD for purchasing equipment and down payment.

- Project Total Cost: \$585,000
- **Loan Amount: \$125,000**
- Proposed Rate: 8.00%
- Proposed Term: 15 years
- Approx. Monthly Payment: \$1,194.57



Cumberland Area Investment  
CORPORATION

### USE OF FUNDS

Use	Amount
Building Purchase	\$500,000
Machinery & Equipment	\$60,000
Furniture & Fixtures	\$25,000
<b>TOTAL</b>	<b>\$585,000</b>

Cumberland Area Investment  
CORPORATION

## SOURCES OF FUNDS

Source	Amount	Rate	Term
Upper Cumberland Development District	\$125,000	8.00%	15 years
First National Bank of Tennessee	\$375,000	7.50%	20 years
Logan & Chelsea Beaty	\$85,000	-	-
<b>TOTAL Sources of Funds</b>	<b>\$585,000</b>		

Cumberland Area Investment CORPORATION

## COLLATERAL

Type	Market Value	Lien	Equity	Discounted Value	Position
714 Hillham Hwy.	\$530,000	\$375,000	\$155,000	\$124,000	2 <sup>nd</sup>
Beverage Coolers, Deli & Meat Coolers, Slicer	\$60,000	-	\$60,000	\$45,000	1 <sup>st</sup>
Racks, Shelves, Glass Cases, Tables	\$25,000	-	\$25,000	\$18,750	1 <sup>st</sup>
Personal Guarantees (2)	-	-	-	-	-
<b>TOTAL COLLATERAL</b>				<b>\$187,750</b>	

Cumberland Area Investment CORPORATION

## Loan Application Overview

### BORROWER INFORMATION

Company Name:	Bud's Grocery	Current # of Jobs:	4
Owners:	Logan and Chelsea Beaty	# of Jobs Created:	1
Address:	714 Hilham Hwy Livingston, TN, 38570	Comm. Mtg. Date:	2/2/2023
		Board Mtg. Date:	2/15/2023
TAX ID	84-4603861		

### COMPANY SUMMARY

Bud's Grocery is a locally owned convenience store, located at 714 Hilham Hwy. in Livingston, that offers a deli with daily specials. Snacks, drinks, basic household items, and groceries are also offered. The store also specializes in hunting license for hunters in the area. One gas pump with two nozzles are on the premises.

### PROJECT SUMMARY

Logan and Chelsea are receiving financing through First National Bank of Tennessee to purchase the convenience store located at 714 Hilham Hwy. First National Bank has agreed to loan 75% of the purchase price of \$500,000, which the loan amount would be \$375,000. Cumberland Area Investment Corporation will step in and be a piece of this project loaning \$125,000 for equipment, machinery, furniture, fixtures, and down payment.

### SOURCES & USES OF FUNDS

Uses of Funds			Sources of Funds		
1	Building Purchase	\$500,000	1	First National Bank of TN	\$375,000
2	Machinery & Equipment	\$60,000	2	UCDD	\$125,000
3	Furniture & Fixtures	\$25,000	3	Logan & Chelsea	\$85,000
TOTAL		\$585,000	TOTAL		\$585,000

### COLLATERAL DETAIL

Type/Description	Value	Lien	Equity	Discounted Value	Position
1 714 Hilham Hwy.	\$530,000	\$375,000	\$155,000	\$124,000	2nd
2 Beverage Coolers, Deli & Meat Coolers, Slicer	\$60,000	-	\$60,000	\$45,000	1st
3 Racks, Shelves, Glass Cases, Tables	\$25,000	-	\$25,000	\$18,750	1st
	<b>TOTAL</b>			<b>\$187,750</b>	

Loan to Value (<90 desired) 67%

Discount %	
Land & Building	80%
Machinery & Equip	75%
Technology	50%
Inventory	60%
Receivables	60%

### PRE-UCDD LOAN DEBT LEVEL

Owner 1 Credit Info - Logan Beaty						Owner 2 Credit Info - Chelsea Beaty					
Company	Type	Monthly Payment Amt.	Balance	Past Due		Company	Type	Monthly Payment Amt.	Balance	Past Due	
First National Bank of TN	Mortgage	\$ 733	\$ 102,389	\$ -		JPMCB Card	Credit Card	\$ 40	\$ 970	\$ -	
<b>TOTAL</b>	<b>1</b>	<b>\$ 733</b>	<b>\$ 102,389</b>	<b>\$ -</b>		<b>TOTAL</b>	<b>1</b>	<b>\$ 40</b>	<b>\$ 970</b>	<b>\$ -</b>	
Combined Pre-UCDD Loan Debt Level											
		Total Monthly Payments	Total Balance	Total Past Due							
<b>TOTAL</b>	<b>2</b>	<b>\$ 773</b>	<b>\$ 103,359</b>	<b>\$ -</b>							

### PERSONAL FINANCIAL INFORMATION

Owner 1: Logan Beaty			Owner 2: Chelsea Beaty		
Financial Information For:			Logan Beaty		
Credit Scores		Income / Capital / Assets		Debt / Liabilities	
744		Gross Individual Monthly Income	\$ 8,828.16	Total Monthly Debt PMTs, not including UCDD payment	\$ 733
740		Annual Gross Household Income	\$ 105,938	UCDD monthly Debt PMT	\$ 1,194.57
734		Assets	\$ 207,500	Total of all Monthly Debt Payments	\$1,967.57
		Networth	\$ 104,500	Liabilities	\$ 103,000

Tax Returns	2020	2021
Adjusted Gross Income	\$115,084	\$105,938

Additional Owner Section (If Needed)

### Total Financial Information of Owner(s)

Avg Credit Score		Income / Capital / Assets		Debt / Liabilities	
765		Total Gross Individual Monthly Income	\$ 8,828.16	Total Monthly Debt PMTs, not including UCDD payment	\$ 773
		Total Annual Gross Household Income	\$ 105,938	UCDD monthly Debt PMT	\$1,194.57

Total Assets	\$ 207,500
Total Networth	\$ 205,532

Total of all Monthly Debt Payments	\$1,967.57
Total Liabilities	\$ 103,000

Tax Returns	2020	2021
Adjusted Gross Income	\$113,064	\$105,938

#### BUSINESS FINANCIAL INFORMATION

Profit or Loss From Business			
	2020A	2021A	2022A
Schedule C Info			
Revenue	\$656,914	\$837,186	\$ -
COGS	\$507,795	\$676,697	\$ -
Gross Profit	\$153,119	\$160,589	\$ -
Operating Expenses	\$135,980	\$140,159	\$ -
EBITDA	\$17,139	\$20,230	\$ -
Depreciation	\$45,027	\$36,393	\$ -
Interest Expense	\$16,463	\$70,860	\$ -
Taxes Paid	\$3,328	\$5,291	\$ -
Net Income	\$17,139	\$20,230	\$ -
Total Monthly Sales for Bud's Grocery			
Month	Total Sales		
January	\$48,779		
February	\$54,066		
March	\$61,919		
April	\$75,028		
May	\$82,042		
June	\$82,315		
July	\$84,877		
August	\$74,841		
September	\$76,542		
October	\$67,946		
November	\$66,774		

#### PROPOSED LOAN DETAILS

Loan Amount	\$125,000
Project Amount	\$585,000
% of Project	21%
Interest Rate	8.00%
Term	15 Years
Expected Payment	\$1,194.57



**Lender**

If Using Paystub		Hourly Rate		Total Income	
If Using Tax Returns					
W-2 Wages (1040 line 1)				\$ 105,938	
Tax-exempt Interest (1040 line 2a)		Include only <u>recurring</u> amounts			
Taxable Interest (1040 line 2b)		Include only <u>recurring</u> amounts			
Ordinary Dividends (1040 line 3b)		Include only <u>recurring</u> amounts			
IRA Distributions (1040 line 4a)		Do not include rollovers or other nonrecurring amounts			
Pensions & Annuities (1040 line 5a)		Include only <u>recurring</u> amounts			
Social Security (1040 line 6a)					
Schedule C Business Income		Business 1	Business 2	Business 3	Business 4
Schedule C Net Profit (line 31)					
Depreciation (line 13)					
Interest (line 16a and 16b)					
Amortization if any (line 27a)					
EBITDA					
Schedule E Rental / Royalty Income		Schedule F Farming Income			
Schedule E Net Profit (line 26)			Schedule F Net Profit (line 34)		
Depreciation (line 23d)			Depreciation (line 14)		
Interest (line 12 and 13)			Interest (line 21a and 21b)		
Amortization if any (line 19)			Amortization if any (line 32)		
EBITDA					
Total Unadjusted Income				105,938	
Adjustments to Income (include other income and deductions from income)					
Income Available to Service Debt				\$ 105,938.00	

<b>Debt Summary</b>						
<b>Credit Score</b>	Borrower	Co-borrower				
<b>Creditor</b>	<b>Loan Number</b>	<b>Balance/ Limit*</b>	<b>Interest Rate (If Known)</b>	<b>Monthly Payment**</b>	<b>Annual Payment</b>	<b>Notes</b>
First National Bank		\$ 102,389		\$ 733	\$ 8,796	Mortgage
JPMCB		970		40	480	Credit Card
First National Bank		375,000		3,021	36,252	Loan from FNB to purchase Bud's Grocery
Upper Cumberland Development District		125,000		1,155	13,855	Loan from UCDD to purchase equipment and down payment
Total Debt		\$ 603,359		\$ 4,949	\$ 59,382	
DSCR		1.78	DTI		56%	

\*\*For all lines of credit, home equity lines, and loans where payment isn't known calculate a payment based on rate if known or market rate with appropriate amortization for collateral. Do not use an interest only payment.

## AGREEMENT FOR SALE OF BUSINESS

### SOLE PROPRIETORSHIP

THIS AGREEMENT MADE October 4, 2022 between Eric Ramsey and wife Kourtnei Heaton, hereinafter "Seller" and Logan Beaty and wife Chelsea Beaty "Buyer".

The parties recite and declare:

1. Seller now owns and conducts a business known as Bud's Grocery located at 714 Hilham Highway, City of Livingston, County of Overton, State of Tennessee.
2. Seller desires to sell and Buyer desires to buy such business for the price and on the terms and conditions hereinafter set forth.

FOR THE REASONS set forth above, and in consideration of the mutual covenants and promises of the parties hereto, Seller and Buyer covenant and agree:

1. **Sale of Business.** Seller agrees to sell and Buyer agrees to purchase, free from all liabilities and encumbrances, the above-described business, including the deed to such premises, the goodwill of the business as a going concern, all of Seller's rights under its contracts, licenses, and agreements, and all assets and property owned and used by the Seller in such business and specified in Exhibit A, other than property specifically excluded. This sale does not include the cash on hand or in banks at the date of closing or such other property as is listed in Exhibit B.
2. **Consideration.** In consideration for the transfer of the above-described business from Seller to Buyer, Buyer shall pay to Seller the sum of five hundred thousand dollars (\$500,000), which seller shall accept from Buyer in full payment therefore, subject to the terms and conditions herein contained.

3. **Allocation of Purchase Price.** The purchase price shall be allocated to the various assets of the business as follows:

(a) The premises at 714 Hilham Highway Livingston, TN 38570: **\$320,000**

(b) Equipment, Furniture, and Fixtures: **\$105,000**

(c) Stock in trade on premises: **\$75,000**

Total:

**\$500,000**

4. **Terms of payment.** The purchase price shall be paid by Buyer to Seller \$500,000 in cash at closing.

5. **Adjustments at Closing.** Adjustments shall be made at the time of closing for all operating expenses including, but not limited to, rent, insurance premiums, utility charges, payroll, and payroll taxes.

6. **Time of Closing.** The closing shall take place at a later date. Upon payment of the portion of the purchase price then due to the seller, Seller shall deliver to Buyer such instruments of transfer as are necessary to transfer to Buyer the business and property referred to herein effective at a later date. Such instruments of transfer shall effectively transfer to Buyer full title to the business and property free of all liens and encumbrances.

11. **Modification.** No alteration or other modification of this Agreement shall be affective unless such modification shall be in writing and signed by the parties.

12. **Binding Effects.** This agreement shall be binding upon and shall insure to the benefit of the parties and their successors and assigns.

13. **Governing Law and Fees:** This agreement shall be governed by the laws of the State of Tennessee. In the event there is an action to enforce the terms of this agreement, the prevailing party shall be entitled to recover from the other party attorney fees and costs.

14. Contingent on Appraisal of Property at 1140 Campground Road Hilham, TN 38568.


15. We will receive \$10 in Earnest Money.

16. We have a 60 day end date from date of contract.

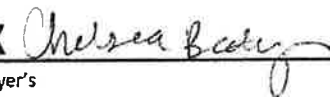
16. Once the contract is signed they will have access to the books.

**IN WITNESS WHEREOF** the parties have caused this Agreement to be executed by themselves or their duly authorized representatives as of the date and year set out above.

X   
Sellers

X   
Sellers

X   
Buyer's

X   
Buyer's

Attachments:

Exhibit A: Schedule of Assets Included

Exhibit B: Schedule of Assets Excluded

Exhibit C: Scheduled of Encumbrances

**Exhibit A: Schedule of Assets Included**

1. Physical Property
2. Inventory at Date of Sale
3. Shelving
4. Grocery and Beverage Coolers
5. Kitchen Accessories
6. Cash Register
7. Security Equipment
8. Coffee and Beverage Appliances
9. Commercial Meat Slicer
10. Cooking Appliances
11. Television
12. Seats
13. Picnic Table
14. Detached Storage Building
15. Freezers
16. All Existing Racks, Displays, and Wall Hangings

**Exhibit B: Schedule of Assets Excluded**

1. Floor Buffer
2. Hands Tools
3. Personal Belongings
4. New Grill
5. Lawn Mower
6. Extension Ladder

**Exhibit C: Schedule of Encumbrances**

1. Driveway Easement for Adjacent Parcel 51 deeded to Bill Barnhill

COPY



**APPRAISAL REPORT**

*OF*

**Convenience Store - Bud's Grocery**

714 Hilham Highway  
Map 53 Parcel 52.00  
Livingston, Tennessee 38570-4119

**PREPARED FOR**

First National Bank of Tennessee  
Attn: Wendy Walker  
1115 West Main Street  
Livingston, Tennessee 38570

**AS OF**

November 14, 2022

**PREPARED BY**

David M. Mainord, MAI, AI-GRS  
Mainord & Associates  
167 West Main Street  
Cookeville, TN 38506-5336

*M & A*

## Overview

### Salient Information

<i>Property Type</i>	Commercial: Retail –Trade-(Convenience Market) – 1,612 SF of Gross Building Area (GBA) Constructed Circa 1978	
<i>Real Estate Appraised</i>	714 Hilham Highway, Livingston, TN 38570-4119 Map 53 Parcel 52.00 – 0.61 Acres	
<i>County</i>	Overton	
<i>Estate Valued</i>	100% of the Fee Simple Estate	
<i>Client</i>	First National Bank of Tennessee – Wendy Walker	
<i>Client File Number</i>	None	
<i>Most Likely Buyer</i>	Convenience Store Investor	
<i>Borrower(s)</i>	Logan and Chelsea Beaty	
<i>Effective Value Date</i>	November 14, 2022	
<i>Report Preparation Date</i>	November 14-15, 2022	
<i>Value Indications</i>	Cost Approach	NA
	Sales Comparison	\$505,000.
	Income Approach	\$555,000.
	FFE	\$18,000.
	Inventory	\$63,000.

<i>Market Value As A Going Concern</i>	<b>\$530,000.*</b>	<b>“As Is a Going Concern”*</b>
--	--------------------	---------------------------------

<b>Market Value</b> <i>(Real Property Only)</i>	<b>\$449,000.</b>	<b>“As Is” Realty Value</b>
	<b>\$63 ,000.</b>	<b>Inventory Value</b>
	<b>\$18 ,000.</b>	<b>FFE Value</b>

**Convenience Store-Bud's Market**  
741 Hilham Hwy  
November 14, 2022



**Front Elevation with Fuel Pump**



**South Elevation**



**Rear Elevation**



**North Elevation**



**Hilham Highway Viewing North**



**Hilham Highway Viewing South**



**Convenience Store-Bud's Market**

741 Hilham Hwy

November 14, 2022



**Storage**



**Retail Sales**



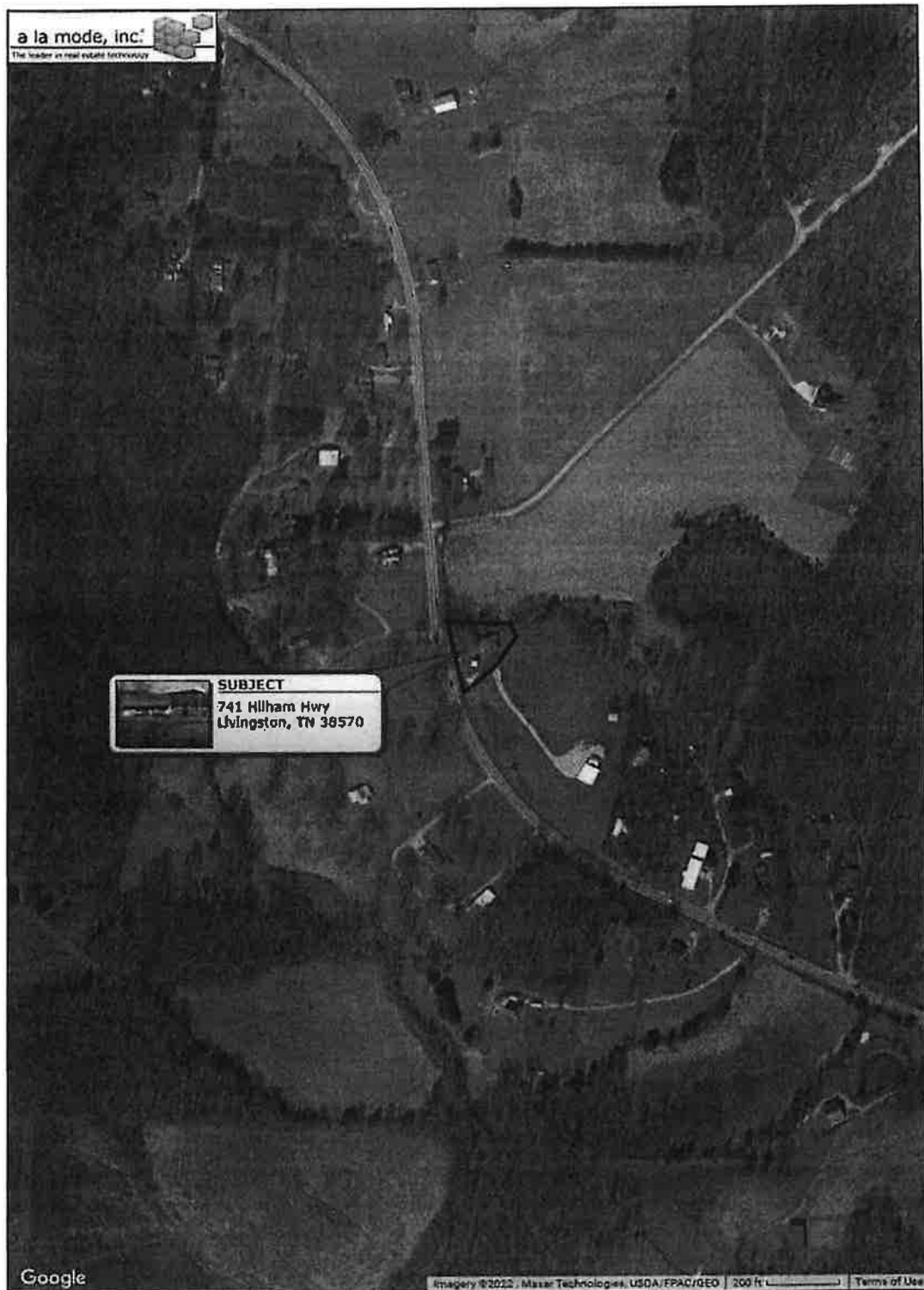
**AGST**

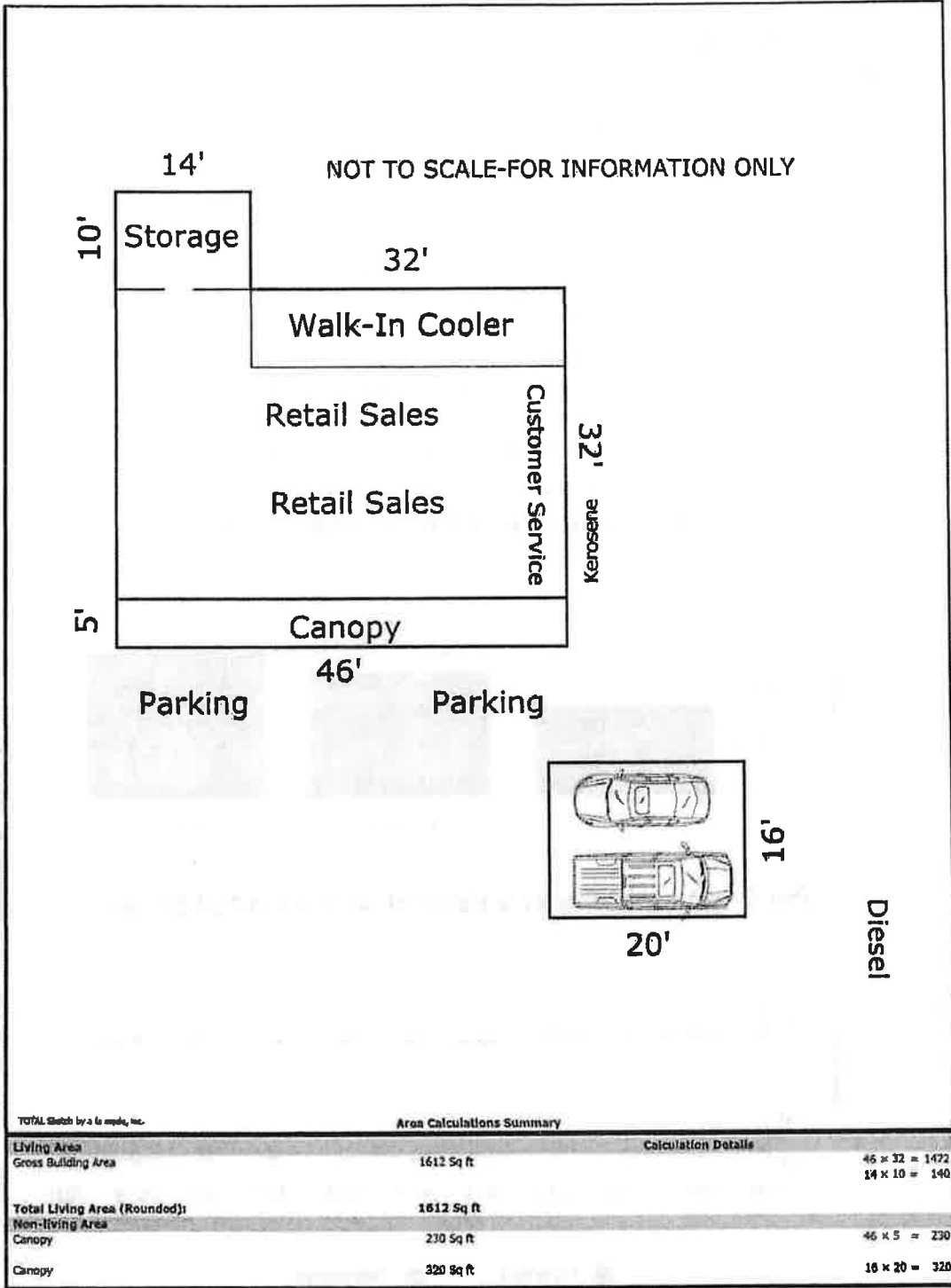


**Fuel Sales**

*The global outbreak of a "novel coronavirus" known as COVID-19 was officially declared a pandemic by the World Health Organization (WHO). It is currently unknown what direct, or indirect, effect, if any, this event may have on the national economy, the local economy, or the market in which the subject property is located. The reader is cautioned and reminded that the conclusions presented in this appraisal report apply only as of the effective date(s) indicated. The appraiser makes no representation as to the effect on the subject property of this event, or any event, subsequent to the effective date of the appraisal.*

Convenience Store-Bud's Market  
741 Hilham Hwy  
November 14, 2022

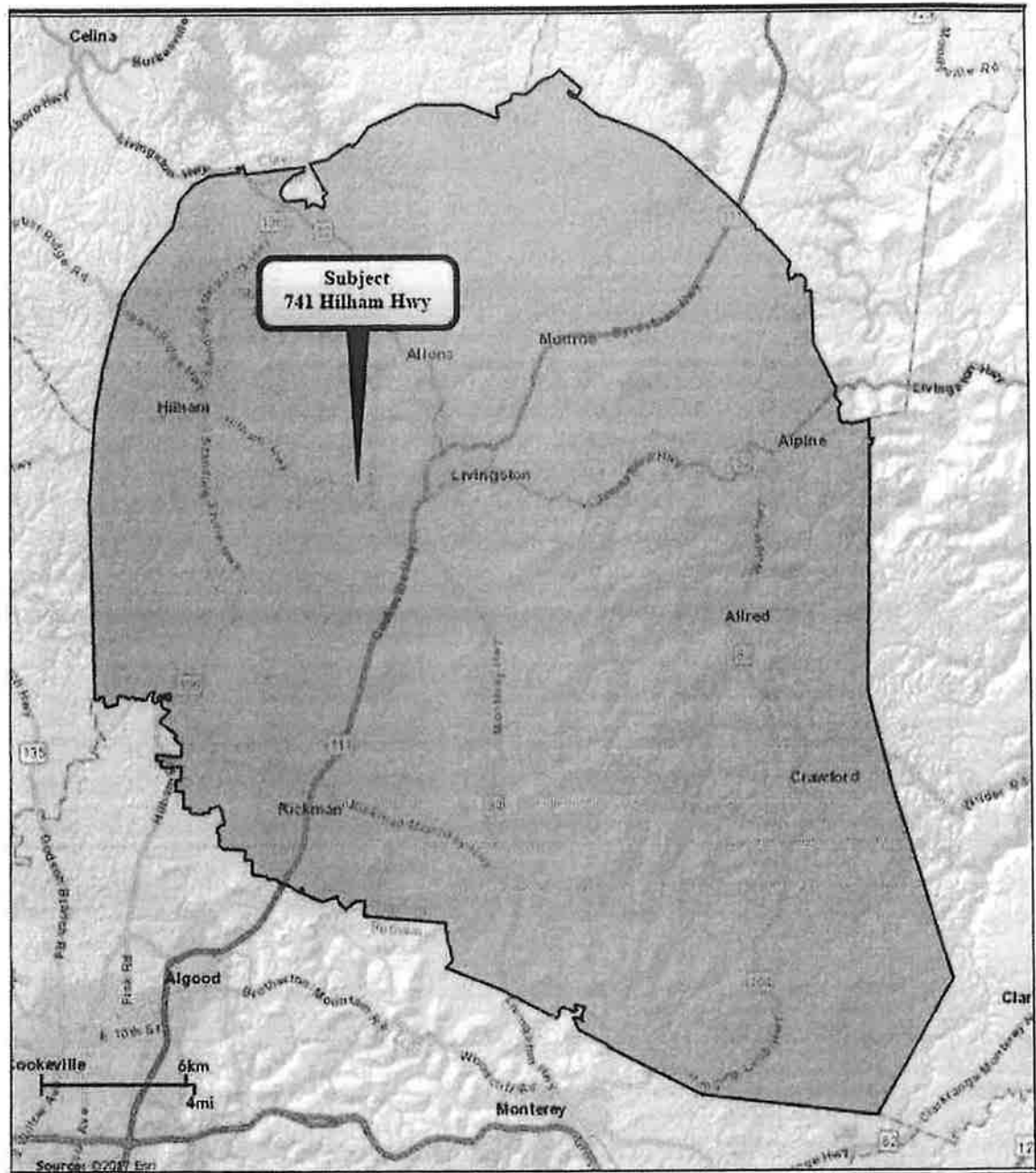




## MARKET DELINEATION-OVERTON COUNTY



Overton County, Tennessee





OMB APPROVAL NO.: 3245-0188  
EXPIRATION DATE: 01/31/2018

**PERSONAL FINANCIAL STATEMENT**  
**7(a) / 504 LOANS AND SURETY BONDS**

U.S. SMALL BUSINESS ADMINISTRATION

As of \_\_\_\_\_

SBA uses the information required by this Form 413 as one of a number of data sources in analyzing the repayment ability and creditworthiness of an application for an SBA guaranteed 7(a) or 504 loan or a guaranteed surety.

Complete this form for: (1) each proprietor; (2) general partner; (3) managing member of a limited liability company (LLC); (4) each owner of 20% or more of the equity of the Applicant (including the assets of the owner's spouse and any minor children); and (5) any person providing a guaranty on the loan

Return completed form to:

For 7(a) loans: the lender processing the application for SBA guaranty

For 504 loans: the Certified Development Company (CDC) processing the application for SBA guaranty

For Surety Bonds: the Surety Company or Agent processing the application for surety bond guaranty

Name Randall & Chelsea Beatty

Business Phone \_\_\_\_\_

Home Address 1140 Campground Rd

Home Phone 931-764-1093 931-319-1464

City, State, & Zip Code Hilham TN 38568

Business Name of Applicant \_\_\_\_\_

ASSETS	(Omit Cents)	LIABILITIES	(Omit Cents)
Cash on Hand & in banks.....	\$ <u>5,000</u>	Accounts Payable.....	\$ _____
Savings Accounts.....	\$ <u>2,500</u>	Notes Payable to Banks and Others.....	\$ _____
IRA or Other Retirement Account.....	\$ _____	(Describe in Section 2)	
(Describe in Section 5)		Installment Account (Auto).....	\$ _____
Accounts & Notes Receivable.....	\$ _____	Mo. Payments \$ _____	
(Describe in Section 5)		Installment Account (Other).....	\$ _____
Life Insurance - Cash Surrender Value Only.....	\$ <u>175,000</u>	Mo. Payments \$ _____	
(Describe in Section 8)		Loan(s) Against Life Insurance.....	\$ _____
Stocks and Bonds.....	\$ _____	Mortgages on Real Estate.....	\$ <u>103,000</u>
(Describe in Section 3)		(Describe in Section 4)	
Real Estate.....	\$ _____	Unpaid Taxes.....	\$ _____
(Describe in Section 4)		(Describe in Section 6)	
Automobiles.....	\$ <u>25,000</u>	Other Liabilities.....	\$ _____
(Describe in Section 5, and include		(Describe in Section 7)	
Year/Make/Model)		Total Liabilities.....	\$ _____
Other Personal Property.....	\$ _____	Net Worth.....	\$ _____
(Describe in Section 5)			
Other Assets.....	\$ _____		
(Describe in Section 5)			
Total	\$ <u>207,500</u>	Total	\$ <u>103,000</u>
		*Must equal total in assets column.	

**Section 1. Source of Income.**

Salary.....	\$ <u>105,000</u>
Net Investment Income.....	\$ _____
Real Estate Income.....	\$ _____
Other Income (Describe below)*.....	\$ _____

**Contingent Liabilities**

As Endorser or Co-Maker.....	\$ _____
Legal Claims & Judgments.....	\$ _____
Provision for Federal Income Tax.....	\$ _____
Other Special Debt.....	\$ _____

**Description of Other Income in Section 1.**


\*Alimony or child support payments should not be disclosed in "Other Income" unless it is desired to have such payments counted toward total income.

**Section 2. Notes Payable to Banks and Others.** (Use attachments if necessary. Each attachment must be identified as part of this statement and signed.)

Names and Addresses of Noteholder(s)	Original Balance	Current Balance	Payment Amount	Frequency (monthly, etc.)	How Secured or Endorsed Type of Collateral

**Section 3. Stocks and Bonds.** (Use attachments if necessary. Each attachment must be identified as part of this statement and signed.)

Number of Shares	Name of Securities	Cost	Market Value Quotation/Exchange	Date of Quotation/Exchange	Total Value

**Section 4. Real Estate Owned.** (List each parcel separately. Use attachment if necessary. Each attachment must be identified as a part of this statement and signed.)

	Property A	Property B	Property C
Type of Real Estate (e.g. Primary Residence, Other Residence, Rental Property, Land, etc.)	Primary Residence		
Address	1140 Campground Rd. Hilham TN 38568		
Date Purchased	11-18-18		
Original Cost	135,000		
Present Market Value			
Name & Address of Mortgage Holder	First National Bank of Tenn 1115 W Main St. Livingston, TN 38570		
Mortgage Account Number			
Mortgage Balance	103,000		
Amount of Payment per Month/Year	735 / 8,820		
Status of Mortgage			

**Section 5. Other Personal Property and Other Assets.** (Describe, and, if any is pledged as security, state name and address of lien holder, amount of lien, terms of payment and, if delinquent, describe delinquency.)

2011 Toyota 4 runner - 20,000  
1997 Toyota 4 runner 5,000

**Section 6. Unpaid Taxes.** (Describe in detail as to type, to whom payable, when due, amount, and to what property, if any, a tax lien attaches.)**Section 7. Other Liabilities.** (Describe in detail.)

**Section 8. Life Insurance Held.** (Give face amount and cash surrender value of policies – name of insurance company and Beneficiaries.)

Randall Logan Beaty - 175,000 - Farm Bureau Insurance - Chelsea Beaty

I authorize the SBA/Lender/Surety Company to make inquiries as necessary to verify the accuracy of the statements made and to determine my creditworthiness.

**CERTIFICATION:** (to be completed by each person submitting the information requested on this form)

By signing this form, I certify under penalty of criminal prosecution that all information on this form and any additional supporting information submitted with this form is true and complete to the best of my knowledge. I understand that SBA or its participating Lenders or Certified Development Companies or Surety Companies will rely on this information when making decisions regarding an application for a loan or a surety bond. I further certify that I have read the attached statements required by law and executive order.

Signature Randall Logan Beaty

Date 12-28-2022

Print Name Randall Logan Beaty

Social Security No. [REDACTED]

Signature Chelsea Beaty

Date 12/28/22

Print Name Chelsea Beaty

Social Security No. [REDACTED]

**NOTICE TO LOAN AND SURETY BOND APPLICANTS: CRIMINAL PENALTIES AND ADMINISTRATIVE REMEDIES FOR FALSE STATEMENTS:**

Knowingly making a false statement on this form is a violation of Federal law and could result in criminal prosecution, significant civil penalties, and a denial of your loan or surety bond application. A false statement is punishable under 18 U.S.C. §§ 1001 and 3571 by imprisonment of not more than five years and/or a fine of up to \$250,000; under 15 U.S.C. § 645 by imprisonment of not more than two years and/or a fine of not more than \$5,000; and, if submitted to a Federally-insured institution, a false statement is punishable under 18 U.S.C. § 1014 by imprisonment of not more than thirty years and/or a fine of not more than \$1,000,000. Additionally, false statements can lead to treble damages and civil penalties under the False Claims Act, 31 U.S.C. § 3729, and other administrative remedies including suspension and debarment.

PLEASE NOTE: The estimated average burden hours for the completion of this form is 1.5 hours per response. If you have questions or comments concerning this estimate or any other aspect of this information, please contact Chief, Administrative Branch, U.S. Small Business Administration, Washington, D.C. 20416, and Clearance officer, paper Reduction Project (3245-0188), Office of Management and Budget, Washington, D.C. 20503. PLEASE DO NOT SEND FORMS TO OMB.



<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230119123239450</b>	Reference Number <b><u>723019123275151</u></b>
	Date Requested <b>01/19/2023</b>	Charges <b>\$27.85</b>	

### ID CROSS CHECK

#### Input Information

RANDALL LOGAN BEATY  
1140 CAMPGROUND RD HILHAM, TN 38568

#### Summary

Input Information	Cross Check Category	Result
<b>Name</b> RANDALL LOGAN BEATY	Name Verification Watch Lists (includes OFAC)	? No Data on File ✓ Watch Lists Searched/No Match Found
<b>Address</b> 1140 CAMPGROUND RD HILHAM, TN 38568	Address Verification High Risk Address	? No Data on File ✓ Address Cleared
<b>Social Security Number</b> [REDACTED]	Social Security Verification Other Identities Linked to SSN SSA Issuance SSA Death Master	? No Data on File ✓ Cleared/No Other IDs Linked to SSN ✓ SSN Issued ✓ SSN Cleared
<b>Date of Birth</b> 06/11/1993	Date of Birth Verification	? No Data on File
<b>Phone Number</b>	Phone Number Verification	? No Input Provided

#### Consumer ID Verification

	Date First Received	Number Active Sources	Number Total Sources
? <b>Name</b> RANDALL LOGAN BEATYNoRept			

#### Other Verifications

✓	<b>Watch Lists (includes OFAC)</b> RANDALL LOGAN BEATY	Watch Lists Searched/No Match Found	
✓	<b>High Risk Address</b> 1140 CAMPGROUND RD HILHAM TN 38568	Address Cleared	
✓	[REDACTED]	<b>State of Issue</b> TENNESSEE	<b>Issued Between</b> 1993 - 1994
✓		SSN Cleared	<b>Input DOB</b> 06/11/1993



<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230119123239450</b>	Reference Number <b><u>723019123275151</u></b>
	Date Requested <b>01/19/2023</b>	Inquiry Type <b>Hard</b>	Charges <b>\$27.85</b>

## CREDIT REPORT

### Input Information

RANDALL LOGAN BEATY 1140 CAMPGROUND RD HILHAM, TN 38568	SSN [REDACTED]	DOB 06/11/1993
--	-------------------	-------------------

### Credit Bureau File Identifications

RANDALL LOGAN BEATY 1140 CAMPGROUND RD, HILHAM, TN 38568	SSN [REDACTED]	DOB 06/11/1993	EFX
RANDALL LOGAN BEATY 1140 CAMPGROUND RD, HILHAM, TN 38568	[REDACTED]	DOB 06/11/1993	TRU
RANDALL LOGAN BEATY 1140 CAMPGROUND RD, HILHAM, TN 38568-6204	[REDACTED]	DOB 06/11/1993	XPN

### FACTA Regulatory Messages

THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	EFX
--	-----

### Residence Information

1140 CAMPGROUND RD, HILHAM, TN, 38568	From 11/18
109 GEESLING LN, HILHAM, TN, 38568	From 03/14

### Employment Information

No employment records found.
------------------------------

### Special Messages

IDENTITY SCAN	INQUIRY ADDRESS ASSOCIATED WITH MORE THAN 1 NAME OR SSN	EFX
IDVISION ALERT	INPUT INPUT CONSUMER IDENTITY ELEMENTS - VERIFIED	TRU

### Name Variations

No name variation records found.
----------------------------------

## Scoring

<b>744</b>	TransUnion   CLASSIC 04 SCORE	<b>740</b>	Equifax   BEACON 5.0 SCORE	Experian   FAIR ISAAC SCORE 2
LACK OF RECENT REVOLVING ACCOUNT INFORMATION INSUFFICIENT LENGTH OF CREDIT HISTORY LACK OF RECENT BANK REVOLVING INFORMATION		LACK OF RECENT BANK REVOLVING INFORMATION LACK OF RECENT REVOLVING ACCOUNT INFORMATION TOO MANY INQUIRIES IN THE LAST 12 MONTHS LENGTH OF TIME ACCOUNTS HAVE BEEN ESTABLISHED FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE		RISK SCORE NOT AVAILABLE DUE TO MODEL EXCLUSION CRITERIA

## Credit History

### Open Accounts

<b>1ST NAT BKTN</b> #20173374700001 (931) 823-1261  Owner: Joint	Opened <b>10/2018</b>	Reported <b>12/2022</b>	High Credit <b>\$121,365</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$733</b> <b>96 mos</b>	Balance <b>\$102,389</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	CONVENTIONAL (MTG) <b>Pays as agreed</b>							
	CONVENTIONAL REAL ESTATE MORTGAGE									

### Disputed Accounts

No disputed accounts found.

### Derogatory Accounts

No derogatory accounts found.

### Closed Accounts

<b>AMERICAN BANK &amp; TRUS</b> #1201675400 (931) 823-5648  Owner: Individual	Opened <b>11/2017</b>	Reported <b>11/2018</b>	High Credit <b>\$8,329</b>	Reviewed <b>13</b>	<b>30</b> <b>0</b>	<b>60</b> <b>0</b>	<b>90+</b> <b>0</b>	Past Due	Payment	Balance <b>\$0</b>
	Last Pmt <b>08/2018</b>	EFX (TRU,XPN)	SECURED (INS) <b>Pays as agreed</b>	<b>36 mos</b>					Closed <b>08/2018</b>	
	FIXED RATE PAID AND CLOSED									

<b>AMERICAN BANK &amp; TRUS</b> #1201182800 (931) 823-5648  Owner: Individual	Opened <b>05/2016</b>	Reported <b>07/2018</b>	High Credit <b>\$11,224</b>	Reviewed <b>26</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>48 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>04/2018</b>	EFX (TRU,XPN)	SECURED (INS) <b>Pays as agreed</b>							Closed <b>04/2018</b>
	FIXED RATE PAID AND CLOSED									

<b>AMERICAN BANK &amp; TRUS</b> #1201417300 (931) 823-5648  Owner: Individual	Opened <b>02/2017</b>	Reported <b>02/2018</b>	High Credit <b>\$8,278</b>	Reviewed <b>13</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>36 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>11/2017</b>	EFX (TRU,XPN)	SECURED (INS) <b>Pays as agreed</b>							Closed <b>11/2017</b>
	FIXED RATE PAID AND CLOSED									

<b>ASCEND FCU</b> #60349082570001 (931) 455-5441  Owner: Individual	Opened <b>01/2020</b>	Reported <b>07/2021</b>	High Credit <b>\$27,450</b>	Reviewed <b>19</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>72 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>07/2021</b>	TRU (EFX,XPN)	AUTO (INS) <b>Pays as agreed</b>							Closed <b>07/2021</b>
	CLOSED									

<b>ASCEND FCU</b> #60349082570002 (931) 455-5441  Owner: Joint	Opened <b>05/2020</b>	Reported <b>05/2021</b>	High Credit <b>\$10,000</b>	Reviewed <b>13</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>36 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>05/2021</b>	TRU (EFX,XPN)	SECURED (INS) <b>Pays as agreed</b>							Closed <b>05/2021</b>
	CLOSED									

<b>FIRST NATIONAL BANK</b> #22250018000001 (615) 823-1261  Owner: Individual	Opened <b>06/2021</b>	Reported <b>04/2022</b>	High Credit <b>\$4,698</b>	Reviewed <b>11</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>48 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>02/2022</b>	EFX (TRU)	SECURED (INS) <b>Pays as agreed</b>							Closed <b>02/2022</b>
	PAID AND CLOSED									

<b>FIRST NATIONAL BANK</b> #20173393000001 (615) 823-1261  Owner: Joint	Opened <b>10/2018</b>	Reported <b>07/2021</b>	High Credit <b>\$25,646</b>	Reviewed <b>33</b>	30 0	60 0	90+ 0	Past Due	Payment  <b>60 mos</b>	Balance <b>\$0</b>  Closed <b>05/2021</b>
	Last Pmt <b>05/2021</b>	EFX (TRU)	SECURED (INS) <b>Pays as agreed</b>							
	PAID AND CLOSED									

<b>FIRST NATIONAL BANK</b> #21750490500001 (615) 823-1261  Owner: Individual	Opened <b>08/2016</b>	Reported <b>12/2016</b>	High Credit <b>\$1,560</b>	Reviewed <b>05</b>	30 0	60 0	90+ 0	Past Due	Payment  <b>18 mos</b>	Balance <b>\$0</b>  Closed <b>10/2016</b>
	Last Pmt <b>10/2016</b>	EFX (TRU)	SECURED (INS) <b>Pays as agreed</b>							
	PAID AND CLOSED									

<b>FIRST NATIONAL BANK</b> #21140726600001 (615) 823-1261  Owner: Individual	Opened <b>03/2015</b>	Reported <b>09/2016</b>	High Credit <b>\$11,111</b>	Reviewed <b>19</b>	30 0	60 0	90+ 0	Past Due	Payment  <b>48 mos</b>	Balance <b>\$0</b>  Closed <b>07/2016</b>
	Last Pmt <b>07/2016</b>	EFX (TRU)	BUSINESS LOAN (INS) <b>Pays as agreed</b>							
	PAID AND CLOSED									

<b>FIRST NATIONAL BANK</b> #20510130800001 (615) 823-1261  Owner: Individual	Opened <b>03/2013</b>	Reported <b>04/2014</b>	High Credit <b>\$2,808</b>	Reviewed <b>14</b>	30 0	60 0	90+ 0	Past Due	Payment  <b>18 mos</b>	Balance <b>\$0</b>  Closed <b>02/2014</b>
	Last Pmt <b>02/2014</b>	EFX (TRU)	SECURED (INS) <b>Pays as agreed</b>							
	PAID AND CLOSED									

<b>FIRST NATIONAL BANK</b> #20510050100001 (615) 823-1261  Owner: Joint	Opened <b>08/2011</b>	Reported <b>05/2013</b>	High Credit <b>\$5,688</b>	Reviewed <b>22</b>	30 0	60 0	90+ 0	Past Due	Payment  <b>30 mos</b>	Balance <b>\$0</b>  Closed <b>03/2013</b>
	Last Pmt <b>03/2013</b>	EFX	SECURED (INS) <b>Pays as agreed</b>							
	PAID AND CLOSED									

### Inquiries in the Last 120 Days

01/19/2023	<a href="#">CUMBERLAND AREA INVE</a>	Credit Report Broker		TRU
11/18/2022	<a href="#">FIRST NATL BK OF THE</a>			EFX
11/09/2022	<a href="#">FIRST NATL BK OF THE</a>			EFX

### Public Records

No public records found.

### Credit Summary

Account Type	Monthly Payments	Balances	Limits	Trades	30+	60+	90+
Revolving	0	0	0	0	0	0	0
Installment	0	0	0	11	0	0	0
Mortgage	733	102,389	121,365	1	0	0	0
Open/Other	0	0	0	0	0	0	0
<b>Total</b>	<b>\$733</b>	<b>\$102,389</b>	<b>\$121,365</b>	<b>12</b>	<b>0</b>	<b>0</b>	<b>0</b>
Past Due: \$0   Worst Trade: 1   Satisfactories: 12   Inquiries: 3   Public Records: 0   Bankruptcies: 0   Oldest Date: 08/09/11							

**CUMBERLAND AREA INVESTMENT  
CRP**

1104 ENGLAND DR  
COOKEVILLE, TN 38501

Your Credit Score and the Price  
You Pay for Credit

**Reference Number:** 723019123275151

## Applicant

RANDALL LOGAN BEATY  
1140 CAMPGROUND RD  
HILHAM, TN 38568

## Your Credit Score

Your credit  
score

+744  
Source: TransUnion  
Date: 01/19/2023

+740  
Source: Equifax  
Date: 01/19/2023

Your credit score is not available from Experian, which is a consumer reporting agency, because they may not have enough information about your credit history to calculate a score.

## Understanding Your Credit Score

What you  
should know  
about credit  
scores

Your credit score is a number that reflects the information in your credit report.

Your credit report is a record of your credit history. It includes information about whether you pay your bills on time and how much you owe to creditors.

Your credit score can change, depending on how your credit history changes.

How we use  
your credit  
score

Your credit score can affect whether you can get a loan and how much you will have to pay for that loan.

The range of  
scores

TransUnion scores range from a low of 309 to a high of 839.

Equifax scores range from a low of 334 to a high of 818.

Generally, the higher your score, the more likely you are to be offered better credit terms.

<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230119124004118</b>	Reference Number <b>723019124078156</b>
	Date Requested <b>01/19/2023</b>	Charges <b>\$27.85</b>	

### ID CROSS CHECK

#### Input Information

CHELSEA TENILLE BEATY  
1140 CAMPGROUND RD HILHAM, TN 38568

#### Summary

Input Information	Cross Check Category	Result
<b>Name</b> CHELSEA TENILLE BEATY	Name Verification Watch Lists (includes OFAC)	✔ Name Matched ✔ Watch Lists Searched/No Match Found
<b>Address</b> 1140 CAMPGROUND RD HILHAM, TN 38568	Address Verification High Risk Address	✔ Address Matched ✔ Address Cleared
<b>Social Security Number</b> [REDACTED]	Social Security Verification Other Identities Linked to SSN SSA Issuance SSA Death Master	✔ SSN Matched ✔ Cleared/No Other IDs Linked to SSN ✔ SSN Issued ✔ SSN Cleared
<b>Date of Birth</b> 05/27/1991	Date of Birth Verification	✔ Date of Birth Matched
<b>Phone Number</b>	Phone Number Verification	? No Input Provided

#### Consumer ID Verification

	Date First Received	Number Active Sources	Number Total Sources
✔ <b>Name</b> CHELSEA BEATY CHELSEA HAMMOCK CHELSEA T HAMMOCK	08/11/2022 08/12/2016 08/31/2010	1 1 1	1 1 2
✔ <b>Address</b> 1140 CAMPGROUND RD HILHAM, TN 38568-6204  560 MONTEREY HWY LIVINGSTON, TN 38570-8748  166 QUALLS LN LIVINGSTON, TN 38570-2042	08/17/2019  03/31/2011  08/31/2010	3  0  0	3  1  1
✔ <b>Social Security Number</b> [REDACTED]	08/31/2010	3	4



✓	<b>Date of Birth</b>	05/27/1991	08/31/2010	3	4
?	<b>Phone Number</b>	(931) 319-1464	08/31/2010	2	3

### Other Verifications

✓	<b>Watch Lists (includes OFAC)</b> CHELSEA TENILLE BEATY	Watch Lists Searched/No Match Found		
✓	<b>High Risk Address</b> 1140 CAMPGROUND RD HILHAM TN 38568	Address Cleared		
✓		<b>State of Issue</b> TENNESSEE	<b>Issued Between</b> 1991 - 1992	<b>Input DOB</b> 05/27/1991
✓		SSN Cleared		

Disclosure: This report is governed by the Gramm-Leach-Bliley Act. It does not constitute a consumer report as defined by the Fair Credit Reporting Act (FCRA) and is not subject to the FCRA. This report should not be used to determine whether or not to extend credit or as a basis for taking any "adverse action" as that term is defined in the FCRA.

**END OF ID CROSS CHECK**

<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230119124004118</b>	Reference Number <b>723019124078156</b>
	Date Requested <b>01/19/2023</b>	Inquiry Type <b>Hard</b>	Charges <b>\$27.85</b>

## CREDIT REPORT

### Input Information

CHELSEA TENILLE BEATY 1140 CAMPGROUND RD HILHAM, TN 38568	SSN [REDACTED]	DOB 05/27/1991
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### Credit Bureau File Identifications

CHELSEA BEATY 1140 CAMPGROUND RD, HILHAM, TN 38568	SSN [REDACTED]	DOB 05/27/1991	EFX
CHELSEA BEATY 1140 CAMPGROUND RD, HILHAM, TN 38568	[REDACTED]	DOB 05/27/1991	TRU
CHELSEA BEATY 223 KENNEDY ST, LIVINGSTON, TN 38570-8456	[REDACTED]	DOB 05/27/1991	XPX

### FACTA Regulatory Messages

THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	EFX
THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	XPX
INPUT ADDRESS DOES NOT MATCH FILE ADDRESS(ES)	XPX

### Residence Information

1140 CAMPGROUND RD, HILHAM, TN, 38568	From 08/19
560 MONTEREY HY, LIVINGSTON, TN, 38570	From 03/11
166 QUALLS LN, LIVINGSTON, TN, 38570	

### Employment Information

DAIRY QUEEN	From 09/10
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### Special Messages

IDENTITY SCAN	INQUIRY ADDRESS ASSOCIATED WITH MORE THAN 1 NAME OR SSN	EFX
IDVISION ALERT	CURRENT INPUT MORE RECENT ADDRESS AVAILABLE FOR CONSUMER	TRU
IDVISION ALERT	INPUT INPUT CONSUMER IDENTITY ELEMENTS - VERIFIED	TRU



## Name Variations

CHELSEA T HAMMOCK	EFX
CHELSEA T HAMMOCK	TRU
CHELSEA T HAMMOCK	XPN

## Scoring

<b>801</b>	TransUnion   CLASSIC 04 SCORE	<b>792</b>	Experian   FAIR ISAAC SCORE 2	<b>779</b>	Equifax   BEACON 5.0 SCORE
TIME SINCE MOST RECENT ACCOUNT OPENING IS TOO SHORT INSUFFICIENT LENGTH OF REVOLVING CREDIT HISTORY INSUFFICIENT LENGTH OF CREDIT HISTORY TOO MANY ACCOUNTS WITH BALANCES		PROPORTION OF BALANCE TO HIGH CREDIT ON REVOLVING ACCOUNTS LENGTH OF TIME ACCOUNTS HAVE BEEN ESTABLISHED TOO MANY INQUIRIES LAST 12 MONTHS TOO MANY ACCOUNTS RECENTLY OPENED FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE		TIME SINCE MOST RECENT ACCOUNT OPENING IS TOO SHORT LENGTH OF TIME REVOLVING ACCOUNTS HAVE BEEN ESTABLISHED TOO MANY INQUIRIES IN THE LAST 12 MONTHS LENGTH OF TIME ACCOUNTS HAVE BEEN ESTABLISHED FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE	

## Credit History

### Open Accounts

<b>1ST NAT BKTN</b> #20173374700001 (931) 823-1261  Owner: Joint	Opened <b>10/2018</b>	Reported <b>12/2022</b>	High Credit <b>\$121,365</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$733</b> <b>96 mos</b>	Balance <b>\$102,389</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	CONVENTIONAL (MTG) <b>Pays as agreed</b>							
	CONVENTIONAL REAL ESTATE MORTGAGE									

<b>JPMCB CARD</b> #7999 (800) 945-2000  Owner: Individual	Opened <b>04/2018</b>	Reported <b>01/2023</b>	Limit <b>\$6,000</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$40</b> <b>variable</b>	Balance <b>\$970</b>
	Last Pmt <b>12/2022</b>	TRU (EFX,XPN)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<div>CB/VICSCRT</div> <div>#1247</div> <div>Owner: Individual</div>	Opened 07/2016	Reported 01/2023	Limit \$1,300	Reviewed 48	30 0	60 0	90+ 0	Past Due \$0	Payment monthly	Balance \$0
	Last Pmt 07/2020	TRU (EFX,XPN)	CHARGE ACCOUNT (REV) Pays as agreed							

<div>JPMCB CARD</div> <div>#0277</div> <div>(800) 945-2000</div> <div>Owner: Individual</div>	Opened 07/2022	Reported 01/2023	Limit \$5,000	Reviewed 07	30 0	60 0	90+ 0	Past Due \$0	Payment monthly	Balance \$0
	Last Pmt 12/2022	TRU (EFX,XPN)	CHARGE ACCOUNT (REV) Pays as agreed							
	FLEXIBLE SPENDING CREDIT CARD									

### Disputed Accounts

No disputed accounts found.

### Derogatory Accounts

No derogatory accounts found.

### Closed Accounts

<b>AMERICAN BANK &amp; TRUS</b> #1201383100 (931) 823-5648  Owner: Individual	Opened <b>12/2016</b>	Reported <b>01/2019</b>	High Credit <b>\$16,998</b>	Reviewed <b>25</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>48 mos</b>	Balance <b>\$0</b>  Closed <b>10/2018</b>
	Last Pmt <b>10/2018</b>	EFX (TRU,XPN)	SECURED (INS) <b>Pays as agreed</b>							
	FIXED RATE PAID AND CLOSED									

<b>AMERICAN BANK &amp; TRUS</b> #1200558900 (931) 823-5648  Owner: Individual	Opened <b>12/2014</b>	Reported <b>03/2017</b>	High Credit <b>\$12,999</b>	Reviewed <b>27</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>49 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>12/2016</b>	EFX (TRU,XPN)	SECURED (INS) <b>Pays as agreed</b>							Closed <b>12/2016</b>
	FIXED RATE PAID AND CLOSED									

<b>AMERICAN BANK &amp; TRUS</b> #1200485000 (931) 823-5648  Owner: Individual	Opened <b>08/2014</b>	Reported <b>03/2015</b>	High Credit <b>\$9,998</b>	Reviewed <b>08</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>48 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>12/2014</b>	EFX (TRU,XPN)	SECURED (INS) <b>Pays as agreed</b>							Closed <b>12/2014</b>
	PAID AND CLOSED									

<b>ASCEND FCU</b> #60349082570002 (931) 455-5441  Owner: Joint	Opened <b>05/2020</b>	Reported <b>05/2021</b>	High Credit <b>\$10,000</b>	Reviewed <b>13</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>36 mos</b>	Balance <b>\$0</b>  Closed <b>05/2021</b>
	Last Pmt <b>05/2021</b>	TRU (EFX,XPN)	SECURED (INS) <b>Pays as agreed</b>							
	CLOSED									

<b>CAPITAL ONE</b> #1573 (800) 955-7070  Owner: Individual	Opened <b>10/2016</b>	Reported <b>01/2023</b>	Limit <b>\$500</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>monthly</b>	Balance <b>\$0</b>  Closed <b>01/2023</b>
	Last Pmt <b>10/2018</b>	TRU (EFX,XPN)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR									

<b>FIRST NATIONAL BANK</b> #20173393000001 (615) 823-1261  Owner: Joint	Opened <b>10/2018</b>	Reported <b>07/2021</b>	High Credit <b>\$25,646</b>	Reviewed <b>33</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>60 mos</b>	Balance <b>\$0</b>  Closed <b>05/2021</b>
	Last Pmt <b>05/2021</b>	EFX (TRU)	SECURED (INS) <b>Pays as agreed</b>							
	PAID AND CLOSED									

<b>NISSAN MOTOR</b> #102423010880001 (800) 777-6116  Owner: Maker	Opened <b>07/2010</b>	Reported <b>07/2014</b>	High Credit <b>\$25,076</b>	Reviewed <b>47</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>66 mos</b>	Balance <b>\$0</b>  Closed <b>07/2014</b>
	Last Pmt <b>07/2014</b>	TRU (EFX,XPN)	AUTO (INS) <b>Pays as agreed</b>							
	CLOSED									

### Inquiries in the Last 120 Days

01/19/2023	<a href="#">CUMBERLAND AREA INVE</a>	Credit Report Broker		TRU
11/18/2022	<a href="#">FIRST NATL BK OF THE</a>			EFX
11/09/2022	<a href="#">FIRST NATL BK OF THE</a>			EFX

### Public Records

No public records found.

### Credit Summary

Account Type	Monthly Payments	Balances	Limits	Trades	30+	60+	90+
Revolving	40	970	12,300	4	0	0	0
Installment	0	0	0	6	0	0	0
Mortgage	733	102,389	121,365	1	0	0	0
Open/Other	0	0	0	0	0	0	0
<b>Total</b>	<b>\$773</b>	<b>\$103,359</b>	<b>\$133,665</b>	<b>11</b>	<b>0</b>	<b>0</b>	<b>0</b>

Past Due: \$0 | Worst Trade: 1 | Satisfactories: 11 | Inquiries: 3 | Public Records: 0 | Bankruptcies: 0 | Oldest Date: 07/19/10

### Additional Information

No additional information records found.

**CUMBERLAND AREA INVESTMENT  
CRP**

1104 ENGLAND DR  
COOKEVILLE, TN 38501

Your Credit Score and the Price  
You Pay for Credit

**Reference Number:** 723019124078156

## Applicant

CHELSEA TENILLE BEATY  
1140 CAMPGROUND RD  
HILHAM, TN 38568

## Your Credit Score

Your credit  
score

+801  
Source: TransUnion  
Date: 01/19/2023

+792  
Source: Experian  
Date: 01/19/2023

+779  
Source: Equifax  
Date: 01/19/2023

## Understanding Your Credit Score

What you  
should know  
about credit  
scores

Your credit score is a number that reflects the information in your credit report.

Your credit report is a record of your credit history. It includes information about whether you pay your bills on time and how much you owe to creditors.

Your credit score can change, depending on how your credit history changes.

How we use  
your credit  
score

Your credit score can affect whether you can get a loan and how much you will have to pay for that loan.

The range of  
scores

TransUnion scores range from a low of 309 to a high of 839.

Experian scores range from a low of 320 to a high of 844.

Equifax scores range from a low of 334 to a high of 818.

Generally, the higher your score, the more likely you are to be offered better credit terms.

## BYR BRANDS


Upper Cumberland Development District  
Loan Proposal – February 15<sup>th</sup>, 2023



### BYR BRANDS

- Managing 3,684 square foot building located at 337 N. Cedar Ave. Cookeville, TN 38501
- Operated by Susan Dobbs
- Established: May 2018
- Company currently leases to Suzi Q's Scrubs & More, Black Heart Tattoo, and Wise Staffing
- Looking to expand in order to provide SII tactical gear for the Cookeville Fire Department, Algood Police Department, and Putnam County EMS.

Cumberland Area Investment  
CORPORATION



**Proposed Project** | BYR BRANDS IS SEEKING FUNDS TO REPLACE THE ROOF AND RENOVATE INTERNALLY TO ALLOW BUSINESS EXPANSION AT 337 N. CEDAR AVE.,

- Project Total Cost: \$132,000
- **Loan Amount: \$75,000**
- Proposed Rate: 7.95%
- Proposed Term: 15 years
- Approx. Monthly Payment: \$714.58

Cumberland Area Investment CORPORATION

USE OF FUNDS	
Use	Amount
Roof Replacement/Renovation	\$55,000
Inventory Purchase	\$57,000
Working Capital	\$20,000
<b>TOTAL</b>	<b>\$132,000</b>

Cumberland Area Investment CORPORATION



## SOURCES OF FUNDS

Source	Amount	Rate	Term
Upper Cumberland Development District	\$75,000	7.95%	15 Years
Susan Dobbs	\$57,000		
<b>TOTAL Sources of Funds</b>	<b>\$132,000</b>		

Cumberland Area Investment CORPORATION

## COLLATERAL

Type	Market Value	Lien Balance	Equity	Discounted Value	Position
337 N. Cedar Ave. Cookeville, TN 38501	\$460,000	\$247,653	\$212,347	\$169,878	2 <sup>nd</sup> behind CAIC
<b>TOTAL Collateral</b>				<b>\$169,878</b>	

Cumberland Area Investment CORPORATION





Additional Gain/Loss from other businesses	\$29,329	\$46,632	\$58,545
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#### Additional Owner Section (If Needed)

#### Total Financial Information of Owner(s)

Avg Credit Score
679.6666667

Income / Capital / Assets	
Total Gross Individual Monthly Income	\$ 7,500.08
Total Annual Gross Household Income	\$ 90,001
Total Assets	\$ 1,182,000
Total Networth	\$ 902,496

Debt / Liabilities	
Total Monthly Debt PMTs, not including UCDD payment	\$ 3,436.52
UCDD monthly Debt PMT	\$ 714.58
Total of all Monthly Debt Payments	\$ 4,151.10
Total Liabilities	\$ 259,504

Tax Returns	2019	2020	2021
Adjusted Gross Income	\$99,177	\$116,373	\$93,601
Additional Gain/Loss from other businesses	\$29,329	\$46,632	\$58,545

#### BUSINESS FINANCIAL INFORMATION

Previous Results		
2020A	2021A	2022A

Sales Overview Report			
Gross Sales	\$94,609	\$104,153	\$83,143
Net Sales	\$79,897	\$84,691	\$64,596
Taxes & Fees	\$7,716	\$6,124	\$5,927
Amount Collected	\$88,099	\$93,118	\$70,581

#### PROPOSED LOAN DETAILS

Loan Amount	\$75,000
Project Amount	\$132,000
% of Project	57%
Interest Rate	7.95%
Term	15 Years
Expected Payment	\$714.58

Enter Customer Name  
Determination of Consumer Debt to Income  
Tax Year  
Date Created  
Lender

Income Summary

If Using Paystub	
Hourly Rate	Total Income
If Using Tax Returns	
W-2 Wages (1040 line 1)	\$ 140,699
Tax-exempt Interest (1040 line 2a)	Include only <u>recurring</u> amounts
Taxable Interest (1040 line 2b)	Include only <u>recurring</u> amounts
Ordinary Dividends (1040 line 3b)	Include only <u>recurring</u> amounts
IRA Distributions (1040 line 4a)	Do not include rollovers or other nonrecurring amounts
Pensions & Annuities (1040 line 5a)	Include only <u>recurring</u> amounts
Social Security (1040 line 6a)	
Schedule C Business Income	
Schedule C Net Profit (line 31)	Business 1 Business 2 Business 3 Business 4
Depreciation (line 13)	
Interest (line 16a and 16b)	
Amortization if any (line 27a)	
EBITDA	(35,139)
Schedule E Rental / Royalty Income	
Schedule E Net Profit (line 26)	Schedule F Farming Income
Depreciation (line 23d)	Schedule F Net Profit (line 34)
Interest (line 12 and 13)	Depreciation (line 14)
Amortization if any (line 19)	Interest (line 21a and 21b)
EBITDA	Amortization if any (line 32)
Total Unadjusted Income	
105,560	
Adjustments to Income (include other income and deductions from income)	
Income Available to Service Debt	
\$ 105,560.00	

Debt Summary

Credit Score	Borrower	Co-borrower	Interest Rate (If Known)	Monthly Payment**	Annual Payment	Notes
Creditor	Loan Number	Balance/ Limit*				
Department of Education		\$ 22,183		\$ -	\$ -	Education Loan
Department of Education		21,047		-	-	Education Loan
Department of Education		10,250		-	-	Education Loan
Department of Education		7,828		-	-	Education Loan
Department of Education		6,929		-	-	Education Loan
Department of Education		6,833		-	-	Education Loan
Department of Education		6,250		-	-	Education Loan
Department of Education		5,500		-	-	Education Loan
Synchrony Bank/PPC		4,965		109	1,308	Credit Card
Synchrony Bank/LOWES		3,511		117	1,404	Charge Account
Synchrony Bank/SAMS		2,052		70	840	Credit Card
Capital One		1,764		62	744	Business Loan
Bank of America		1,039		49	588	Credit Card
CCB/ULTA		958		48	576	Charge Account
Synchrony Bank/ TJMAXX		934		38	456	Credit Card
Wyndham Vacation		79,500		1,267	15,204	Installment Sales
Upper Cumberland Development District		247,653		1,677	20,118	Loan to purchase the building (1st loan)
Upper Cumberland Development District		75,000		715	8,575	Loan for building remodel
Total Debt		\$ 504,196		\$ 4,151	\$ 49,813	
DSCR		2.12	DTI	47%		

\*For all lines of credit and home equity lines use maximum limit (exposure) instead of current balance.

\*\*For all lines of credit, home equity lines, and loans where payment isn't known calculate a payment based on rate if known or market rate with appropriate amortization for collateral. Do not use an interest only payment.

STATE OF TENNESSEE

LOCATION: COOKEVILLE

COUNTY OF PUTNAM

### **LEASE AGREEMENT**

This Lease Agreement made as of this 17th day of January, 2022 by and between Susie Dobbs(hereinafter referred to as "Landlord") Wise Staffing Services (hereinafter referred to as "Tenant")

#### **WITNESSETH:**

**DESCRIPTION:** LANDLORD does hereby rent and lease to Tenant approximately 1400 square feet of Building located at 337 North Cedar Avenue Suite C, Cookeville, Tennessee 38501

**TERM:** The term of this Lease Agreement shall be for three years, beginning February 1st, 2022.

**RENTAL:** TENANT shall pay to LANDLORD, promptly on the 1st day of each month, during the Term of the Lease Agreement, a rental of Twelve Hundred Twenty Five Dollars. (\$1225.00)

**TERMINATION OPTION:** TENANT shall have the right and option to terminate this Lease at any time after one year of the Lease Term by giving LANDLORD no less than (90) days prior written notice with total forfeit of security deposit.

**USE:** The Leased Premises shall be used for Wise Staffing Group and any general business purpose pertaining to Wise Staffing Group. The Leased Premises shall not be used for any illegal purpose; nor in violation of any valid regulation of any governmental body nor in any manner to create any nuisance of trespass; nor in any manner to vitiate the insurance or increase the rate of insurance maintained by LANDLORD.

**MAINTENANCE - TENANT:** TENANT, at TENANTS expense, shall be responsible for all maintenance, improvements, corrections and enhancements to the interior and exterior of the Leased Premises. (excluding roof, HVAC, existing structures)

**CASUALTY DAMAGE:** If the Leased Premises are damaged in whole or in part by storm, fire, earthquake or other casualty so as to be in TENANT's opinion dangerous or unfit for TENANT'S occupancy, this Lease Agreement may be terminated by giving written notice to LANDLORD within fifteen (15) days after said event of damage occurs, whereupon the rental shall be accounted for as between LANDLORD and TENANT as of the date of such damage.

**FIXTURES AND EQUIPMENT:** TENANT may, prior to the expiration of this Lease Agreement ( as the same may be renewed or extended), remove all fixtures and equipment which TENANT has placed in the Leased Premises, provided TENANT repairs any damage caused by said removal.

**UTILITIES:** LANDLORD shall provide, during the term or any renewal or extension of the Lease Agreement natural gas, water and sewer service and one trash receptacle will be provided by LANDLORD to the Leased Premises. TENANT shall be responsible for paying its own portion of the trash removal, gas, water and electricity service bills paid directly to Landlord.

**ASSIGNMENT AND SUBLETTING:** This Lease Agreement shall be binding and inure to the benefit of the parties hereto and their respective heirs, legal representatives, executors, administrators, successors and permitted assigns. TENANT shall have the right to assign and / or sublease this Lease Agreement after obtaining the LANDLORD'S approval.

**SIGNS:** TENANT shall have the right and entitlement to install TENANTS signs and otherwise to advertise its services, upon approval and consent of the LANDLORD and meeting all code and zoning regulations of the City of Cookeville. TENANT shall bear all expense in the installation of said signs.

**ALTERATIONS AND IMPROVEMENTS:** TENANT may, at its own expense during the term of the Lease Agreement, make nonstructural alterations or improvements in, or to the Leased Premises which it may deem necessary or desirable, but it shall make them in a good and workmanlike manner and in accordance with all valid municipal and state requirements applicable thereto. Said alterations and improvements shall belong to LANDLORD and become part of the Leased Premises. Any TENANT requests for structural alterations or improvements shall require LANDLORDS consent.

**INSURANCE:** The Tenant is hereby advised and understands that the personal property of the Tenant is not insured by the Landlord for either damage or loss, and the Landlord assumes no liability for such loss. The Tenant is advised that, if insurance coverage is desired by the Tenant, the Tenant should inquire of insurance policy. The Tenant is responsible for insuring the Premises for liability insurance for the benefit of the Tenant and Landlord.

**DEFAULT:** In the event TENANT shall default in the payments of the monthly rental as provided herein, LANDLORD shall promptly so notify the TENANT in writing and failure of TENANT to cure such default within thirty (30) days after receipt of such notice shall, at the option of LANDLORD, work as a forfeiture of the Lease Agreement or LANDLORD may enforce performance in any manner provided by law and LANDLORD'S agent or attorney shall have the right, without further notice or demand, to re-enter and remove all personal form the Leased Premises without being deemed guilty of any manner of trespass and without prejudice to any remedies for arrears of

rent or breach of covenant, or LANDLORDS agent or attorney may resume possession of the Leased Premises and relet the same for the remainder of the Term at the best rental such agent or attorney can obtain for the account of TENANT, who shall pay any deficiency. In the event TENANT shall default in the performance of any of the terms or provisions of this Lease Agreement other than the payment of the monthly rental, LANDLORD shall promptly so notify TENANT in writing. If TENANT shall fail to cure such default within thirty (30) days after receipt of such notice, or if the default is of such character as to require more than thirty(30) days to cure and TENANT shall fail to commence to do within thirty(30) days after receipt of such notice and thereafter diligently proceed to cure such default, then in either such event, LANDLORD may cure such default and such expense shall be added to the rent otherwise due but any such default shall not work as a forfeiture of this Lease Agreement.

**HOLDING OVER:** Should TENANT hold over in possession after the expiration of the original Term or any extended Term of the Lease Agreement, such holding over shall not be deemed to extend the term or renew the Lease Agreement, but the tenancy thereafter shall continue upon the same covenants and conditions herein set forth at the monthly rental of \$1225.00 per month, on a month to month basis until renewed or terminated by either party by written notice designating the date of such renewal or termination given to the other party not less than ninety (90) days before such date of renewal or termination.

**COMPLIANCE WITH LAW:** This Lease Agreement shall in all respects be governed by the laws of the State of Tennessee applicable to lease agreements executed in the State of Tennessee and dealing with real property situated in the State of Tennessee.

**TENANT** agrees at its own expense to comply with all valid and applicable state and federal statutes, municipal regulations, including without limitation regulations and orders of any public authority with regard to the use and occupancy of the Leased Premises, except for any material modifications to the Leased Premises required by any public law, regulation or order.

**NOTICES:** Any and all notices and other communications hereunder thereafter collectively referred to as "notice" required to be given or which may be given hereunder shall be in writing and shall be sent by certified or registered mail, return receipt requested, postage prepaid, or a telecopy or facsimile transmission, followed with a written copy sent by prepaid overnight delivery service or personal delivery with receipt acknowledged in writing , directed as follows.

**LANDLORD**

Susie Dobbs  
1004 Anderson Lane  
Cookeville, TN 38501  
c 615-969-6212

**TENANT**

Wise Staffing Services  
432 Magazine Street  
Tupelo, MS 38804  
662-680-5062

Any notice sent by telecopy or facsimile shall be deemed given when the hard copy sent by is received or refused.

All other notices shall be deemed given when actually received or refused by the party to whom the same is directed.

**SECURITY DEPOSIT:** On execution of this Lease, the Tenant will pay the Landlord a security deposit equal to the amount of \$1200.00 (the "Security Deposit") to be held by the Landlord without interest. The Landlord will return the Security Deposit to the Tenant at the end of this tenancy, less such deductions as provided in this Lease but no deduction will be made for damage due to reasonable wear and tear. The Tenant may not use the Security Deposit as payment for the Rent.

**ENTIRE AGREEMENT:** This Lease Agreement constitutes the entire agreement between the parties hereto regarding the subject matter hereof and supersedes any and all prior negotiations, representations, or agreements related thereto, either written or oral. No changes, alterations, or modifications to this Lease Agreement shall be effective unless agreed to in writing and signed by an authorized representative of the parties hereto. Each provision hereof shall be deemed both a covenant and a condition and shall run with the land.

**TENANT**

  
\_\_\_\_\_  
Wise Staffing Services

1/18/22  
\_\_\_\_\_  
Date

**LANDLORD**

  
\_\_\_\_\_  
Susie Dobbs

1-18-22  
\_\_\_\_\_  
Date



STATE OF TENNESSEE

LOCATION: COOKEVILLE

COUNTY OF PUTNAM

### **LEASE AGREEMENT**

This Lease Agreement made as of this \_\_\_\_26h\_\_day of December, 2022 by and between  
Susie Dobbs(hereinafter referred to as "Landlord") Emily Toney, Black Heart  
Tattoo(hereinafter referred to as "Tenant")

### **WITNESSETH:**

**DESCRIPTION:** LANDLORD does hereby rent and lease to Tenant  
approximately 500 square feet of Building located at 337 North Cedar Avenue Suite B,  
Cookeville, Tennessee 38501

**TERM:** The term of this Lease Agreement shall be for three years, (36 months)  
beginning December 26th, 2022 with renewal option to be completed by December 31st  
2025.

**RENTAL:** TENANT shall pay to LANDLORD, promptly on the First day of each  
month, during the Term of the Lease Agreement, a rental of six hundred seventy  
Dollars included are utilities 50.00 per month and internet 20.00 per month. (\$670.00)

**TERMINATION OPTION:** TENANT shall have the right and option to terminate  
this Lease at any time after one year of the Lease Term by giving LANDLORD no less  
than (90) days prior written notice.

**USE:** The Leased Premises shall be used for Black Heart Tattoo and any  
general business purpose pertaining to Black Heart Tattoo. The Leased Premises shall  
not be used for any illegal purpose; nor in violation of any valid regulation of any  
governmental body nor in any manner to create any nuisance of trespass; nor in any  
manner to vitiate the insurance or increase the rate of insurance maintained by  
LANDLORD.

**MAINTENANCE - TENANT:** TENANT, at TENANTS expense, shall be  
responsible for all maintenance, improvements, corrections and enhancements to the  
interior and exterior of the Leased Premises.

**CASUALTY DAMAGE:** If the Leased Premises are damaged in whole or in part  
by storm, fire, earthquake or other casualty so as to be in TENANT's opinion dangerous  
or unfit for TENANT'S occupancy, this Lease Agreement may be terminated by giving  
written notice to LANDLORD within fifteen (15) days after said event of damage occurs,  
whereupon the rental shall be accounted for as between LANDLORD and TENANT as  
of the date of such damage.

**FIXTURES AND EQUIPMENT:** TENANT may, prior to the expiration of this Lease Agreement ( as the same may be renewed or extended), remove all fixtures and equipment which TENANT has placed in the Leased Premises, provided TENANT repairs any damage caused by said removal.

**UTILITIES:** LANDLORD shall provide, during the term or any renewal or extension of the Lease Agreement natural gas, water and sewer service and one trash receptacle will be provided by LANDLORD to the Leased Premises. TENANT shall be responsible for paying its own portion of the electricity service bills paid directly to Landlord. Electricity will be prorated per square foot. TENANT shall pay for 500 square feet of 3700 square feet total space.

**ASSIGNMENT AND SUBLETTING:** This Lease Agreement shall be binding and inure to the benefit of the parties hereto and their respective heirs, legal representatives, executors, administrators, successors and permitted assigns. TENANT shall have the right to assign and / or sublease this Lease Agreement after obtaining the LANDLORD'S approval.

**SIGNS:** TENANT shall have the right and entitlement to install TENANTS signs and otherwise to advertise its services, upon approval and consent of the LANDLORD and meeting all code and zoning regulations of the City of Cookeville. TENANT shall bear all expense in the installation of said signs.

**ALTERATIONS AND IMPROVEMENTS:** TENANT may at its own expense during the term of the Lease Agreement make nonstructural alterations of improvements in, or to the Leased Premises which it may deem necessary or desirable, but it shall make them in a good and workmanlike manner and in accordance with all valid municipal and state requirements applicable thereto. Said alterations and improvements shall belong to LANDLORD and become part of the Leased Premises. Any TENANT requests for structural alterations or improvements shall require LANDLORDS consent.

**INSURANCE:** The Tenant is hereby advised and understands that the personal property of the Tenant is not insured by the Landlord for either damage or loss, and the Landlord assumes no liability for such loss. The Tenant is advised that, if insurance coverage is desired by the Tenant, the Tenant should inquire of insurance policy. The Tenant is responsible for insuring the Premises for liability insurance for the benefit of the Tenant and Landlord.

**DEFAULT:** In the event TENANT shall default in the payments of the monthly rental as provided herein, LANDLORD shall promptly so notify the TENANT in writing and failure of TENANT to cure such default within thirty (30) days after receipt of such notice shall, at the option of LANDLORD, work as a forfeiture of the Lease Agreement or LANDLORD may enforce performance in any manner provided by law and LANDLORD'S agent or attorney shall have the right, without further notice or demand,



to re-enter and remove all personal form the Leased Premises without being deemed guilty of any manner of trespass and without prejudice to any remedies for arrears of rent or breach of covenant, or LANDLORDS agent or attorney may resume possession of the Leased Premises and relet the same for the remainder of the Term at the best rental such agent or attorney can obtain for the account of TENANT, who shall pay any deficiency. In the event TENANT shall default in the performance of any of the terms or provisions of this Lease Agreement other than the payment of the monthly rental, LANDLORD shall promptly so notify TENANT in writing. If TENANT shall fail to cure such default within thirty (30) days after receipt of such notice, or if the default is of such character as to require more than thirty(30) days to cure and TENANT shall fail to commence to do within thirty(30) days after receipt of such notice and thereafter diligently proceed to cure such default, then in either such event, LANDLORD may cure such default and such expense shall be added to the rent otherwise due but any such default shall not work as a forfeiture of this Lease Agreement.

**HOLDING OVER:** Should TENANT hold over in possession after the expiration of the original Term or any extended Term of the Lease Agreement, such holding over shall not be deemed to extend the term or renew the Lease Agreement, but the tenancy thereafter shall continue upon the same covenants and conditions herein set forth at the monthly rental of \$670.00 per month, on a month to month basis until renewed or terminated by either party by written notice designating the date of such renewal or termination given to the other party not less than ninety (90) days before such date of renewal or termination.

**COMPLIANCE WITH LAW:** This Lease Agreement shall in all respects be governed by the laws of the State of Tennessee applicable to lease agreements executed in the State of Tennessee and dealing with real property situated in the State of Tennessee.

**TENANT** agrees at its own expense to comply with all valid and applicable state and federal statutes, municipal regulations, including without limitation regulations and orders of any public authority with regard to the use and occupancy of the Leased Premises, except for any material modifications to the Leased Premises required by any public law, regulation or order.

**NOTICES:** Any and all notices and other communications hereunder thereafter collectively referred to as "notice" required to be given or which may be given hereunder shall be in writing and shall be sent by certified or registered mail, return receipt requested, postage prepaid, or a telecopy or facsimile transmission, followed with a written copy sent by prepaid overnight delivery service or personal delivery with receipt acknowledged in writing , directed as follows.

**LANDLORD**  
Susie Dobbs/ BYR Brands  
1004 Anderson Lane  
Cookeville, TN 38501

**TENANT**  
Emily Toney  
Black Heart Tattoo

Any notice sent by telecopy or facsimile shall be deemed given when the hard copy sent by is received or refused.

All other notices shall be deemed given when actually received or refused by the party to whom the same is directed.

**ENTIRE AGREEMENT:** This Lease Agreement constitutes the entire agreement between the parties hereto regarding the subject matter hereof and supersedes any and all prior negotiations, representations, or agreements related thereto, either written or oral. No changes, alterations, or modifications to this Lease Agreement shall be effective unless agreed to in writing and signed by an authorized representative of the parties hereto. Each provision hereof shall be deemed both a covenant and a condition and shall run with the land.

**TENANT**

\_\_\_\_\_  
Black Heart Tattoo  
Emily Toney

\_\_\_\_\_  
Date

**LANDLORD**

*Susie Dobbs*  
\_\_\_\_\_  
Susie Dobbs  
BYR Brands

*12/26/2022*  
\_\_\_\_\_  
Date

# Personal Financial Statement

**SCORE**  
FOR THE LIFE OF YOU

## Personal Financial Statement of:

Susan Dobbs

12/26/2022

### Assets

	<u>Amount in Dollars</u>
Cash - checking accounts	\$ 9,000
Cash - savings accounts	8,000
Certificates of deposit	-
Securities - stocks / bonds / mutual funds	-
Notes & contracts receivable	-
Life insurance (cash surrender value)	250,000
Personal property (autos, jewelry, etc.)	75,000
Retirement Funds (eg. IRAs, 401k)	120,000
Real estate (market value)	700,000
Other assets (specify)	-
Other assets (specify)	-
<b>Total Assets</b>	<b>\$ 1,162,000</b>

### Liabilities

	<u>Amount in Dollars</u>
Current Debt (Credit cards, Accounts)	\$ 10,400
Notes payable (describe below)	-
Taxes payable	-
Real estate mortgages (describe)	249,104
Auto Loans (specify)	-
Other liabilities (specify)	-
<b>Total Liabilities</b>	<b>\$ 259,504</b>

### Net Worth

<b>\$ 902,496</b>
-------------------

### Notes on Preparation

*You may want to print this information to use as reference. In instructions, click the border of this text box and then press*

Many financial institutions will require information about your personal financial statement. The spreadsheet will help you prepare a personal financial statement.

Your personal financial statement should show only your personal liabilities (debts) outside the business. Do not include any business

Page 2 of the spreadsheet allows you to give the details behind the balance sheet.

If you present this financial statement to a potential lender or investor, date it in the space provided. The signature is your pledge that the information is true and accurate to the best of your knowledge.

Step 1: Prepare a list of all assets owned whether they are paid for or not. The amount you would receive by selling the asset for cash.

Signature:

Date:

**Personal Finance Statement of:**

Enter your name here

As of mm/dd/yyyy

**Details****1. ASSETS - Details****Notes and Contracts held**

From Whom Owning	Balance Owning	Original Amount	Original Date	Monthly Payment	Maturity Date
337 North Cedar Ave	\$ 249,104	\$ 265,000		\$ 1,677	

**Securities: stocks / bonds / mutual funds**

Name of Security	Number of Shares	Cost	Market Value	Date of Acquisition
CRMC 401k		\$ -	\$ 93,000	
Putnam County School 401k			27,000	

**Stock in Privately Held Companies**

Company Name	No. of shares	\$ Invested	Est. Market Value
		\$ -	\$ -

**Real Estate**

Description / Location	Market Value	Amount Owning	Original Cost	Purchase Date
337 North Cedar Ave	\$ 700,000	\$ 249,104	\$ 265,000	11/20/2020

**2. LIABILITIES - Details****Credit Card & Charge Card Debt**

Name of Card / Creditor	Amount Due
PPC	\$ 4,600
SYNCB	\$ 3,000
Cap 1	1,800
BOA	1,000

**Notes Payable (excluding monthly bills)**

Name of Creditor	Amount Owning	Original Amount	Monthly Payment	Interest Rate	Secured by (Leine)
	\$ -	\$ -	\$ -		

**Mortgage / Real Estate Loans Payable**

Name of Creditor	Amount Owning	Original Amount	Monthly Payment	Interest Rate	Secured by (Leine)
UCDD	\$ 248,104	\$ 265,000	\$ 1,677		

<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230119185052000</b>	Reference Number <b>723019185003161</b>
	Date Requested <b>01/19/2023</b>	Charges <b>\$27.85</b>	

### ID CROSS CHECK

#### Input Information

SUSAN E DOBBS  
1004 ANDERSON LN COOKEVILLE, TN 38501

#### Summary

Input Information	Cross Check Category	Result
<b>Name</b> SUSAN E DOBBS	Name Verification Watch Lists (includes OFAC)	✔ Name Matched ✔ Watch Lists Searched/No Match Found
<b>Address</b> 1004 ANDERSON LN COOKEVILLE, TN 38501	Address Verification High Risk Address	✔ Address Matched ✔ Address Cleared
<b>Social Security Number</b> [REDACTED]	Social Security Verification Other Identities Linked to SSN SSA Issuance SSA Death Master	✔ SSN Matched ✔ Cleared/No Other IDs Linked to SSN ✔ SSN Issued ✔ SSN Cleared
<b>Date of Birth</b> 10/09/1970	Date of Birth Verification	✔ Date of Birth Matched
<b>Phone Number</b>	Phone Number Verification	? No Input Provided

#### Consumer ID Verification

	Date First Received	Number Active Sources	Number Total Sources
✔ <b>Name</b>			
SUSIE E DOBBS	01/30/1999	9	10
SUSIE DOBBS	07/31/1999	7	7
SUSAN E DOBBS	01/23/1999	3	4
SUSAN DOBBS	01/31/2010	2	3
✔ <b>Address</b>			
1004 ANDERSON LN COOKEVILLE, TN 38501-8073	06/30/2013	20	23
337 N CEDAR AVE COOKEVILLE, TN 38501-2400	02/23/2020	1	1
3685 HARTSVILLE PIKE CASTALIN SPGS, TN 37031-4720	11/30/2001	0	1
PO BOX 6551 AURORA, IL 60598-0551	01/30/1999	0	1

	3161 ANTON DR AURORA, IL 60504-6666	01/23/1999	0	1
✓	<b>Social Security Number</b> [REDACTED]	01/23/1999	21	24
✓	<b>Date of Birth</b> 10/09/1970	10/31/2001	21	24
?	<b>Phone Number</b> (615) 969-6212 (615) 206-0382 (615) 230-5585	01/31/2013 10/31/2001 01/31/2010	10 1 0	10 2 1

### Other Verifications

✓	<b>Watch Lists (includes OFAC)</b> SUSAN E DOBBS	Watch Lists Searched/No Match Found		
✓	<b>High Risk Address</b> 1004 ANDERSON LN COOKEVILLE TN 38501	Address Cleared		
✓	[REDACTED]	<b>State of Issue</b> NEBRASKA	<b>Issued Between</b> 1984 - 1986	<b>Input DOB</b> 10/09/1970
✓	[REDACTED]	SSN Cleared		

Disclosure: This report is governed by the Gramm-Leach-Bliley Act. It does not constitute a consumer report as defined by the Fair Credit Reporting Act (FCRA) and is not subject to the FCRA. This report should not be used to determine whether or not to extend credit or as a basis for taking any "adverse action" as that term is defined in the FCRA.

**END OF ID CROSS CHECK**



<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230119185052000</b>	Reference Number <b>723019185003161</b>
	Date Requested <b>01/19/2023</b>	Inquiry Type <b>Hard</b>	Charges <b>\$27.85</b>

**CREDIT REPORT****Input Information**

SUSAN E DOBBS 1004 ANDERSON LN COOKEVILLE, TN 38501	SSN [REDACTED]	DOB 10/09/1970
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**Credit Bureau File Identifications**

SUSIE E DOBBS 1004 ANDERSON LN, COOKEVILLE, TN 38501	SSN [REDACTED]	DOB 10/09/1970	EFX
SUSIE E DOBBS 1004 ANDERSON LN, COOKEVILLE, TN 38501	[REDACTED]	DOB 10/09/1970	TRU
SUSIE DOBBS 1004 ANDERSON LN, COOKEVILLE, TN 38501-8073	[REDACTED]	DOB 10/09/1970	XPX

**FACTA Regulatory Messages**

THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	EFX
THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	XPX

**Residence Information**

1004 ANDERSON LN, COOKEVILLE, TN, 38501	From 06/13
6551 PO BOX 6551 AURORA, IL, 60598	From 12/01
3686 W HARTSVILLE PIKE OUT WY, CASTALIAN SPRINGS, TN, 37031	

**Employment Information**

COOKEVILLE MED CENTER	From 01/10
COOKEVILLE REGIONAL HOSP - RADIATION THE	From 08/06

**Special Messages**

IDENTITY SCAN	IDENTITY SCAN DID NOT DETECT ANY ALERTS	EFX
IDVISION ALERT	CURRENT INPUT MORE RECENT ADDRESS AVAILABLE FOR CONSUMER	TRU
IDVISION ALERT	INPUT INPUT CONSUMER IDENTITY ELEMENTS - VERIFIED	TRU

## Name Variations

SUSAN E DOBBS	EFX
SUSAN E GOSNELL	EFX
SUSIE E GOSMELL	EFX
SUSIE E GOSNELL	EFX
SUSAN E DOBBS	TRU
SUSIE E GOSNELL	TRU
S E DOBBS	TRU
SUSIE DOBBS	XPN
SUSAN E DOBBS	XPN

## Scoring

722	Experian   FAIR ISAAC SCORE 2	675	Equifax   BEACON 5.0 SCORE	642	TransUnion   CLASSIC 04 SCORE
PROPORTION OF BALANCE TO HIGH CREDIT ON REVOLVING ACCOUNTS TOO MANY ACCOUNTS WITH BALANCES TOO MANY INQUIRIES LAST 12 MONTHS TOO MANY ACCOUNTS RECENTLY OPENED FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE		TIME SINCE DELINQUENCY IS TOO RECENT OR UNKNOWN TIME SINCE MOST RECENT ACCOUNT OPENING IS TOO SHORT PROPORTION OF BALANCES TO CREDIT LIMITS TOO HIGH ON REVOLVING ACCOUNTS NUMBER OF BANK OR NATIONAL REVOLVING ACCOUNTS WITH BALANCES FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE		PROPORTION OF REVOLVING BALANCES TO REVOLVING CREDIT LIMITS IS TOO HIGH TIME SINCE MOST RECENT ACCOUNT OPENING IS TOO SHORT TIME SINCE DELINQUENCY IS TOO RECENT OR UNKNOWN INSUFFICIENT LENGTH OF REVOLVING CREDIT HISTORY	



## Credit History

### Open Accounts

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E004201810022 20519 (703) 251-8500  Owner: Individual	Opened <b>10/2018</b>	Reported <b>12/2022</b>	High Credit <b>\$20,500</b>	Reviewed <b>26</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$22,183</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 06/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E005201907302 20519 (703) 251-8500  Owner: Individual	Opened <b>07/2019</b>	Reported <b>12/2022</b>	High Credit <b>\$20,500</b>	Reviewed <b>26</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$21,047</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 06/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E008202205302 20531 (703) 251-8500  Owner: Individual	Opened <b>05/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$10,250</b>	Reviewed <b>08</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$10,250</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 12/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E007202109092 20519 (703) 251-8500  Owner: Individual	Opened <b>09/2021</b>	Reported <b>12/2022</b>	High Credit <b>\$10,250</b>	Reviewed <b>16</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$10,250</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 12/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E002201611182 20519 (703) 251-8500  Owner: Individual	Opened <b>11/2016</b>	Reported <b>12/2022</b>	High Credit <b>\$7,000</b>	Reviewed <b>26</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$7,828</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 06/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E003201710032 20519 (703) 251-8500  Owner: Individual	Opened <b>10/2017</b>	Reported <b>12/2022</b>	High Credit <b>\$6,250</b>	Reviewed <b>26</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$6,929</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 06/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E009202209122 20912 (703) 251-8500  Owner: Individual	Opened <b>09/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$6,833</b>	Reviewed <b>04</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$6,833</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 12/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E006202011242 20519 (703) 251-8500  Owner: Individual	Opened <b>11/2020</b>	Reported <b>12/2022</b>	High Credit <b>\$6,250</b>	Reviewed <b>26</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$6,250</b>
	Last Pmt	XPN (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 12/19/2027									

<b>DEPT OF ED/AIDVANTAGE</b> #93367974021E001201611182 20519 (703) 251-8500  Owner: Individual	Opened <b>11/2016</b>	Reported <b>12/2022</b>	High Credit <b>\$5,500</b>	Reviewed <b>26</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>monthly</b>	Balance <b>\$5,500</b>
	Last Pmt	XPB (EFX,TRU)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	LOAN DEFERRED: 06/19/2027									

<b>SYNCB/PPC</b> #1003 (844) 373-4961  Owner: Individual	Opened <b>02/2020</b>	Reported <b>01/2023</b>	Limit <b>\$5,400</b>	Reviewed <b>35</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$109 variable</b>	Balance <b>\$4,695</b>
	Last Pmt <b>12/2022</b>	TRU (EFX,XPB)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>SYNCB/LOWES</b> #7669 (800) 444-1408  Owner: Authorized User	Opened <b>04/2014</b>	Reported <b>12/2022</b>	Limit <b>\$9,500</b>	Reviewed <b>96</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$117 variable</b>	Balance <b>\$3,511</b>
	Last Pmt <b>12/2022</b>	XPB (EFX,TRU)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							

<b>SYNCB/SAMSDC</b> #8806 (800) 964-1917  Owner: Individual	Opened <b>08/2021</b>	Reported <b>01/2023</b>	Limit <b>\$3,000</b>	Reviewed <b>18</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$70 variable</b>	Balance <b>\$2,052</b>
	Last Pmt <b>12/2022</b>	TRU (EFX,XPB)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>CAPITAL ONE</b> #1135 (800) 955-7070  Owner: Individual	Opened <b>04/2020</b>	Reported <b>12/2022</b>	Limit <b>\$2,000</b>	Reviewed <b>31</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$62 variable</b>	Balance <b>\$1,764</b>
	Last Pmt <b>12/2022</b>	TRU (EFX,XPB)	BUSINESS LOAN (REV) <b>Pays as agreed</b>							

<b>BK OF AMER</b> #0497 (800) 421-2110  Owner: Individual	Opened <b>12/2006</b>	Reported <b>12/2022</b>	Limit <b>\$1,800</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$49 variable</b>	Balance <b>\$1,039</b>
	Last Pmt <b>06/2021</b>	TRU (EFX,XPB)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>CCB/ULTA</b> #1759  Owner: Individual	Opened <b>01/2020</b>	Reported <b>12/2022</b>	Limit <b>\$1,840</b>	Reviewed <b>35</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$48 variable</b>	Balance <b>\$958</b>
	Last Pmt <b>12/2022</b>	TRU (EFX,XPB)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							

<b>SYNCB/TJXDC</b> #2738 (877) 890-3150  Owner: Individual	Opened <b>04/2021</b>	Reported <b>01/2023</b>	Limit <b>\$1,000</b>	Reviewed <b>22</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$38 variable</b>	Balance <b>\$934</b>
	Last Pmt <b>12/2022</b>	TRU (EFX,XPB)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>AMEX</b> #9363 (800) 874-2717  Owner: Authorized User	Opened <b>10/2017</b>	Reported <b>12/2022</b>	Limit <b>\$4,400</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt	TRU (EFX,XPB)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>APPLE CARD/GS BANK USA</b> #5687 (877) 255-5923  Owner: Individual	Opened <b>09/2021</b>	Reported <b>12/2022</b>	Limit <b>\$3,500</b>	Reviewed <b>16</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$0 variable</b>	Balance <b>\$0</b>
	Last Pmt <b>09/2022</b>	XPB (EFX,TRU)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>CAPITAL ONE</b> #9022 (800) 955-7070 Owner: Terminated	Opened <b>09/2006</b>	Reported <b>10/2016</b>	Limit <b>\$13,000</b>	Reviewed <b>38</b>	30 0	60 0	90+ 0	Past Due \$0	Payment <b>monthly</b>	Balance \$0
	Last Pmt <b>10/2016</b>	TRU	CREDIT CARD (REV) <b>Pays as agreed</b>							
<b>CITI</b> #8072 Owner: Authorized User	Opened <b>07/2016</b>	Reported <b>10/2022</b>	Limit <b>\$12,000</b>	Reviewed <b>48</b>	30 0	60 0	90+ 0	Past Due \$0	Payment <b>monthly</b>	Balance \$0
	Last Pmt <b>07/2021</b>	TRU (EFX, XPN)	CREDIT CARD (REV) <b>Pays as agreed</b>							
<b>COMENITY BANK/BUCKLE</b> #3304 Owner: Individual	Opened <b>04/2021</b>	Reported <b>01/2023</b>	Limit <b>\$650</b>	Reviewed <b>22</b>	30 0	60 0	90+ 0	Past Due	Payment <b>\$0 variable</b>	Balance \$0
	Last Pmt <b>06/2021</b>	XPN (EFX, TRU)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
<b>COMENITYCB/ MYPLACERWDS</b> #3277 Owner: Individual	Opened <b>06/2019</b>	Reported <b>12/2022</b>	Limit <b>\$750</b>	Reviewed <b>44</b>	30 0	60 0	90+ 0	Past Due	Payment <b>\$0 variable</b>	Balance \$0
	Last Pmt <b>12/2019</b>	XPN (EFX, TRU)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
<b>COMENITYCB/WYNDHAM</b> #1546 Owner: Individual	Opened <b>09/2020</b>	Reported <b>01/2023</b>	Limit <b>\$2,900</b>	Reviewed <b>28</b>	30 0	60 0	90+ 0	Past Due	Payment <b>\$0 variable</b>	Balance \$0
	Last Pmt <b>03/2021</b>	XPN (EFX, TRU)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
<b>KOHL'S/CAPONE</b> #6659 (800) 564-5740 Owner: Individual	Opened <b>01/2020</b>	Reported <b>12/2022</b>	Limit <b>\$300</b>	Reviewed <b>35</b>	30 0	60 0	90+ 0	Past Due \$0	Payment <b>monthly</b>	Balance \$0
	Last Pmt <b>09/2022</b>	TRU (EFX, XPN)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
<b>SYNCB/BELKDC</b> #7101 (855) 752-8046 Owner: Individual	Opened <b>05/2021</b>	Reported <b>01/2023</b>	Limit <b>\$2,000</b>	Reviewed <b>21</b>	30 0	60 0	90+ 0	Past Due \$0	Payment <b>monthly</b>	Balance \$0
	Last Pmt <b>03/2022</b>	TRU (EFX, XPN)	CREDIT CARD (REV) <b>Pays as agreed</b>							
<b>SYNCB/CARECR</b> #0946 (866) 396-8254 Owner: Individual	Opened <b>04/2008</b>	Reported <b>01/2023</b>	Limit <b>\$1,700</b>	Reviewed <b>48</b>	30 0	60 0	90+ 0	Past Due \$0	Payment <b>monthly</b>	Balance \$0
	Last Pmt <b>06/2022</b>	TRU (EFX, XPN)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
<b>SYNCB/HFT</b> #6260 (855) 341-3108 Owner: Individual	Opened <b>02/2021</b>	Reported <b>01/2023</b>	Limit <b>\$270</b>	Reviewed <b>24</b>	30 0	60 0	90+ 0	Past Due	Payment <b>\$0 variable</b>	Balance \$0
	Last Pmt <b>02/2022</b>	XPN (EFX, TRU)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							

<b>SYNCB/ONDC</b> #8181 (866) 450-5294 Owner: Authorized User	Opened <b>10/2013</b>	Reported <b>01/2019</b>	Limit <b>\$7,750</b>	Reviewed <b>29</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>monthly</b>	Balance <b>-</b>
	Last Pmt <b>01/2019</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							

#### Disputed Accounts

No disputed accounts found.

#### Derogatory Accounts

<b>WYNDHAM VACA</b> #1152200052 (866) 854-8603 Owner: Joint	Opened <b>02/2022</b>	Reported <b>11/2022</b>	High Credit <b>\$81,819</b>	Reviewed <b>10</b>	30 <b>1</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$1,267</b> <b>121 mos</b>	Balance <b>\$79,500</b>
	Last Pmt <b>11/2022</b>	TRU (EFX)	INSTLMNT SALES (INS) <b>Pays as agreed</b>		09/ 2022					

#### Closed Accounts

<b>AFFIRM INC</b> #08YE5VZZ (855) 423-3729  Owner: Individual	Opened <b>07/2020</b>	Reported <b>10/2020</b>	High Credit <b>\$358</b>	Reviewed <b>04</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>3 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>10/2020</b>	XPN	UNSECURED (INS) <b>Pays as agreed</b>							
	PAID ACCOUNT/ZERO BALANCE									

<b>BK OF AMER</b> #65010023452671 (800) 215-6195  Owner: Individual	Opened <b>01/2010</b>	Reported <b>08/2013</b>	High Credit <b>\$7,701</b>	Reviewed <b>43</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>60 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>08/2013</b>	TRU (EFX,XPN)	AUTO (INS) <b>Pays as agreed</b>							Closed <b>08/2013</b>
	CLOSED									

<b>CITI/CBNA</b> #7519  Owner: Individual	Opened <b>03/1992</b>	Reported <b>09/2016</b>	Limit <b>\$300</b>	Reviewed <b>99</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>08/2008</b>	EFX	CREDIT CARD (REV) <b>Pays as agreed</b>							Closed <b>06/2008</b>
	CLOSED - CREDIT GRANTOR PAID AND CLOSED									

<b>CORNERSTONE</b> #4584440775KU00003 (800) 663-1662  Owner: Individual	Opened <b>10/2017</b>	Reported <b>11/2020</b>	High Credit <b>\$6,250</b>	Reviewed <b>36</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>11/2020</b>	TRU (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							Closed <b>11/2020</b>
	TRANSFERRED									

<b>CORNERSTONE</b> #4584440775KU00002 (800) 663-1662  Owner: Individual	Opened <b>11/2016</b>	Reported <b>11/2020</b>	High Credit <b>\$7,000</b>	Reviewed <b>47</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>11/2020</b>	TRU (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							Closed <b>11/2020</b>
	TRANSFERRED									

<b>CORNERSTONE</b> #4584440775KU00001 (800) 663-1662  Owner: Individual	Opened <b>11/2016</b>	Reported <b>11/2020</b>	High Credit <b>\$5,500</b>	Reviewed <b>47</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>11/2020</b>	TRU (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							Closed <b>11/2020</b>
	TRANSFERRED									



<b>CORNERSTONE</b> #4584440775KU00005 (800) 663-1662  Owner: Individual	Opened <b>07/2019</b>	Reported <b>11/2020</b>	High Credit <b>\$20,500</b>	Reviewed <b>17</b>	30 0	60 0	90+ 0	Past Due \$0	Payment  monthly	Balance \$0  Closed 11/2020
	Last Pmt <b>11/2020</b>	TRU (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	TRANSFERRED									

<b>CORNERSTONE</b> #4584440775KU00004 (800) 663-1662  Owner: Individual	Opened <b>10/2018</b>	Reported <b>11/2020</b>	High Credit <b>\$20,500</b>	Reviewed <b>25</b>	30 0	60 0	90+ 0	Past Due \$0	Payment  monthly	Balance \$0  Closed 11/2020
	Last Pmt <b>11/2020</b>	TRU (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	TRANSFERRED									

<b>SYNCB/JCP</b> #6332 (800) 542-0800  Owner: Individual	Opened <b>04/1992</b>	Reported <b>09/2014</b>	Limit \$0	Reviewed <b>24</b>	30 0	60 0	90+ 0	Past Due	Payment  monthly	Balance \$0
	Last Pmt	XPN	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
	PAID ACCOUNT/ZERO BALANCE									

<b>SYNCB/LOW</b> #1500 (800) 444-1408  Owner: Authorized User	Opened <b>04/2014</b>	Reported <b>02/2018</b>	Limit <b>\$4,700</b>	Reviewed <b>45</b>	30 0	60 0	90+ 0	Past Due \$0	Payment  monthly	Balance \$0  Closed 11/2016
	Last Pmt <b>02/2018</b>	TRU	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
	CREDIT CARD LOST OR STOLEN									

<b>SYNCB/OLD NAVY DC</b> #0123  Owner: Individual	Opened <b>03/2008</b>	Reported <b>12/2015</b>	Limit <b>\$124</b>	Reviewed <b>93</b>	30 0	60 0	90+ 0	Past Due	Payment  monthly	Balance \$0  Closed 07/2010
	Last Pmt <b>04/2008</b>	EFX	CREDIT CARD (REV) <b>Pays as agreed</b>							
	PAID AND CLOSED									

<b>SYNCB/ONDC</b> #2128 (866) 450-5294  Owner: Authorized User	Opened <b>10/2013</b>	Reported <b>03/2018</b>	Limit <b>\$6,000</b>	Reviewed <b>48</b>	30 0	60 0	90+ 0	Past Due \$0	Payment  monthly	Balance \$0  Closed 07/2016
	Last Pmt <b>01/2018</b>	TRU	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CREDIT CARD LOST OR STOLEN									

<b>WFHE</b> #1998 (800) 416-1472  Owner: Joint	Opened <b>06/2005</b>	Reported <b>07/2015</b>	Limit <b>\$50,000</b>	Reviewed <b>48</b>	30 0	60 0	90+ 0	Past Due \$0	Payment  monthly	Balance \$0  Closed 05/2015
	Last Pmt <b>05/2015</b>	TRU (EFX,XPN)	HOME EQUITY (REV) <b>Pays as agreed</b>							
	CLOSED - CONSUMER									

<b>WFHM</b> #7080135636587 (800) 416-1472  Owner: Joint	Opened <b>02/2004</b>	Reported <b>05/2015</b>	High Credit <b>\$208,000</b>	Reviewed <b>48</b>	30 0	60 0	90+ 0	Past Due \$0	Payment  360 mos	Balance \$0  Closed 05/2015
	Last Pmt <b>04/2015</b>	TRU (EFX,XPN)	CONVENTIONAL (MTG) <b>Pays as agreed</b>							
	CLOSED FREDDIE MAC ACCOUNT CONVENTIONAL REAL ESTATE MORTGAGE									

<b>WYNDHAM CONSUMER</b> <b>FIN</b> #2202000524 (702) 304-4217  Owner: Joint	Opened <b>04/2020</b>	Reported <b>10/2020</b>	High Credit <b>\$31,961</b>	Reviewed <b>07</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>120 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>09/2020</b>	EFX (TRU)	INSTLMNT SALES (INS) <b>Pays as agreed</b>							Closed <b>10/2020</b>
	CLOSED - CREDIT GRANTOR PAID AND CLOSED									

<b>WYNDHAM VACA</b> #2002000434 (866) 854-8603  Owner: Joint	Opened <b>09/2020</b>	Reported <b>02/2022</b>	High Credit <b>\$52,624</b>	Reviewed <b>18</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>120 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>02/2022</b>	TRU (EFX)	INSTLMNT SALES (INS) <b>Pays as agreed</b>							Closed <b>02/2022</b>
	CLOSED									

### Inquiries in the Last 120 Days

01/19/2023	<a href="#">CUMBERLAND AREA</a> <a href="#">INVE</a>	Credit Report Broker		TRU
12/19/2022	<a href="#">EXPERIAN BUSINESS</a> <a href="#">CRED</a>	Credit Bureau		XPN

### Public Records

No public records found.

### Credit Summary

Account Type	Monthly Payments	Balances	Limits	Trades	30+	60+	90+
Revolving	493	14,953	73,760	25	0	0	0
Installment	1,267	176,570	175,152	19	1	0	0
Mortgage	0	0	0	1	0	0	0
Open/Other	0	0	0	0	0	0	0
<b>Total</b>	<b>\$1,760</b>	<b>\$191,523</b>	<b>\$248,912</b>	<b>45</b>	<b>1</b>	<b>0</b>	<b>0</b>

Past Due: \$0 | Worst Trade: 1 | Satisfactories: 44 | Inquiries: 2 | Public Records: 0 | Bankruptcies: 0 | Oldest Date: 03/04/92

### Additional Information

No additional information records found.

### Consumer Referral Information

EQUIFAX INFORMATION SERVICES, LLC | PO BOX 740241 ATLANTA, GA 30374 | 800-685-1111 | WWW.EQUIFAX.COM

TRANSUNION CONSUMER SOLUTIONS | PO BOX 1000 CHESTER, PA 19016 | 800-916-8800 | WWW.TRANSUNION.COM

EXPERIAN | 701 EXPERIAN PARKWAY, PO BOX 2002 ALLEN, TX 75013 | 888-397-3742 | WWW.EXPERIAN.COM

**END OF REPORT**

**CUMBERLAND AREA INVESTMENT  
CRP**

1104 ENGLAND DR  
COOKEVILLE, TN 38501

Your Credit Score and the Price  
You Pay for Credit

**Reference Number:** 723019185003161

**Applicant**

SUSAN E DOBBS  
1004 ANDERSON LN  
COOKEVILLE, TN 38501

**Your Credit Score**

Your credit  
score

+722  
Source: Experian  
Date: 01/19/2023

+675  
Source: Equifax  
Date: 01/19/2023

+642  
Source: TransUnion  
Date: 01/19/2023

**Understanding Your Credit Score**

What you  
should know  
about credit  
scores

Your credit score is a number that reflects the information in your credit report.

Your credit report is a record of your credit history. It includes information about whether you pay your bills on time and how much you owe to creditors.

Your credit score can change, depending on how your credit history changes.

How we use  
your credit  
score

Your credit score can affect whether you can get a loan and how much you will have to pay for that loan.

The range of  
scores

Experian scores range from a low of 320 to a high of 844.

Equifax scores range from a low of 334 to a high of 818.

TransUnion scores range from a low of 309 to a high of 839.

Generally, the higher your score, the more likely you are to be offered better credit terms.

## Sales Overview Report

Jan 1, 2020 12:00 AM - Jan 1, 2021 12:00 AM

Requested on: Dec 26, 2022 2:17 PM

Filters: none

## SALES

Gross Sales	\$94,608.93
Discounts	-\$11,932.23
Refunds	-\$2,645.37
Exchanges	-\$133.95
Net Sales	\$79,897.38
Non-revenue Item	\$495.00
Gift Card Activation	\$0.00
Surcharges	\$0.00
Taxes & Fees	\$7,715.53
Tips	\$0.00
Service Charges	\$0.00
Amount Collected	\$88,099.13
Unpaid Balance	\$0.00

## TENDER TYPES

Tender Types	Sales Total	Refund Total	Amount Collected
Debit Card	\$51,339.78	-\$278.85	\$51,060.93
Credit Card	\$23,250.71	-\$129.26	\$23,121.45
Cash	\$14,286.63	-\$152.52	\$14,134.11
Check	\$86.65	\$0.00	\$86.65
My Rewards	\$0.00	\$0.00	\$0.00
Gift Cards	\$2,038.72	-\$2,342.73	-\$304.01
Total	\$91,002.49	-\$2,903.36	\$88,099.13

## SALES BY CARD TYPE

Card Types	Sales Total	Refund Total	Amount Collected
Visa	\$44,214.15	-\$278.55	\$43,935.60
MasterCard	\$26,658.43	-\$129.56	\$26,528.87
Discover	\$1,971.72	\$0.00	\$1,971.72
American Express	\$1,746.19	\$0.00	\$1,746.19
Total	\$74,590.49	-\$408.11	\$74,182.38

## CASH DEPOSITS

On Device	Cash Sales	Cash Refund	Cash Adjustment	Cash Back	Cash Collected
This Device	\$14,286.63	-\$152.52	\$0.00	\$0.00	\$14,134.11
Total	\$14,286.63	-\$152.52	\$0.00	\$0.00	\$14,134.11



SUZI Q'S-Sales 12\_26\_2022

Sales Report													
Jan 1, 2021 12:00 AM - Dec 31, 2021 11:59 PM													
Requested on: Dec 26, 2022 9:43 AM													
Filters: none													
NOTE: You had 1 declined payments of \$147.00 when you were in offline mode.													
Gross Sales	\$104,153.15												
Net Sales	\$81,091.14												
Amount Collected	\$93,148.34												
Orders	1431												
Jan 1, 2021 - Dec 31, 2021	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Gross Sales	\$10,457.91	\$6,507.57	\$9,668.56	\$12,344.64	\$8,213.97	\$7,990.76	\$8,893.79	\$9,821.66	\$9,657.78	\$6,495.82	\$7,383.99	\$7,016.72	\$104,153.15
Discounts	-\$1,431.37	-\$958.17	-\$1,558.49	-\$1,610.80	-\$1,187.60	-\$935.34	-\$1,112.74	-\$1,383.56	-\$1,522.70	-\$951.00	-\$1,916.29	-\$1,693.95	-\$16,272.61
Refunds	-\$181.82	-\$114.71	-\$219.65	-\$216.87	-\$243.51	-\$197.87	-\$258.31	-\$350.15	-\$850.76	-\$373.72	-\$91.82	-\$82.37	-\$3,171.41
Exchanges	\$0.00	\$0.00	\$0.00	\$0.00	-\$17.99	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	-\$17.99
Net Sales	\$8,844.72	\$5,426.69	\$7,890.42	\$10,517.17	\$6,764.87	\$6,557.45	\$7,522.74	\$8,097.95	\$7,274.30	\$5,190.59	\$5,375.94	\$5,288.45	\$84,691.14
Non-revenue items	\$93.26	\$0.00	\$0.00	\$25.00	\$0.00	\$75.00	\$0.00	\$0.00	\$75.00	\$0.00	\$0.00	\$100.00	\$388.26
Gift Card Activations	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Taxes & Fees	\$862.34	\$528.10	\$766.32	\$1,025.44	\$659.48	\$620.89	\$693.88	\$781.66	\$659.80	\$487.65	\$524.11	\$513.68	\$8,124.43
Tip	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Service Charges	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Amount Collected	\$9,744.83	\$5,955.79	\$8,648.74	\$11,567.61	\$7,424.35	\$7,253.41	\$8,206.62	\$8,879.61	\$7,961.95	\$5,725.33	\$5,899.99	\$5,882.11	\$93,148.34
Sales by Tender and Card Type													
Credit Cards + Debit Cards	\$80,853.54												
Cash	\$12,054.72												
Gift Cards	\$143.30												
Check	\$99.78												
Amount Collected	\$93,148.34												

# Sales Report

Jan 1, 2022 12:00 AM - Dec 26, 2022 11:59 PM

Requested on: Dec 26, 2022 9:48 AM

Filters: none

Gross Sales \$83,142.79  
 Net Sales \$64,555.66  
 Amount Collected \$70,580.56  
 Orders 1157

## Jan 1, 2022 - Dec

26, 2022	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Gross Sales	\$6,286.25	\$7,398.41	\$6,842.21	\$5,614.08	\$8,551.53	\$9,690.65	\$12,355.34	\$15,899.43	\$7,863.61	\$2,641.28	\$0.00	\$0.00	\$83,142.79
Discounts	(\$1,085.25)	(\$1,214.48)	(\$1,135.18)	(\$678.00)	(\$593.25)	(\$2,758.79)	(\$3,589.00)	(\$3,835.77)	(\$861.97)	(\$212.18)	\$0.00	\$0.00	(\$15,963.87)
Refunds	(\$243.48)	(\$24.64)	(\$196.97)	(\$302.88)	(\$159.27)	(\$397.39)	(\$86.91)	(\$536.92)	(\$367.09)	(\$280.72)	\$0.00	\$0.00	(\$2,596.27)
Exchanges	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	(\$26.99)	\$0.00	\$0.00	\$0.00	(\$26.99)
Net Sales	\$4,957.52	\$6,159.29	\$5,510.06	\$4,633.20	\$7,799.01	\$6,534.47	\$8,679.43	\$11,526.74	\$6,607.56	\$2,148.38	\$0.00	\$0.00	\$64,555.66
Non-revenue item	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gift Card Activatio	\$0.00	\$0.00	\$0.00	\$170.00	\$0.00	\$28.11	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$198.11
Taxes & Fees	\$484.33	\$577.23	\$519.31	\$451.81	\$476.40	\$637.13	\$732.75	\$1,094.14	\$644.21	\$209.48	\$0.00	\$0.00	\$5,826.79
Tips	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Service Charges	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Amount Collected	\$5,441.85	\$6,736.52	\$6,029.37	\$5,255.01	\$8,275.41	\$7,199.71	\$9,412.18	\$12,620.88	\$7,251.77	\$2,357.86	\$0.00	\$0.00	\$70,580.56

## Sales by Tender and Card Type

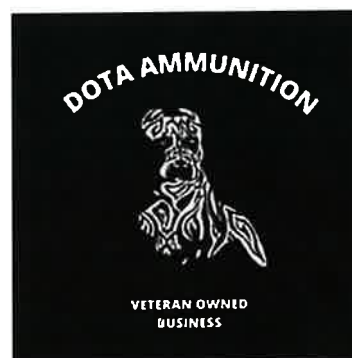
Credit Cards +  
 Debit Cards \$62,175.73  
 Cash \$8,523.73  
 Gift Cards (\$118.90)  
 Amount Collected \$70,580.56

## DOTA AMMUNITION

Upper Cumberland Development District  
Loan Proposal – February 15<sup>th</sup>, 2023

### DOTA AMMUNITION

- DOTA Ammunition is a privately held certified Economically Disadvantaged Woman-Owned Small Business located in Eastern, Tennessee.
- This business will provide ammunition manufacturing, acquisition support, and R&D solutions.
- DOTA Ammunition has the intention of manufacturing and selling ammunition to distributor warehouses.
- The business will be owned and operated by Alex and Ashley De Marco.
- Proposed location at 1128 Commerce Drive, Jamestown, TN.



Cumberland Area Investment  
CORPORATION

## DOTA AMMUNITION

### Phase 1

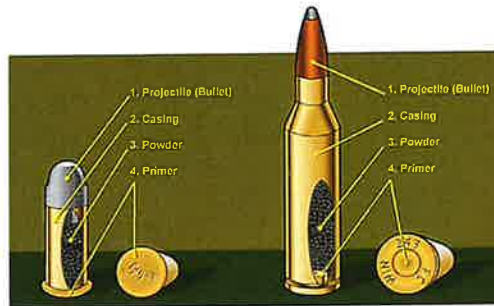
- Step 1: Manufacture projectiles and produce full rounds of ammunition.
  - Step 2: Manufacture projectiles with raw materials remaining from full round production.
- During this phase, 20 jobs would be created in the community.

### Phase 2

- Purchase additional equipment to manufacture casings & primers.

### Customers

- Distributor Warehouses: Crow Supply, Lipsey, Chattanooga Shooting Supplies, etc. These distributors would then sell to Mom & Pop gun stores and large retail stores.



Cumberland Area Investment  
CORPORATION

## Proposed Project

THE FACILITY WILL BE LEASED THROUGH THE IDB OF FENTRESS COUNTY. THE COMPANY PLANS TO EXPAND TO THE CLARKRANGE REGIONAL BUSINESS PARK IN THE FUTURE.

- \* Project Total Cost: \$380,837
- \* **Loan Amount: \$260,837**
- \* Proposed Rate: 10.40%
- \* Proposed Term: 10 years
- \* Approx. Monthly Payment: \$3,505.01



Cumberland Area Investment  
CORPORATION

## Job Creation

THIS SHOWS THE TOTAL NUMBER OF JOBS DOTA AMMUNITION WILL CREATE EACH YEAR BEGINNING IN 2023 TO 2027.

# Workers	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
Full-Time	3	5	5	5	5	10	10	10	10	10	10	15
Part-Time	-	-	-	-	-	-	-	-	1	1	1	2
Contractors	-	-	-	-	-	-	-	-	3	3	3	3
Total	3	5	5	5	5	10	10	10	14	14	14	20

# Workers	2023	2024	2025	2026	2027
Full-Time	15	45	65	85	97
Part-Time	2	2	4	4	6
Contractors	3	5	10	15	15
Total	20	52	79	104	118

Cumberland Area Investment  
CORPORATION

## Projections 2023 – 2027

Income Statement					
Revenue	\$ 4,464,720	\$ 27,651,456	\$ 29,851,461	\$ 32,823,770	\$ 36,748,757
COGS	\$ 2,399,787	\$ 20,380,276	\$ 21,603,093	\$ 23,331,340	\$ 25,664,474
Gross Margin	\$ 2,064,933	\$ 7,271,180	\$ 8,248,368	\$ 9,492,429	\$ 11,084,283
Operating Expenses					
Advertising & Promotion	\$ 380,000	\$ 391,400	\$ 403,142	\$ 419,671	\$ 438,556
Depreciation & Amortization	\$ 1,200,000	\$ (24,000)	\$ (35,280)	\$ (45,629)	\$ (49,279)
General & Administrative	\$ 82,000	\$ 160,000	\$ 163,200	\$ 167,280	\$ 171,462
Insurance	\$ 98,400	\$ 150,826	\$ 156,859	\$ 164,702	\$ 174,584
Marketing	\$ 12,000	\$ 65,000	\$ 68,250	\$ 71,663	\$ 75,982
Maintenance	\$ 26,400	\$ 40,000	\$ 40,600	\$ 41,412	\$ 42,240
Office Rent	\$ 90,000	\$ 92,700	\$ 95,481	\$ 100,255	\$ 105,268
Professional Fees	\$ 20,000	\$ 40,000	\$ 41,000	\$ 42,230	\$ 43,497
Technology	\$ 41,700	\$ 85,000	\$ 90,950	\$ 98,226	\$ 107,066
Travel, Meals and Entertainment	\$ 75,500	\$ 105,000	\$ 106,050	\$ 108,171	\$ 110,334
Utilities	\$ 54,000	\$ 88,000	\$ 90,640	\$ 108,768	\$ 135,960
Wages and Benefits	\$ 392,607	\$ 2,198,364	\$ 3,316,710	\$ 4,550,784	\$ 5,451,427
Miscellaneous	\$ 18,000	\$ 18,180	\$ 18,362	\$ 18,545	\$ 18,731
Total Expenses	\$ 2,490,607	\$ 3,410,470	\$ 4,555,964	\$ 5,646,078	\$ 6,825,808
Earnings Before Interest & Taxes	\$ (425,674)	\$ 3,860,710	\$ 3,692,404	\$ 3,846,352	\$ 4,258,474
Employee Bonuses	\$ -	\$ 366,071	\$ 369,240	\$ 364,635	\$ 425,847
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -
Earnings Before Taxes	\$ (425,674)	\$ 3,860,710	\$ 3,692,404	\$ 3,846,352	\$ 4,258,474
Income Taxes	20.0%	\$ -	\$ 772,142	\$ 729,270	\$ 851,695
Net Earnings	\$ (425,674)	\$ 3,088,568	\$ 2,953,924	\$ 2,917,081	\$ 3,406,779

Cumberland Area Investment  
CORPORATION

## DOTA AMMUNITION

- Will be working toward government contracts to manufacture ammunition and classified material.
- On September 7 the Russian ammo ban takes full effect. There will be no more imports of Russian ammo which is 30% of the U.S. market.
- If DOTA Ammunition were to win 2 of 5 contracts, they would receive government furnished equipment estimated at \$20 million per line. Contract would be guaranteed 7 years with an additional three one-year extensions.
- DOTA Ammunition already has a secured primer manufacturer that will meet any requirements that this industry may have.



Cumberland Area Investment  
CORPORATION

## USE OF FUNDS

Use	Amount
Facility Upgrades	\$35,000
Furniture & Fixtures	\$16,000
Inventory Purchase	\$153,000
Working Capital	\$95,096
Legal, Marketing, & Other	\$81,741
<b>TOTAL</b>	<b>\$380,837</b>

Cumberland Area Investment  
CORPORATION

## SOURCES OF FUNDS

Source	Amount	Rate	Term
Upper Cumberland Development District	\$260,837	10.40%	10 years
Alex & Ashley De Marco	\$40,000	-	-
TVA	\$80,000	-	-
<b>TOTAL Sources of Funds</b>	<b>\$380,837</b>		

Cumberland Area Investment  
CORPORATION

## COLLATERAL

Type	Market Value	Lien	Equity	Discounted Value	Position
111 Fallberry St. Oak Ridge, TN.	\$399,992	\$395,327	\$4,665	\$3,732	2 <sup>nd</sup>
Furniture & IT Equipment	\$16,000	-	\$16,000	\$8,000	1 <sup>st</sup>
Raw Materials: Quality Control	\$133,481	-	\$133,481	\$100,111	1 <sup>st</sup>
Assignment of Life Insurance	\$260,837	-	-	-	1 <sup>st</sup>
Personal Guarantees (2)	-	-	-	-	-
<b>TOTAL Collateral</b>				<b>\$111,842.75</b>	

Cumberland Area Investment  
CORPORATION



## REGIONAL PARTNERS

- Tennessee Valley Authority (TVA)
- Tennessee Department of Economic & Community Development (TNECD)
- Industrial Development Board of Fentress County (IDB)
- Small Business Development Center (SBDC)

Cumberland Area Investment  
CORPORATION

## Loan Application Overview

### BORROWER INFORMATION

Company Name:	DOTA Ammunition	Current # of Jobs:	2
Owners:	Ashley & Alex De Marco	# of Jobs Created:	20
Address:	1128 Commerce Dr. Jameson, TN 38556	Comm. Mtg. Date:	2/2/2023
TAX ID:		Board Mtg. Date:	2/15/2023

### COMPANY SUMMARY

Founded in 2020, DOTA Ammunition is a privately held, certified Economically Disadvantaged Woman-Owned Small Business located in Eastern Tennessee employing engineers, ammo techs, and firearm instructors. This business will provide ammunition manufacturing, logistical support, and R&D solutions. They also have implemented systems utilizing custom solutions, as well as many product offerings from a variety of vendors. DOTA Ammunition has the intention of manufacturing and selling ammunition in Fentress County, Tennessee to various clients.

### PROJECT SUMMARY

DOTA Ammunition is seeking for a loan amount of \$260,837 to begin Phase 1 of this project and bring this industry to Fentress County. This business will be located at 1128 Commerce Drive and the facility will be leased to Alex and Ashley through the Industrial Development Board of Fentress County. After Phase 1 is fully completed, they will begin to look at Phase 2 to be in Clarkrange. With Phase 1, it would create 20 jobs for this community in the Upper Cumberland.

### SOURCES & USES OF FUNDS

Uses of Funds			Sources of Funds		
1	Facility Upgrades	\$35,000	1	UCDD	\$260,837
2	Furniture & Fixtures	\$16,000	2	Alex & Ashley DeMarco	\$40,000
3	Inventory Purchase	\$153,000	3	TVA	\$80,000
4	Working Capital	\$95,096			
5	Legal, Marketing, & Other	\$81,741			
TOTAL		\$380,837	TOTAL		\$380,837

### COLLATERAL DETAIL

Type/Description	Value	Lien	Equity	Discounted Value	Position
111 Fallberry St. Oak Ridge, TN 37830	\$399,992	\$395,327	\$4,665	\$3,732	2nd
Furniture and IT Equipment	\$16,000	-	\$16,000	\$8,000	1st
Raw Materials: Quality Control	\$133,481	-	\$133,481	\$100,111	1st
Assignment of Life Insurance	\$260,837				1st
Personal Guarantees (2)					
TOTAL				\$111,842.75	

Loan to Value (<90 desired) 233%

Discount %	
Land & Building	80%
Machinery & Equip	75%
Technology	50%
Inventory	60%
Receivables	60%

### PRE-UCDD LOAN DEBT LEVEL

#### Owner 1 Credit Info - Alex De Marco

Company	Type	Monthly Payment Amt.	Balance	Past Due
Freedom Mortgage Corp	Mortgage	\$ 2,304	\$ 395,327	\$ -
Carmax Auto Finance	Auto	\$ 998	\$ 45,018	\$ -
Capital One Auto Finance	Auto	\$ 768	\$ 43,445	\$ -
Upgrade INC	Unsecured	\$ 330	\$ 7,595	\$ -
Department of Education	Education Loan	\$ -	\$ 3,012	\$ -
Department of Education	Education Loan	\$ -	\$ 2,374	\$ -
United Consumer Financial Service	Installment Sales	\$ 136	\$ 2,180	\$ -
Discover Bank	Credit Card	\$ 42	\$ 2,059	\$ -
Department of Education	Education Loan	\$ -	\$ 1,549	\$ -
USAA Savings Bank	Credit Card	\$ 58	\$ 1,135	\$ -
First Premier Bank	Credit Card	\$ 52	\$ 740	\$ -
Department of Education	Education Loan	\$ -	\$ 727	\$ -
Department of Education	Education Loan	\$ -	\$ 3,633	\$ -
Greensky Credit	Unsecured	\$ 289	\$ 14,660	\$ -
Discover Bank	Credit Card	\$ 418	\$ 12,306	\$ -
Pentagon Federal Credit Union	Unsecured	\$ 255	\$ 9,008	\$ -
Credit One Bank	Credit Card	\$ 57	\$ 1,125	\$ -
Credit One Bank	Credit Card	\$ 40	\$ 792	\$ -
Exxon Mobil	Credit Card	\$ 30	\$ 743	\$ -
TOTAL	19	\$ 5,773	\$ 547,428	\$ -

#### Owner 2 Credit Info - Ashley De Marco

Company	Type	Monthly Payment Amt.	Balance	Past Due
US Department of Education	Education Loan	\$ -	\$ 6,098	\$ -
US Department of Education	Education Loan	\$ -	\$ 4,200	\$ -
US Department of Education	Education Loan	\$ -	\$ 3,052	\$ -
US Department of Education	Education Loan	\$ -	\$ 2,773	\$ -
US Department of Education	Education Loan	\$ -	\$ 1,143	\$ -
US Department of Education	Education Loan	\$ -	\$ 674	\$ -
Upstart Network	Unsecured	\$ 184	\$ 7,193	\$ 304
US Department of Education	Education Loan	\$ -	\$ 6,098	\$ 6,098
US Department of Education	Education Loan	\$ -	\$ 4,200	\$ 4,200
US Department of Education	Education Loan	\$ -	\$ 3,052	\$ 3,052
US Department of Education	Education Loan	\$ -	\$ 2,773	\$ 2,773
US Department of Education	Education Loan	\$ -	\$ 1,443	\$ 1,443
Credit One Bank	Credit Card	\$ 54	\$ 1,082	\$ -
Wahfield	Collection	\$ -	\$ 999	\$ 999
US Department of Education	Education Loan	\$ -	\$ 798	\$ 799
Credit One Bank	Credit Card	\$ 36	\$ 705	\$ -
US Department of Education	Education Loan	\$ -	\$ 674	\$ 674
US Department of Education	Education Loan	\$ -	\$ 393	\$ 333
Accresoteam	Collection	\$ -	\$ 175	\$ 175
Biglotts	Charge Account	\$ -	\$ 119	\$ 40
Accresoteam	Collection	\$ -	\$ 100	\$ 100
TOTAL	20	\$ 279	\$ 47,665	\$ 20,990

Combined Pre-UCDD Loan Debt Level

	Total Lines of Credit	Total Monthly		
		Payments	Total Balance	Total Past Due
TOTAL	39	\$ 6,052	\$ 595,093	\$ 20,990

### PERSONAL FINANCIAL INFORMATION

Owners: Alex & Ashley De Marco  
Financial Information For: Alex & Ashley De Marco

Credit Scores (Alex De Marco)	Credit Scores (Ashley De Marco)	Income / Capital / Assets	
537	520	Gross Individual Monthly Income	\$ 11,446.50
523	470	Annual Gross Household Income	\$ 137,358
		Assets	\$ 1,424,000
		Networth	\$ 884,974

Debt / Liabilities	
Total Monthly Debt PMTs, not including UCDD payment	\$ 5,773
UCDD monthly Debt PMT	\$ 3,505.01
Total of all Monthly Debt Payments	\$ 9,278.01
Liabilities	\$ 99,026

Tax Returns	2019	2020	2021
Adjusted Gross Income	\$148,403	\$133,489	\$137,358

Additional Owner Section (If Needed)

Total Financial Information of Owner(s)

Avg Credit Score
512.5

Income / Capital / Assets	
Total Gross Individual Monthly Income	\$ 11,446.50
Total Annual Gross Household Income	\$ 137,358
Total Assets	\$ 1,424,000
Total Network	\$ 884,974

Debt / Liabilities	
Total Monthly Debt PMTs, not including UCDD payment	\$ 5,773
UCDD monthly Debt PMT	\$ 3,505.01
Total of all Monthly Debt Payments	\$ 9,278.01
Total Liabilities	\$ 539,026

Tax Returns	2019	2020	2021
Adjusted Gross Income	\$148,403	\$133,489	\$137,358

### BUSINESS FINANCIAL INFORMATION

	Based on Projections		
	2023A	2024A	2025A
<b>Income Statement Info</b>			
Revenue	\$4,464,720	\$27,651,456	\$29,851,461
COGS	\$2,195,787	\$20,380,276	\$21,601,093
Gross Profit	\$2,064,933	\$7,271,180	\$8,248,368
Operating Expenses	\$2,490,607	\$3,410,470	\$4,555,964
EBITDA	(\$425,674)	\$3,860,710	\$3,692,404
Depreciation	\$1,700,000	(\$24,000)	(\$15,280)
Interest Expense	\$ -	\$ -	\$ -
Taxes Paid	\$ -	\$772,142	\$738,481
Net Income	(\$1,625,674)	\$3,112,568	\$2,989,203
<b>Balance Sheet Info</b>			
Cash	(\$65,674)	\$2,998,893	\$5,917,537
Inventory	\$0	\$0	\$0
Total Current Assets	(\$65,674)	\$2,998,893	\$5,917,537
Total Assets	(\$1,265,674)	\$1,822,893	\$4,776,817
Current Liabilities	\$ -	\$ -	\$ -
Long-Term Liabilities	\$4,960,000	\$4,960,000	\$4,960,000
Stockholder's Equity	\$ -	\$3,088,568	\$6,042,491
Total Liabilities & Equity	\$4,960,000	\$8,048,568	\$11,002,491
<b>Cash Flow Info</b>			
Net Cash Flow from Operations	N/A	\$24,001	\$35,279

### PROPOSED LOAN DETAILS

Loan Amount	\$260,837
Project Amount	\$380,837
% of Project	68%
Interest Rate	10.40%
Term	10 Years
Expected Payment	\$3,505.01

**Enter Customer Name**  
**Determination of Consumer Debt to Income**  
**Tax Year**  
**Date Created**  
**Lender**

**Income Summary**

<b>If Using Paystub</b>			
Hourly Rate	<input type="text"/>	Total Income	<input type="text"/>
<b>If Using Tax Returns</b>			
W-2 Wages (1040 line 1)		\$	137,358
Tax-exempt Interest (1040 line 2a)	Include only <u>recurring</u> amounts		
Taxable Interest (1040 line 2b)	Include only <u>recurring</u> amounts		
Ordinary Dividends (1040 line 3b)	Include only <u>recurring</u> amounts		
IRA Distributions (1040 line 4a)	Do not include rollovers or other nonrecurring amounts		
Pensions & Annuities (1040 line 5a)	Include only <u>recurring</u> amounts		
Social Security (1040 line 6a)			
<b>Schedule C Business Income</b>			
	Business 1    Business 2    Business 3    Business 4		
Schedule C Net Profit (line 31)	<input type="text"/>		
Depreciation (line 13)	<input type="text"/>		
Interest (line 16a and 16b)	<input type="text"/>		
Amortization if any (line 27a)	<input type="text"/>		
EBITDA	<input type="text"/>		
<b>Schedule E Rental / Royalty Income</b>			
Schedule E Net Profit (line 26)	<input type="text"/>		
<b>Schedule F Farming Income</b>			
Schedule F Net Profit (line 34)	<input type="text"/>		
Depreciation (line 23d)	<input type="text"/>		
Interest (line 12 and 13)	<input type="text"/>		
Amortization if any (line 19)	<input type="text"/>		
EBITDA	<input type="text"/>		
<b>Total Unadjusted Income</b>			137,358
<b>Adjustments to Income (include other income and deductions from income)</b>			
<input type="text"/>			
<input type="text"/>			
<input type="text"/>			
<b>Income Available to Service Debt</b>		\$	137,358.00

**Debt Summary**

Credit Score	Borrower	Co-borrower	Creditor	Loan Number	Balance/ Limit*	Interest Rate (If Known)	Monthly Payment**	Annual Payment	Notes
			Freedom Mortgage Corp		\$ 395,327		\$ 2,304	\$ 27,648	Mortgage
			Carmax Auto Finance		45,018		996	11,952	Auto
			Capital One Auto Finance		43,445		766	9,192	Auto
			Upgrade INC		7,595		330	3,960	Unsecured
			Department of Education		3,012		-	-	Education Loan
			Department of Education		2,374		-	-	Education Loan
			United Consumer Financial Service		2,180		136	1,632	Installment
			Discover Bank		2,059		42	504	Credit Card
			Department of Education		1,549		-	-	Education Loan
			USAA Savings Bank		1,135		58	696	Credit Card
			First Premier Bank		740		52	624	Credit Card
			Department of Education		727		-	-	Education Loan
			Department of Education		3,633		-	-	Education Loan
			Pentagon Federal Credit Union		9,008		255	3,060	Unsecured
			Credit One Bank		1,125		57	684	Credit Card
			Credit One Bank		792		40	480	Credit Card
			Exxon Mobil		743		30	360	Credit Card
			Upper Cumberland Development District		260,837		3,505	42,060	UCDD Loan for Phase 1
			Total Debt		\$ 781,299		\$ 8,571	\$ 102,852	
			DSCR		1.34		DTI	75%	

\*For all lines of credit and home equity lines use maximum limit (exposure) instead of current balance.

\*\*For all lines of credit, home equity lines, and loans where payment isn't known calculate a payment based on rate if known or market rate with appropriate amortization for collateral. Do not use an interest only payment.

# **DOTA PROJECT**



## **Business Plan**

## 1. Overview

Ammunition is the material that is fired, dropped, scattered, or detonated from a weapon. Ammunition comprises both components of other weapons, which create a significant effect on the target, as well as expandable weapons, such as missiles, bombs, grenades, and land mines. Typically, ammunition is denoted by its size, and various sizes are often designed to fit in a specific weapon system.

- Different types of ammunition include small caliber ammunition (.50 caliber and below), medium caliber ammunition (greater than 20mm), which includes armor-piercing, high explosive and anti-personnel cartridges, and large caliber ammunition (with projectiles for weapons being above seven inches).
- Due to the increased crime rate, mainly in Middle East and Asia-Pacific, it is observed that the procurement of handguns is increasing primarily for self-defense.
- Moreover, military forces around the world are providing new procurement contracts to ammunition providers for enhancing their arsenal. For instance, in May 2018, the Indian army finalized \$1.98 billion to establish a new facility to produce various arms in India to overcome delays from imports. ▪ The increasing defense budget is also a huge driver for the upgradation and modernization of defense solutions.
- Due to the COVID-19 pandemic, the small caliber ammunition market experienced a significant dip in 2020. However, the market is expected to stabilize during the forecast years. Moreover, the small caliber ammunition market is expected to even out by 2023.
- The growing demand for small firearms ammunition in emerging regions, such as Asia-Pacific, Middle East and Africa, is likely to increase opportunities for small caliber ammunition players across different end-user industries such as civilian, law enforcement, hunting and sports, and military. An increase in civilian conflicts and terrorist clutter across the world has further given rise to business prospects for the ammunition industry.

The global small caliber ammunition is a billion-dollar industry, which is expected to reach \$8.19 billion in 2025 at a CAGR of 3.75% during 2020-2025.

The major drivers that are creating the demand for small caliber ammunition include:

- Increased usage of firearms for self-defense
- Upsurge in wars, conflicts, and terrorism activities ▪ Increase in procurement of defense products and services
- The global small caliber ammunition market has gained its importance in military operations where it has been used against terrorist groups and enemy forces. Furthermore, companies are introducing latest technology weapons for the small caliber ammunition market that is gaining

the importance among defense end users due to the advantages of enhanced lethality. Many defense forces across the world have engaged in contracts with various leading manufacturers to produce a specific range of small caliber ammunition.

- Moreover, increasing demand in Asia-Pacific and Middle East regions gives an opportunity to the companies to expand their product in these regions. With the Middle East in political turmoil, Asia-Pacific is becoming the next hub of global economic growth, followed by Africa. New military policies in the countries of Asia-Pacific focus on modernizing weapons. For instance, in February 2019, India signed a contract with Sig Sauer, Inc. to import 72,400 assault rifles. Moreover, the U.S. military is assisting Asia-Pacific countries such as India and Japan to rebalance the defense and its economic resources, which will strengthen the partnership and alliance of both the regions.

## **2. Executive Summary**

DOTA Project is a standard Ammunition Manufacturing business established in Oak Ridge-Tennessee, USA with the intention of manufacturing and selling ammunition in Fentress County, TN to various clients. The location is very strategic as we would have many benefits to ensure that we generate our revenue and make profit in quick time, grow, and sustain our business.

Our vision is to be the preferred manufacturing business for individuals and agencies in the state. We also intend to be recognized as an authority on Ammunition for the DOD which is why we intend to build a solid business structure that will allow us to achieve our desired goals and objectives.

We intend to ensure that we source for and hire the right employees that are not only professional and competent but also identify with our goals and core principles and are committed to ensuring that they work to help us attain and achieve our intended goals and objectives.

We intend to ensure that our employees are well paid and have a great welfare package, which is the best across similar start-ups such as ours. We believe that ensuring that our employees are well paid is very important as this will boost their productivity.

We also have the best customer service available in the industry as we take our customers very seriously and intend to retain a very high percentage. We have trained customer service executives that ensure that all our customers' complaints and inquiries are promptly attended to.

Finally, our owners Ashley and Alex have the necessary experience needed to make the business a success but also have the qualifications and necessary network to ensure that we become the preferred Ammunition supplier in Tennessee.

## **3. Our Products and Services**



DOTA Ammunition has been established to manufacture ammunition its primary location to be in Jamestown-Tennessee and the Follow on to be in ClarkRange-Tennessee. However, due to the fact that we intend to expand our revenue generation and boost our bottom line, we intend to ensure that we provide other services in addition to our core service.

Services directly to the Department of Defense, Federal Agencies, State entities, and general public. Our additional services are one that will be run under the permissible laws of the United States of America. Therefore, some of the products and services we would offer our customers at DOTA Ammunition are:

- Research Development Test and Evaluation (RDT&E)
- Training services
- Life Cycle Acquisitions
- Consultancy and Advisory Services

#### **4. Our Mission and Vision Statement**

- Our vision is to be the preferred Ammunition Manufacturer business for individuals and agencies in TN. We also intend to be recognized as an authority on guns and ammo here in Oak Tennessee.
- In order to achieve our vision, we intend to ensure that our employees remain updated about the gun industry and are also competent and experienced enough to help us achieve our objectives.

#### **Our Business Structure**

Because we know how important having the business structure is in ensuring an organization starts off smoothly, we are taking our business structure very seriously by making sure that we build a structure that is not only perfect but one that aligns with our core values and principles as a business.

This means that we intend to go the extra mile in ensuring that we pick the right employees to work it DOTA Ammunition. Asides from ensuring that our employees are competent, we also intend to ensure that they are well paid especially in comparison to similar start-ups such as ours in the industry. This we believe will enhance their productivity.

We intend to make sure that all our employees are suitably trained in customer relations and that they work in an environment that is conducive and will aid them in achieving the needed tasks and intended goals for the organization. Below is the structure we intend to build at DOTA Ammunition by the end of year one.

- Chief Executive Officer/Financial Officer
- Chief Operations Officer/ Revenue Officer

- Tooling Technicians x 3
- Machine Operators x 10 FT 2 PT

## 5. SWOT Analysis

In order to ensure that we build a business that is based on excellence, we have decided to take a look critically at our business concept with the help of a reputable business consultant in Fentress County to help us decide if our business will make it in the strong competitive environment we are intending to venture into.

In looking through our business concept, the business consultant evaluated our SWOT (strengths, weaknesses, opportunities and threats) analysis so as to use in determining how we best fare in this industry. Below is the of the SWOT analysis that was conducted for us at DOTA Ammunition;

- Strengths

Our numerous strengths lie in the fact that we have a service advantage that allow us to also offer other services in addition to manufacturing ammunition. We also have a strong Name presence that has attracted and allowed us to get to where we are today.

We also have ensured that we employ only competent and experienced employees to handle all our various customers. Finally, we have a strong management as our owners; Ashley and Alex have all it takes to ensure that we become a success.

- Weaknesses

In an effort to ensure that customers get the best services and also offering some services for free, we will have to deal with a high debt burden. However, there are plans and processes in place to ensure that we lower our debts significantly.

We also have not showed a strong presence online, and so in comparison to our competitors we are weak online. We however intend to overcome this by laying strategies that would enable us have a strong presence online.

- Opportunities

The opportunities available to us are the fact that new technologies are drawing in more gun enthusiasts to purchase guns. Also, there are loosening regulations for civilians to own guns especially in some areas. The manufacturing also offers us the opportunity to offer new services to their clients and therefore attract more customers to the business.

- Threats

Even though the Business might seem lucrative, there are still threats that those who intend starting the business or are running it are going to face or are already facing. The threats that we are likely to face are; government regulations, depending on the government in charge, policies regarding the manufacture and sales of guns might change.

Bad economy, a poor economy will lead to less people having the disposable income in which to buy or own a gun. Also, owning a gun can be politically risky. We are however prepared to face any threats that are likely to crop up during the course of starting our gun shop business.

## **6. MARKET ANALYSIS**

- **Market Trends**

According to the Pew Research Center, there are about 310 million guns in the United States of America, which means almost every one person owns a gun. This is made possible because judges and legislators in the United States recognize that individuals have the constitutional rights to bear arms. This has made guns and ammunition sales to grow into a \$15 billion dollar industry that is still growing.

However, this has made the industry become so controversial as there are strong debates about how gun rights are eroding public safety. According to the Centers for Disease control and Prevention estimate, about 85 people die every day in the United States from being shot by a gun, which makes the country one that has the highest gun ownership for civilians as well as the highest firearm-related deaths across developed countries globally.

Between 2008 and 2013, the gun and ammo manufacturing industry grew tremendously especially as revenue grew to 7 billion in 2013 which meant it grew at 8.4% per year. The impact on the sales of guns also improved in 2001 especially after the September 11 terror attacks, which caused the sales of guns to increase to 22% and then increase by 19% in October.

This shows that more people bought guns because they did not know what to expect from the government as regards passing new regulations – especially after shooting events – tightening policies on guns.

Gun manufacturers such as Smith and Wesson reported a 43% profit in the year 2013, thereby hitting a record \$588 million. Gun manufacturers like Sturm Ruger & Co. also saw profits increase for it to \$492 million in 2012, which showed that there was an increase in the sales of gun after events like the elections or mass shootings.

## **7. OUR TARGET MARKET**

The target market for the Business is quite huge as more people are getting concerned about the lack of security and are looking towards protecting themselves by procuring a gun. Earlier, only the law enforcement agencies and security outfits could own guns but nowadays getting a gun is as simple as walking into a gun shop, filling certain forms, and then having a gun.

In order to accurately determine what target market, we need to draft our several strategies for, we intend to conduct a marketing analysis that will help us understand who our target market is, what characteristics they would display as well as what they expect from us as a business.

Therefore, from the conclusion of our market research, we are operating our Business to sell to the following groups of people;

- Department of Defense
- Federal Agencies
- State Agencies
- General Public

## OUR COMPETITIVE ADVANTAGE

DOTA Ammunition is one that has not only been established to generate revenue and make profit but is also intended to compete favorably against other manufacturers in the US. It is due to this reason that we have laid down several competitive strategies that will allow us to have an advantage on our competitors.

The first competitive advantage we intend to have over our competitors is the fact that we would be competing on Defense Priorities Allocation System (DPAS) Contacts which gives us an edge over our large competitors.

Secondly, we have located a strategic location that allows us to start small and grow into the size we need without moving long distance.

We highly believe in having a sound business structure and as such we intend to ensure that we hire competent and experienced employees who understand the market and also strive to remain updated about industry trends in order to ensure that customer's inquiries and questions are accurately answered.

## 8. SALES AND MARKETING STRATEGY

- Sources of Income

At DOTA Ammunition, we intend to ensure that we manufacture top of the line ammunition as well as offer other related service to our different customers here in the U.S. in order to not only generate revenue from the business but also to ensure that we improve and boost our bottom line.

Therefore, DOTA Project intends to generate revenue for our company by offering the following services;

- Custom Manufacturing
- DOD sales
- Federal Sales
- General Consumer Sales

## 9. Sales Forecast

More people are buying guns due to the poor security experienced especially as mass shootings are increasing and more peoples' homes are being invaded due to poor security measures by the law enforcement and relevant government agencies.

We intend therefore to conduct a thorough analysis of the market in order to garner accurate facts as regards our chances in this industry. The information and data that would be used will be sourced from similar start-ups.

The sales projections conducted on behalf of DOTA Ammunition business based on certain trends and assumptions during the course of carrying out the evaluations are as follows;

- First Fiscal Year-: \$-425,674
- Second Fiscal Year-: \$4,833,111
- Third Fiscal Year-: \$4,455,248

N.B: It should be noted that we conducted the above sales projections based on certain factors and assumptions that were available during the time the evaluation was done. The assumptions used in this case were that there will not be an arrival of any major unknown competitor. (Not possible for Alex not to know in the U.S.)

However, should there be any change in the assumptions, it will probably lead to an increase or decrease in the above projected figures.

- Marketing Strategy and Sales Strategy

The business is one that requires marketing in order to generate revenue just like any other business. Marketing is what helps a business grow through revenue generation as well as boosting of the bottom line. Asides from generating revenue for a business, marketing also ensures that the right awareness is created for the business.

This is why we intend to conduct a marketing survey that will allow us draft the right marketing strategies necessary to help us grow the business. Also, conducting a marketing survey will help us gather the right information and data necessary to penetrate the target market and get a huge share of customers.

Asides generating revenue and gaining the right customers for our business, our intention is also to be able to favorably compete against other businesses no matter how long they have been established.

We have sought for and hired the services of a reputable business consulting firm that is adept in marketing and thoroughly understands the industry we are in and the kind of business we will be running as well the environment in which the business will be running. The business consulting firm will ensure that they help us draft strategies that will best suit our corporate policies.

Also, our marketing team has been empowered to also draft and ensure that they implement the right marketing strategies that are in line with our core values as a business. They will need to network with gun shooting ranges, security agencies, State and Federal Agencies, and other reliable networks that will ensure that awareness is increased for DOTA Ammunition.

Therefore, some of the strategies which we intend to adopt in marketing our gun shop business is;

- Engage in direct marketing and sales
- Throw a grand Federal, State, and Marketing professional, related opening party in order to create the right awareness for our new business
- Use social media platforms such as Facebook, Gun and security forums, as well as our website to market our gun shop business
- Ensure that we are listed in offline (yellow pages) and online directories
- Ensure that we introduce business to relevant potential customers such as gun shooting ranges, security agencies as well as individuals and other stakeholders in order to create awareness about our business
- Attend DOD related seminars and fairs and network with security professionals in order to promote our business

## **10. Publicity and Advertising Strategy**

Due to the fact that people are more security conscious, guns have been getting a lot of attention, as it allows people to be able to defend themselves from attack till law enforcement officers can arrive on the scene.

This does not however mean that we would not engage in publicity and advertising strategies for our business as there are still people who are not aware of the benefits of owning a gun and would require increased publicity to enable them know the importance of owning a gun.

In creating awareness for DOTA Ammunition, we intend to explore different means that would enable us not only generate more revenue that would increase our bottom line but also allow us to penetrate the market in order to gain a huge share of the market.

The publicity strategies we intend to adopt are those that will also make us compete favorably against our competitors around the United States of America. Some of the platforms we intend to use in order to have an advertise as well as positively promote DOTA Ammunition are;

- Ensure that we network with as many gun shooting ranges as well as law enforcement facilities as much as we can
- Send out monthly press releases on the importance of being security conscious and the importance of owning a gun
- Use social media platforms such as Facebook, Gun and security forums, as well as our website to positively promote our gun shop business
- Sponsor relevant programs in the community where we are located

## **11. Our Pricing Strategy**

The pricing strategy that would be determined in order for us to sell our guns and other related security artifacts is an aspect that has to be taken seriously as there are several factors that determine the rate at which we will sell our ammunition to our clients.

First, in determining the price, we have to consider factors such as how much we are getting the raw material from major vendors and manufacturers, what our overheads and running expenses are, as well as what our competitors are offering.

In ensuring that we attract the right number of customers into our business, we would ensure that we lower the prices for our ammunition for a period of three months. This is so as to be able to penetrate the market and ensure that we gain a large share of the market, as well as boost our bottom line during this period of offering our customers a discount.

Having conducted a critical evaluation of what revenue we might likely generate this month; we are confident that we would not run at a loss during this period.

- **Payment Options**

As a standard gun shop business, we intend to ensure that our different customers have different payment options that will suit their preferences, their lifestyle, as well as DOTA Ammunition. Therefore, the different payment options we intend to offer to our various clients are;

- Payment via cash
- Payment via Commercial check
- Payment via online payment portal
- Payment via Point of Sale (POS) Machine
- Payment via credit card

The above payment platforms were carefully chosen by our management for the best interest of our business and will offer work for all our clients without hitches of any sorts.

## **12. Startup Expenditure (Budget)**

Starting an Ammunition Manufacturing business is dependent on what budget is in place to start the business with. Also, it depends on the scale of business that you intend to start up which will affect how the capital will be spent. In spending our start-up capital, we intend to spend the bulk of our capital in paying our employees, paying for utility bills and also purchasing the necessary equipment required to start the business.



Therefore, the key areas where we intend to spend our start-up capital on are;

- Other legal expenses such as obtaining accounting software – \$3,060
- Cost of purchasing different guns and accessories for Quality Control – \$15,481
- Insurance coverage (General liability, property liability and workers' compensation) – \$8200
- Operational cost for the first 5 months (payment of employee salaries and utility bills) – \$95,096
- Other start-up expenses (furniture, phones, stationeries, computers and printers) – \$16000
- Cost of Cost of Goods Sold (COGS) – \$118000
- Cost of launching a website – \$10,000
- Upgrades to building, Relocation of Equipment, and Miscellaneous – \$35000

From the above break down, we would need the sum of \$300,837 in order to fully start and run our business successfully. It should be noted that the bulk of the capital would be used in buying COGS also paying the salaries of employees amongst other things.

#### Generating Funding / Startup Capital for DOTA Ammunition

DOTA Ammunition is a business that is owned by Ashley and Alex De Marco in order to source for capital for this business, they have decided to restrict their sources, as they do not want to invite Venture capital.

Therefore, the three major sources where Ashley and Alex intend to generate their start-up capital from are;

- From personal savings used
- Apply for a UCDD Loan

### **13. Sustainability and Expansion Strategy**

Just like any other business which has been established to make profit, we are in the business to ensure that our start up not only grows but is well sustained and we intend to do this by adopting the following strategies such as; building and having a sound business structure, retaining a high number of our customers, as well as ensuring that enough publicity is generated for the business, thereby creating the right awareness.

Having a good business structure is very necessary if we intend to go very far in this business and run with as less hitches as possible. This is why we intend to ensure that we hire employees who are not only competent and have the right experience but ones who also know more about our business and are committed to seeing that we grow to our desired level.

We intend to pay our employees well with a welfare package that rivals that of similar start-ups such as ours in the economy. We also intend to ensure that our employees work in an environment that is not only conducive but one that would not limit their creativity especially in handling situations that might arise during the course of running the business.

Retaining a high number of customers is necessary for a business to grow as constantly having to attract customers is very expensive for a business. In order to ensure that we retain a high number of customers and make them loyal to us, we intend to provide Quality over Quantity and manufacture with ISO standards.

We will also ensure that we give special incentives to those that help refer us to other customers, by ensuring that we create a loyalty program that works even online. Also, we intend to offer some free services to our clients in order to make them patronize our services more.

Finally, we have drafted publicity strategies that would ensure that we get the right awareness for our business and which will also allow us to penetrate the market more easily. We know that if we follow through with the above strategies, we would be able to sustain and also expand our business.

#### CHECK LIST / MILESTONES

- Business Name Availability Check: Completed
- Business Registration: Completed
- Opening of Corporate Bank Accounts: Completed
- Opening Online Payment Platforms: Completed
- Application and Obtaining Tax Payer's ID: Completed
- Application for business license and permit: Completed
- Purchase of Insurance for the Business: Completed
- Conducting feasibility studies: Completed
- Generating capital from family members: Completed
- Applications for Loan from the bank: In Progress
- Writing of Business Plan: Completed
- Drafting of Employee's Handbook: In Progress
- Drafting of Contract Documents and other relevant Legal Documents: In Progress
- Design of The Company's Logo: Completed
- Graphic Designs and Printing of Packaging Marketing / Promotional Materials: In Progress
- Recruitment of employees: In Progress
- Creating Official Website for the Company: In Progress
- Creating Awareness for the business both online and around the community: In Progress
- Health and Safety and Fire Safety Arrangement (License): In Progress
- Opening party / launching party planning: In Progress
- Establishing business relationship with vendors – wholesale suppliers / merchants: Complete

## Payroll - 2023

Type	Wage Paid	Hrs/Day	Benefits	Bonus
Full-Time	Hourly	8	Yes	Yes
Part-Time	Hourly	Varied	No	No
Contractors	Hourly	Varied	No	No

# Workers	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	FY
Full-Time	3	5	5	5	5	5	10	10	10	10	10	15	8
Part-Time	-	-	-	-	-	-	-	-	1	1	1	2	0
Contractors	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>	<b>3</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>10</b>	<b>10</b>	<b>11</b>	<b>11</b>	<b>11</b>	<b>17</b>	<b>9</b>

Avg Hourly Wage	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	FY
Full-Time	\$ 29	\$ 26	\$ 26	\$ 25	\$ 26	\$ 26	\$ 29	\$ 29	\$ 29	\$ 29	\$ 30	\$ 29	\$ 28
Part-Time	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 21	\$ 21	\$ 21	\$ 21	\$ 21
Contractors	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Average</b>	<b>\$ 29</b>	<b>\$ 26</b>	<b>\$ 26</b>	<b>\$ 25</b>	<b>\$ 26</b>	<b>\$ 26</b>	<b>\$ 29</b>	<b>\$ 29</b>	<b>\$ 25</b>	<b>\$ 25</b>	<b>\$ 25</b>	<b>\$ 25</b>	<b>\$ 26</b>

Net Pay	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	FY
Full-Time	\$ 9,893	\$ 16,934	\$ 17,141	\$ 16,934	\$ 16,198	\$ 33,016	\$ 37,969	\$ 34,867	\$ 36,318	\$ 36,318	\$ 35,754	\$ 56,203	\$ 347,346
Part-Time	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,289	\$ 2,289	\$ 2,289	\$ 4,578	\$ 11,445
Contractors	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 9,893</b>	<b>\$ 16,934</b>	<b>\$ 17,141</b>	<b>\$ 16,934</b>	<b>\$ 16,198</b>	<b>\$ 33,016</b>	<b>\$ 37,969</b>	<b>\$ 34,867</b>	<b>\$ 38,607</b>	<b>\$ 38,607</b>	<b>\$ 38,043</b>	<b>\$ 60,781</b>	<b>\$ 358,791</b>
Bonuses	\$ -	\$ 20,575	\$ 56,688	\$ 48,897	\$ 129,200	\$ 126,018	\$ 271,063	\$ 271,893	\$ 240,579	\$ 270,069	\$ 270,125	\$ 409,037	\$ 2,114,145

## Monthly Payroll Breakdown

February	Month Start	2/1/2023	Month End	2/28/2023	Net Work Days	20						
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 2.70%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$ 21	160	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ -	\$ 2,416
		Full-Time	\$ 21	160	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ -	\$ 2,416
		Full-Time	\$ 44	160	\$ 7,040	\$ 662	\$ 190	\$ 422	\$ 704	\$ 5,062	\$ -	\$ 5,062
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Wages and Bonuses												
				480	\$ 13,760	\$ 1,293	\$ 372	\$ 826	\$ 1,376	\$ 9,893	\$ -	\$ 9,893

March	Month Start	3/1/2023	Month End	3/31/2023	Net Work Days	23						
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax	State Tax	Employment Insurance	Employee Pension	Net Pay	Bonus	Total Payable
		Full-Time	\$ 44	184	\$ 8,096	761	219	\$ 486	810	\$ 5,821	7,073	\$ 12,894
		Full-Time	\$ 21	184	\$ 3,864	363	104	\$ 232	386	\$ 2,778	3,376	\$ 6,154
		Full-Time	\$ 21	184	\$ 3,864	363	104	\$ 232	386	\$ 2,778	3,376	\$ 6,154
		Full-Time	\$ 21	184	\$ 3,864	363	104	\$ 232	386	\$ 2,778	3,376	\$ 6,154
		Full-Time	\$ 21	184	\$ 3,864	363	104	\$ 232	386	\$ 2,778	3,376	\$ 6,154
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Wages and Bonuses												
				920	\$ 23,552	\$ 2,214	\$ 636	\$ 1,413	\$ 2,355	\$ 16,934	\$ 20,575	\$ 37,509

April	Month Start	Month End	4/1/2023		4/30/2023		Net Work Days		20				
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable	
		Full-Time	\$ 44	180	\$ 7,040	\$ 662	\$ 190	\$ 422	\$ 704	\$ 5,062	\$ 16,740	\$ 21,802	
		Full-Time	\$ 21	180	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 7,990	\$ 10,405	
		Full-Time	\$ 21	180	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 7,990	\$ 10,405	
		Full-Time	\$ 21	180	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 7,990	\$ 10,405	
		Full-Time	\$ 21	180	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 7,990	\$ 10,405	
		Full-Time	\$ 21	180	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 7,990	\$ 10,405	
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Total Wages and Bonuses													
				960	\$ 23,840	\$ 2,241	\$ 644	\$ 1,430	\$ 2,384	\$ 17,141	\$ 56,688	\$ 73,829	

May	Month Start	Month End	5/31/2023	Net Work Days	23							
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$ 44	184	\$ 8,096	\$ 761	\$ 219	\$ 486	\$ 810	\$ 5,821	\$ 16,808	\$ 22,629
		Full-Time	\$ 21	184	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 8,022	\$ 10,800
		Full-Time	\$ 21	184	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 8,022	\$ 10,800
		Full-Time	\$ 21	184	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 8,022	\$ 10,800
		Full-Time	\$ 21	184	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 8,022	\$ 10,800
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Wages and Bonuses												
				920	\$ 23,552	\$ 2,214	\$ 636	\$ 1,413	\$ 2,355	\$ 16,934	\$ 48,897	\$ 65,830

June	Month Start	Month End	6/1/2023	6/30/2023	Net Work Days	22						
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$	44	\$ 7,744	\$ 728	\$ 209	\$ 465	\$ 774	\$ 5,568	\$ 44,413	\$ 49,980
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 21,197	\$ 23,854
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 21,197	\$ 23,854
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 21,197	\$ 23,854
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 21,197	\$ 23,854
Total Wages and Bonuses												
				880	\$ 22,528	\$ 2,118	\$ 608	\$ 1,352	\$ 2,253	\$ 16,198	\$ 129,200	\$ 145,398

July	Month Start	Month End	Net Work Days				20					
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$	68	\$ 10,880	\$ 1,023	\$ 294	\$ 653	\$ 1,088	\$ 7,823	\$ 29,858	\$ 37,681
		Full-Time	\$	44	\$ 7,040	\$ 662	\$ 190	\$ 422	\$ 704	\$ 5,062	\$ 19,320	\$ 24,382
		Full-Time	\$	28	\$ 4,480	\$ 421	\$ 121	\$ 269	\$ 448	\$ 3,221	\$ 12,294	\$ 15,516
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
		Full-Time	\$	21	\$ 3,360	\$ 316	\$ 91	\$ 202	\$ 336	\$ 2,416	\$ 9,221	\$ 11,637
Total Wages and Bonuses												
				1,600	\$ 45,920	\$ 4,316	\$ 1,240	\$ 2,755	\$ 4,592	\$ 33,016	\$ 126,018	\$ 159,035

August	Month Start	Month End	8/31/2023		Net Work Days	23						
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$	68	\$ 12,512	\$ 1,176	\$ 338	\$ 751	\$ 1,251	\$ 8,996	\$ 64,224	\$ 73,220
		Full-Time	\$	44	\$ 8,096	\$ 761	\$ 219	\$ 486	\$ 810	\$ 5,821	\$ 41,557	\$ 47,378
		Full-Time	\$	28	\$ 5,152	\$ 484	\$ 139	\$ 309	\$ 515	\$ 3,704	\$ 26,445	\$ 30,149
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
		Full-Time	\$	21	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 19,834	\$ 22,612
Total Wages and Bonuses												
				1,840	\$ 52,808	\$ 4,964	\$ 1,426	\$ 3,168	\$ 5,281	\$ 37,969	\$ 271,063	\$ 309,032

September		Month Start	Month End	9/30/2023	Net Work Days	21						
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 70.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$ 68	168	\$ 11,424	\$ 1,074	\$ 308	\$ 685	\$ 1,142	\$ 8,214	\$ 64,421	\$ 72,635
		Full-Time	\$ 44	168	\$ 7,392	\$ 695	\$ 200	\$ 444	\$ 739	\$ 5,315	\$ 41,684	\$ 46,999
		Full-Time	\$ 28	168	\$ 4,704	\$ 442	\$ 127	\$ 282	\$ 470	\$ 3,382	\$ 26,526	\$ 29,908
		Full-Time	\$ 21	168	\$ 3,528	\$ 332	\$ 95	\$ 212	\$ 353	\$ 2,537	\$ 19,895	\$ 22,431
		Full-Time	\$ 21	168	\$ 3,528	\$ 332	\$ 95	\$ 212	\$ 353	\$ 2,537	\$ 19,895	\$ 22,431
		Full-Time	\$ 21	168	\$ 3,528	\$ 332	\$ 95	\$ 212	\$ 353	\$ 2,537	\$ 19,895	\$ 22,431
		Full-Time	\$ 21	168	\$ 3,528	\$ 332	\$ 95	\$ 212	\$ 353	\$ 2,537	\$ 19,895	\$ 22,431
		Full-Time	\$ 21	168	\$ 3,528	\$ 332	\$ 95	\$ 212	\$ 353	\$ 2,537	\$ 19,895	\$ 22,431
		Full-Time	\$ 21	168	\$ 3,528	\$ 332	\$ 95	\$ 212	\$ 353	\$ 2,537	\$ 19,895	\$ 22,431
Total Wages and Bonuses												
				1,680	\$ 48,216	\$ 4,532	\$ 1,302	\$ 2,893	\$ 4,822	\$ 34,667	\$ 271,893	\$ 306,560

October		Month Start	Month End	10/31/2023	Net Work Days	22						
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$ 68	176	\$ 11,968	\$ 1,125	\$ 323	\$ 718	\$ 1,197	\$ 8,605	\$ 57,001	\$ 65,606
		Full-Time	\$ 44	176	\$ 7,744	\$ 728	\$ 209	\$ 465	\$ 774	\$ 5,568	\$ 36,883	\$ 42,451
		Full-Time	\$ 28	176	\$ 4,928	\$ 463	\$ 133	\$ 296	\$ 493	\$ 3,543	\$ 23,471	\$ 27,014
		Full-Time	\$ 21	176	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
		Full-Time	\$ 21	176	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
		Full-Time	\$ 21	176	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
		Full-Time	\$ 21	176	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
		Full-Time	\$ 21	176	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
		Full-Time	\$ 21	176	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
		Full-Time	\$ 21	176	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
		Part-Time	\$ 124	124	\$ 2,604	\$ 245	\$ 70	\$ 222	\$ 370	\$ 2,657	\$ 17,603	\$ 20,261
				-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,289	\$ -	\$ 2,289
Total Wages and Bonuses												
				1,884	\$ 53,116	\$ 4,993	\$ 1,434	\$ 3,031	\$ 5,051	\$ 38,607	\$ 240,579	\$ 279,186



November	Month Start	Month End	11/30/2023	Net Work Days	22							
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$	68	\$ 11,968	\$ 1,125	\$ 323	\$ 718	\$ 1,197	\$ 8,605	\$ 63,988	\$ 72,593
		Full-Time	\$	44	\$ 7,744	\$ 728	\$ 209	\$ 465	\$ 774	\$ 5,568	\$ 41,404	\$ 46,972
		Full-Time	\$	28	\$ 4,928	\$ 463	\$ 133	\$ 296	\$ 493	\$ 3,543	\$ 26,348	\$ 29,891
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 19,761	\$ 22,419
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 19,761	\$ 22,419
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 19,761	\$ 22,419
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 19,761	\$ 22,419
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 19,761	\$ 22,419
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 19,761	\$ 22,419
		Full-Time	\$	21	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 19,761	\$ 22,419
		Part-Time	\$	21	\$ 2,604	\$ 245	\$ 70	\$ -	\$ -	\$ 2,289	\$ -	\$ 2,289
Total Wages and Bonuses				1,884	\$ 53,116	\$ 4,983	\$ 1,434	\$ 3,031	\$ 5,051	\$ 38,607	\$ 270,069	\$ 308,676

December	Month Start	Month End	12/31/2023	Net Work Days	21							
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$	68	\$ 11,424	\$ 1,074	\$ 308	\$ 685	\$ 1,142	\$ 8,214	\$ 62,056	\$ 70,270
		Full-Time	\$	44	\$ 7,392	\$ 695	\$ 200	\$ 444	\$ 739	\$ 5,315	\$ 40,154	\$ 45,469
		Full-Time	\$	30	\$ 5,040	\$ 474	\$ 136	\$ 302	\$ 504	\$ 3,624	\$ 27,378	\$ 31,001
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Full-Time	\$	22	\$ 3,696	\$ 347	\$ 100	\$ 222	\$ 370	\$ 2,657	\$ 20,077	\$ 22,734
		Part-Time	\$	21	\$ 2,604	\$ 245	\$ 70	\$ -	\$ -	\$ 2,289	\$ -	\$ 2,289
Total Wages and Bonuses				1,804	\$ 52,332	\$ 4,919	\$ 1,413	\$ 2,984	\$ 4,973	\$ 39,043	\$ 270,125	\$ 308,169



January	Month Start	Month End	Net Work Days			23						
Name	Employee No.	Type	Hourly Wage	Hrs/Month	Monthly Wage	Federal Tax 9.40%	State Tax 3.60%	Employment Insurance 6.00%	Employee Pension 10.00%	Net Pay	Bonus 10% of EBIT	Total Payable
		Full-Time	\$ 68	184	\$ 12,512	\$ 1,176	\$ 338	\$ 751	\$ 1,251	\$ 8,996	\$ 85,473	\$ 74,469
		Full-Time	\$ 68	184	\$ 12,512	\$ 1,176	\$ 338	\$ 751	\$ 1,251	\$ 8,996	\$ 85,473	\$ 74,469
		Full-Time	\$ 30	184	\$ 5,520	\$ 519	\$ 149	\$ 331	\$ 552	\$ 3,969	\$ 28,885	\$ 32,854
		Full-Time	\$ 22	184	\$ 4,048	\$ 381	\$ 109	\$ 243	\$ 405	\$ 2,911	\$ 21,182	\$ 24,093
		Full-Time	\$ 22	184	\$ 4,048	\$ 381	\$ 109	\$ 243	\$ 405	\$ 2,911	\$ 21,182	\$ 24,093
		Full-Time	\$ 22	184	\$ 4,048	\$ 381	\$ 109	\$ 243	\$ 405	\$ 2,911	\$ 21,182	\$ 24,093
		Full-Time	\$ 22	184	\$ 4,048	\$ 381	\$ 109	\$ 243	\$ 405	\$ 2,911	\$ 21,182	\$ 24,093
		Full-Time	\$ 22	184	\$ 4,048	\$ 381	\$ 109	\$ 243	\$ 405	\$ 2,911	\$ 21,182	\$ 24,093
		Full-Time	\$ 22	184	\$ 4,048	\$ 381	\$ 109	\$ 243	\$ 405	\$ 2,911	\$ 21,182	\$ 24,093
		Full-Time	\$ 22	184	\$ 4,048	\$ 381	\$ 109	\$ 243	\$ 405	\$ 2,911	\$ 21,182	\$ 24,093
		Full-Time	\$ 28	184	\$ 5,152	\$ 484	\$ 139	\$ 309	\$ 515	\$ 3,704	\$ 26,959	\$ 30,664
		Full-Time	\$ 21	184	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 20,220	\$ 22,998
		Full-Time	\$ 21	184	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 20,220	\$ 22,998
		Full-Time	\$ 21	184	\$ 3,864	\$ 363	\$ 104	\$ 232	\$ 386	\$ 2,778	\$ 20,220	\$ 22,998
		Part-Time	\$ 21	124	\$ 2,604	\$ 245	\$ 70	\$ 232	\$ 386	\$ 2,289	\$ -	\$ 2,289
		Part-Time	\$ 21	124	\$ 2,604	\$ 245	\$ 70	\$ 232	\$ 386	\$ 2,289	\$ -	\$ 2,289
Total Wages and Bonuses												
				2,948	\$ 83,376	\$ 7,837	\$ 2,251	\$ 4,690	\$ 7,817	\$ 60,781	\$ 409,037	\$ 469,818

**Payroll - 2023-2027**

<b>Growth Rate</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
Full-Time		5.0%	5.0%	7.5%	7.5%
Part-Time		3.0%	3.0%	4.2%	4.2%
Contractors		3.0%	3.0%	3.6%	3.6%

<b>Avg Hourly Wage</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
Full-Time	\$ 28	\$ 29	\$ 31	\$ 32	\$ 34
Part-Time	\$ 21	\$ 22	\$ 23	\$ 23	\$ 24
Contractors	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Average</b>	<b>\$ 24</b>	<b>\$ 26</b>	<b>\$ 27</b>	<b>\$ 28</b>	<b>\$ 29</b>

<b># Work Days</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
Start Date	1/1/2023	1/1/2024	1/1/2025	1/1/2026	1/1/2027
End Date	12/31/2023	12/31/2024	12/31/2025	12/31/2026	12/31/2027
# Work Days	260	262	261	261	261

<b>Payroll Forecast</b>	<b>2023</b>	<b>2024</b>	<b>2025</b>	<b>2026</b>	<b>2027</b>
Full-Time	\$ 483,096	\$ 2,773,008	\$ 4,189,676	\$ 5,752,748	\$ 6,893,146
Part-Time	\$ 13,020	\$ 11,901	\$ 12,577	\$ 13,499	\$ 14,488
Contractors	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Wages</b>	<b>\$ 496,116</b>	<b>\$ 2,784,909</b>	<b>\$ 4,202,254</b>	<b>\$ 5,766,247</b>	<b>\$ 6,907,633</b>

Federal Tax	\$ 46,634.90	\$ 261,781.43	\$ 395,011.86	\$ 542,027.20	\$ 649,317.54
State Tax	\$ 13,395.13	\$ 75,192.54	\$ 113,460.85	\$ 155,688.66	\$ 186,506.10
Insurance	\$ 21,739.32	\$ 124,785.36	\$ 188,535.44	\$ 258,873.66	\$ 310,191.56
Pension	\$ 21,739.32	\$ 124,785.36	\$ 188,535.44	\$ 258,873.66	\$ 310,191.56
<b>Net Pay</b>	<b>\$ 392,607.32</b>	<b>\$ 2,198,364.14</b>	<b>\$ 3,316,710.21</b>	<b>\$ 4,550,783.62</b>	<b>\$ 5,451,426.66</b>
Bonuses	\$ -	\$ 386,071.0	\$ 369,240.4	\$ 364,635.2	\$ 425,847.4
<b>Total Payable</b>	<b>\$ 392,607.32</b>	<b>\$ 1,812,293.19</b>	<b>\$ 2,947,469.77</b>	<b>\$ 4,186,148.44</b>	<b>\$ 5,025,579.22</b>



# Workers	2023	2024	2025	2026	2027
Full-Time	15	45	65	85	97
Part-Time	2	2	2	2	2
Contractors	-	-	-	-	-
<b>Total</b>	<b>17</b>	<b>47</b>	<b>67</b>	<b>87</b>	<b>99</b>

Taxes and Benefits			
Fed Tax	State Tax	Insurance	Pension
9.4%	2.7%	4.5%	4.5%
			Bonus
			10% of EBIT

[illegible]

COGS	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	FY
Swage	\$ 17,931	\$ 35,518	\$ 71,079	\$ 142,201	\$ 142,201	\$ 142,201	\$ 284,402	\$ 284,402	\$ 284,402	\$ 284,402	\$ 284,402	\$ 426,646	\$
Copper	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$
Product 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$
Product 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$
Product 5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$
<b>Total</b>	<b>\$ 17,931</b>	<b>\$ 35,518</b>	<b>\$ 71,079</b>	<b>\$ 142,201</b>	<b>\$ 142,201</b>	<b>\$ 142,201</b>	<b>\$ 284,402</b>	<b>\$ 284,402</b>	<b>\$ 284,402</b>	<b>\$ 284,402</b>	<b>\$ 284,402</b>	<b>\$ 426,646</b>	<b>\$ 2,399,787</b>

	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	FY
Gross Margin <sup>a</sup>	\$ 15,429	\$ 30,562	\$ 61,161	\$ 122,359	\$ 122,359	\$ 122,359	\$ 244,718	\$ 244,718	\$ 244,718	\$ 244,718	\$ 244,718	\$ 367,114	\$ 2,064,933
Product 1	-	-	-	-	-	-	-	-	-	-	-	-	-
Product 2	-	-	-	-	-	-	-	-	-	-	-	-	-
Product 3	-	-	-	-	-	-	-	-	-	-	-	-	-
Product 4	-	-	-	-	-	-	-	-	-	-	-	-	-
Product 5	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	\$ 15,429	\$ 30,562	\$ 61,161	\$ 122,359	\$ 122,359	\$ 122,359	\$ 244,718	\$ 244,718	\$ 244,718	\$ 244,718	\$ 244,718	\$ 367,114	\$ 2,064,933

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**Sales - 2023-2027**

Revenue	2023	2024	2025	2026	2027
Projectiles	\$ 4,464,720	\$ 4,687,956	\$ 4,969,233	\$ 5,366,772	\$ 5,903,449
Rounds	\$ -	\$ 22,963,500	\$ 24,882,228	\$ 27,456,998	\$ 30,845,308
Product 3	\$ -	\$ -	\$ -	\$ -	\$ -
Product 4	\$ -	\$ -	\$ -	\$ -	\$ -
Product 5	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 4,464,720</b>	<b>\$ 27,651,456</b>	<b>\$ 29,851,461</b>	<b>\$ 32,823,770</b>	<b>\$ 36,748,757</b>

COGS	2023	2024	2025	2026	2027
Projectiles	\$ 2,399,787	\$ 2,519,776	\$ 2,670,963	\$ 2,884,640	\$ 3,173,104
Rounds	\$ -	\$ 17,860,500	\$ 18,932,130	\$ 20,446,700	\$ 22,491,370
Product 3	\$ -	\$ -	\$ -	\$ -	\$ -
Product 4	\$ -	\$ -	\$ -	\$ -	\$ -
Product 5	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 2,399,787</b>	<b>\$ 20,380,276</b>	<b>\$ 21,603,093</b>	<b>\$ 23,331,340</b>	<b>\$ 25,664,474</b>

Gross Margin	2023	2024	2025	2026	2027
Projectiles	\$ 2,064,933	\$ 2,168,180	\$ 2,298,270	\$ 2,482,132	\$ 2,730,345
Rounds	\$ -	\$ 5,103,000	\$ 5,950,098	\$ 7,010,297	\$ 8,353,938
Product 3	\$ -	\$ -	\$ -	\$ -	\$ -
Product 4	\$ -	\$ -	\$ -	\$ -	\$ -
Product 5	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total</b>	<b>\$ 2,064,933</b>	<b>\$ 7,271,180</b>	<b>\$ 8,248,368</b>	<b>\$ 9,492,429</b>	<b>\$ 11,084,283</b>

**Sales Forecast Breakdown**

Projectiles	2023	2024	2025	2026	2027
Sales Price Per Unit	\$ 80	\$ 80	\$ 80	\$ 80	\$ 80
Units Sold	55,809	58,599	62,115	67,085	73,793
<b>Revenue</b>	<b>\$ 4,464,720</b>	<b>\$ 4,687,956</b>	<b>\$ 4,969,233</b>	<b>\$ 5,366,772</b>	<b>\$ 5,903,449</b>
COGS Per Unit	\$ 43	\$ 43	\$ 43	\$ 43	\$ 43
Total COGS	\$ 2,399,787	\$ 2,519,776	\$ 2,670,963	\$ 2,884,640	\$ 3,173,104
<b>Gross Margin</b>	<b>\$ 2,064,933</b>	<b>\$ 2,168,180</b>	<b>\$ 2,298,270</b>	<b>\$ 2,482,132</b>	<b>\$ 2,730,345</b>

Rounds	2023	2024	2025	2026	2027
Sales Price Per Unit	\$ -	\$ 450	\$ 460	\$ 470	\$ 480

Units Sold	-	51,030	54,092	58,419	64,261
<b>Revenue</b>	\$ -	\$ 22,963,500	\$ 24,882,228	\$ 27,456,998	\$ 30,845,308
COGS Per Unit	\$ -	350	350	350	350
Total COGS	\$ -	\$ 17,860,500	\$ 18,932,130	\$ 20,446,700	\$ 22,491,370
<b>Gross Margin</b>	\$ -	\$ 5,103,000	\$ 5,950,098	\$ 7,010,297	\$ 8,353,938

Product 3	2023	2024	2025	2026	2027
Sales Price Per Unit	\$ -	\$ -	\$ -	\$ -	\$ -
Units Sold	-	-	-	-	-
<b>Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -
COGS Per Unit	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Gross Margin</b>	\$ -	\$ -	\$ -	\$ -	\$ -

Product 4	2023	2024	2025	2026	2027
Sales Price Per Unit	\$ -	\$ -	\$ -	\$ -	\$ -
Units Sold	-	-	-	-	-
<b>Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -
COGS Per Unit	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Gross Margin</b>	\$ -	\$ -	\$ -	\$ -	\$ -

Product 5	2023	2024	2025	2026	2027
Sales Price Per Unit	\$ -	\$ -	\$ -	\$ -	\$ -
Units Sold	-	-	-	-	-
<b>Revenue</b>	\$ -	\$ -	\$ -	\$ -	\$ -
COGS Per Unit	\$ -	\$ -	\$ -	\$ -	\$ -
Total COGS	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Gross Margin</b>	\$ -	\$ -	\$ -	\$ -	\$ -



Sales Growth Rate	2023	2024	2025	2026	2027
Product 1	5.0%	6.0%	8.0%	10.0%	10.0%
Product 2	5.0%	6.0%	8.0%	10.0%	10.0%
Product 3	7.0%	8.0%	8.0%	10.0%	10.0%
Product 4	1.5%	2.0%	2.0%	3.0%	3.0%
Product 5	4.7%	5.0%	5.5%	5.5%	5.5%

**Operating Expenses - 2023**

Expenses	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	FY
Advertising & Promotion	\$ 20,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 300,000	\$ 10,000	\$ 10,000	\$ 5,000	\$ 380,000
Depreciation & Amortization	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 1,200,000
General & Administrative	\$ 3,000	\$ 3,000	\$ 3,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 82,000
Insurance	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 98,400
Marketing	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Maintenance	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 26,400
Office Rent	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 90,000
Professional Fees				\$ 5,000		\$ 15,000							\$ 20,000
Technology	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 10,000	\$ 3,100	\$ 3,100	\$ 3,100	\$ 41,700
Travel, Meals and Entertainment	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 1,500	\$ 6,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 40,000	\$ 75,500
Utilities	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 54,000
Miscellaneous	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 18,000
<b>Total Operating Expenses</b>	<b>\$ 155,200</b>	<b>\$ 140,200</b>	<b>\$ 140,200</b>	<b>\$ 147,200</b>	<b>\$ 138,700</b>	<b>\$ 153,700</b>	<b>\$ 143,700</b>	<b>\$ 138,700</b>	<b>\$ 447,900</b>	<b>\$ 153,000</b>	<b>\$ 153,000</b>	<b>\$ 186,500</b>	<b>\$ 2,098,000</b>

Interest Expense

\$

**Operating Expenses - 2023-2027**

Assumptions	2023	2024	2025	2026	2027
Advertising & Promotion		3.0%	3.0%	4.1%	4.5%
Depreciation & Amortization (% of PP&E Open Bal)	0.0%	2.0%	3.0%	4.0%	4.5%
General & Administrative		2.0%	2.0%	2.5%	2.5%
Insurance		3.0%	4.0%	5.0%	6.0%
Marketing		4.0%	5.0%	5.0%	6.0%
Maintenance		1.5%	1.5%	2.0%	2.0%
Office Rent		3.0%	3.0%	5.0%	5.0%
Professional Fees		2.5%	2.5%	3.0%	3.0%
Technology		5.0%	7.0%	8.0%	9.0%
Travel, Meals and Entertainment		1.0%	1.0%	2.0%	2.0%
Utilities		3.0%	3.0%	20.0%	25.0%
Miscellaneous		1.0%	1.0%	1.0%	1.0%
Interest Expense (% of Debt Open Bal)	0.0%	0.0%	0.0%	0.0%	0.0%

Expenses	2023	2024	2025	2026	2027
Advertising & Promotion	\$ 380,000	\$ 391,400	\$ 403,142	\$ 419,671	\$ 438,556
Depreciation & Amortization	\$ 1,200,000	\$ (24,000)	\$ (35,280)	\$ (45,629)	\$ (49,279)
General & Administrative	\$ 82,000	\$ 160,000	\$ 163,200	\$ 167,280	\$ 171,462
Insurance	\$ 98,400	\$ 150,826	\$ 156,859	\$ 164,702	\$ 174,584
Marketing	\$ 12,000	\$ 65,000	\$ 68,250	\$ 71,663	\$ 75,962
Maintenance	\$ 26,400	\$ 40,000	\$ 40,600	\$ 41,412	\$ 42,240
Office Rent	\$ 90,000	\$ 92,700	\$ 95,481	\$ 100,255	\$ 105,268
Professional Fees	\$ 20,000	\$ 40,000	\$ 41,000	\$ 42,230	\$ 43,497
Technology	\$ 41,700	\$ 85,000	\$ 90,950	\$ 98,226	\$ 107,066
Travel, Meals and Entertainment	\$ 75,500	\$ 105,000	\$ 106,050	\$ 108,171	\$ 110,334
Utilities	\$ 54,000	\$ 88,000	\$ 90,640	\$ 108,768	\$ 135,960
Miscellaneous	\$ 18,000	\$ 18,180	\$ 18,362	\$ 18,545	\$ 18,731
<b>Total Operating Expenses</b>	<b>\$ 2,098,000</b>	<b>\$ 1,212,106</b>	<b>\$ 1,239,254</b>	<b>\$ 1,295,294</b>	<b>\$ 1,374,382</b>
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -

## Income Statement - 2023

	2023												FY
USD\$000	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Dec	FY
Revenue	\$ 50,000	\$ 395,900	\$ 793,800	\$ 793,800	\$ 1,587,600	\$ 1,587,600	\$ 3,175,200	\$ 3,175,200	\$ 3,175,200	\$ 3,175,200	\$ 3,175,200	\$ 4,762,800	\$ 4,464,720
COGS	\$ 17,931	\$ 35,518	\$ 71,079	\$ 142,201	\$ 142,201	\$ 142,201	\$ 284,402	\$ 284,402	\$ 284,402	\$ 284,402	\$ 284,402	\$ 426,646	\$ 2,399,787
Gross Margin	\$ 32,069	\$ 361,382	\$ 722,721	\$ 651,599	\$ 1,445,399	\$ 1,445,399	\$ 2,890,798	\$ 2,890,798	\$ 2,890,798	\$ 2,890,798	\$ 2,890,798	\$ 4,336,154	\$ 23,448,713
Operating Expenses													
Advertising & Promotion	\$ 20,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 300,000	\$ 10,000	\$ 10,000	\$ 5,000	\$ 380,000
Depreciation & Amortization	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 100,000	\$ 1,200,000
General & Administrative	\$ 3,000	\$ 3,000	\$ 3,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 12,000	\$ 82,000
Insurance	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 8,200	\$ 98,400
Marketing	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 12,000
Maintenance	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 2,200	\$ 26,400
Office Rent	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 90,000
Professional Fees	\$ -	\$ -	\$ -	\$ 5,000	\$ -	\$ 15,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 20,000
Technology	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 2,800	\$ 10,000	\$ 3,100	\$ 3,100	\$ 3,100	\$ 41,700
Travel, Meals and Entertainment	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 1,500	\$ 1,500	\$ 6,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 40,000	\$ 75,500
Utilities	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 4,000	\$ 6,000	\$ 6,000	\$ 6,000	\$ 54,000
Wages and Benefits	\$ 9,893	\$ 16,934	\$ 17,141	\$ 16,934	\$ 16,198	\$ 33,016	\$ 37,989	\$ 34,667	\$ 38,607	\$ 38,607	\$ 38,043	\$ 60,781	\$ 358,791
Miscellaneous	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 1,500	\$ 18,000
Total Expenses	\$ 163,593	\$ 155,634	\$ 155,841	\$ 162,634	\$ 153,398	\$ 185,216	\$ 180,169	\$ 171,867	\$ 485,007	\$ 190,107	\$ 189,543	\$ 245,781	\$ 2,438,791
Earnings Before Interest & Taxes	\$ (131,524)	\$ 205,748	\$ 566,880	\$ 488,965	\$ 1,292,001	\$ 1,260,183	\$ 2,710,629	\$ 2,718,931	\$ 2,405,791	\$ 2,700,691	\$ 2,701,255	\$ 4,090,373	\$ 21,009,922
Employee Bonuses	\$ -	\$ 20,575	\$ 56,688	\$ 48,897	\$ 129,200	\$ 126,018	\$ 271,063	\$ 271,893	\$ 240,579	\$ 270,069	\$ 270,125	\$ 409,037	\$ 2,114,145
Interest Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Earnings Before Taxes	\$ (131,524)	\$ 205,748	\$ 566,880	\$ 488,965	\$ 1,292,001	\$ 1,260,183	\$ 2,710,629	\$ 2,718,931	\$ 2,405,791	\$ 2,700,691	\$ 2,701,255	\$ 4,090,373	\$ 21,009,922
Income Taxes	\$ -	\$ 41,150	\$ 113,376	\$ 97,793	\$ 258,400	\$ 252,037	\$ 542,126	\$ 543,786	\$ 481,158	\$ 540,138	\$ 540,251	\$ 818,075	\$ 4,228,289
Net Earnings	\$ (131,524)	\$ 164,598	\$ 453,504	\$ 391,172	\$ 1,033,601	\$ 1,008,146	\$ 2,168,503	\$ 2,175,145	\$ 1,924,633	\$ 2,160,553	\$ 2,161,004	\$ 3,272,299	\$ 16,781,633

20.0%

## Income Statement - 2023-2027

USD\$000

2023 2024 2025 2026 2027

## Income Statement

## Revenue

\$ 4,464,720 \$ 27,651,456 \$ 29,851,461 \$ 32,823,770 \$ 36,748,757

## COGS

\$ 2,399,787 \$ 20,380,276 \$ 21,603,093 \$ 23,331,340 \$ 25,664,474

## Gross Margin

\$ 2,064,933 \$ 7,271,180 \$ 8,248,368 \$ 9,492,429 \$ 11,084,283

## Operating Expenses

Advertising &amp; Promotion

\$ 380,000 \$ 391,400 \$ 403,142 \$ 419,671 \$ 438,556

Depreciation &amp; Amortization

\$ 1,200,000 \$ (24,000) \$ (35,280) \$ (45,629) \$ (49,279)

General &amp; Administrative

\$ 82,000 \$ 160,000 \$ 163,200 \$ 167,280 \$ 171,462

Insurance

\$ 98,400 \$ 150,826 \$ 156,859 \$ 164,702 \$ 174,584

Marketing

\$ 12,000 \$ 65,000 \$ 68,250 \$ 71,663 \$ 75,962

Maintenance

\$ 26,400 \$ 40,000 \$ 40,600 \$ 41,412 \$ 42,240

Office Rent

\$ 90,000 \$ 92,700 \$ 95,481 \$ 100,255 \$ 105,268

Professional Fees

\$ 20,000 \$ 40,000 \$ 41,000 \$ 42,230 \$ 43,497

Technology

\$ 41,700 \$ 85,000 \$ 90,950 \$ 98,226 \$ 107,066

Travel, Meals and Entertainment

\$ 75,500 \$ 105,000 \$ 106,050 \$ 108,171 \$ 110,334

Utilities

\$ 54,000 \$ 88,000 \$ 90,640 \$ 108,768 \$ 135,960

Wages and Benefits

\$ 392,607 \$ 2,198,364 \$ 3,316,710 \$ 4,550,784 \$ 5,451,427

Miscellaneous

\$ 18,000 \$ 18,180 \$ 18,362 \$ 18,545 \$ 18,731

Total Expenses

\$ 2,490,607 \$ 3,410,470 \$ 4,555,964 \$ 5,846,078 \$ 6,825,808

## Earnings Before Interest &amp; Taxes

\$ (425,674) \$ 3,860,710 \$ 3,692,404 \$ 3,646,352 \$ 4,258,474

Employee Bonuses

\$ - \$ 386,071 \$ 369,240 \$ 364,635 \$ 425,847

Interest Expense

\$ - \$ - \$ - \$ - \$ -

## Earnings Before Taxes

\$ (425,674) \$ 3,860,710 \$ 3,692,404 \$ 3,646,352 \$ 4,258,474

Income Taxes

20.0% \$ - \$ 772,142 \$ 738,481 \$ 729,270 \$ 851,695

## Net Earnings

\$ (425,674) \$ 3,088,568 \$ 2,953,924 \$ 2,917,081 \$ 3,406,779

## USD\$000

USD\$000

Supporting Schedules

### Working Capital Concepts

[illegible]



## Balance Sheet - 2023-2027

USD\$'000

### Assumptions

	2023	2024	2025	2026	2027
Accounts Receivable (Days)	-	-	-	-	-
Inventory (Days)	-	-	-	-	-
Accounts Payable (Days)	-	-	-	-	-
Capital Expenditures	\$	\$	\$	\$	\$
Debt Issuance (Repayment)	\$ (840,000)	\$	\$	\$	\$
Equity Issued (Repaid)	\$	\$	\$	\$	\$
Prepaid Expenses Growth Rate	2%	2%	2%	2%	2%
Accrued Expenses Growth Rate	1%	1%	1%	1%	1%

### Balance Sheet

#### Assets

Current assets:					
Cash	\$ (65,674)	\$ 2,998,893	\$ 5,917,537	\$ 8,788,989	\$ 12,146,490
Accounts Receivable	\$	\$	\$	\$	\$
Prepaid expenses	\$	\$	\$	\$	\$
Inventory	\$	\$	\$	\$	\$
Total current assets	\$ (65,674)	\$ 2,998,893	\$ 5,917,537	\$ 8,788,989	\$ 12,146,490
Property & Equipment	\$ (1,200,000)	\$ (1,176,000)	\$ (1,140,720)	\$ (1,095,091)	\$ (1,045,812)
<b>Total Assets</b>	<b>\$ (1,265,674)</b>	<b>\$ 1,822,893</b>	<b>\$ 4,776,817</b>	<b>\$ 7,693,898</b>	<b>\$ 11,100,678</b>

#### Liabilities

Current liabilities:					
Accounts Payable	\$	\$	\$	\$	\$
Accrued expenses	\$	\$	\$	\$	\$
Total current liabilities	\$	\$	\$	\$	\$
Long-term debt	\$ 4,960,000	\$ 4,960,000	\$ 4,960,000	\$ 4,960,000	\$ 4,960,000
<b>Total Liabilities</b>	<b>\$ 4,960,000</b>	<b>\$ 4,960,000</b>	<b>\$ 4,960,000</b>	<b>\$ 4,960,000</b>	<b>\$ 4,960,000</b>

#### Shareholder's Equity

Equity Capital	\$	\$	\$	\$	\$
Retained Earnings	\$	\$ 3,088,568	\$ 6,042,491	\$ 8,959,573	\$ 12,366,352
<b>Shareholder's Equity</b>	<b>\$</b>	<b>\$ 3,088,568</b>	<b>\$ 6,042,491</b>	<b>\$ 8,959,573</b>	<b>\$ 12,366,352</b>
<b>Total Liabilities &amp; Shareholder's Equity</b>	<b>\$ 4,960,000</b>	<b>\$ 8,048,568</b>	<b>\$ 11,002,491</b>	<b>\$ 13,919,573</b>	<b>\$ 17,326,352</b>

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### Supporting Schedules

#### Working Capital Schedule

Accounts Receivable	\$	\$	\$	\$	\$
Inventory	\$	\$	\$	\$	\$
Accounts Payable	\$	\$	\$	\$	\$
<b>Net Working Capital (NWC)</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Change in NWC	\$	\$	\$	\$	\$



**Depreciation Schedule**

PPE Opening	\$	-	\$	(1,200,000)	\$	(1,176,000)	\$	(1,140,720)	\$	(1,095,091)
Plus Capex	\$	-	\$	-	\$	-	\$	-	\$	-
Less Depreciation	\$	1,200,000	\$	(24,000)	\$	(35,280)	\$	(45,829)	\$	(49,279)
PPE Closing	\$	(1,200,000)	\$	(1,176,000)	\$	(1,140,720)	\$	(1,095,091)	\$	(1,045,812)

**Debt & Interest Schedule**

Debt Opening	\$	5,800,000	\$	4,960,000	\$	4,960,000	\$	4,960,000	\$	4,960,000
Issuance (repayment)	\$	(840,000)	\$	-	\$	-	\$	-	\$	-
Debt Closing	\$	4,960,000	\$	4,960,000	\$	4,960,000	\$	4,960,000	\$	4,960,000
Interest Expense	\$	141,132	\$	-	\$	-	\$	-	\$	-



## Cash Flow Statement - 2023-2027

US\$0'000

2027

2026

2025

2024

2023

## Cash Flow Statement

## Operating Cash Flow

Net Earnings	\$	(425,674)	\$	3,088,568	\$	2,953,924	\$	2,917,081	\$	3,406,779
Plus: Depreciation & Amortization	\$	1,200,000	\$	(24,000)	\$	(35,280)	\$	(45,629)	\$	(49,279)
Less: Changes in Working Capital	\$	-	\$	-	\$	-	\$	-	\$	-
<b>Cash from Operations</b>	<b>\$</b>	<b>774,326</b>	<b>\$</b>	<b>3,064,568</b>	<b>\$</b>	<b>2,918,644</b>	<b>\$</b>	<b>2,871,453</b>	<b>\$</b>	<b>3,357,500</b>

## Investing Cash Flow

Investments in Property & Equipment	\$	-	\$	-	\$	-	\$	-	\$	-
<b>Cash from Investing</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>

## Financing Cash Flow

Issuance (repayment) of debt	\$	(840,000)	\$	-	\$	-	\$	-	\$	-
Issuance (repayment) of equity	\$	-	\$	-	\$	-	\$	-	\$	-
<b>Cash from Financing</b>	<b>\$</b>	<b>(840,000)</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>

Net Increase (decrease) in Cash	\$	(65,674)	\$	3,064,568	\$	2,918,644	\$	2,871,453	\$	3,357,500
Opening Cash Balance	\$	-	\$	(65,674)	\$	2,998,893	\$	5,917,537	\$	8,788,989
<b>Closing Cash Balance</b>	<b>\$</b>	<b>(65,674)</b>	<b>\$</b>	<b>2,998,893</b>	<b>\$</b>	<b>5,917,537</b>	<b>\$</b>	<b>8,788,989</b>	<b>\$</b>	<b>12,146,490</b>

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## Financial Ratio Analysis

USD\$000

	2023	2024	2025	2026	2027
<b>Profitability Ratios</b>					
Gross Margin	46.25%	26.30%	27.63%	28.92%	30.16%
Operating Margin	-9.53%	13.96%	12.37%	11.11%	11.59%
Net Profit Margin	-9.53%	11.17%	9.90%	8.89%	9.27%

<b>Efficiency Ratios</b>					
Total Asset Turnover	-3.53	15.17	6.25	4.27	3.31
Net Asset Turnover	-3.53	15.17	6.25	4.27	3.31
Inventory Turnover	0.00	0.00	0.00	0.00	0.00
Inventory Days	0.00	0.00	0.00	0.00	0.00
Receivable Turnover	0.00	0.00	0.00	0.00	0.00
Receivable Days	0.00	0.00	0.00	0.00	0.00
Payables Turnover	0.00	0.00	0.00	0.00	0.00
Payables Days	0.00	0.00	0.00	0.00	0.00
Working Capital Requirement	0.00	0.00	0.00	0.00	0.00
Working Capital Funding Gap	0.00	0.00	0.00	0.00	0.00
PP&E Turnover	-3.72	-23.51	-26.17	-29.97	-35.14
Tax Ratio	0.00%	20.00%	20.00%	20.00%	20.00%

<b>Liquidity Ratios</b>					
Current Ratio	0.00	0.00	0.00	0.00	0.00
Acid Test (Quick Ratio)	0.00	0.00	0.00	0.00	0.00

<b>Leverage Ratios</b>					
Debt to Equity	0.00	1.61	0.82	0.55	0.40
Debt to Tangible Net Worth	-0.80	-1.58	-27.08	1.81	0.81
Total Liabilities to Equity	0.00	1.61	0.82	0.55	0.40
Total Assets to Equity	0.00	0.59	0.79	0.86	0.90

<b>Coverage Ratios</b>					
Interest Coverage Ratio	0.00	0.00	0.00	0.00	0.00

# Workers	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24
Full-Time	3	5	5	5	5	10	10	10	10	10	10	15
Part-Time	-	-	-	-	-	-	-	-	1	1	1	2
Contractors	-	-	-	-	-	-	-	-	3	3	3	3
<b>Total</b>	<b>3</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>14</b>	<b>14</b>	<b>14</b>	<b>20</b>

# Workers	2023	2024	2025	2026	2027
Full-Time	15	45	65	85	97
Part-Time	2	2	4	4	6
Contractors	3	5	10	15	15
<b>Total</b>	<b>20</b>	<b>52</b>	<b>79</b>	<b>104</b>	<b>118</b>

**Alex De Marco**  
Oak Ridge, TN 37830  
Contact Phone: (865) 985-8068  
Email Address: Alex.S.DeMarco@gmail.com

### **Ability Summary**

Over 15 years of Program Management experience overseeing Life Cycle Logistics, Manufacturing, training, supply systems, budgets, logistics management, and Program Analysis. Excellent leadership and communication skills serving in management and key leader roles. Strong work ethic and proven dependability to see tasks through, system programs, and compliance standards. Core competencies include:

- |                                |   |
|--------------------------------|---|
| ▪ HAZMAT Certifier & Trainer   | ▪ Operations Planning & Execution       |
| ▪ Program Development          | ▪ Supply Chain Procurement and Analysis |
| ▪ Logistics Management         | ▪ Quality Control                       |
| ▪ Accountable Property Officer | ▪ Hiring Officer                        |

### **PROFESSIONAL EXPERIENCE**

**FirstDiv Consulting- Life Cycle Logistics Management Analyst III/Site Lead**  
**Fort Belvoir, VA; 10/2022Present (40HR/WK)**

- Provides senior-level logistics manufacturing expertise
- Integrates and plans for the 12 Integrated Product Support Elements (IPSE) in all phases of the sustainment and acquisition processes
- Interfaces with ASAALT, AMC, LCMC, PEO Soldier, ATEC, AEC, CASCOM, MCOE, and other PEOs and PM on logistics requirements
- Establishes and assists in the planning, developing, coordinating, defending, and executing all aspects of the PMs' Life Cycle Logistics support under the processes of DoD acquisition and sustainment
- Produces acquisition logistics documentation in support of the PMs products
- Performs and develops plans and projects, determines needs, investigates, and resolves problems, interfaces with other functions and stakeholders, prepares capital assets and operating requests, and manages functional areas
- Assists in logistics automation using enterprise planning tools (GCSS-Army, DPAS, LMP, etc.) for acquisition and sustainment operations
- Directs the activities of a group of applicable stakeholders to conduct focused strategic planning and analysis for all life-cycle management functions
- Track and reconcile the execution of contracts, delivery orders and requisitions via SMART, DPAS and LMP from all stakeholders
- Execute contracts – initial issue, modifications (MODs), deliveries, discrepancies, availability, shelf-life dates; take appropriate corrective actions, then inform LMD ADMT and other stakeholders
- Ensure corrective actions have been taken by the suppliers, all issues resolved, communicate this information to Stakeholders
- Manage item substitutions and basis of issue (BOI) in coordination O5 PM Shops
- Work with DLA to execute TLS/Prime Vendor buys
- Work with O5 PM Shop and BMD for Army contract purchases
- Ensure the items received match the contract information, reconcile receipts with the purchasing information found in SMART, DPAS and LMP
- Link received product with the appropriate Order, Item, and CLIN
- Issue Reports of Discrepancies (RODs) SF364, for identified discrepancies to LSO and the Assistant Product Manager (APM), Acquisition Support and Quality Team Members via email
- Close shipping and/or delivery order in SMART, DPAS and LMP
- Ensure that contract modifications and other changes are reflected in SMART, DPAS and LMP
- Prepare inventory status reports for leadership as needed
- Research and track Fiscal Year demands within SMART, DPAS and LMP
- Monitor and forecast inventory demand/levels by product

**Navy Engineering and Logistics Office- Logistics Management Specialist/Accountable Property Officer**  
**Dahlgren, VA; 09/2019-10/2022 (40HR/WK)**

- Responsible for planning, managing and the coordination of the total cradle-to-grave life cycle logistics for an assigned system or subsystems, integrating separate functions of supply, maintenance, procurement and quality assurance of logistics activities needed to sustain system fielding.
- Demonstrated partnerships with industry and academia to apply state of the art research, mature low technology readiness level (TRL) capabilities, and to obtain highly specialized knowledge and skillsets to solve difficult problem set.
- Direct, develop or perform logistics management operations that involve planning, coordinating, or evaluating logistical actions that support a specified mission, weapons system or designated program.
- Serves as an analyst and technical liaison to portfolio and project managers, with responsibility for planning, evaluation, and analysis to measure project accomplishments.
- Provides a wide range of substantive oral and written presentations and reports to organizational leaders both internal and external.
- Serves as a liaison with internal organizational elements responsible for financial, contracting, and security aspects of projects.
- Perform periodic independent systems evaluations and develop recommendations for system improvements after performing thorough studies and analysis.
- Extensive experience partnering to identify best in class solutions to technically complex, time constrained problems; ranging in scale from cross-organizational teams to provide the requisite skillsets and subject matter expertise to large-scale partnerships across the DoN and DoD to ensure involvement of the appropriate stakeholders to address service specific require.
- Provide status reporting regarding project milestones, deliverables, dependencies, risk and issues, and communicating them across leadership.
- Mitigating or eliminating waste, fraud, and abuse
- Monitor both organizational and contractor compliance relevant to milestones and system performance criteria verifying all adhere to the Statement of Work (SOW).
- Gather facts and develop appropriate solutions to problems that require command attention due to their critical nature and are of high visibility.
- Effectively prepares and presents a wide range of clear and concise documentation covering variety of project disruptions, funding limitations, and change requests.
- Use conflict resolution leadership to obtain agreement on required actions, schedules concerning program or policy matters.
- Maintaining strong accountability over equipment in a dynamic environment
- Increasing operational efficiency and mission performance by implementing formal performance and risk mitigation metrics.

**Navy Engineering and Logistics Office- Supervisory Logistics Management Specialist.**  
**Washington, DC; 07/2018- 09/2019 (80HR/WK)**

- Directed developments, analyzed and performed logistics management operations that involve planning, coordinating, analyzing, supply chain management, transportation, cost, schedule, risk management and issued logistics policies for assigned programs to components, program offices, and program managers while evaluating the logistical actions required to support mission through all phases of the Life Cycle.
- Served as the customer facing subject matter expert for the various global sites supporting customer ordering, procurement, bill payment processing, material tracking and material acceptance.
- Supervised 3 Logistic Management specialists, 14 destruction workers, 3 Supply techs, and 1 supply Clerk verifying that they follow supply regulations, purchasing guidelines, government charge card policies and procedures, verify monthly charge card purchases, other governing supply management guidelines. While supporting multiple programs with over 200 processed requisitions a week.
- Lead Risk management activities for the project. Identifies, assesses, and monitors risks and issues.
- Oversees planning, managing, and implementation of the Safeguards and Security Program to include material control and accountability of all items.
- Resolved high-priority logistics, supply, distribution, information or service problems through personal action or immediate coordination.
- Prepared detailed plans, budgets, and schedules for projects and participates in financial planning.



- Responsible for planning, managing and the coordination of the total cradle-to-grave life cycle logistics for an assigned system or subsystems, integrating separate functions of supply, maintenance, procurement and quality assurance of logistics activities needed to sustain system fielding.
- Utilized transportation management system to coordinate destruction of classified material.
- Analyzed missions and resource tasking requirements in conjunction with higher level guidance, regarding operations to develop, adapt, modify, coordinate the demand and supply plans and there related planning documents.
- Formulated program goals, plans, policy implementation guidelines, procedures, and work plans dealing with the development and operation systems and activities and provides technical and administrative direction to all subordinates.
- Developed Staff Estimates, Acquisition plans, Operation Orders, policies, and associated Annexes pertaining to end of life destruction.
- Performed periodic independent systems evaluations and develop recommendations for system improvements after performing thorough studies and analysis.
- Provided status reporting regarding project milestones, deliverables, dependencies, risk and issues, and communicating them across leadership.
- Monitored both organizational and contractor compliance relevant to milestones and system performance criteria verifying all adhere to the Statement of Work (SOW).
- Used conflict resolution leadership to obtain agreement on required actions, schedules concerning program or policy matters.

**General Dynamics Information Technology Inc. - Army 1TSC Life Cycle Analyst.**  
**Kuwait; 11/2016-06/2018 (60HR/WK)**

- Directed, developed, analyzed and performed Program Analyst operations that involved planning, coordinating, mitigating risk of costs to the program for assigned programs to components while evaluating the logistical actions required to support the weapon systems.
- Resolved high-priority logistics, supply, distribution, information or service problems through personal action or immediate coordination.
- Overseen planning, managing, and implementation of the Safeguards and Security Program to include material control and accountability of all munitions to include Foreign Military Sales.
- Principal advisor to the SPO and Commanding General, 1TSC on matters related to theater-wide program development, field and sustainment level logistics, processes, analysis, evaluate the theater posture, and concepts of support.
- Analyzed missions and resource tasking requirements in conjunction with higher level guidance, regarding weapons systems operations to develop, adapt, modify, coordinate the demand and supply plans and there related planning documents.
- Administered and oversee the performance of the Management and Operating (M&O) contract. Manage and administer contracts at the Field Office and uses Contracting Officer authority to direct, oversee, and evaluate the work of M&O contractors. To oversee contractor assurance, assessment, human resources programs, and other business programs.
- Developed CONOPs, Staff Estimates, Operation Orders, and contract plans. Knowledge of the following: functionality of the Global Command and Control System (GCCS), force structure, organizations, missions and functions of Joint and Army service organizations, Video Teleconference media to coordinate unit movement requirements coordination, transportation scheduling, force deployment and redeployment flow management, joint planning processes, and strategic plan concepts.
- Attended and provide administrative and technical assistance as needed in the organization of Joint Operation Planning and Execution System (JOPES) planning conferences pertaining to the development of TPFDD, OPLANs or deployment/re-deployment of contingency forces.
- Provided guidance, interprets logistics plans, and recommends theater priority of asset support.
- Provided training, technical, clerical and administrative support in the performance of all JOPES related required services. This includes, but is not limited to, knowledge of TC-AIMS II, TC-ACCIS, COMPASS and Joint Forces Requirements Generator II (JFRGII) as it relates to JOPES.
- Supported the JOPES Supervisor (CENTCOM) in developing Time Phased Force Deployment Data (TPFDD) database information for all exercises and real-world events.
- Provided input on the development and evaluation of all movement plans, by translating Major Subordinate Commands (MSC) TC-AIMS II/TCACCIS data into the JOPES database.
- Made logistical assessments of agency support in coordination with the supported commands to determine status, feasibilities, efficiencies, trends, corrective, and preventive measures for improving unit, command, center readiness and sustainability.

### **United State Marine Corps, Force Deployment Planning and Execution Chief**

#### **Marine Forces Europe and Africa 10/2012 - 12/2015 (40HR/WK)**

- Resolved problems concerning transportation, logistics systems, imports or exports, and accountability issues with senior officer leadership and two-star Generals.
- Created and implemented a new program for contractors working with the Marine Corps.
- Collaborated with other units to integrate logistics plans with mission operations and interfacing system processes to generate movement plans.
- Maintained metrics, reports, process documentation, service logs, training, and safety records for all Marines under my command.
- Managed logistics personnel and logistics systems and direct daily operations.
- Advised the Operations Officer on all matter pertaining to FDP&E
- Utilized C2 systems, such as GCCS, to develop force flow rotation planning and emerging deployment requirements for all Combat Logistics Regiment-2 Forward ISO Operation Enduring Freedom according to JOPES procedures.
- Successfully filled an additional duty of Future Operations Chief during numerous field exercises, in the COC, in which I formatted FRAGOs, TASKORDS, OPORDS, PLANORDS, EXORDS and frequently utilized C2PC, IOS, and to accomplish the mission. In addition to assisting to the retrograde of multiple bases in Afghanistan.
- Developed a TEEP that was easy to manage and constantly updated ensuring the Commanding General always had an updated visualization of the Division's Operational Tempo.
- Deployed to Afghanistan as an IA in the capacity of FDP&E Chief for Combat Logistic Battalion-6 Forward.
- Maintained proficiency in JOPES, JET, RQT and other logistical services.

### **United State Marine Corps, Marine Air Ground Task Force Specialist**

#### **Marine Air Control Group-48 10/2009 - 12/2012 (40HR/WK)**

- Collaborated with other units to integrate logistics plans with mission operations and interfacing system processes to generate movement plans.
- Maintained metrics, reports, process documentation, service logs, training, and safety records for all Marines under my command.
- Advised the Operations Officer on all matter pertaining to FDP&E
- Utilized C2 systems, such as GCCS, to develop force flow rotation planning and emerging deployment requirements for all Combat Logistics Regiment-2 Forward ISO Operation Enduring Freedom according to JOPES procedures.
- Successfully filled an additional duty of Future Operations Chief during numerous field exercises, in the COC, in which I formatted FRAGOs, TASKORDS, OPORDS, PLANORDS, EXORDS and frequently utilized C2PC, IOS, and to accomplish the mission. In addition to assisting to the retrograde of multiple bases in Afghanistan.
- Developed a TEEP that was easy to manage and constantly updated ensuring the Commanding General always had an updated visualization of the Division's Operational Tempo.
- Deployed to Afghanistan as an IA in the capacity of FDP&E Chief for Combat Logistic Battalion-6 Forward.
- Maintained proficiency in JOPES, JET, RQT and other logistical services.

### **Portello's Hot Dogs, Crew Chief**

#### **Downers Grove, Illinois 8/2006-01/2009 (40HR/WK)**

- Empowered a team of up to 18 staff to deliver fast service of upwards of 5,000 guests per shift in a busy location with fluctuating high volume periods through adequate staffing, training, supply stock and ordering, and the use of pre-shift, shift, and post shift checklists.
- Promoted staff retention and reduced ramp up time for the new employees by scheduling weekly chat sessions, providing constructive feedback on performance, leading by example, and implementing a buddy program during onboarding.
- Exceeded monthly sales targets and enhanced customer loyalty by modeling a personalized approach with the customer experience, including surveying satisfaction while dining and building a rapport with repeat patrons.
- Balanced profit and loss by maximizing resources, including establishing spreadsheets to monitor inventory, prompt timely stock ordering, track vendors, engage with vendors, and monitor supply and demand trends.

### **Toys R Us, Front End Department Supervisor**

#### **Downers Grove, Illinois 04/2003-7/2006**

- Maintain knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Open and close cash registers, performing tasks such as counting money, separating charge slips, coupons, vouchers, balancing cash drawers, and making deposits.
- Inventory stock and reorder when inventory drops to a specified level.

**EDUCATION**

Bachelors of Science in Agriculture Business: University of Tennessee Knoxville

**PROFESSIONAL LICENSES/CERTIFICATES**

- Current Top-Secret SCI clearance
- Defense Acquisition University –Life Cycle Logistics- Level III (primary career field)
- Defense Acquisition University –Life Cycle Logistics- Advanced
- Defense Acquisition University – Program Management – Level I
- HAZMAT Certifier 8/2021
- Human Resource Management for Supervisors (Kings Point) 03-2019
- HAZMAT and Ammo License

**AWARDS**

- Civilian of the QTR 4<sup>th</sup> QTR 2021
- Monetary Incentive Awards March 2018-2022
- Civilian of the QTR 4<sup>th</sup> QTR 2020

**Ashley De Marco**  
Oak Ridge, TN 37830  
Contact Phone: (865)985-8064  
Email Address: Ashley.DeMarco89@gmail.com

### Ability Summary

Over 8 years of progressive experience working in skilled nursing facilities, hyperbaric oxygen chambers, wound care, long term acute care as well as short term acute care. Excellent leadership and communication skills serving in team management and key leader roles. Strong work ethic and proven dependability to see tasks through, start prior authorizations, and compliance standards. Core competencies include:

- |                                    |  |
|------------------------------------|--|
| ▪ Authorization REP                | ▪ Intravenous Blood withdrawal Certification |
| ▪ Leadership experience            | ▪ Patient Communication                      |
| ▪ Effective communication skills   | ▪ Medical Records Management                 |
| ▪ Education and Training           | ▪ Quality Control                            |
| ▪ Bilingual in English and Spanish | ▪ Data Management                            |

### EXPERIENCE

#### Restorix Health- Customer Care Team Lead/Wound Care Nurse

**01/2019- Present Full Time**

- Responsible for communication between the administrative team and the clinical team, for all parties in Family and Medical Leave Act (FMLA) client absence programs including employees, client company, health care providers and clinical partners
- Provide leadership to the Customer Care Professionals
- Ensure legal compliance and confidentiality, provide timely notifications to employees and client company, review documentation for approvals and denials, respond to periodic audits
- Assists the Customer Care team in identifying potentially fraudulent cases
- Act as a liaison between the Customer Care Professionals and Case Managers
- Escalate cases to the Clinical Case Manager as applicable
- Be responsible for creating and maintaining schedules for the team
- Serve as a Subject Matter Expert on Leave of Absence programs at Reed Group and support the team with expert knowledge of client specific details
- Partner with Team Leaders from the Claim and Service organization to provide strategic and operational guidance to improve the customer experience
- Lead a virtual team (across multiple locations), defining roles and responsibilities and establishing direct accountabilities to achieve business goals
- Building talent and people capability to enable a high-performance culture
- Demonstrate experience leading, mentoring and inspiring staff to achieve superior results
- Analyze trends in call volume to identify self-service or offshore opportunities to drive business efficiencies
- Create and maintain a collaborative team focused on effective, high quality client service
- Respond timely and accurately to client and internal inquiries, according to established standards with attention to style, tone, and manner of communication
- Monitor team for productivity and quality client service
- Ensure staff schedule adherence
- Communicate important information on new/updated processes and procedures to staff
- Provide ongoing client support with the use of diagnostic skills to identify root cause of client issues, develop solutions and recommend appropriate action to prevent recurrence of problem
- Build strong client relationships and provide quality service in an effort to retain client base
- Serve a vital role in coaching the team and being the escalation point for complex incidents
- Serve as the liaison between the Director and the team
- Identify opportunities for continuous improvement
- Manage to the established Key Performance Indicators (KPI's) and ensure Performance Guarantees are met
- Demonstrate adherence to Reed Group values and performance guidelines
- Manage and oversee workload, performance management, personnel management, and goal setting for the team
- Provide weekly updates to management on team progress

- Focus on the development of staff by working collaboratively with them to develop stretch goals and create opportunities for them to expand their horizons
- Work on assigned projects within timeline and budget
- Ensure legal compliance and confidentiality, provide timely notifications to employees and clients, review documentation for approvals and denials, respond to periodic audits
- Experience managing complex client relationships
- Participate appropriately in client meetings and implementations
- Support sales team by participating in finalist presentations
- Perform side by side listening/shadowing and coaching with team members to assist in the further development of staff

#### **Restorix Health- Hyperbaric Chamber Technician / Wound Care Nurse**

**01/2019- Present Full Time**

- Operates hyperbaric oxygen chamber in compliance with all procedures and guidelines.
- ICD 10 codes are used to gain insurance authorization for treatment and daily billing for current patients.
- Designed and maintain an eligibility tracking report for patients being considered for hyperbaric treatment.
- Daily maintenance checks performed on all hyperbaric oxygen chambers.
- Provide hyperbaric oxygen therapy to all approved patients and perform wound care post hyperbaric treatment.
- Educate patients, potential patients, and their families on hyperbaric oxygen therapy, how it works and prepare them for their first treatment.
- Patient vitals are performed and documented pre and post hyperbaric oxygen therapy.
- Patients are closely monitored during entire hyperbaric treatment session.
- Accurately chart patient progress daily.
- Schedule patients, follow up on labs and radiology reports prior to the patients first hyperbaric treatment.
- Coordinate transportation for patients to and from hyperbaric appointments.
- Work closely with Medical director, Doctors, Physician Assistant, Program Director, and other ancillary staff.
- Measure and assess wounds for treatment plan.
- Initiate wound treatments and plans for pressure ulcers, surgical sites, vascular ulcers and burns.
- Instructed classes for nursing home staff on proper wound care services.
- Use of advanced medical products and techniques such as skin substitutes, negative pressure therapy, and collagen products.

#### **NHC- LPN**

**9/2016-12/2018 Full Time**

- Possess the knowledge and clinical skills necessary to provide care for patients with physical disabilities, and chronic illnesses.
- Participated in Patient/Family educational activities.
- Performed hands-on nursing care by utilizing the nursing process to achieve quality outcomes for patients and families.
- Reinforced care provided by other team members.
- Provided direction, and supervision of ancillary nursing personnel demonstrating clinical judgement appropriate for the scope of practice, used problem-to-solve techniques, and time management skills.
- Performed physical assessments and monitored geriatric patients with multiple illnesses or disabilities.
- Updated patient status information during shift reports.
- Administered medications as ordered by the physician, on time and accurately using the key identifiers

#### **EDUCATION**

Kaplan University 2013 – 2014 LPN / LVN Program

#### **PROFESSIONAL LICENSES/CERTIFICATES**

Licensed Practical Nurse 2014 – Present

Hyperbaric Oxygen Technician 2019 – Present

IV Certification / Blood Withdrawal 2014 - Present

CPR Certified ALS / BLS 2020 - Present



OMB APPROVAL NO.: 3245-0188  
EXPIRATION DATE: 01/31/2018

**PERSONAL FINANCIAL STATEMENT**  
**7(a) / 504 LOANS AND SURETY BONDS**

U.S. SMALL BUSINESS ADMINISTRATION

As of \_\_\_\_\_

SBA uses the information required by this Form 413 as one of a number of data sources in analyzing the repayment ability and creditworthiness of an application for an SBA guaranteed 7(a) or 504 loan or a guaranteed surety.

Complete this form for (1) each proprietor; (2) general partner; (3) managing member of a limited liability company (LLC); (4) each owner of 20% or more of the equity of the Applicant (including the assets of the owner's spouse and any minor children); and (5) any person providing a guaranty on the loan

Return completed form to:

For 7(a) loans: the lender processing the application for SBA guaranty

For 504 loans: the Certified Development Company (CDC) processing the application for SBA guaranty

For Surety Bonds: the Surety Company or Agent processing the application for surety bond guaranty

Name Alex and Ashley DeMarco Business Phone (865)985-8068

Home Address 111 FALLBERRY ST Home Phone (865)985-8064

City, State, & Zip Code Oak Ridge TN 37830

Business Name of Applicant DOTA AMMUNITION LLC

ASSETS	(Omit Cents)	LIABILITIES	(Omit Cents)
Cash on Hand & in banks.....	\$ 2000	Accounts Payable.....	\$
Savings Accounts.....	\$	Notes Payable to Banks and Others.....	\$ 45,607
IRA or Other Retirement Account.....	\$ 22000	(Describe in Section 2)	
(Describe in Section 5)		Installment Account (Auto).....	\$ 98,119
Accounts & Notes Receivable.....	\$	Mo. Payments \$ 1762	
(Describe in Section 5)		Installment Account (Other).....	\$
Life Insurance - Cash Surrender Value Only.....	\$ 1,400,000	Mo. Payments \$	
(Describe in Section 8)		Loan(s) Against Life Insurance.....	\$
Stocks and Bonds.....	\$	Mortgages on Real Estate.....	\$ 395,300
(Describe in Section 3)		(Describe in Section 4)	
Real Estate.....	\$	Unpaid Taxes.....	\$
(Describe in Section 4)		(Describe in Section 6)	
Automobiles.....	\$	Other Liabilities.....	\$
(Describe in Section 5, and include		(Describe in Section 7)	
Year/Make/Model)		Total Liabilities.....	\$ 539,026
Other Personal Property.....	\$	Net Worth.....	\$ 1,024,000
(Describe in Section 5)			
Other Assets.....	\$		
(Describe in Section 5)			
Total	\$	Total	\$ 484,874
		*Must equal total in assets column.	

**Section 1. Source of Income.**

Salary.....	\$ 186,000
Net Investment Income.....	\$
Real Estate Income.....	\$
Other Income (Describe below)*.....	\$

**Contingent Liabilities**

As Endorser or Co-Maker.....	\$
Legal Claims & Judgments.....	\$
Provision for Federal Income Tax.....	\$
Other Special Debt.....	\$

**Description of Other Income in Section 1.**


\*Alimony or child support: payments should not be disclosed in "Other Income" unless it is desired to have such payments counted toward total income

**Section 2. Notes Payable to Banks and Others.** (Use attachments if necessary. Each attachment must be identified as part of this statement and signed.)

Names and Addresses of Noteholder(s)	Original Balance	Current Balance	Payment Amount	Frequency (monthly, etc.)	How Secured or Endorsed Type of Collateral
Home Depot	15,000	14,610	289.49	monthly	Endorsed
Pen Fed	10,000	9,008	280.00	monthly	Endorsed
Upgrade	8,500	7,538	330.87	monthly	Endorsed
Upstart	7,500	7,118	274.34	monthly	Endorsed

**Section 3. Stocks and Bonds.** (Use attachments if necessary. Each attachment must be identified as part of this statement and signed.)

Number of Shares	Name of Securities	Cost	Market Value Quotation/Exchange	Date of Quotation/Exchange	Total Value

**Section 4. Real Estate Owned.** (List each parcel separately. Use attachment if necessary. Each attachment must be identified as a part of this statement and signed.)

	Property A	Property B	Property C
Type of Real Estate (e.g. Primary Residence, Other Residence, Rental Property, Land, etc.)	Primary Residence		
Address	111 Fallberry St		
Date Purchased	03/2023		
Original Cost	\$399,920		
Present Market Value	\$465,000		
Name & Address of Mortgage Holder	Freedom Mortgage 951 Yamato Road, Boca Raton, FL		
Mortgage Account Number	0148021397		
Mortgage Balance	\$393,327		
Amount of Payment per Month/Year	Monthly \$2304.97 Yearly \$27,695.64		
Status of Mortgage	Up to date		

**Section 5. Other Personal Property and Other Assets.** (Describe, and, if any is pledged as security, state name and address of lien holder, amount of lien, terms of payment and, if delinquent, describe delinquency.)

**Section 6. Unpaid Taxes.** (Describe in detail as to type, to whom payable, when due, amount, and to what property, if any, a tax lien attaches.)

**Section 7. Other Liabilities.** (Describe in detail.)



<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230130152918724</b>	Reference Number <b><u>723030152990321</u></b>
	Date Requested <b>01/30/2023</b>	Charges <b>\$27.85</b>	

## ID CROSS CHECK

### Input Information

ALEX DEMARCO  
111 FALLBERRY ST OAK RIDGE, TN 37830

### Summary

Input Information	Cross Check Category	Result
<b>Name</b> ALEX DEMARCO	Name Verification Watch Lists (includes OFAC)	✓ Name Matched ✓ Watch Lists Searched/No Match Found
<b>Address</b> 111 FALLBERRY ST OAK RIDGE, TN 37830	Address Verification High Risk Address	✓ Address Matched ✓ Address Cleared
<b>Social Security Number</b> <div style="background-color: black; color: black;">[REDACTED]</div>	Social Security Verification Other Identities Linked to SSN SSA Issuance SSA Death Master	✓ SSN Matched ✓ Cleared/No Other IDs Linked to SSN ✓ SSN Issued ✓ SSN Cleared
<b>Date of Birth</b> 04/13/1986	Date of Birth Verification	✓ Date of Birth Matched
<b>Phone Number</b>	Phone Number Verification	? No Input Provided

### Consumer ID Verification

	Date First Received	Number Active Sources	Number Total Sources
✓ <b>Name</b> ALEX S DEMARCO ALEX DE MARCO	01/02/2006 10/07/2013	6 1	15 2
✓ <b>Address</b> 111 FALLBERRY ST OAK RIDGE, TN 37830-3005 119 GEORGIA AVE OAK RIDGE, TN 37830-5466 215 CALLE DEL SOL VISTA, CA 92083-3609 1366 ISABELLA WAY VISTA, CA 92084-4020 3818 HOFFMAN ST PLANO, IL 60545-1399	03/30/2022 07/31/2016 10/31/2013 10/07/2013 08/02/2006	7 0 0 0 0	8 7 2 1 1

✓	<b>Social Security Number</b>			
		01/02/2006	7	17
✓	<b>Date of Birth</b>			
	04/13/1986	01/02/2006	7	17
?	<b>Phone Number</b>			
	(865) 985-8068	12/30/2021	3	9
	(540) 653-7174	01/30/2020	0	1
	(619) 357-8826	11/29/2019	0	1
	(630) 344-3831	10/07/2013	0	2

Other Verifications				
✓	<b>Watch Lists (includes OFAC)</b> ALEX DEMARCO	Watch Lists Searched/No Match Found		
✓	<b>High Risk Address</b> 111 FALLBERRY ST OAK RIDGE TN 37830	Address Cleared		
✓		<b>State of Issue</b> ILLINOIS	<b>Issued Between</b> 1986 - 1987	<b>Input DOB</b> 04/13/1986
✓		SSN Cleared		

Disclosure: This report is governed by the Gramm-Leach-Bliley Act. It does not constitute a consumer report as defined by the Fair Credit Reporting Act (FCRA) and is not subject to the FCRA. This report should not be used to determine whether or not to extend credit or as a basis for taking any "adverse action" as that term is defined in the FCRA.

**END OF ID CROSS CHECK**

<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230130152918724</b>	Reference Number <b>723030152990321</b>
	Date Requested <b>01/30/2023</b>	Inquiry Type <b>Hard</b>	Charges <b>\$27.85</b>

## CREDIT REPORT

### Input Information

ALEX DEMARCO 111 FALLBERRY ST OAK RIDGE, TN 37830	SSN [REDACTED]	DOB 04/13/1986
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### Credit Bureau File Identifications

ALEX S DE MARCO 111 FALLBERRY ST, OAK RIDGE, TN 37830	[REDACTED]	DOB 04/13/1986	EFX
Error: FROZEN BY CONSUMER AS ALLOWED BY STATE LAW. TO OBTAIN ACCESS YOU MUST OBTAIN AUTHORIZATION FROM THE CONSUMER AND PROVIDE THE REQUIRED IDENTIFIER WITH YOUR INQUIRY		DOB -	TRU
ALEX S DEMARCO 111 FALLBERRY ST, OAK RIDGE, TN 37830-3005		DOB 04/13/1986	XPN

### FACTA Regulatory Messages

THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	EFX
THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	XPN

### Residence Information

111 FALLBERRY ST, OAK RIDGE, TN, 37830	From 01/23
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### Employment Information

No employment records found.
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### Special Messages

IDENTITY SCAN	IDENTITY SCAN DID NOT DETECT ANY ALERTS	EFX
IDVISION ALERT	INPUT INPUT CONSUMER IDENTITY ELEMENTS - NOT VERIFIED	TRU

### Name Variations

ALEX DEMARCO	EFX
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## Scoring

537	Experian   FAIR ISAAC SCORE 2	523	Equifax   BEACON 5.0 SCORE	TransUnion   CLASSIC 04 SCORE
PROPORTION OF BALANCE TO HIGH CREDIT ON REVOLVING ACCOUNTS NUMBER OF ACCOUNTS WITH DELINQUENCY TOO MANY INQUIRIES LAST 12 MONTHS TOO MANY ACCOUNTS WITH BALANCES FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE		SERIOUS DELINQUENCY AND DEROGATORY PUBLIC RECORD OR COLLECTION FILED PROPORTION OF BALANCES TO CREDIT LIMITS TOO HIGH ON REVOLVING ACCOUNTS NUMBER OF ACCOUNTS WITH DELINQUENCY TIME SINCE DELINQUENCY IS TOO RECENT OR UNKNOWN FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE		FILE CANNOT BE SCORED

## Credit History

### Open Accounts

<b>FREEDOM MORTGAGE CORP</b> #148021397 (800) 220-3333  Owner: Individual	Opened <b>03/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$399,992</b>	Reviewed <b>10</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$2,304</b> <b>360 mos</b>	Balance <b>\$395,327</b>
	Last Pmt <b>12/2022</b>	XPN (EFX)	VA-REAL ESTATE (MTG) <b>Pays as agreed</b>							
	VA REAL ESTATE LOAN									

<b>CARMAX AUTO FINANCE</b> #46288769 (800) 925-3612  Owner: Joint	Opened <b>08/2022</b>	Reported <b>01/2023</b>	High Credit <b>\$45,758</b>	Reviewed <b>06</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$996</b> <b>72 mos</b>	Balance <b>\$45,018</b>
	Last Pmt <b>01/2023</b>	XPN (EFX)	AUTO (INS) <b>Pays as agreed</b>							

<b>CAPITAL ONE AUTO FINAN</b> #62010216104261001 (800) 946-0332  Owner: Joint	Opened <b>09/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$44,698</b>	Reviewed <b>04</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$766</b> <b>72 mos</b>	Balance <b>\$43,445</b>
	Last Pmt <b>12/2022</b>	XPN (EFX)	AUTO (INS) <b>Pays as agreed</b>							

<b>UPGRADE INC</b> #179528213  Owner: Individual	Opened <b>08/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$8,000</b>	Reviewed <b>05</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$330</b> <b>36 mos</b>	Balance <b>\$7,595</b>
	Last Pmt <b>12/2022</b>	XPN (EFX)	UNSECURED (INS) <b>Pays as agreed</b>							

<b>DEPT OF EDUCATION/ NELN</b> #900000629771711 (888) 486-4722  Owner: Individual	Opened <b>06/2017</b>	Reported <b>10/2022</b>	High Credit <b>\$3,000</b>	Reviewed <b>33</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$0</b> <b>120 mos</b>	Balance <b>\$3,012</b>
	Last Pmt <b>10/2022</b>	XPN (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							

<b>DEPT OF EDUCATION/ NELN</b> #900000629771511 (888) 486-4722  Owner: Individual	Opened <b>10/2013</b>	Reported <b>10/2022</b>	High Credit <b>\$2,250</b>	Reviewed <b>99</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$0</b> <b>120 mos</b>	Balance <b>\$2,374</b>
	Last Pmt <b>10/2022</b>	XPN (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	ACCT PRV IN DSP-RSLVD-RPT BY SBSCRBR									

<b>UNITED CONSUMER FINL S</b> #67224911 (440) 835-3230  Owner: Joint	Opened <b>04/2021</b>	Reported <b>01/2023</b>	High Credit <b>\$4,907</b>	Reviewed <b>22</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$136</b> <b>36 mos</b>	Balance <b>\$2,180</b>
	Last Pmt <b>12/2022</b>	XPN (EFX)	INSTLMNT SALES (INS) <b>Pays as agreed</b>							

<b>DISCOVER BANK</b> #9727 (800) 347-2683  Owner: Individual	Opened <b>05/2022</b>	Reported <b>01/2023</b>	Limit <b>\$2,000</b>	Reviewed <b>09</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$42</b> <b>variable</b>	Balance <b>\$2,059</b>
	Last Pmt <b>01/2023</b>	XPN (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>DEPT OF EDUCATION/ NELN</b> #900000629771611 (888) 486-4722  Owner: Individual	Opened <b>05/2014</b>	Reported <b>10/2022</b>	High Credit <b>\$1,468</b>	Reviewed <b>99</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$0</b> <b>120 mos</b>	Balance <b>\$1,549</b>
	Last Pmt <b>10/2022</b>	XPN (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	ACCT PRV IN DSP-RSLVD-RPT BY SBSCRBR									

<b>USAA SAVINGS BANK</b> #2126 (800) 531-8722 Owner: Authorized User	Opened <b>02/2018</b>	Reported <b>01/2023</b>	Limit <b>\$1,000</b>	Reviewed <b>59</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$58</b> <b>variable</b>	Balance <b>\$1,135</b>
	Last Pmt <b>12/2022</b>	XPB (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	SECURED CREDIT CARD-REVOLVING TERMS									

<b>FIRST PREMIER BANK</b> #4049 (605) 357-3000 Owner: Individual	Opened <b>10/2019</b>	Reported <b>12/2022</b>	Limit <b>\$700</b>	Reviewed <b>39</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$52</b> <b>variable</b>	Balance <b>\$740</b>
	Last Pmt <b>11/2022</b>	XPB (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>DEPT OF EDUCATION/ NELN</b> #900000629771811 (888) 486-4722 Owner: Individual	Opened <b>06/2017</b>	Reported <b>10/2022</b>	High Credit <b>\$724</b>	Reviewed <b>33</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$0</b> <b>120 mos</b>	Balance <b>\$727</b>
	Last Pmt <b>10/2022</b>	XPB (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							

<b>Disputed Accounts</b>										
<b>DEPT OF EDUCATION/ NELN</b> #900000629771411 (888) 486-4722 Owner: Individual	Opened <b>09/2013</b>	Reported <b>10/2022</b>	High Credit <b>\$2,918</b>	Reviewed <b>78</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$0</b> <b>120 mos</b>	Balance <b>\$3,633</b>
	Last Pmt <b>10/2022</b>	XPB (EFX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
	DISP RPTD RSLVD-CONSUMER DISAGREES Dispute indicated for Applicant: EFX									

<b>Derogatory Accounts</b>										
<b>GREENSKY CREDIT/THD/</b> #5492693186105363 (866) 936-0602 Owner: Individual	Opened <b>04/2022</b>	Reported <b>01/2023</b>	High Credit <b>\$14,974</b>	Reviewed <b>10</b>	30 <b>1</b> 09/2022	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$289</b> <b>78 mos</b>	Balance <b>\$14,680</b>
	Last Pmt <b>11/2022</b>	EFX (XPN)	UNSECURED (INS) <b>Pays as agreed</b>							
	FIXED RATE									

<b>DISCOVER BANK</b> #7674 (800) 347-2683 Owner: Authorized User	Opened <b>12/2000</b>	Reported <b>01/2023</b>	Limit <b>\$12,100</b>	Reviewed <b>98</b>	30 <b>7</b> 07/2022	60 <b>4</b>	90+ <b>1</b>	Past Due	Payment <b>\$418</b> <b>monthly</b>	Balance <b>\$12,306</b>
	Last Pmt <b>12/2022</b>	EFX	CREDIT CARD (REV) <b>Pays as agreed</b>							
	ACCT PREVIOUSLY IN DISPUTE-NOW RESOLVD									

<b>PENTAGON FEDERAL CR UN</b> #33565401701 (703) 838-1000 Owner: Individual	Opened <b>01/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$10,000</b>	Reviewed <b>13</b>	30 <b>1</b> 08/2022	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$255</b> <b>60 mos</b>	Balance <b>\$9,008</b>
	Last Pmt <b>12/2022</b>	XPB (EFX)	UNSECURED (INS) <b>Pays as agreed</b>							

<b>CREDIT ONE BANK</b> #2172 (877) 825-3242 Owner: Authorized User	Opened <b>03/2021</b>	Reported <b>01/2023</b>	Limit <b>\$1,000</b>	Reviewed <b>23</b>	30 <b>2</b> 10/2022 07/2022	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$57</b> <b>monthly</b>	Balance <b>\$1,125</b>
	Last Pmt <b>12/2022</b>	EFX	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>CREDIT ONE BANK</b> #5959 (877) 825-3242 Owner: Authorized User	Opened <b>01/2020</b>	Reported <b>01/2023</b>	Limit <b>\$650</b>	Reviewed <b>36</b>	30 <b>1</b> 10/2022	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>\$40</b> <b>monthly</b>	Balance <b>\$792</b>
	Last Pmt <b>12/2022</b>	EFX	CREDIT CARD (REV) <b>Pays as agreed</b>							



<b>EXXNMOBIL/CBNA</b> #0470 (800) 950-5114 Owner: Individual	Opened <b>05/2022</b>	Reported <b>01/2023</b>	Limit <b>\$800</b>	Reviewed <b>09</b>	30 1 10/ 2022	60 0	90+ 0	Past Due	Payment <b>\$30</b> <b>variable</b>	Balance <b>\$743</b>
	Last Pmt <b>01/2023</b>	XPX (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>COLLECTION</b> #2216440 (865) 693-7660 Owner: Joint	Opened <b>03/2019</b>	Reported <b>01/2023</b>	High Credit <b>\$395</b>	Reviewed	30	60	90+	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>07/2020</b>	EFX	UNKNOWN <b>Collection</b>							
PAID ORIG CREDITOR: LUNSFORDS MUSIC										

<b>CREDIT ONE BANK NA</b> #6743 (702) 269-1000 Owner: Individual	Opened <b>06/2019</b>	Reported <b>05/2020</b>	Limit <b>\$300</b>	Reviewed <b>12</b>	30 1 12/ 2019	60 2 02/ 2020 01/ 2020	90+ 0	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>03/2020</b>	XPX (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
CLOSED - CREDIT GRANTOR PAID ACCOUNT/ZERO BALANCE										

<b>FINGERHUT/WEBBANK</b> #7061 (866) 734-0342 Owner: Individual	Opened <b>10/2019</b>	Reported <b>05/2022</b>	Limit <b>\$1,600</b>	Reviewed <b>31</b>	30 1 02/ 2020	60 0	90+ 0	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>04/2022</b>
	Last Pmt <b>06/2021</b>	EFX (XPX)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
CLOSED - CREDIT GRANTOR PAID AND CLOSED										

<b>USAA FEDERAL SAVINGS</b> <b>B</b> #1051155958 (800) 531-8722 Owner: Joint	Opened <b>07/2014</b>	Reported <b>09/2020</b>	High Credit <b>\$29,125</b>	Reviewed <b>74</b>	30 1 01/ 2019	60 0	90+ 0	Past Due	Payment <b>72 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>09/2020</b>	XPX (EFX)	AUTO (INS) <b>Pays as agreed</b>							
PAID ACCOUNT/ZERO BALANCE										

<b>Closed Accounts</b>										
<b>AFFIRM INC</b> #UI4RKF22 (855) 423-3729 Owner: Individual	Opened <b>12/2021</b>	Reported <b>01/2022</b>	High Credit <b>\$548</b>	Reviewed <b>02</b>	30 0	60 0	90+ 0	Past Due	Payment <b>12 mos</b>	Balance <b>\$0</b>
	Last Pmt <b>01/2022</b>	XPX	UNSECURED (INS) <b>Pays as agreed</b>							
PAID ACCOUNT/ZERO BALANCE										

<b>FED LOAN SERVICING</b> #3382615364FD00004 (800) 699-2908 Owner: Individual	Opened <b>05/2014</b>	Reported <b>09/2014</b>	High Credit <b>\$0</b>	Reviewed <b>05</b>	30 0	60 0	90+ 0	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>09/2014</b>
	Last Pmt	EFX (XPX)	EDUCATION LOAN (INS) <b>Pays as agreed</b>							
PAID AND CLOSED										

<b>FINGERHUT</b> #6191 (320) 654-3900 Owner: Individual	Opened <b>04/2022</b>	Reported <b>12/2022</b>	Limit <b>\$1,600</b>	Reviewed <b>09</b>	30 0	60 0	90+ 0	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>09/2022</b>
	Last Pmt	EFX (XPX)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
CLOSED - CREDIT GRANTOR PAID AND CLOSED										



<b>FLAGSHIP CREDIT ACCE</b> #63063144742841001 (800) 707-0114  Owner: Joint	Opened <b>05/2019</b>	Reported <b>09/2022</b>	High Credit <b>\$37,795</b>	Reviewed <b>40</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>72 mos</b>	Balance <b>\$0</b>  Closed <b>09/2022</b>
	Last Pmt <b>09/2022</b>	EFX (XPN)	AUTO (INS) <b>Pays as agreed</b>							
	FIXED RATE PAID AND CLOSED									

<b>HOME POINT FINANCIAL</b> #3088001767774 (800) 686-2404  Owner: Individual	Opened <b>03/2022</b>	Reported <b>07/2022</b>	High Credit <b>\$399,992</b>	Reviewed <b>05</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>360 mos</b>	Balance <b>\$0</b>  Closed <b>07/2022</b>
	Last Pmt <b>05/2022</b>	EFX (XPN)	VA-REAL ESTATE (MTG) <b>Pays as agreed</b>							
	FIXED RATE TRANSFER/SOLD VA REAL ESTATE LOAN									

<b>SERVICEMAC/HOME POIN</b> #4149014321117 (704) 650-9863  Owner: Individual	Opened <b>03/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$399,992</b>	Reviewed <b>10</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>360 mos</b>	Balance <b>\$0</b>  Closed <b>12/2022</b>
	Last Pmt <b>11/2022</b>	EFX (XPN)	VA-REAL ESTATE (MTG) <b>Pays as agreed</b>							
	FIXED RATE TRANSFER/SOLD VA REAL ESTATE LOAN									

<b>SYNCB/CARE CREDIT</b> #3318 (866) 396-8254  Owner: Joint	Opened <b>11/2014</b>	Reported <b>09/2016</b>	Limit <b>\$500</b>	Reviewed <b>23</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$0</b>  Closed <b>07/2015</b>
	Last Pmt <b>08/2015</b>	EFX (XPN)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR PAID AND CLOSED									

<b>USAA SAVINGS BANK</b> #1541 (800) 531-8722  Owner: Authorized User	Opened <b>03/2017</b>	Reported <b>11/2017</b>	Limit <b>\$500</b>	Reviewed <b>09</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>10/2017</b>	XPN (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR SECURED CREDIT CARD-REVOLVING TERMS PAID ACCOUNT/ZERO BALANCE									

<b>USAA SAVINGS BANK</b> #8065 (800) 531-8722  Owner: Individual	Opened <b>03/2017</b>	Reported <b>11/2017</b>	Limit <b>\$500</b>	Reviewed <b>09</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>10/2017</b>	XPN (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR SECURED CREDIT CARD-REVOLVING TERMS PAID ACCOUNT/ZERO BALANCE									

<b>USAA SAVINGS BANK</b> #9476 (800) 531-8722  Owner: Individual	Opened <b>02/2012</b>	Reported <b>01/2015</b>	Limit <b>\$5,000</b>	Reviewed <b>24</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>01/2015</b>	XPN (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR PAID ACCOUNT/ZERO BALANCE									

## Inquiries in the Last 120 Days

No inquiry records found.

## Public Records

No public records found.

## Credit Summary

Account Type	Monthly Payments	Balances	Limits	Trades	30+	60+	90+
Revolving	697	18,900	18,250	14	13	6	1
Installment	2,772	133,221	138,697	15	3	0	0
Mortgage	2,304	395,327	399,992	3	0	0	0
Open/Other	0	0	395	1	0	0	0
<b>Total</b>	<b>\$5,773</b>	<b>\$547,448</b>	<b>\$557,334</b>	<b>33</b>	<b>16</b>	<b>6</b>	<b>1</b>

Past Due: \$0 | Worst Trade: 9 | Satisfactories: 23 | Inquiries: 0 | Public Records: 0 | Bankruptcies: 0 | Oldest Date: 12/20/00

## Additional Information

No additional information records found.

## Consumer Referral Information

EQUIFAX INFORMATION SERVICES, LLC | PO BOX 740241 ATLANTA, GA 30374 | 800-685-1111 | WWW.EQUIFAX.COM

TRANSUNION CONSUMER SOLUTIONS | PO BOX 1000 CHESTER, PA 19016 | 800-916-8800 | WWW.TRANSUNION.COM

EXPERIAN | 701 EXPERIAN PARKWAY, PO BOX 2002 ALLEN, TX 75013 | 888-397-3742 | WWW.EXPERIAN.COM

**END OF REPORT**

**CUMBERLAND AREA INVESTMENT  
CRP**

1104 ENGLAND DR  
COOKEVILLE, TN 38501

Your Credit Score and the Price  
You Pay for Credit

**Reference Number:** 723030152990321

## Applicant

ALEX DEMARCO  
111 FALLBERRY ST  
OAK RIDGE, TN 37830

## Your Credit Score

Your credit  
score

+537  
Source: Experian  
Date: 01/30/2023

+523  
Source: Equifax  
Date: 01/30/2023

Your credit score is not available from TransUnion, which is a consumer reporting agency, because they may not have enough information about your credit history to calculate a score.

## Understanding Your Credit Score

What you  
should know  
about credit  
scores

Your credit score is a number that reflects the information in your credit report.

Your credit report is a record of your credit history. It includes information about whether you pay your bills on time and how much you owe to creditors.

Your credit score can change, depending on how your credit history changes.

How we use  
your credit  
score

Your credit score can affect whether you can get a loan and how much you will have to pay for that loan.

The range of  
scores

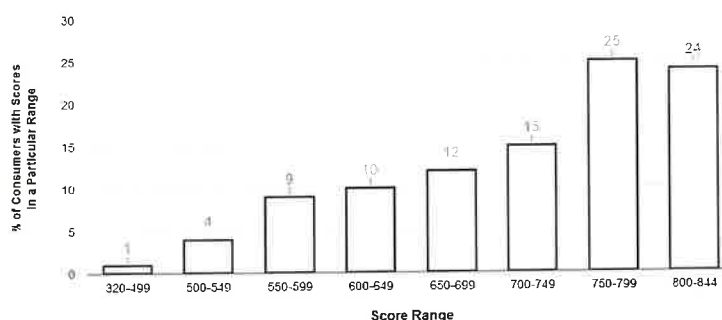
Experian scores range from a low of 320 to a high of 844.

Equifax scores range from a low of 334 to a high of 818.

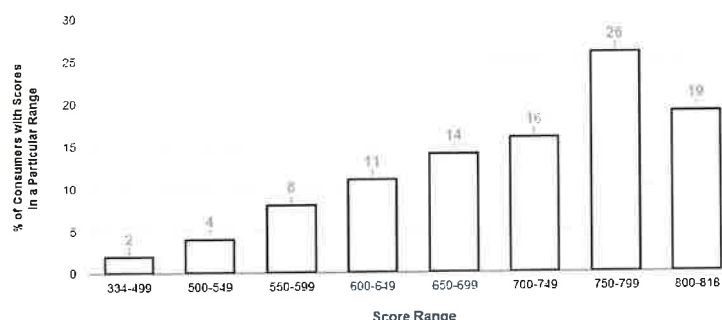
Generally, the higher your score, the more likely you are to be offered better credit terms.

How your score compares to the scores of other consumers

Experian



Equifax



## Checking Your Credit Report

What if there are mistakes in your credit report?

You have a right to dispute any inaccurate information in your credit report. If you find mistakes on your credit report, contact the consumer reporting agency.

It is a good idea to check your credit report to make sure the information it contains is accurate.

How can you obtain a copy of your credit report?

Under Federal law, you have the right to obtain a free copy of your credit report from each of the nationwide consumer reporting agencies once a year.

To order your free annual credit report---

By telephone: Call toll-free: 1-877-322-8228

On the web: Visit [www.annualcreditreport.com](http://www.annualcreditreport.com)

By mail: Mail your completed Annual Credit Report Request Form (which you can obtain from the Federal Trade Commission's website at <http://www.ftc.gov/bcp/conline/include/requestformfinal.pdf>) to:

Annual Credit Report Request Service  
P.O. Box 105281  
Atlanta, GA 30348-5281

How can you get more information?

For more information about credit reports and your rights under Federal law, visit the Consumer Financial Protection Bureau's website at [www.consumerfinance.gov/learnmore](http://www.consumerfinance.gov/learnmore).

<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230127105407787</b>	Reference Number <b><u>723027105468206</u></b>
	Date Requested <b>01/27/2023</b>	Charges <b>\$27.85</b>	

### ID CROSS CHECK

#### Input Information



ASHLEY DE MARCO  
111 FALLBERRY ST OAK RIDGE, TN 37830

#### Summary

Input Information	Cross Check Category	Result
<b>Name</b> ASHLEY DE MARCO	Name Verification Watch Lists (includes OFAC)	✓ Name Matched ✓ Watch Lists Searched/No Match Found
<b>Address</b> 111 FALLBERRY ST OAK RIDGE, TN 37830	Address Verification High Risk Address	✓ Address Matched ✓ Address Cleared
<b>Social Security Number</b> <div style="background-color: black; width: 100px; height: 1.2em; margin-top: 5px;"></div>	Social Security Verification Other Identities Linked to SSN SSA Issuance SSA Death Master	✓ SSN Matched ✓ Cleared/No Other IDs Linked to SSN ✓ SSN Issued ✓ SSN Cleared
<b>Date of Birth</b> 10/14/1989	Date of Birth Verification	✓ Date of Birth Matched
<b>Phone Number</b>	Phone Number Verification	? No Input Provided

#### Consumer ID Verification

	Date First Received	Number Active Sources	Number Total Sources
✓ <b>Name</b>			
ASHLEY M COTA	01/07/2008	6	6
ASHLEY DEMARCO	11/09/2014	3	7
ASHLEY M DEMARCO	08/11/2014	3	3
✓ <b>Address</b>			
1653 VALLEY FORGE CT APT C WHEATON, IL 60189-8270	03/19/2011	6	6
111 FALLBERRY ST OAK RIDGE, TN 37830-3005	03/30/2022	5	6
119 GEORGIA AVE OAK RIDGE, TN 37830-5466	01/11/2018	1	2
215 CALLE DEL SOL VISTA, CA 92083-3609	12/31/2013	0	1

1366 ISABELLA WAY VISTA, CA 92084-4020	03/31/2013	0	1
1631 S LORRAINE RD GLEN ELLYN, IL 60137-6500	04/03/2010	0	1
2025 MANZANA WAY SAN DIEGO, CA 92139-4051	09/30/2009	0	1
969 RAEDEL DR SAN DIEGO, CA 92154-2015	01/07/2008	0	1
 <b>Social Security Number</b> <div style="background-color: black; width: 100px; height: 1.2em; margin-top: 2px;"></div>	01/07/2008	11	14
 <b>Date of Birth</b> 10/14/1989	01/07/2008	12	16
 <b>Phone Number</b> (865) 985-8069	12/10/2021	1	1

### Other Verifications

 <b>Watch Lists (includes OFAC)</b> ASHLEY DE MARCO	Watch Lists Searched/No Match Found		
 <b>High Risk Address</b> 111 FALLBERRY ST OAK RIDGE TN 37830	Address Cleared		
 <div style="background-color: black; width: 150px; height: 30px; display: inline-block;"></div>	<b>State of Issue</b> CALIFORNIA	<b>Issued Between</b> 1990 - 1992	<b>Input DOB</b> 10/14/1989
 <div style="background-color: black; width: 150px; height: 30px; display: inline-block;"></div>	SSN Cleared		

Disclosure: This report is governed by the Gramm-Leach-Bliley Act. It does not constitute a consumer report as defined by the Fair Credit Reporting Act (FCRA) and is not subject to the FCRA. This report should not be used to determine whether or not to extend credit or as a basis for taking any "adverse action" as that term is defined in the FCRA.

**END OF ID CROSS CHECK**



<b>CUMBERLAND AREA INVESTMENT CRP</b> 1104 ENGLAND DR COOKEVILLE, TN 38501	Requestor <b>JESSE VILLARD</b>	Loan Number <b>230127105407787</b>	Reference Number <b>723027105468206</b>
	Date Requested <b>01/27/2023</b>	Inquiry Type <b>Hard</b>	Charges <b>\$27.85</b>

### CREDIT REPORT

#### Input Information

ASHLEY DE MARCO 111 FALLBERRY ST OAK RIDGE, TN 37830	SSN [REDACTED]	DOB 10/14/1989
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#### Credit Bureau File Identifications

ASHLEY M DEMARCO 111 FALLBERRY ST, OAK RIDGE, TN 37830	[REDACTED]	DOB 10/14/1989	EFX
ASHLEY M DEMARCO 111 FALLBERRY ST, OAK RIDGE, TN 37830		DOB 10/14/1989	TRU
		DOB -	XPN

#### FACTA Regulatory Messages

THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE	EFX
THE NUMBER OF INQUIRIES ON THE CONSUMERS CREDIT FILE HAS ADVERSELY AFFECTED THE CREDIT SCORE WITH NO DEROGATORY INFORMATION FOUND ON THE FILE	TRU

#### Residence Information

111 FALLBERRY ST, OAK RIDGE, TN, 37830	From 03/22
1653 VALLEY FORGE CT, APT#: C, WHEATON, IL, 60189	From 03/11
1631 S LORRAINE RD, GLEN ELLYN, IL, 60137	

#### Employment Information

RESTORIX HEALTH	From 08/22
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#### Special Messages

IDENTITY SCAN	IDENTITY SCAN DID NOT DETECT ANY ALERTS	EFX
IDVISION ALERT	INPUT INPUT CONSUMER IDENTITY ELEMENTS - VERIFIED	TRU

#### Name Variations

ASHLEY M COTA	EFX
ASHLEY DE MARCO	EFX
ASHLEY M COTA	TRU



## Scoring

**520**

TransUnion | CLASSIC 04 SCORE

SERIOUS DELINQUENCY, AND PUBLIC RECORD OR  
COLLECTION FILED  
TIME SINCE DELINQUENCY IS TOO RECENT OR UNKNOWN  
PROPORTION OF REVOLVING BALANCES TO REVOLVING  
CREDIT LIMITS IS TOO HIGH  
NUMBER OF ACCOUNTS WITH DELINQUENCY  
FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE

**470**

Equifax | BEACON 5.0 SCORE

SERIOUS DELINQUENCY AND DEROGATORY PUBLIC RECORD  
OR COLLECTION FILED  
PROPORTION OF BALANCES TO CREDIT LIMITS TOO HIGH ON  
REVOLVING ACCOUNTS  
TIME SINCE DELINQUENCY IS TOO RECENT OR UNKNOWN  
NUMBER OF ACCOUNTS WITH DELINQUENCY  
FACTA: NUMBER OF INQUIRIES AFFECTED THE SCORE

## Credit History

### Open Accounts

<b>CAF</b> #46288769 (800) 925-3612 Owner: Joint	Opened <b>08/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$45,758</b>	Reviewed <b>05</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$996</b> <b>72 mos</b>	Balance <b>\$45,410</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	AUTO (INS) <b>Pays as agreed</b>							
<b>CAP ONE AUTO</b> #62010216104261001 (800) 946-0332 Owner: Joint	Opened <b>09/2022</b>	Reported <b>12/2022</b>	High Credit <b>\$44,698</b>	Reviewed <b>04</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$766</b> <b>72 mos</b>	Balance <b>\$43,445</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	AUTO (INS) <b>Pays as agreed</b>							
<b>US DEPT ED</b> #6215 (800) 621-3115 Owner: Individual	Opened <b>09/2017</b>	Reported <b>01/2023</b>	High Credit <b>\$7,858</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$6,098</b>
	Last Pmt <b>07/2021</b>	TRU (EFX)	EDUCATION LOAN (OPN) <b>Pays as agreed</b>							
	ORIG CREDITOR: DIRECT LOANS									
<b>US DEPT ED</b> #6428 (800) 621-3115 Owner: Individual	Opened <b>09/2017</b>	Reported <b>01/2023</b>	High Credit <b>\$5,770</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$4,200</b>
	Last Pmt <b>07/2021</b>	TRU (EFX)	EDUCATION LOAN (OPN) <b>Pays as agreed</b>							
	ORIG CREDITOR: DIRECT LOANS									
<b>US DEPT ED</b> #6223 (800) 621-3115 Owner: Individual	Opened <b>09/2017</b>	Reported <b>01/2023</b>	High Credit <b>\$4,193</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$3,052</b>
	Last Pmt <b>07/2021</b>	TRU (EFX)	EDUCATION LOAN (OPN) <b>Pays as agreed</b>							
	ORIG CREDITOR: DIRECT LOANS									
<b>US DEPT ED</b> #6207 (800) 621-3115 Owner: Individual	Opened <b>09/2017</b>	Reported <b>01/2023</b>	High Credit <b>\$3,849</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$2,773</b>
	Last Pmt <b>07/2021</b>	TRU (EFX)	EDUCATION LOAN (OPN) <b>Pays as agreed</b>							
	ORIG CREDITOR: DIRECT LOANS									
<b>UNIT CON FIN</b> #67224911 (440) 835-3230 Owner: Joint	Opened <b>04/2021</b>	Reported <b>01/2023</b>	High Credit <b>\$4,907</b>	Reviewed <b>22</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$136</b> <b>36 mos</b>	Balance <b>\$2,180</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	INSTLMNT SALES (INS) <b>Pays as agreed</b>							
<b>DISCOVERBANK</b> #9727 (800) 347-2683 Owner: Authorized User	Opened <b>05/2022</b>	Reported <b>01/2023</b>	Limit <b>\$2,000</b>	Reviewed <b>09</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$42</b> <b>variable</b>	Balance <b>\$2,059</b>
	Last Pmt <b>01/2023</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
<b>US DEPT ED</b> #6218 (800) 621-3115 Owner: Individual	Opened <b>09/2017</b>	Reported <b>01/2023</b>	High Credit <b>\$1,947</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$1,443</b>
	Last Pmt <b>07/2021</b>	TRU (EFX)	EDUCATION LOAN (OPN) <b>Pays as agreed</b>							
	ORIG CREDITOR: DIRECT LOANS									

<b>USAA SVG BK</b> #2126 Owner: Individual	Opened <b>02/2018</b>	Reported <b>01/2023</b>	Limit <b>\$1,000</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$58</b> <b>variable</b>	Balance <b>\$1,135</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>FST PREMIER</b> #4049 (800) 987-5521 Owner: Authorized User	Opened <b>10/2019</b>	Reported <b>12/2022</b>	Limit <b>\$700</b>	Reviewed <b>38</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$52</b> <b>variable</b>	Balance <b>\$740</b>
	Last Pmt <b>11/2022</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							

<b>US DEPT ED</b> #6211 (800) 621-3115 Owner: Individual	Opened <b>09/2017</b>	Reported <b>01/2023</b>	High Credit <b>\$910</b>	Reviewed <b>48</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$674</b>
	Last Pmt <b>07/2021</b>	TRU (EFX)	EDUCATION LOAN (OPN) <b>Pays as agreed</b>							
	ORIG CREDITOR: DIRECT LOANS									

Disputed Accounts										
No disputed accounts found.										

Derogatory Accounts										
<b>UPSTART NETW</b> #L2725134 (855) 451-6753 Owner: Individual	Opened <b>03/2022</b>	Reported <b>01/2023</b>	High Credit <b>\$7,000</b>	Reviewed <b>11</b>	30 <b>3</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$304</b>	Payment <b>\$184</b> <b>84 mos</b>	Balance <b>\$7,193</b>
	Last Pmt <b>11/2022</b>	TRU (EFX)	UNSECURED (INS) <b>60 days late</b>		11/ 2022	12/ 2022				
					10/ 2022	09/ 2022				

<b>US DEPARTMENT OF EDU</b> #37656215 (866) 324-1214 Owner: Individual	Opened <b>04/2013</b>	Reported <b>11/2022</b>	High Credit <b>\$7,858</b>	Reviewed <b>59</b>	30	60	90+	Past Due <b>\$6,098</b>	Payment <b>1 mos</b>	Balance <b>\$6,098</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	CUSTOMER UNABLE TO LOCATE SUBJECT COLLECTION FIXED RATE ORIG CREDITOR: DIRECT LOANS									

<b>US DEPARTMENT OF EDU</b> #37656428 (866) 324-1214 Owner: Individual	Opened <b>12/2013</b>	Reported <b>11/2022</b>	High Credit <b>\$5,770</b>	Reviewed <b>59</b>	30	60	90+	Past Due <b>\$4,200</b>	Payment <b>1 mos</b>	Balance <b>\$4,200</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	CUSTOMER UNABLE TO LOCATE SUBJECT COLLECTION FIXED RATE ORIG CREDITOR: DIRECT LOANS									

<b>US DEPARTMENT OF EDU</b> #37656223 (866) 324-1214 Owner: Individual	Opened <b>12/2013</b>	Reported <b>11/2022</b>	High Credit <b>\$4,193</b>	Reviewed <b>59</b>	30	60	90+	Past Due <b>\$3,052</b>	Payment <b>1 mos</b>	Balance <b>\$3,052</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	CUSTOMER UNABLE TO LOCATE SUBJECT COLLECTION FIXED RATE ORIG CREDITOR: DIRECT LOANS									

<b>US DEPARTMENT OF EDU</b> #37656207 (866) 324-1214  Owner: Individual	Opened <b>04/2013</b>	Reported <b>11/2022</b>	High Credit <b>\$3,849</b>	Reviewed <b>59</b>	30	60	90+	Past Due <b>\$2,773</b>	Payment <b>1 mos</b>	Balance <b>\$2,773</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	CUSTOMER UNABLE TO LOCATE SUBJECT COLLECTION FIXED RATE ORIG CREDITOR: DIRECT LOANS									

<b>US DEPARTMENT OF EDU</b> #37656218 (866) 324-1214  Owner: Individual	Opened <b>07/2014</b>	Reported <b>11/2022</b>	High Credit <b>\$1,947</b>	Reviewed <b>59</b>	30	60	90+	Past Due <b>\$1,443</b>	Payment <b>1 mos</b>	Balance <b>\$1,443</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	CUSTOMER UNABLE TO LOCATE SUBJECT COLLECTION FIXED RATE ORIG CREDITOR: DIRECT LOANS									

<b>CREDITONEBNK</b> #2172 (877) 825-3242  Owner: Individual	Opened <b>03/2021</b>	Reported <b>12/2022</b>	Limit <b>\$1,000</b>	Reviewed <b>22</b>	30 <b>2</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$54 variable</b>	Balance <b>\$1,062</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>		10/ 2022					
					07/ 2022					

<b>WAKEFIELD</b> #2844 (865) 971-1300  Owner: Individual	Opened <b>09/2017</b>	Reported <b>01/2023</b>	High Credit <b>\$810</b>	Reviewed	30	60	90+	Past Due <b>\$999</b>	Payment <b>monthly</b>	Balance <b>\$999</b>
	Last Pmt	TRU	UNKNOWN (OPN) <b>Collection</b>							
	COLLECTION ORIG CREDITOR: MEDICAL									

<b>US DEPARTMENT OF EDU</b> #37563999 (866) 324-1214  Owner: Individual	Opened <b>07/2009</b>	Reported <b>05/2022</b>	High Credit <b>\$2,333</b>	Reviewed <b>53</b>	30	60	90+	Past Due <b>\$799</b>	Payment <b>36 mos</b>	Balance <b>\$799</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	STUDENT LOAN ASSIGNED TO GOVERNMENT COLLECTION ORIG CREDITOR: FFEL PARTICIPATION INTERESTS L									

<b>CREDITONEBNK</b> #5959 (877) 825-3242  Owner: Individual	Opened <b>01/2020</b>	Reported <b>12/2022</b>	Limit <b>\$650</b>	Reviewed <b>35</b>	30 <b>1</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>\$36 variable</b>	Balance <b>\$705</b>
	Last Pmt <b>12/2022</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>		10/ 2022					

<b>US DEPARTMENT OF EDU</b> #37656211 (866) 324-1214  Owner: Individual	Opened <b>07/2014</b>	Reported <b>11/2022</b>	High Credit <b>\$910</b>	Reviewed <b>59</b>	30	60	90+	Past Due <b>\$674</b>	Payment <b>1 mos</b>	Balance <b>\$674</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	CUSTOMER UNABLE TO LOCATE SUBJECT COLLECTION FIXED RATE ORIG CREDITOR: DIRECT LOANS									

<b>US DEPARTMENT OF EDU</b> #37564007 (866) 324-1214  Owner: Individual	Opened <b>07/2009</b>	Reported <b>05/2022</b>	High Credit <b>\$1,333</b>	Reviewed <b>53</b>	30	60	90+	Past Due <b>\$333</b>	Payment <b>36 mos</b>	Balance <b>\$333</b>
	Last Pmt <b>07/2021</b>	EFX	EDUCATION LOAN (INS) <b>Collection</b>							Closed <b>12/2017</b>
	STUDENT LOAN ASSIGNED TO GOVERNMENT COLLECTION ORIG CREDITOR: FFEL PARTICIPATION INTERESTS L									

<b>ACCTRESOTEAM</b> #1352 (423) 586-7613  Owner: Individual	Opened <b>09/2021</b>	Reported <b>11/2022</b>	High Credit <b>\$175</b>	Reviewed	30	60	90+	Past Due <b>\$175</b>	Payment <b>monthly</b>	Balance <b>\$175</b>
	Last Pmt	TRU	UNKNOWN (OPN) <b>Collection</b>							
	COLLECTION ORIG CREDITOR: MEDICAL									

<b>CCB/BIGLOTS</b> #6871  Owner: Individual	Opened <b>05/2020</b>	Reported <b>01/2023</b>	Limit <b>\$100</b>	Reviewed <b>31</b>	30 <b>3</b>	60 <b>1</b>	90+ <b>0</b>	Past Due <b>\$40</b>	Payment <b>\$5 variable</b>	Balance <b>\$119</b>
	Last Pmt <b>08/2022</b>	TRU (EFX)	CHARGE ACCOUNT (REV) <b>90 days late</b>		10/ 2022	11/ 2022	12/ 2022			
					06/ 2022					

<b>ACCTRESOTEAM</b> #0932 (423) 586-7613  Owner: Individual	Opened <b>05/2022</b>	Reported <b>11/2022</b>	High Credit <b>\$100</b>	Reviewed	30	60	90+	Past Due <b>\$100</b>	Payment <b>monthly</b>	Balance <b>\$100</b>
	Last Pmt	TRU	UNKNOWN (OPN) <b>Collection</b>							
	COLLECTION ORIG CREDITOR: MEDICAL									

<b>CAPITAL ONE</b> #5619 (800) 955-7070  Owner: Individual	Opened <b>07/2014</b>	Reported <b>11/2020</b>	Limit <b>\$300</b>	Reviewed <b>48</b>	30 <b>1</b>	60 <b>1</b>	90+ <b>2</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>05/2017</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							Closed <b>10/2020</b>
	CLOSED - CREDIT GRANTOR									

<b>DEPT OF ED / AIDVANT</b> #99491301301E00320130  Owner: Individual	Opened <b>04/2013</b>	Reported <b>09/2017</b>	High Credit <b>\$3,500</b>	Reviewed <b>53</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>10</b>	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt	EFX (TRU)	EDUCATION LOAN (INS) <b>120 days late</b>							Closed <b>09/2017</b>
	FIXED RATE TRANSFER/SOLD									

<b>DEPT OF ED / AIDVANT</b> #99491301301E00420130  Owner: Individual	Opened <b>04/2013</b>	Reported <b>09/2017</b>	High Credit <b>\$5,946</b>	Reviewed <b>53</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>10</b>	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt	EFX	EDUCATION LOAN (INS) <b>120 days late</b>							Closed <b>09/2017</b>
	FIXED RATE TRANSFER/SOLD									

<b>DEPT OF ED / AIDVANT</b> #99491301301E00520131  Owner: Individual	Opened <b>12/2013</b>	Reported <b>09/2017</b>	High Credit <b>\$3,765</b>	Reviewed <b>45</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>10</b>	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt	EFX (TRU)	EDUCATION LOAN (INS) <b>120 days late</b>							Closed <b>09/2017</b>
	FIXED RATE TRANSFER/SOLD									

<b>DEPT OF ED / AIDVANT</b> #99491301301E00620131  Owner: Individual	Opened <b>12/2013</b>	Reported <b>09/2017</b>	High Credit <b>\$5,020</b>	Reviewed <b>45</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>10</b>	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt	EFX	EDUCATION LOAN (INS) <b>120 days late</b>							Closed <b>09/2017</b>
	FIXED RATE TRANSFER/SOLD									



<b>DEPT OF ED / AIDVANT</b> #99491301301E00720140  Owner: Individual	Opened <b>07/2014</b>	Reported <b>09/2017</b>	High Credit <b>\$1,750</b>	Reviewed <b>38</b>	30 0	60 0	90+ 10	Past Due	Payment  <b>monthly</b>	Balance \$0  Closed <b>09/2017</b>
	Last Pmt	EFX (TRU)	EDUCATION LOAN (INS) <b>120 days late</b>							
	FIXED RATE TRANSFER/SOLD									

<b>DEPT OF ED / AIDVANT</b> #99491301301E00820140  Owner: Individual	Opened <b>07/2014</b>	Reported <b>09/2017</b>	High Credit <b>\$790</b>	Reviewed <b>38</b>	30 0	60 0	90+ 10	Past Due	Payment  <b>monthly</b>	Balance \$0  Closed <b>09/2017</b>
	Last Pmt	EFX	EDUCATION LOAN (INS) <b>120 days late</b>							
	FIXED RATE TRANSFER/SOLD									

<b>DPT ED/AIDV</b> #301301E00820140722 (800) 722-1300  Owner: Individual	Opened <b>07/2014</b>	Reported <b>09/2017</b>	High Credit <b>\$790</b>	Reviewed <b>24</b>	30 0	60 0	90+ 11 08/ 2017 07/ 2017 06/ 2017 05/ 2017 04/ 2017 03/ 2017 02/ 2017 01/ 2017	Past Due \$0	Payment  <b>120 mos</b>	Balance \$0  Closed <b>09/2017</b>
	Last Pmt	TRU	EDUCATION LOAN (INS) <b>120 days late</b>							
	TRANSFERRED									

<b>DPT ED/AIDV</b> #301301E00620131216 (800) 722-1300  Owner: Individual	Opened <b>12/2013</b>	Reported <b>09/2017</b>	High Credit <b>\$5,020</b>	Reviewed <b>24</b>	30 0	60 0	90+ 11 08/ 2017 07/ 2017 06/ 2017 05/ 2017 04/ 2017 03/ 2017 02/ 2017 01/ 2017	Past Due \$0	Payment  <b>120 mos</b>	Balance \$0  Closed <b>09/2017</b>
	Last Pmt	TRU	EDUCATION LOAN (INS) <b>120 days late</b>							
	TRANSFERRED									

<b>DPT ED/AIDV</b> #301301E00420130401 (800) 722-1300  Owner: Individual	Opened <b>04/2013</b>	Reported <b>09/2017</b>	High Credit <b>\$5,946</b>	Reviewed <b>24</b>	30 0	60 0	90+ 11 08/ 2017 07/ 2017 06/ 2017 05/ 2017 04/ 2017 03/ 2017 02/ 2017 01/ 2017	Past Due \$0	Payment  <b>120 mos</b>	Balance \$0  Closed <b>09/2017</b>
	Last Pmt	TRU	EDUCATION LOAN (INS) <b>120 days late</b>							
	TRANSFERRED									

<div>DPT ED/AIDV</div> <div>#301301E00120090930</div> <div>(800) 722-1300</div> <div>Owner: Individual</div>	Opened 09/2009	Reported 08/2017	High Credit \$2,333	Reviewed 24	30 0	60 0	90+ 10 07/ 2017 06/ 2017 05/ 2017 04/ 2017 03/ 2017 02/ 2017 01/ 2017 12/ 2016	Past Due \$0	Payment 34 mos	Balance \$0
	Last Pmt 09/2012	TRU	EDUCATION LOAN (INS) 120 days late					Closed 08/2017		
	TRANSFERRED									

<div>DPT ED/AIDV</div> <div>#301301E00220090930</div> <div>(800) 722-1300</div> <div>Owner: Individual</div>	Opened 09/2009	Reported 08/2017	High Credit \$1,333	Reviewed 24	30 0	60 0	90+ 10 07/ 2017 06/ 2017 05/ 2017 04/ 2017 03/ 2017 02/ 2017 01/ 2017 12/ 2016	Past Due \$0	Payment 34 mos	Balance \$0
	Last Pmt 09/2012	TRU	EDUCATION LOAN (INS) 120 days late							Closed 08/2017
	TRANSFERRED									

<b>FIN ACCTS SV</b> #6440 (865) 693-7660  Owner: Joint	Opened <b>03/2019</b>	Reported <b>09/2020</b>	High Credit <b>\$395</b>	Reviewed	30	60	90+	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>07/2020</b>
	Last Pmt <b>07/2020</b>	TRU (EFX)	UNKNOWN (OPN) <b>Collection</b>							
	PAID COLLECTION ORIG CREDITOR: LUNSFORDS MUSICAL INSTRUMENTS									

#### Closed Accounts

<b><u>CCB/CHLDPLCE</u></b> #6543  Owner: Individual	Opened <b>11/2020</b>	Reported <b>12/2022</b>	Limit <b>\$820</b>	Reviewed <b>24</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>04/2022</b>	TRU (EFX)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							Closed <b>11/2022</b>
	CLOSED - CREDIT GRANTOR									

<b>FLAGSHIP CRD</b> #63063144742841001 (800) 900-5150  Owner: Joint	Opened <b>05/2019</b>	Reported <b>09/2022</b>	High Credit <b>\$37,795</b>	Reviewed <b>40</b>	<b>30</b> <b>0</b>	<b>60</b> <b>0</b>	<b>90+</b> <b>0</b>	Past Due <b>\$0</b>	Payment  <b>72 mos</b>	Balance <b>\$0</b>  Closed <b>09/2022</b>
	Last Pmt <b>09/2022</b>	TRU (EFX)	AUTO (INS) <b>Pays as agreed</b>							
	CLOSED									

<b><u>SYNCB/CARECR</u></b> #3318 (866) 396-8254  Owner: Joint	Opened <b>11/2014</b>	Reported <b>09/2016</b>	Limit <b>\$500</b>	Reviewed <b>23</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment  <b>monthly</b>	Balance <b>\$0</b>
	Last Pmt <b>08/2015</b>	TRU (EFX)	CHARGE ACCOUNT (REV) <b>Pays as agreed</b>							Closed <b>07/2015</b>
	CLOSED - CREDIT GRANTOR									



<b>TARGET/TD</b> #9052 Owner: Authorized User	Opened <b>08/2019</b>	Reported <b>04/2021</b>	Limit <b>\$1,000</b>	Reviewed <b>21</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>04/2021</b>
	Last Pmt <b>02/2020</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	INACTIVE ACCOUNT									

<b>USAA SAVINGS BANK</b> #9476 (800) 531-8722 Owner: Authorized User	Opened <b>02/2012</b>	Reported <b>02/2015</b>	Limit <b>\$5,000</b>	Reviewed <b>36</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>01/2013</b>
	Last Pmt <b>01/2015</b>	EFX	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR PAID AND CLOSED									

<b>USAA SVG BK</b> #8065 (800) 922-9092 Owner: Authorized User	Opened <b>03/2017</b>	Reported <b>10/2019</b>	Limit <b>\$500</b>	Reviewed <b>31</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>10/2017</b>
	Last Pmt <b>10/2017</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR									

<b>USAA SVG BK</b> #1541 (800) 922-9092 Owner: Individual	Opened <b>03/2017</b>	Reported <b>10/2019</b>	Limit <b>\$500</b>	Reviewed <b>31</b>	30 <b>0</b>	60 <b>0</b>	90+ <b>0</b>	Past Due <b>\$0</b>	Payment <b>monthly</b>	Balance <b>\$0</b>  Closed <b>10/2017</b>
	Last Pmt <b>10/2017</b>	TRU (EFX)	CREDIT CARD (REV) <b>Pays as agreed</b>							
	CLOSED - CREDIT GRANTOR									

### Inquiries in the Last 120 Days

01/27/2023	<a href="#">CUMBERLAND AREA INVE</a>	Credit Report Broker		TRU
10/18/2022	<a href="#">SYNCB</a>	Sales Financing		TRU

### Public Records

No public records found.

### Credit Summary

Account Type	Monthly Payments	Balances	Limits	Trades	30+	60+	90+
Revolving	247	5,820	5,450	13	7	2	2
Installment	2,082	117,600	102,363	24	3	0	113
Mortgage	0	0	0	0	0	0	0
Open/Other	0	19,514	25,612	10	0	0	0
<b>Total</b>	<b>\$2,329</b>	<b>\$142,934</b>	<b>\$133,425</b>	<b>47</b>	<b>10</b>	<b>2</b>	<b>115</b>
Past Due: \$20,990   Worst Trade: 9   Satisfactories: 19   Inquiries: 2   Public Records: 0   Bankruptcies: 0   Oldest Date: 07/13/09							

### Additional Information

CONSUMER NARRATIVE - 32& 09-01-22 0000000 FILE LOCKED AT CONSUMERS REQUEST	XPX
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### Consumer Referral Information

EQUIFAX INFORMATION SERVICES, LLC | PO BOX 740241 ATLANTA, GA 30374 | 800-685-1111 | [WWW.EQUIFAX.COM](http://WWW.EQUIFAX.COM)

TRANSUNION CONSUMER SOLUTIONS | PO BOX 1000 CHESTER, PA 19016 | 800-916-8800 | [WWW.TRANSUNION.COM](http://WWW.TRANSUNION.COM)

EXPERIAN | 701 EXPERIAN PARKWAY, PO BOX 2002 ALLEN, TX 75013 | 888-397-3742 | [WWW.EXPERIAN.COM](http://WWW.EXPERIAN.COM)

**END OF REPORT**

**CUMBERLAND AREA INVESTMENT  
CRP**

1104 ENGLAND DR  
COOKEVILLE, TN 38501

Your Credit Score and the Price  
You Pay for Credit

**Reference Number:** 723027105468206

## Applicant

ASHLEY DE MARCO  
111 FALLBERRY ST  
OAK RIDGE, TN 37830

## Your Credit Score

Your credit  
score

+520  
Source: TransUnion  
Date: 01/27/2023

+470  
Source: Equifax  
Date: 01/27/2023

Your credit score is not available from Experian, which is a consumer reporting agency, because they may not have enough information about your credit history to calculate a score.

## Understanding Your Credit Score

What you  
should know  
about credit  
scores

Your credit score is a number that reflects the information in your credit report.

Your credit report is a record of your credit history. It includes information about whether you pay your bills on time and how much you owe to creditors.

Your credit score can change, depending on how your credit history changes.

How we use  
your credit  
score

Your credit score can affect whether you can get a loan and how much you will have to pay for that loan.

The range of  
scores

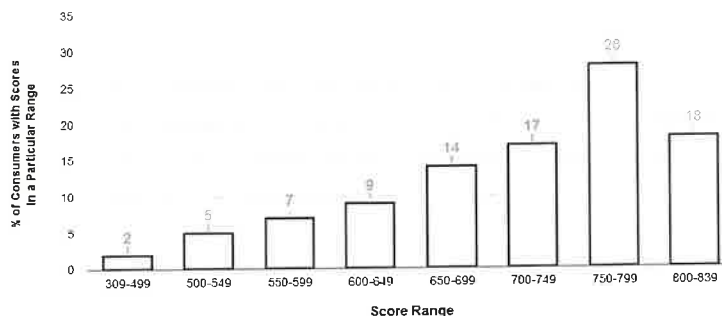
TransUnion scores range from a low of 309 to a high of 839.

Equifax scores range from a low of 334 to a high of 818.

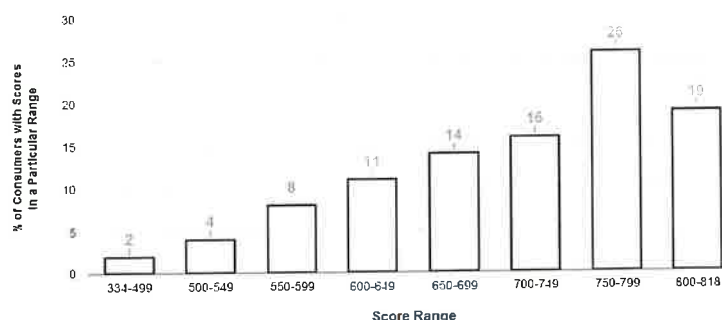
Generally, the higher your score, the more likely you are to be offered better credit terms.

How your score compares to the scores of other consumers

TransUnion



Equifax



## Checking Your Credit Report

What if there are mistakes in your credit report?

You have a right to dispute any inaccurate information in your credit report. If you find mistakes on your credit report, contact the consumer reporting agency.

It is a good idea to check your credit report to make sure the information it contains is accurate.

How can you obtain a copy of your credit report?

Under Federal law, you have the right to obtain a free copy of your credit report from each of the nationwide consumer reporting agencies once a year.

To order your free annual credit report---

By telephone: Call toll-free: 1-877-322-8228

On the web: Visit [www.annualcreditreport.com](http://www.annualcreditreport.com)

By mail: Mail your completed Annual Credit Report Request Form (which you can obtain from the Federal Trade Commission's website at <http://www.ftc.gov/bcp/conline/include/requestformfinal.pdf>) to:

Annual Credit Report Request Service  
P.O. Box 105281  
Atlanta, GA 30348-5281

How can you get more information?

For more information about credit reports and your rights under Federal law, visit the Consumer Financial Protection Bureau's website at [www.consumerfinance.gov/learnmore](http://www.consumerfinance.gov/learnmore).

December 17, 2022

## **Lease Agreement between US Strategic LLC & DOTA Ammunition, LLC**

US Strategic LLC  
Michael H Blank, CEO  
1515 N. Warson Rd, #135  
St. Louis, MO 63132-1111  
(C) 314-749-4141  
(O) 888-638-7188  
(F) 888-210-3816  
[mike@gxaa.com](mailto:mike@gxaa.com)

DOTA Ammunition, LLC.  
Alex De Marco, COO  
111 Fallberry St  
Oak Ridge, TN 37830  
(C) 865-985-8064  
(O) 865-985-8068  
[alex.s.demarco@gmail.com](mailto:alex.s.demarco@gmail.com)

This Equipment Lease (this "Lease") is made effective as of TBD TBD, 2023, between US Strategic, LLC (the "Lessor"), 1515 N. Warson Rd., #135, St Louis, MO 63132-1111, and DOTA Ammunition, LLC.. (the "Lessee"), 111 Fallberry St, Oak Ridge, TN 37830, and states the agreement of the parties as follows:

### **A. Equipment Subject to Lease**

The Lessor shall lease the equipment listed on the attached Exhibit "A".

### **B. Payment Terms**

The Lessor shall make monthly payments of \$10,000.00 USD and \$0.01/rd USD per round produced, due on the 15<sup>th</sup> of each month.

### **C. Lease Term**

This Lease shall begin on the above effective date and shall last for TBD years, unless otherwise terminated in a manner consistent with the terms of this Lease.

### **D. Location of Equipment**

The equipment listed in Exhibit "A" shall be located at TBD, during the Lease Term, and shall not be, removed from that location without the Lessor's prior written consent.

### **E. Care and Operation of Equipment**

The equipment may only be used and operated in a careful, and proper manner. Its' use must comply with all laws, ordinances, and regulations relating to the possession, use, or maintenance of the equipment, including registration and/or licensing requirements, if any.

### **F. Alterations**

Lessee shall be, permitted to make, alterations to the equipment, if the alterations do not reduce the value of the equipment or significantly alter the purposes for which the equipment is, designed. Any alterations, including tooling, made will become the property of the Lessor, and

subject to the terms of this Lease, unless prior written agreement between the parties is, made for the modifications.

#### **G. Maintenance and Repair**

The Lessee shall maintain, at the Lessee's cost, the equipment in good repair and operating condition, allowing for reasonable wear and tear. Such costs include labor, material, parts, and similar items needed for proper upkeep of the equipment.

#### **H. Lessor's Right of Inspection**

The Lessor shall have the right to inspect the equipment during Lessee's normal business hours.

#### **I. Return of Equipment**

At the end of the Lease Term, the Lessee shall be obligated to return the equipment to the Lessor at the Lessee's expense.

#### **J. Option to Renew**

If the Lessee is not in default upon the expiration of this Lease, the Lessee shall have the option to renew this Lease for a similar term on such terms as the parties may agree at the time of renewal.

#### **K. Ownership and Status of Equipment**

**The equipment will be, deemed personal property, regardless of the manner in which it may be, attached to any other property. The Lessor shall be, deemed to have retained title to the equipment at all times, unless the Lessor transfers title by sale. The Lessee shall immediately advise the Lessor regarding any notice of claim, levy, lien, or legal process issued against the equipment listed in Exhibit "A".**

#### **L. Risk of Loss or Damage**

The Lessee assumes all risks of loss or damage to the equipment from any cause and agrees to return it to the Lessor in the condition received from the Lessor, with the exception of normal wear and tear, unless otherwise provided for in this Lease. The Lessor shall have the option of requiring the Lessee to repair the equipment to a state of good working order or replace the equipment with like equipment in good repair, which then shall become the property of the Lessor and subject to this Lease.

#### **M. Liability and Indemnity**

Liability for injury, disability, and death of workers and other persons caused by operating, handling, or transporting the equipment listed in Exhibit "A", during the term of this Lease, is the obligation of the Lessee, and the Lessee shall indemnify and hold the Lessor harmless from and against all such liability.

#### **N. Default**

The occurrence of any of the following shall constitute a default under this Lease:

1. The failure to make a required payment under this Lease when due.
2. The violation of any other provision or requirement that is not, corrected within 90 days, after written notice of the violation is given.
3. The insolvency or bankruptcy of the Lessee.
4. The subjection of any of the Lessee's property to any levy, seizure, assignment, or sale for or by any creditor or government agency.

If the Lessee is in default under this Lease, without notice to or demand on the Lessee, the Lessor may take possession of the equipment as provided by law, deduct the costs of recovery (including attorney and legal costs), repair and related costs, and hold the Lessee responsible for any deficiency. The rights and remedies of the Lessor provided by law and this Agreement shall be cumulative in nature. The Lessor shall be obligated to re-lease the equipment, or otherwise mitigate the damages from the default, only as required by law.

#### **O. Notice**

All notices required or permitted under this Lease shall be deemed delivered when delivered in person or by mail, postage prepaid, addressed to the appropriate party at the address shown for that party at the beginning of this Lease.

#### **P. Assignment**

The Lessee shall not assign or sublet any interest in this Lease, or any equipment listed in Exhibit "A", or permit the equipment listed in Exhibit "A", to be, used by anyone other than the Lessee or Lessee's employees, without the Lessor's prior written consent.

#### **Q. Entire Agreement and Modification**

**This Lease constitutes the entire agreement between the parties. No modifications or amendments of this Lease shall be effective unless in writing and signed by both parties. This Lease replaces any, and all prior agreements between the parties, concerning the equipment listed in Exhibit "A".**

#### **R. Governing Law**

This Lease shall be, construed in accordance with the laws of the State of Missouri, and the accepted jurisdiction for any action stemming from this lease shall be in the State of Missouri.

#### **S. Severability**

If any portion of this Lease shall be, held invalid or unenforceable for any reason, the remaining provisions shall continue to be valid and enforceable. If a court finds that any provision of this Lease is invalid and enforceable, then, such provision shall be, deemed to be, written, construed, and enforced as so limited.

#### **T. Waiver**

The failure of either party to enforce any provisions of this Lease shall not be, construed as a waiver or limitation of that party's right to subsequently enforce and compel strict compliance with every provision of this Lease.

#### **SIGNATORIES**



This Lease shall be, signed, on behalf of US Strategic, LLC by Michael H Blank, CEO, and on the behalf of DOTA Ammunition, LLC. by Alex De Marco, COO, and shall be effective as of the date first above written.

**LESSOR:**

By: \_\_\_\_\_  
Michael H Blank  
CEO

**LESSEE:**

By: \_\_\_\_\_  
Alex De Marco  
COO

**EXHIBIT A**  
**Equipment Schedule**

Equipment Description: US Baird 325 Transfer Press, Serial# 31000-122  
- Tooling: TBD

Equipment Description: Mead Cold Header, Serial# 4614 (support equipment)

Equipment Description: Ammo Load Mark L, Serial# WMKL059 (support equipment)



**RESOLUTION 23-2-1**  
**DIRECTORS OF THE UPPER CUMBERLAND DEVELOPMENT DISTRICT**

**WHEREAS**, the Upper Cumberland Development District serves the fourteen counties of the Upper Cumberland service area; and

**WHEREAS**, the Upper Cumberland Development District operates and maintains a fleet of vehicles serving UCDD departments.

**NOW, THEREFORE BE IT RESOLVED**, by the Executive Board of the Upper Cumberland Development District that:

1. The Executive Board of the Upper Cumberland Development District hereby approves the organization to lease/purchase four (4) Ford Explorers from The Bancorp Bank, N.A. /TBBK Direct Leasing at a cost of \$35,628.00 each.  
Terms: 3 years with monthly payments of \$4,283.02.

**DULY PASSED AND ADOPTED** this 15<sup>th</sup> day of February, 2023.

\_\_\_\_\_  
Randy Hedy, Chairman

\_\_\_\_\_  
Date

\_\_\_\_\_  
Jeff Mason, Vice Chairman

\_\_\_\_\_  
Date

MUNICIPAL PAYMENT SCHEDULE	

Principal	
Residual Value	\$ 1
Yearly Interest Rate	5.49%
Number of Years	
Payment Terms	
Payment Type	
Compound Type	
Principal Start Date	
First Payment	

Price of Vehicle: \$ 35,628.00 02/06/23

Number of Vehicles: 4

Total Amount Financed: \$ 142,512.00

2023 Ford Explorers

	12 Month		24 Month		36 Month		48 Month	
	Advanced	Arrears	Advanced	Arrears	Advanced	Arrears	Advanced	Arrears
Monthly	\$12,176.33	\$12,232.04	\$6,254.86	\$6,283.48	\$4,283.02	\$4,302.61	\$3,298.57	\$3,313.66
Quarterly	\$36,359.54	\$36,858.57	\$18,675.29	\$18,931.61	\$12,786.38	\$12,961.88	\$9,846.30	\$9,981.44
Semi-Annual	\$72,220.27	\$74,202.71	\$37,087.77	\$38,105.83	\$25,388.38	\$26,085.29	\$19,547.25	\$20,083.83
Annual	\$142,511.05	\$150,334.91	\$73,159.26	\$77,175.70	\$50,063.99	\$52,812.50	\$38,532.83	\$40,648.28

	60 Month		72 Month		84 Month	
	Advanced	Arrears	Advanced	Arrears	Advanced	Arrears
Monthly	\$2,709.08	\$2,721.47	\$2,317.07	\$2,327.67	\$2,037.89	\$2,047.22
Quarterly	\$8,085.74	\$8,196.72	\$6,914.93	\$7,009.84	\$6,081.12	\$6,164.59
Semi-Annual	\$16,049.42	\$16,489.98	\$13,723.22	\$14,099.92	\$12,066.50	\$12,397.72
Annual	\$31,627.28	\$33,363.62	\$27,034.52	\$28,518.71	\$23,763.31	\$25,067.92



**FORD CREDIT**  
Municipal Finance

1 American Road, MD 7500  
Dearborn, Michigan 48126  
1-800-241-4199, press 1

## Financing Quote # 102679

February 6, 2023

Municipality: Upper Cumberland Development District  
Dealer:

Ford Credit Municipal Finance is pleased to provide the following quote for your consideration.  
Expiration Date: 4/7/2023

Description	Unit Price
Ford Explorer	\$35,628.00
Ford Explorer	\$35,628.00
Ford Explorer	\$35,628.00
Ford Explorer	\$35,628.00

Total Asset Cost	\$142,512.00
Underwriting Fee	\$545.00
Amount Financed	\$143,057.00
Number of Payments	36
Payment Timing	Monthly
Rate	8.49%
Payment Amount	\$4,483.57

This quote was prepared assuming the lease qualifies for Federal Income Tax Status for Ford Credit Company LLC under Section 103 of the IRS Code and is not a commitment by Ford Credit Municipal Finance. Financing is subject to credit review.

Thank you for the opportunity to provide this quote. If you have any questions, need additional options, or would like to proceed with the application process, please contact by using the information below.

Sincerely,

*Janet Doty*

Janet Doty  
Marketing Coordinator  
jdoty@ford.com  
1-800-241-4199, press 1

Ford Motor Credit Company ("FMCC") is providing the information contained in this document for discussion purposes only in connection with a proposed arm's length commercial leasing transaction between you and FMCC. FMCC is acting for its own interest and has financial and other interests that differ from yours. FMCC is not acting as a municipal advisor or financial advisor to you, and has no fiduciary duty to you. The information provided in this document is not intended to be and should not be construed as "advice" within the meaning of Section 15B of the Securities Exchange Act of 1934 and the municipal advisor rules of the SEC. FMCC is not recommending that you take an action and you should discuss any actions with your own advisors as you deem appropriate.