

# INVESTOR FORUM II

## Terms for Our Current Capital Raise - Convertible Note

### Company Information:

<b>Name:</b>	Emmanuel Brown
<b>Email:</b>	emmanuel@bookchurchspace.com
<b>Company:</b>	Church Space
<b>Mentor:</b>	Ross O'Brien

### Current Cap Table (fully diluted):

<b>Founders and Management:</b>	100
<b>Investors in previous rounds:</b>	0
<b>Total:</b>	100%

### Total Target Raise:

<b>Principal:</b>	750,000
<b>Conversion Discount:</b>	20
<b>Conversion Cap:</b>	7,500,000
<b>Minimum Investment / Note Amount:</b>	100,000

### Anticipated Next Round:

<b>Security</b>	Seed, Price Round
<b>Liquidation Preference</b>	1
<b>Target Raise</b>	3,000,000
<b>Anticipated Timing of Next Round:</b>	12

Level	Conservative					Moderate			Aggressive			
	250	504	1008	2020	4044	240	720	1440	504	1008	2880	
\$100												
Annual Church Space Occupation	20%	20%	20%	23%	23%	10%	10%	10%	10%	10%	10%	
Commission %												
Annual Growth in Numbers		1%	2%	3%	4%							
Avg Monthly Church Space	\$ 1,750.0	\$ 1,750.0	\$ 1,750.0			\$ 2,500.0	\$ 2,500.0	\$ 2,500.0	\$ 2,500.0	\$ 2,500.0	\$ 2,500.0	
Year	Monthly (MRR/ Ltr Annual ARPU)	2022	2023	2024	2025	2026	2020	2021	2022	2020	2021	2022
Occupancy Revenue	\$ 350.00	\$ 4,200.00	\$ 1,050,000.0	\$ 2,137,968.0	\$ 4,318,272.0	\$ 8,738,520.0	\$ 17,664,192.0	\$ 1,739.58	\$ 1,008,000.0	\$ 3,054,240.0	\$ 6,168,960.0	\$ 12,337,920.0
Featured Church Advertising		\$ 10.86	\$ 271.55	\$ 5,529.2	\$ 11,107.8	\$ 22,299.3	\$ 45,002.6	\$ 10.86	\$ 2,606.9	\$ 7,898.8	\$ 15,954.0	\$ 31,908.0
<b>Total Revenue</b>			<b>\$ 1,052,715.5</b>	<b>\$ 2,143,497.2</b>	<b>\$ 4,329,489.8</b>	<b>\$ 8,761,119.3</b>	<b>\$ 17,709,874.6</b>		<b>\$ 1,010,606.9</b>	<b>\$ 3,062,138.8</b>	<b>\$ 6,184,914.0</b>	<b>\$ 12,322,274.4</b>
<b>Cost of Goods - Maintenance</b>			\$ 37.50	\$ 9,375.0	\$ 19,089.0	\$ 38,556.0	\$ 78,022.5	\$ 157,716.0	\$ 18.75	\$ 9,000.0	\$ 27,270.0	\$ 55,080.0
<b>Cost of Goods - Storage</b>			\$ 37.50	\$ 9,375.0	\$ 19,089.0	\$ 38,556.0	\$ 78,022.5	\$ 157,716.0	\$ 18.75	\$ 9,000.0	\$ 27,270.0	\$ 55,080.0
<b>Cost of Goods - Salesperson Commission</b>			\$ 185.42	\$ 46,354.2	\$ 94,384.5	\$ 190,638.0	\$ 385,777.9	\$ 779,818.0	\$ 173.96	\$ 44,500.0	\$ 134,855.0	\$ 272,340.0
<b>Total Cost of Goods</b>			\$ 185.42	\$ 46,354.2	\$ 94,384.5	\$ 190,638.0	\$ 385,777.9	\$ 779,818.0	\$ 173.96	\$ 44,500.0	\$ 134,855.0	\$ 272,340.0
<b>Gross Profit</b>			\$ 987,611.3	\$ 2,010,934.7	\$ 4,061,689.8	\$ 8,219,296.4	\$ 16,614,624.6	\$ 948,106.9	\$ 2,872,763.8	\$ 5,802,414.0	\$ 11,991,024.4	\$ 24,050,934.4
<b>Operating Expenses</b>			\$ 285.77	\$ 71,442.6	\$ 145,468.5	\$ 293,817.6	\$ 594,573.7	\$ 1,201,881.3	\$ 142.89	\$ 68,584.9	\$ 207,812.2	\$ 419,739.4
Salaries and Wages			\$ 208.33	\$ 52,083.3	\$ 106,049.8	\$ 214,199.7	\$ 433,457.6	\$ 876,198.6	\$ 104.17	\$ 49,999.9	\$ 151,499.8	\$ 305,999.5
Salaries - Officer's			\$ 12.92	\$ 3,229.0	\$ 6,574.8	\$ 13,279.7	\$ 26,873.0	\$ 54,321.6	\$ 6.46	\$ 3,098.8	\$ 9,392.5	\$ 18,971.0
Taxes - Payroll			\$ 2.50	\$ 625.0	\$ 1,272.6	\$ 2,574.0	\$ 5,201.5	\$ 10,514.4	\$ 1.25	\$ 600.0	\$ 1,818.0	\$ 3,672.0
Accounting			\$ 52.53	\$ 13,133.3	\$ 26,741.6	\$ 54,012.7	\$ 109,300.9	\$ 220,942.6	\$ 49.30	\$ 12,608.0	\$ 38,202.2	\$ 77,161.0
Advertising			\$ 83.33	\$ 20,833.3	\$ 42,420.0	\$ 85,680.0	\$ 173,383.3	\$ 350,480.0	\$ 41.67	\$ 20,000.0	\$ 60,600.0	\$ 122,400.0
Administrative Expenses			\$ 54.09	\$ 13,521.5	\$ 27,531.9	\$ 55,608.9	\$ 112,531.0	\$ 227,472.0	\$ 50.76	\$ 12,980.6	\$ 39,331.2	\$ 79,441.3
Credit Card Fees			\$ 71.44	\$ 17,860.6	\$ 36,367.1	\$ 73,454.4	\$ 148,643.4	\$ 300,470.3	\$ 35.72	\$ 17,146.2	\$ 51,953.0	\$ 104,934.9
Insurance and Benefits			\$ 2.50	\$ 625.0	\$ 1,272.6	\$ 2,574.0	\$ 5,201.5	\$ 10,514.4	\$ 1.25	\$ 600.0	\$ 1,818.0	\$ 3,672.0
Insurance - General			\$ 210.70	\$ 52,675.0	\$ 107,254.7	\$ 216,633.3	\$ 438,382.4	\$ 886,153.6	\$ 99.15	\$ 50,568.0	\$ 153,221.0	\$ 309,476.2
Marketing-Open Budget			\$ 13.56	\$ 3,389.6	\$ 6,901.7	\$ 13,940.1	\$ 28,209.5	\$ 57,023.1	\$ 12.73	\$ 6,354.0	\$ 19,914.5	\$ 40,194.5
Online Marketing-Email			\$ 30.50	\$ 7,625.0	\$ 15,257.5	\$ 31,358.9	\$ 63,458.3	\$ 128,275.7	\$ 28.63	\$ 1,320.0	\$ 22,179.6	\$ 44,798.4
Online Marketing-SEO			\$ 49.14	\$ 12,285.4	\$ 25,015.1	\$ 50,525.5	\$ 102,244.2	\$ 206,678.1	\$ 46.13	\$ 11,794.0	\$ 35,735.8	\$ 72,179.3
Online Marketing-Management/Consulting			\$ 23.73	\$ 5,931.3	\$ 12,077.0	\$ 24,393.1	\$ 49,362.2	\$ 99,781.7	\$ 22.27	\$ 5,694.0	\$ 17,252.8	\$ 34,847.3
Online Marketing-Technology			\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Office Expenses			\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
Depreciation (do not move)			\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00
<b>Church Space Investment</b>			\$ 275,259.8	\$ 560,473.1	\$ 1,132,044.6	\$ 2,290,822.5	\$ 4,630,707.3	\$ 264,249.4	\$ 800,675.9	\$ 1,617,206.6	\$ 3,234,413.2	\$ 6,468,826.4
<b>Total Operating Expenses</b>			\$ 712,351.5	\$ 1,450,461.6	\$ 2,929,645.2	\$ 5,928,473.9	\$ 11,983,913.3	\$ 683,857.4	\$ 2,072,088.0	\$ 4,185,207.4	\$ 8,369,927.6	\$ 16,739,850.8
<b>Total Operating Income</b>			\$ 15,000.0	\$ 3,769,573.1	\$ 7,539,844.6	\$ 15,072,645.5	\$ 30,136,911.3	\$ 15,000.0	\$ 3,769,573.1	\$ 7,539,844.6	\$ 15,072,645.5	\$ 30,136,911.3
Provision for Tax (16%)			\$ 15.00%	\$ 562,531.3	\$ 1,206,375.2	\$ 2,411,623.3	\$ 4,821,702.2	\$ 2,411,623.3	\$ 562,531.3	\$ 1,206,375.2	\$ 2,411,623.3	\$ 4,821,702.2
<b>Net Profit / (Loss)</b>			\$ 605,498.8	\$ 1,232,892.3	\$ 2,490,198.4	\$ 5,039,202.8	\$ 10,186,329.7	\$ 581,278.8	\$ 1,161,274.8	\$ 2,357,426.3	\$ 4,661,022.1	\$ 9,315,209.1
Less Investment*15%Interest			\$ 260,498.8	\$ 1,493,391.1	\$ 3,983,589.5	\$ 9,022,792.3	\$ 19,209,122.0	\$ 236,278.8	\$ 1,197,553.6	\$ 2,357,426.3	\$ 4,661,022.1	\$ 9,315,209.1