

TABLE 5

**BUSINESS PROJECTION OF SUBSCRIPTION TELEVISION OPERATION
AT 20,000 SUBSCRIBER LEVEL & THREE PROGRAM INCOME LEVELS**

	20,000 Subscribers		
	Prog. Inc. \$65.00/Yr.	Prog. Inc. \$70.00/Yr.	Prog. Inc. \$75.00/Yr.
Income			
Gross program income	\$ 1,300,000	\$ 1,400,000	\$ 1,500,000
Rental fees	780,000	780,000	780,000
Decoder Installation	40,000	40,000	40,000
Total	<u>\$ 2,120,000</u>	<u>\$ 2,220,000</u>	<u>\$ 2,320,000</u>
Direct Costs			
Station Time	\$ 300,000	\$ 300,000	\$ 300,000
Commissions	16,000	16,000	16,000
Program Product	455,000	490,000	525,000
Subscription Franchise Fee	104,000	109,000	114,000
ASCAP and BMI Fees	18,000	18,000	18,000
Lines and Facilities	32,400	32,400	32,400
Total	<u>\$ 925,400</u>	<u>\$ 965,400</u>	<u>\$ 1,005,400</u>
Gross Profit	<u>\$ 1,194,600</u>	<u>\$ 1,254,600</u>	<u>\$ 1,314,600</u>
Indirect Expense			
Sales	\$ 147,000	\$ 147,000	\$ 147,000
Program	23,000	23,000	23,000
Technical	158,600	158,600	158,600
General and Admin.	864,900	865,900	866,900
Total	<u>\$ 1,193,500</u>	<u>\$ 1,194,500</u>	<u>\$ 1,195,500</u>
Profit before Tax	<u>\$ 1,100</u>	<u>\$ 60,100</u>	<u>\$ 119,100</u>
Profit after 48% tax	<u>\$ 600</u>	<u>\$ 31,300</u>	<u>\$ 61,900</u>
Percent of income	<u>.0%</u>	<u>1.4%</u>	<u>2.7%</u>
Cost of Equipment	\$ 2,711,500	\$ 2,711,500	\$ 2,711,500
Depreciation	541,900	541,900	541,900
Cash flow from profits and depreciation	<u>542,500</u>	<u>573,200</u>	<u>603,800</u>
Percent of equipment cost	<u>20.0%</u>	<u>21.1%</u>	<u>22.3%</u>