

<u>Part Three: Proposed Financing Plan</u>													
Projected One Year Income / Cash Flow Statement													
Juice Stop, LLC - T. Stark													
Month	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	GROSS
Daily cust.ct.	167	179	179	205	231	256	282	295	231	205	167	167	76923
Monthly Sales %	6.50%	7.00%	7.00%	8.00%	9.00%	10.00%	11.00%	11.50%	9.00%	8.00%	6.50%	6.50%	100.00%
Monthly Sales	\$ 19,500.00	\$ 21,000.00	\$ 21,000.00	\$ 24,000.00	\$ 27,000.00	\$ 30,000.00	\$ 33,000.00	\$ 34,500.00	\$ 27,000.00	\$ 24,000.00	\$ 19,500.00	\$ 19,500.00	\$ 300,000.00
Av. Sales amt.	\$3.50												
Yrly. Gr. Sales	300,000.00												
month	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
monthly sales	\$ 19,500.00	\$ 21,000.00	\$ 21,000.00	\$ 24,000.00	\$ 27,000.00	\$ 30,000.00	\$ 33,000.00	\$ 34,500.00	\$ 27,000.00	\$ 24,000.00	\$ 19,500.00	\$ 19,500.00	\$ 300,000.00
Cost of Goods Sold													
36%	\$ 7,020.00	\$ 7,560.00	\$ 7,560.00	\$ 8,640.00	\$ 9,720.00	\$ 10,800.00	\$ 11,880.00	\$ 12,420.00	\$ 9,720.00	\$ 8,640.00	\$ 7,020.00	\$ 7,020.00	\$ 108,000.00
GROSS/PROFIT	\$ 12,480.00	\$ 13,440.00	\$ 13,440.00	\$ 15,360.00	\$ 17,280.00	\$ 19,200.00	\$ 21,120.00	\$ 22,080.00	\$ 17,280.00	\$ 15,360.00	\$ 12,480.00	\$ 12,480.00	\$ 192,000.00
EXPENSES													
PAYROLL/TAX	\$ 6,630.00	\$ 6,630.00	\$ 6,870.00	\$ 9,495.00	\$ 10,920.00	\$ 11,220.00	\$ 12,615.00	\$ 7,635.00	\$ 5,561.00	\$ 5,235.00	\$ 4,290.00	\$ 4,290.00	\$ 91,391.00
Payroll including manager's salary of \$30,000.00 per year													
ADVERTISING													
2%	\$ 390.00	\$ 420.00	\$ 420.00	\$ 480.00	\$ 540.00	\$ 600.00	\$ 660.00	\$ 690.00	\$ 540.00	\$ 480.00	\$ 390.00	\$ 390.00	\$ 6,000.00
5%MGMT.FEE	\$ 975.00	\$ 1,050.00	\$ 1,050.00	\$ 1,200.00	\$ 1,350.00	\$ 1,500.00	\$ 1,650.00	\$ 1,725.00	\$ 1,350.00	\$ 1,200.00	\$ 975.00	\$ 975.00	\$ 15,000.00
RENT/LEASE	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 2,305.00	\$ 27,665.00
MAINTAIN./REPAIR	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 2,400.00
INSURANCE	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 2,400.00
DEBT SERVICE	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 975.70	\$ 11,000.00
ACCT. FEES	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 1,800.00
OFF. SUPPLIES	\$ 80.00	\$ 80.00	\$ 80.00	\$ 100.00	\$ 125.00	\$ 150.00	\$ 175.00	\$ 200.00	\$ 120.00	\$ 100.00	\$ 80.00	\$ 80.00	\$ 1,370.00
TELEPHONE	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 150.00	\$ 1,800.00
UTILITIES	\$ 500.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 625.00	\$ 650.00	\$ 675.00	\$ 700.00	\$ 650.00	\$ 500.00	\$ 500.00	\$ 500.00	\$ 6,800.00
PRINTING	\$ 300.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 100.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 1,225.00
LIC./PERMITS	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 75.00	\$ 900.00
SECURITY SYS.	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 50.00	\$ 600.00
BANK CHARGES	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 20.00	\$ 240.00
MISC. EXPENSES	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 200.00	\$ 2,400.00
TOTAL EXPENSES	\$ 13,200.70	\$ 13,080.70	\$ 13,320.70	\$ 16,175.70	\$ 17,960.70	\$ 18,545.70	\$ 20,200.70	\$ 15,375.70	\$ 12,646.70	\$ 11,915.70	\$ 10,635.70	\$ 10,635.70	\$ 172,991.00
PROFIT/LOSS	\$ (720.70)	\$ 359.30	\$ 119.30	\$ (815.70)	\$ (680.70)	\$ 654.30	\$ 919.30	\$ 6,704.30	\$ 4,633.30	\$ 3,444.30	\$ 1,844.30	\$ 1,844.30	\$ 19,009.00

Projected Three Year Income / Cash Flow Statement													
Juice Stop, LLC - T. Stark													
Month	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	GROSS
Daily cust.ct.	278	299	299	442	385	427	470	491	385	342	278	278	128205
Monthly Sales %	6.50%	7.00%	7.00%	8.00%	9.00%	10.00%	11.00%	11.50%	9.00%	8.00%	6.50%	6.50%	100.00%
Monthly Sales	\$32,500.00	\$35,000.00	\$35,000.00	\$40,000.00	\$45,000.00	\$50,000.00	\$55,000.00	\$57,500.00	\$45,000.00	\$4,000.00	\$32,500.00	\$32,500.00	\$500,000.00
Av. Sales amt.	\$3.50												
Yrly. Gr. Sales	\$500,000.00												
month	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	
monthly sales	\$32,500.00	\$35,000.00	\$35,000.00	\$40,000.00	\$45,000.00	\$50,000.00	\$55,000.00	\$57,500.00	\$45,000.00	\$40,000.00	\$32,500.00	\$32,500.00	\$500,000.00
Cost of Goods Sold	\$11,700.00	\$12,600.00	\$12,600.00	\$14,400.00	\$16,200.00	\$18,000.00	\$19,800.00	\$20,700.00	\$16,200.00	\$14,400.00	\$11,700.00	\$11,700.00	\$180,000.00
36%													
GROSS/PROFIT	\$20,800.00	\$22,400.00	\$22,400.00	\$25,600.00	\$28,800.00	\$32,000.00	\$35,200.00	\$36,800.00	\$28,800.00	\$25,600.00	\$20,800.00	\$20,800.00	\$320,000.00
EXPENSES													
PAYROLL/TAX	\$6,630.00	\$6,630.00	\$7,290.00	\$9,975.00	\$10,920.00	\$12,720.00	\$14,265.00	\$12,465.00	\$9,139.00	\$8,595.00	\$7,020.00	\$7,020.00	\$112,669.00
Payroll including manager's salary of \$30,000.00 per year													
ADVERTISING													
2%	\$650.00	\$700.00	\$700.00	\$800.00	\$900.00	\$1,000.00	\$1,100.00	\$1,150.00	\$900.00	\$800.00	\$650.00	\$650.00	\$10,000.00
5%MGMT.FEE	\$1,625.00	\$1,750.00	\$1,750.00	\$2,000.00	\$2,250.00	\$2,500.00	\$2,750.00	\$2,875.00	\$2,250.00	\$200.00	\$1,625.00	\$1,625.00	\$25,000.00
RENT/LEASE	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$2,305.00	\$27,665.00
MAINTAIN./REPAIR	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$2,400.00
INSURANCE	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$2,400.00
DEBT SERVICE	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$975.70	\$11,000.00
ACCT. FEES	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$1,800.00
OFF. SUPPLIES	\$80.00	\$80.00	\$80.00	\$100.00	\$125.00	\$150.00	\$175.00	\$200.00	\$120.00	\$100.00	\$80.00	\$80.00	\$1,370.00
TELEPHONE	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$1,800.00
UTILITIES	\$500.00	\$500.00	\$500.00	\$500.00	\$625.00	\$650.00	\$675.00	\$700.00	\$650.00	\$500.00	\$500.00	\$500.00	\$6,800.00
PRINTING	\$300.00	\$75.00	\$75.00	\$75.00	\$75.00	\$100.00	\$100.00	\$100.00	\$100.00	\$75.00	\$75.00	\$75.00	\$1,225.00
LIC./PERMITS	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$900.00
SECURITY SYS.	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$600.00
BANK CHARGES	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$20.00	\$240.00
MISC. EXPENSES	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$200.00	\$2,400.00
TOTAL EXPENSES	\$14,110.70	\$14,060.70	\$14,720.70	\$17,775.70	\$19,220.70	\$21,445.70	\$23,390.70	\$21,815.70	\$17,484.70	\$14,595.70	\$14,275.70	\$14,275.70	\$208,269.00
PROFIT/LOSS	\$6,689.30	\$8,339.30	\$7,679.30	\$7,824.30	\$9,579.30	\$10,554.30	\$11,809.30	\$14,984.30	\$11,315.30	\$11,004.30	\$6,524.30	\$6,524.30	\$111,731.00