

# BUSINESS PLAN

## PROJECTED START UP COSTS=JANUARY 1, 2008 OPENING

Description			
Initial Franchise Fee	30,000		
Accounting & Legal Fees	15,000		
Architect/Planning/Design	37,500	\$	82,500
<b>Leasehold Improvements:</b>			
Blueprinting	2,500		
Temporary Telephone/Facilities	1,000		
Contractual Labor	5,000		
Supervision	25,000		
Project Mgmt	5,000		
Site Clean-Up	4,000		
Storage Container	1,100		
Total-General Conditions		\$	43,600
Demolition/Sawcut & Coring	8,000		
Final Cleanup	2,800		
Concrete Patch	9,000		
Rough Carpentry	6,000		
Doors & Frames - Install	6,000		
Entry-Storefront	15,000		
Bathroom Fixtures	500		
Tile & Tile Base	35,000		
Wood Flooring	10,000		
Carpeting	2,500		
Oak Column Wraps/Wainscot	1,800		
Caulking/Waterproofing	900		
Roofing Patch	1,800		
Insulation	1,500		
Drywall/Metal Stud	35,000		
Marlite/FRP	3,500		
Sheet Metal	3,500		
Fire Extinguishers	400		
Plumbing	55,000		
Fire Sprinklers	7,000		
Electrical	55,000		
HVAC	50,000		
Painting/Interior & Exterior Patch	5,000		
Total-Building Construction	<u>315,200</u>		
Construction Overhead/Profit	32,000		
Insurance	4,200		
<b>Total Construction Contract</b>		\$	351,400
<b>Total Leasehold Improvements</b>			<b>477,500</b>
Building Signage	35,000		
Freight/Kitchen & Bar Equipment	3,450		
Equipment Installation	12,000		
<b>Total Equipment Installation</b>		\$	47,000
Bartop & Service Well	9,408		
Audio/Video Wall Unit	3,000		
Telephone System	3,500		
Kitchen & Bar Equipment	190,000		
Satellite Television System	29,000		
Wireless Speaker Boxes	3,000		
POS System	30,000		
MenuLink	6,300		
Aloha Ecards	2,200		
Smallwares/Kitchen & Bar	20,000		
Televisions & Monitors	160,000		
Restaurant Furniture	95,000		
Display Cabinet	2,000		
Artwork	8,000		
<b>Total F F &amp; E</b>		\$	<b>611,858</b>
Initial Uniform Supply	5,500		
Menus	3,013		
To Go Menus	648		
Business Cards	146		
Letterhead & Envelopes	310		
Logo Napkins	4,192		
Liquor License	4,000		
Rent Deposit	12,000		
Business License Fee	1,400		
Pre-Opening Training Payroll	10,000		
Training Travel Costs	8,400		
Permits Other than Building	1,000		
Opening Inventory	20,000		
Petty Cash Bank	1,000		
Opening Bank Balance	1,000		
Cash Reserves	30,000		
Pre-Opening Advertising	5,000		
<b>Total Start-Up Expenses</b>		\$	<b>1,196,966</b>

## PROJECTED INCOME STATEMENT YEAR 1

<b>Revenue:</b>		
Gross Sales		\$ 1,500,000
Less: Returns & Allowances		<u>-</u>
Net Sales		\$ 1,500,000
<b>Cost Of Goods Sold:</b>		
Food & Beverage	336,000	
Beer (Draft & Bottle)	69,000	
Liquor & Wine	<u>19,950</u>	
Total Cost of Goods Sold		<u>\$ 424,950</u>
<b>Gross Profit</b>		<b>\$ 1,075,050</b>
<b>Expenses:</b>		
Advertising	67,500	
Royalties	75,000	
Bank Service Charges	600	
Charitable Contributions	1,200	
Credit Card Processing Fees	30,000	
Dues & Subscriptions	9,000	
Insurance	22,500	
Maintenance	6,000	
MenuLink	800	
Miscellaneous Expenses	1,200	
Office Expenses	1,200	
Operating Supplies	24,000	
Payroll & Related Expenses	330,000	
Payroll Processing Fees	3,150	
Permits & Licenses	4,200	
Postage	360	
Professional Fees	6,000	
Rent/Triple Net Lease	180,000	
Repairs	6,000	
SBA Loan	126,000	
Internet/Satellite Services	15,000	
Telephone	6,150	
Training & Seminars	3,150	
Trash	3,000	
Travel	2,400	
Uniforms	2,400	
Utilities	<u>34,800</u>	
Total Expenses		<u>\$ 961,610</u>
<b>Net Operating Income</b>		<b>\$ 113,440</b>
<b>Other Income &amp; (Expenses)</b>		
Other (games)		\$ 12,000
Interest Expense		\$ -
Gain (Loss) on Sales of Assets		<u>-</u>
<b>Net Income Before Depreciation</b>		<b>\$ 125,440</b>
Depreciation Expense:		
Leasehold Improvements	\$12,089	
FF&E	64,186	
Organizational Costs	<u>13,922</u>	
		\$ 90,197
<b>Owners Distribution</b>		
<b>Net Income</b>		<b><u>\$ 35,243</u></b>

## PROJECTED INCOME STATEMENT YEAR 2

<b>Revenue:</b>		
Gross Sales		\$ 1,605,000
Less: Returns & Allowances		<u>-</u>
Net Sales		\$ 1,605,000
<b>Cost Of Goods Sold:</b>		
Food & Beverage	348,285	
Beer (Draft & Bottle)	73,830	
Liquor & Wine	<u>21,347</u>	
Total Cost of Goods Sold		<u>\$ 443,462</u>
<b>Gross Profit</b>		<b>\$ 1,161,539</b>
<b>Expenses:</b>		
Advertising	72,225	
Royalties	80,250	
Bank Service Charges	1,605	
Charitable Contributions	1,200	
Credit Card Processing Fees	32,100	
Dues & Subscriptions	16,050	
Insurance	27,000	
Maintenance	12,840	
MenuLink	800	
Miscellaneous Expenses	6,420	
Office Expenses	4,013	
Operating Supplies	24,878	
Payroll & Related Expenses	337,050	
Payroll Processing Fees	7,223	
Permits & Licenses	7,000	
Postage	750	
Professional Fees	3,000	
Rent/Triple Net Lease	180,000	
Repairs	8,025	
SBA Loan	126,000	
Services	16,050	
Telephone	6,581	
Training & Seminars	3,371	
Trash	3,000	
Travel	1,500	
Uniforms	3,210	
Utilities	<u>60,188</u>	
Total Expenses		<u>\$ 1,042,326</u>
<b>Net Operating Income</b>		<b>\$ 119,213</b>
<b>Other Income &amp; (Expenses)</b>		
Other (games)		\$ 12,000
Interest Expense		
Gain (Loss) on Sales of Assets		<u>-</u>
<b>Net Income Before Depreciation</b>		<b>\$ 131,213</b>
Depreciation Expense:		
Leasehold Improvements	\$12,089	
FF&E	64,186	
Organizational Costs	<u>13,922</u>	
		\$ 90,197
<b>Owners Distribution</b>		<u>-</u>
<b>Net Income</b>		<b><u>\$ 41,016</u></b>

## PROJECTED INCOME STATEMENT YEAR 3

<b>Revenue:</b>		
Gross Sales		\$ 1,721,000
Less: Returns & Allowances		<u>-</u>
Net Sales		\$ 1,721,000
<b>Cost Of Goods Sold:</b>		
Food & Beverage	373,457	
Beer (Draft & Bottle)	79,166	
Liquor & Wine	<u>22,889</u>	
Total Cost of Goods Sold		<u>\$ 475,512</u>
<b>Gross Profit</b>		\$ 1,245,488
<b>Expenses:</b>		
Advertising	77,445	
Royalties	86,050	
Bank Service Charges	2,065	
Charitable Contributions	1,750	
Credit Card Processing Fees	34,420	
Dues & Subscriptions	13,768	
Insurance	32,000	
Maintenance	17,210	
MenuLink	800	
Miscellaneous Expenses	6,884	
Office Expenses	4,303	
Operating Supplies	26,676	
Payroll & Related Expenses	361,410	
Payroll Processing Fees	6,884	
Permits & Licenses	8,250	
Postage	1,000	
Professional Fees	3,000	
Rent/Triple Net Lease	180,000	
Repairs	8,605	
SBA Loan	126,000	
Services	17,210	
Telephone	7,056	
Training & Seminars	3,614	
Trash	3,000	
Travel	1,750	
Uniforms	3,786	
Utilities	<u>64,538</u>	
Total Expenses		<u>\$ 1,099,473</u>
<b>Net Operating Income</b>		\$ 146,015
<b>Other Income &amp; (Expenses)</b>		
Other (games)		\$ 12,000
Interest Expense		
Gain (Loss) on Sales of Assets		<u>-</u>
<b>Net Income Before Depreciation</b>		\$ 158,015
Depreciation Expense:		
Leasehold Improvements	\$12,089	
FF&E	64,186	
Organizational Costs	<u>13,922</u>	
		\$ 90,197
<b>Owners Distribution</b>		<u>-</u>
<b>Net Income</b>		<u>\$ 67,818</u>

## PROJECTED INCOME STATEMENT YEAR 4

<b>Revenue:</b>		
Gross Sales		\$ 1,795,000
Less: Returns & Allowances		<u>-</u>
Net Sales		\$ 1,795,000
<b>Cost Of Goods Sold:</b>		
Food & Beverage	389,515	
Beer (Draft & Bottle)	82,570	
Liquor & Wine	<u>23,874</u>	
Total Cost of Goods Sold		<u>\$ 495,959</u>
<b>Gross Profit</b>		<b>\$ 1,299,042</b>
<b>Expenses:</b>		
Advertising	80,775	
Royalties	89,750	
Bank Service Charges	2,154	
Charitable Contributions	1,750	
Credit Card Processing Fees	35,900	
Dues & Subscriptions	14,360	
Insurance	32,000	
Maintenance	17,950	
MenuLink	800	
Miscellaneous Expenses	7,180	
Office Expenses	4,488	
Operating Supplies	27,823	
Payroll & Related Expenses	376,950	
Payroll Processing Fees	7,180	
Permits & Licenses	8,250	
Postage	1,000	
Professional Fees	3,000	
Rent/Triple Net Lease	180,000	
Repairs	8,975	
SBA Loan	126,000	
Services	17,950	
Telephone	7,360	
Training & Seminars	3,770	
Trash	3,000	
Travel	1,750	
Uniforms	3,949	
Utilities	<u>66,415</u>	
Total Expenses		<u>\$ 1,130,477</u>
<b>Net Operating Income</b>		<b>\$ 168,565</b>
<b>Other Income &amp; (Expenses)</b>		
Other (games)		\$ 12,000
Interest Expense		
Gain (Loss) on Sales of Assets		<u>-</u>
<b>Net Income Before Depreciation</b>		<b>\$ 180,565</b>
Depreciation Expense:		
Leasehold Improvements	\$12,089	
FF&E	64,186	
Organizational Costs	<u>13,922</u>	
		\$ 90,197
<b>Owners Distribution</b>		<u>-</u>
<b>Net Income</b>		<b><u>\$ 90,368</u></b>

**BUSINESS PLAN**

**PROJECTED CASH FLOW YEAR 1**

Description	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Beginning Cash Balance</b>	32,000	45,402	46,784	54,960	59,478	68,176	71,649	74,076	80,161	104,538	133,618	147,022	\$ 32,000
<b>Cash Inflows:</b>													
Sales and Receipts	133,500	99,000	118,500	108,000	120,000	105,000	102,000	112,500	165,000	178,500	133,500	124,500	\$ 1,500,000
Vending	1,068	792	948	864	960	840	816	900	1,320	1,428	1,068	996	12,000
Total Cash Inflows	<u>134,568</u>	<u>99,792</u>	<u>119,448</u>	<u>108,864</u>	<u>120,960</u>	<u>105,840</u>	<u>102,816</u>	<u>113,400</u>	<u>166,320</u>	<u>179,928</u>	<u>134,568</u>	<u>125,496</u>	\$ 1,544,000
<b>Available Cash Balance</b>	166,568	145,194	166,232	163,824	180,438	174,016	174,465	187,476	246,481	284,466	268,186	272,518	
<b>Cash Outflows (Expenses)</b>													
Advertising	6,008	4,455	5,333	4,860	5,400	4,725	4,590	5,063	7,425	8,033	6,008	5,603	67,500
Royalties	6,675	4,950	5,925	5,400	6,000	5,250	5,100	5,625	8,250	8,925	6,675	6,225	75,000
Bank Service Charges	50	50	50	50	50	50	50	50	50	50	50	50	600
Charitable Contributions	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Credit Card Processing Fees	2,670	1,980	2,370	2,160	2,400	2,100	2,040	2,250	3,300	3,570	2,670	2,490	30,000
Dues & Subscriptions	750	750	750	750	750	750	750	750	750	750	750	750	9,000
Insurance	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	1,875	22,500
Inventory (COGS)	37,821	28,047	33,571	30,596	33,996	29,747	28,897	31,871	46,745	50,569	37,821	35,271	424,950
Maintenance	500	500	500	500	500	500	500	500	500	500	500	500	6,000
MenuLink	67	67	67	67	67	67	67	67	67	67	65	65	800
Miscellaneous	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Office Expenses	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Operating Supplies	2,136	1,584	1,896	1,728	1,920	1,680	1,632	1,800	2,640	2,856	2,136	1,992	24,000
Payroll & Related Expenses	29,370	21,780	26,070	23,760	26,400	23,100	22,440	24,750	36,300	39,270	29,370	27,390	330,000
Payroll Processing Fees	280	208	249	227	252	221	214	236	347	375	280	261	3,150
Permits & Licenses	350	350	350	350	350	350	350	350	350	350	350	350	4,200
Postage	30	30	30	30	30	30	30	30	30	30	30	30	360
Professional Fees	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Rent/Triple Net Lease	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Repairs	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Services	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
Telephone	513	513	513	513	513	513	513	513	513	513	513	513	6,150
Training & Seminars	263	263	263	263	263	263	263	263	263	263	263	263	3,150
Trash	263	263	263	263	263	263	263	263	263	263	263	263	3,150
Travel	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Uniforms	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Utilities	3,097	2,297	2,749	2,506	2,784	2,436	2,366	2,610	3,828	4,141	3,097	2,888	34,800
Subtotal	\$ 110,666	\$ 87,910	\$ 100,772	\$ 93,846	\$ 101,762	\$ 91,868	\$ 89,889	\$ 96,815	\$ 131,444	\$ 140,348	\$ 110,664	\$ 104,728	\$ 1,260,710
Capital Purchases	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest & Debt Service	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	126,000
Subtotal	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	126,000
<b>Total Cash Outflows</b>	<u>\$ 121,166</u>	<u>\$ 98,410</u>	<u>\$ 111,272</u>	<u>\$ 104,346</u>	<u>\$ 112,262</u>	<u>\$ 102,368</u>	<u>\$ 100,389</u>	<u>\$ 107,315</u>	<u>\$ 141,944</u>	<u>\$ 150,848</u>	<u>\$ 121,164</u>	<u>\$ 115,228</u>	<u>\$ 1,386,710</u>
<b>Available Cash Balance</b>	<u>\$ 45,402</u>	<u>\$ 46,784</u>	<u>\$ 54,960</u>	<u>\$ 59,478</u>	<u>\$ 68,176</u>	<u>\$ 71,649</u>	<u>\$ 74,076</u>	<u>\$ 80,161</u>	<u>\$ 104,538</u>	<u>\$ 133,618</u>	<u>\$ 147,022</u>	<u>\$ 157,290</u>	<u>\$ 157,290</u>

**BUSINESS PLAN**

**PROJECTED CASH FLOW YEAR 2**

Description	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Beginning Cash Balance</b>	157,290	171,396	172,630	181,139	185,730	194,799	183,271	185,625	191,895	217,752	248,646	247,752	\$ 157,290
<b>Cash Inflows:</b>													
Sales and Receipts	142,845	105,930	126,795	115,560	128,400	112,350	109,140	120,375	176,550	190,995	142,845	133,215	\$ 1,605,000
Vending	1,068	792	948	864	960	840	816	900	1,320	1,428	1,068	996	12,000
Total Cash Inflows	<u>143,913</u>	<u>106,722</u>	<u>127,743</u>	<u>116,424</u>	<u>129,360</u>	<u>113,190</u>	<u>109,956</u>	<u>121,275</u>	<u>177,870</u>	<u>192,423</u>	<u>143,913</u>	<u>134,211</u>	\$ 1,617,000
<b>Available Cash Balance</b>	301,203	278,118	300,373	297,563	315,090	307,989	293,227	306,900	369,765	410,175	392,559	381,963	\$ 1,774,290
<b>Cash Outflows (Expenses)</b>													
Advertising	6,428	4,767	5,706	5,200	5,778	5,056	4,911	5,417	7,945	8,595	6,428	5,995	72,225
Royalties	7,142	5,297	6,340	5,778	6,420	5,618	5,457	6,019	8,828	9,550	7,142	6,661	80,250
Bank Service Charges	134	134	134	134	134	134	134	134	134	134	134	134	1,605
Charitable Contributions	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Credit Card Processing Fees	2,857	2,119	2,536	2,311	2,568	2,247	2,183	2,408	3,531	3,820	2,857	2,664	32,100
Dues & Subscriptions	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	16,050
Insurance	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	2,250	27,000
Inventory (COGS)	39,468	29,268	35,033	31,929	35,477	31,042	30,155	33,260	48,781	52,772	39,468	36,807	443,462
Maintenance	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	1,070	12,840
MenuLink	67	67	67	67	67	67	67	67	67	67	67	67	804
Miscellaneous	535	535	535	535	535	535	535	535	535	535	535	535	6,420
Office Expenses	334	334	334	334	334	334	334	334	334	334	334	334	4,013
Operating Supplies	2,214	1,642	1,965	1,791	1,990	1,741	1,692	1,866	2,737	2,960	2,214	2,065	24,878
Payroll & Related Expenses	29,997	22,245	26,627	24,268	26,964	23,594	22,919	25,279	37,076	40,109	29,997	27,975	337,050
Payroll Processing Fees	643	477	571	520	578	506	491	542	794	859	643	599	7,223
Permits & Licenses	583	583	583	583	583	583	583	583	583	583	583	583	7,000
Postage	63	63	63	63	63	63	63	63	63	63	63	63	750
Professional Fees	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Rent/Triple Net Lease	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Repairs	669	669	669	669	669	669	669	669	669	669	669	669	8,025
Services	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	1,338	16,050
Telephone	548	548	548	548	548	548	548	548	548	548	548	548	6,580
Training & Seminars	281	281	281	281	281	281	281	281	281	281	281	281	3,371
Trash	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Travel	125	125	125	125	125	125	125	125	125	125	125	125	1,500
Uniforms	268	268	268	268	268	268	268	268	268	268	268	268	3,210
Utilities	5,357	3,972	4,755	4,334	4,815	4,213	4,093	4,514	6,621	7,162	5,357	4,996	60,188
Subtotal	\$ 119,307	\$ 94,988	\$ 108,734	\$ 101,332	\$ 109,791	\$ 99,218	\$ 97,103	\$ 104,505	\$ 141,513	\$ 151,029	\$ 119,308	\$ 112,964	\$ 1,359,791
Capital Purchases	-	-	-	-	-	15,000	-	-	-	-	15,000	-	30,000
Interest & Debt Service	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	126,000
Subtotal	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 25,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 25,500	\$ 10,500	156,000
<b>Total Cash Outflows</b>	<u>\$ 129,807</u>	<u>\$ 105,488</u>	<u>\$ 119,234</u>	<u>\$ 111,832</u>	<u>\$ 120,291</u>	<u>\$ 124,718</u>	<u>\$ 107,603</u>	<u>\$ 115,005</u>	<u>\$ 152,013</u>	<u>\$ 161,529</u>	<u>\$ 144,808</u>	<u>\$ 123,464</u>	<u>\$ 1,515,791</u>
<b>Available Cash Balance</b>	<u>\$ 171,396</u>	<u>\$ 172,630</u>	<u>\$ 181,139</u>	<u>\$ 185,730</u>	<u>\$ 194,799</u>	<u>\$ 183,271</u>	<u>\$ 185,625</u>	<u>\$ 191,895</u>	<u>\$ 217,752</u>	<u>\$ 248,646</u>	<u>\$ 247,752</u>	<u>\$ 258,499</u>	<u>\$ 258,499</u>

**BUSINESS PLAN**

**PROJECTED CASH FLOW YEAR 3**

Description	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Beginning Cash Balance</b>	258,499	275,067	277,833	288,399	294,766	305,932	296,099	300,065	308,231	337,401	371,971	373,541	\$ 258,499
<b>Cash Inflows:</b>													
Sales and Receipts	153,169	113,586	135,959	123,912	137,680	120,470	117,028	129,075	189,310	204,799	153,169	142,843	\$ 1,721,000
Vending	1,068	792	948	864	960	840	816	900	1,320	1,428	1,068	996	12,000
Total Cash Inflows	<u>154,237</u>	<u>114,378</u>	<u>136,907</u>	<u>124,776</u>	<u>138,640</u>	<u>121,310</u>	<u>117,844</u>	<u>129,975</u>	<u>190,630</u>	<u>206,227</u>	<u>154,237</u>	<u>143,839</u>	\$ 1,733,000
<b>Available Cash Balance</b>	412,736	389,445	414,740	413,175	433,406	427,242	413,943	430,040	498,861	543,628	526,208	517,380	\$ 1,991,499
<b>Cash Outflows (Expenses)</b>													
Advertising	6,893	5,111	6,118	5,576	6,196	5,421	5,266	5,808	8,519	9,216	6,893	6,428	77,445
Royalties	7,658	5,679	6,798	6,196	6,884	6,024	5,851	6,454	9,466	10,240	7,658	7,142	86,050
Bank Service Charges	172	172	172	172	172	172	172	172	172	172	172	172	2,065
Charitable Contributions	146	146	146	146	146	146	146	146	146	146	146	144	1,750
Credit Card Processing Fees	3,063	2,272	2,719	2,478	2,754	2,409	2,341	2,582	3,786	4,096	3,063	2,857	34,420
Dues & Subscriptions	1,147	1,147	1,147	1,147	1,147	1,147	1,147	1,147	1,147	1,147	1,147	1,147	13,768
Insurance	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	32,000
Inventory (COGS)	42,321	31,384	37,565	34,237	38,041	33,286	32,335	35,663	52,306	56,586	42,321	39,468	475,512
Maintenance	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,435	17,210
MenuLink	67	67	67	67	67	67	67	67	66	66	66	66	800
Miscellaneous	574	574	574	574	574	574	574	574	574	574	572	572	6,884
Office Expenses	359	359	359	359	359	359	359	359	359	359	359	359	4,303
Operating Supplies	2,374	1,761	2,107	1,921	2,134	1,867	1,814	2,001	2,934	3,174	2,374	2,214	26,676
Payroll & Related Expenses	32,165	23,853	28,551	26,022	28,913	25,299	24,576	27,106	39,755	43,008	32,165	29,997	361,410
Payroll Processing Fees	613	454	544	496	551	482	468	516	757	819	613	571	6,884
Permits & Licenses	688	688	688	688	688	688	688	688	688	688	688	688	8,250
Postage	83	83	83	83	83	83	83	83	83	83	83	83	1,000
Professional Fees	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Rent/Triple Net Lease	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Repairs	717	717	717	717	717	717	717	717	717	717	717	717	8,605
Services	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	1,434	17,210
Telephone	588	588	588	588	588	588	588	588	588	588	588	588	7,056
Training & Seminars	301	301	301	301	301	301	301	301	301	301	301	301	3,614
Trash	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Travel	146	146	146	146	146	146	146	146	146	146	146	144	1,750
Uniforms	316	316	316	316	316	316	316	316	316	316	316	316	3,786
Utilities	5,744	4,259	5,098	4,647	5,163	4,518	4,389	4,840	7,099	7,680	5,744	5,357	64,538
Subtotal	\$ 127,170	\$ 101,112	\$ 115,840	\$ 107,910	\$ 116,973	\$ 105,644	\$ 103,378	\$ 111,308	\$ 150,960	\$ 161,157	\$ 127,168	\$ 120,366	\$ 1,448,985
Capital Purchases	-	-	-	-	-	15,000	-	-	-	-	15,000	-	30,000
Interest & Debt Service	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	126,000
Subtotal	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 25,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 25,500	\$ 10,500	156,000
<b>Total Cash Outflows</b>	<u>\$ 137,670</u>	<u>\$ 111,612</u>	<u>\$ 126,340</u>	<u>\$ 118,410</u>	<u>\$ 127,473</u>	<u>\$ 131,144</u>	<u>\$ 113,878</u>	<u>\$ 121,808</u>	<u>\$ 161,460</u>	<u>\$ 171,657</u>	<u>\$ 152,668</u>	<u>\$ 130,866</u>	<u>\$ 1,604,985</u>
<b>Available Cash Balance</b>	<u>\$ 275,067</u>	<u>\$ 277,833</u>	<u>\$ 288,399</u>	<u>\$ 294,766</u>	<u>\$ 305,932</u>	<u>\$ 296,099</u>	<u>\$ 300,065</u>	<u>\$ 308,231</u>	<u>\$ 337,401</u>	<u>\$ 371,971</u>	<u>\$ 373,541</u>	<u>\$ 386,514</u>	<u>\$ 386,514</u>

**BUSINESS PLAN**

**PROJECTED CASH FLOW YEAR 4**

Description	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Beginning Cash Balance</b>	386,514	405,110	409,301	421,634	429,584	442,543	434,239	439,684	449,512	481,258	518,641	522,239	\$ 386,514
<b>Cash Inflows:</b>													
Sales and Receipts	159,755	118,470	141,805	129,240	143,600	125,650	122,060	134,625	197,450	213,605	159,755	148,985	\$ 1,795,000
Vending	1,068	792	948	864	960	840	816	900	1,320	1,428	1,068	996	12,000
Total Cash Inflows	<u>160,823</u>	<u>119,262</u>	<u>142,753</u>	<u>130,104</u>	<u>144,560</u>	<u>126,490</u>	<u>122,876</u>	<u>135,525</u>	<u>198,770</u>	<u>215,033</u>	<u>160,823</u>	<u>149,981</u>	<u>\$ 1,807,000</u>
<b>Available Cash Balance</b>	547,337	524,372	552,054	551,738	574,144	569,033	557,115	575,209	648,282	696,291	679,464	672,220	\$ 2,193,514
<b>Cash Outflows (Expenses)</b>													
Advertising	7,189	5,331	6,381	5,816	6,462	5,654	5,493	6,058	8,885	9,612	7,189	6,704	80,775
Royalties	7,988	5,924	7,090	6,462	7,180	6,283	6,103	6,731	9,873	10,680	7,988	7,449	89,750
Bank Service Charges	180	180	180	180	180	180	180	180	180	180	180	180	2,154
Charitable Contributions	146	146	146	146	146	146	146	146	146	146	146	144	1,750
Credit Card Processing Fees	3,195	2,369	2,836	2,585	2,872	2,513	2,441	2,693	3,949	4,272	3,195	2,980	35,900
Dues & Subscriptions	1,197	1,197	1,197	1,197	1,197	1,197	1,197	1,197	1,197	1,197	1,197	1,197	14,360
Insurance	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	2,667	32,000
Inventory (COGS)	44,140	32,733	39,181	35,709	39,677	34,717	33,725	37,197	54,555	59,019	44,140	41,165	495,959
Maintenance	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	17,950
MenuLink	67	67	67	67	67	67	67	67	67	67	65	65	800
Miscellaneous	598	598	598	598	598	598	598	598	598	598	598	602	7,180
Office Expenses	374	374	374	374	374	374	374	374	374	374	374	374	4,488
Operating Supplies	2,476	1,836	2,198	2,003	2,226	1,948	1,892	2,087	3,060	3,311	2,476	2,309	27,823
Payroll & Related Expenses	33,549	24,879	29,779	27,140	30,156	26,387	25,633	28,271	41,465	44,857	33,549	31,287	376,950
Payroll Processing Fees	639	474	567	517	574	503	488	539	790	854	639	596	7,180
Permits & Licenses	688	688	688	688	688	688	688	688	688	688	688	688	8,250
Postage	83	83	83	83	83	83	83	83	83	83	83	83	1,000
Professional Fees	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Rent/Triple Net Lease	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
Repairs	748	748	748	748	748	748	748	748	748	748	748	748	8,975
Services	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	1,496	17,950
Telephone	613	613	613	613	613	613	613	613	613	613	613	614	7,360
Training & Seminars	314	314	314	314	314	314	314	314	314	314	314	314	3,770
Trash	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Travel	146	146	146	146	146	146	146	146	146	146	146	144	1,750
Uniforms	329	329	329	329	329	329	329	329	329	329	329	329	3,949
Utilities	5,911	4,383	5,247	4,782	5,313	4,649	4,516	4,981	7,306	7,903	5,911	5,512	66,415
Subtotal	\$ 131,727	\$ 104,570	\$ 119,920	\$ 111,655	\$ 121,101	\$ 109,293	\$ 106,932	\$ 115,197	\$ 156,523	\$ 167,150	\$ 131,726	\$ 124,642	\$ 1,500,436
Capital Purchases	-	-	-	-	-	15,000	-	-	-	-	15,000	-	30,000
Interest & Debt Service	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	10,500	126,000
Subtotal	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 25,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 10,500	\$ 25,500	\$ 10,500	156,000
<b>Total Cash Outflows</b>	<u>\$ 142,227</u>	<u>\$ 115,070</u>	<u>\$ 130,420</u>	<u>\$ 122,155</u>	<u>\$ 131,601</u>	<u>\$ 134,793</u>	<u>\$ 117,432</u>	<u>\$ 125,697</u>	<u>\$ 167,023</u>	<u>\$ 177,650</u>	<u>\$ 157,226</u>	<u>\$ 135,142</u>	<u>\$ 1,656,436</u>
<b>Available Cash Balance</b>	<u>\$ 405,110</u>	<u>\$ 409,301</u>	<u>\$ 421,634</u>	<u>\$ 429,584</u>	<u>\$ 442,543</u>	<u>\$ 434,239</u>	<u>\$ 439,684</u>	<u>\$ 449,512</u>	<u>\$ 481,258</u>	<u>\$ 518,641</u>	<u>\$ 522,239</u>	<u>\$ 537,078</u>	<u>\$ 537,078</u>

**BALANCE SHEET EOY1**

<b>Assets</b>		
Current Assets:		
Cash	157,290	
Petty Cash	1,000	
Merchandise Inventory	39,468	
Prepaid Expenses	43,050	
<b>Total Current Assets</b>		240,808
Fixed Assets:		
Leasehold Improvements	447,500	
Less:Accumulated Depreciation	11,329	436,171
Furniture, Fixtures & Equipment	611,858	
Less:Accumulated Depreciation	61,186	550,672
Organizational Costs	69,608	
Less:Accumulated Depreciation	13,922	55,687
<b>Total Fixed Assets</b>		1,283,338
Other Assets:		
Liquor License	4,000	
Rent Deposit/One Month Base	12,000	
<b>Total Other Assets</b>		16,000
<b>Total Assets</b>		1,299,338
<b>Liabilities &amp; Capital</b>		
Current Liabilities:		
Accounts Payable	23,161	
<b>Total Current Liabilities</b>		23,161
Long Term Notes Payable	750,927	
Mortgage Payable	-	
<b>Total Long Term Liabilities</b>		750,927
<b>Total Liabilities</b>		774,088
Owners Equity:		
Capital Stock	-	
Paid In Capital	406,344	
Retained Earnings	118,906	
<b>Total Owners Equity</b>		525,250
<b>Total Liabilities &amp; Capital</b>		1,299,338

**BALANCE SHEET EOY2**

<b>Assets</b>			
Current Assets:			
Cash	258,499		
Petty Cash	1,000		
Merchandise Inventory	20,000		
Prepaid Expenses	45,768		
Total Current Assets		325,267	325,267
Fixed Assets:			
Leasehold Improvements	447,500		
Less:Accumulated Depreciation	22,658	424,842	
Furniture, Fixtures & Equipment	641,858		
Less:Accumulated Depreciation	125,372	516,486	
Organizational Costs	69,608		
Less:Accumulated Depreciation	27,843	41,765	
Total Fixed Assets		983,093	983,093
Other Assets:			
Liquor License	4,000		
Rent Deposit/One Month Base	12,000		
Total Other Assets		16,000	16,000
<b>Total Assets</b>			<b>1,324,360</b>
<b>Liabilities &amp; Capital</b>			
Current Liabilities:			
Accounts Payable	23,733		
Total Current Liabilities		23,733	23,733
Long Term Notes Payable	696,714		
Mortgage Payable	-		
Total Long Term Liabilities		696,714	696,714
<b>Total Liabilities</b>			<b>720,447</b>
Owners Equity:			
Capital Stock	-		
Paid In Capital	436,344		
Retained Earnings	167,569		
<b>Total Owners Equity</b>		603,913	603,913
<b>Total Liabilities &amp; Capital</b>			<b>1,324,360</b>

**BALANCE SHEET EOY3**

<b>Assets</b>			
Current Assets:			
Cash	386,514		
Petty Cash	1,000		
Merchandise Inventory	20,000		
Prepaid Expenses	46,360		
Total Current Assets		453,874	453,874
Fixed Assets:			
Leasehold Improvements	447,500		
Less:Accumulated Depreciation	33,987	413,513	
Furniture, Fixtures & Equipment	641,858		
Less:Accumulated Depreciation	189,557	452,301	
Organizational Costs	69,608		
Less:Accumulated Depreciation	41,765	27,843	
Total Fixed Assets			893,657
Other Assets:			
Liquor License	4,000		
Rent Deposit/One Month Base	12,000		
Total Other Assets		16,000	16,000
<b>Total Assets</b>			<b>1,363,530</b>
<b>Liabilities &amp; Capital</b>			
Current Liabilities:			
Accounts Payable	24,018		
Total Current Liabilities		24,018	-
Long Term Notes Payable			
Long Term Notes Payable	636,876		
Mortgage Payable	-		
Total Long Term Liabilities		636,876	-
<b>Total Liabilities</b>			<b>660,894</b>
Owners Equity:			
Capital Stock	-		
Paid In Capital	466,344		
Retained Earnings	236,293		
<b>Total Owners Equity</b>		702,637	702,637
<b>Total Liabilities &amp; Capital</b>			<b>1,363,530</b>

**BALANCE SHEET EOY4**

<b>Assets</b>			
Current Assets:			
Cash	537,078		
Petty Cash	1,000		
Merchandise Inventory	20,000		
Prepaid Expenses	46,360		
Total Current Assets		604,438	604,438
Fixed Assets:			
Leasehold Improvements	447,500		
Less: Accumulated Depreciation	45,316	402,184	
Furniture, Fixtures & Equipment	671,858		
Less: Accumulated Depreciation	256,743	415,115	
Organizational Costs	69,608		
Less: Accumulated Depreciation	55,687	13,922	
Total Fixed Assets			831,220
Other Assets:			
Liquor License	4,000		
Rent Deposit/One Month Base	12,000		
Total Other Assets		16,000	16,000
<b>Total Assets</b>			<b>1,451,658</b>
<b>Liabilities &amp; Capital</b>			
Current Liabilities:			
Accounts Payable	24,018		
Total Current Liabilities		24,018	
Long Term Notes Payable	564,849		
Mortgage Payable	-		
Total Long Term Liabilities		564,849	
<b>Total Liabilities</b>			<b>588,867</b>
Owners Equity:			
Capital Stock	-		
Paid In Capital	496,344		
Retained Earnings	366,447		
<b>Total Owners Equity</b>		862,791	862,791
<b>Total Liabilities &amp; Capital</b>			<b>1,451,658</b>