

May 16, 2014

Proposal for Lease at 302 Washington St. Columbus, IN 47201

**Prospective tenant:**

Dancing Goat Coffee, LLC

Philip Roggow, Owner

3345 Westenedge Dr.

Columbus, IN 47203

(949) 336-2447

[philiproggow@gmail.com](mailto:philiproggow@gmail.com)

**Proposed Use:**

Proposed use of the space is a coffee and smoothie shop. Dancing Goat Coffee (DGC) will offer hand roasted coffee beans with custom selected mixes, organic smoothies, breakfast pastries, and grab and go salads and wraps made with only the finest ingredients, locally grown and produced when possible.

DGC will have the best hand crafted coffee, tea, and specialty smoothie/drinks supporting a deeply rooted connection to the community and assisting in reducing unemployment in Columbus.

DGC will build off of experience as BikeCaffe to utilize the best brewing methods such as pour over, siphon filtered, and aero press for coffee and tea and continue the fine tradition of espresso and French press.

DGC will only use organic, fair trade beans and teas whether officially labeled or known to be otherwise. DGC will work with local tea and local micro roasters to support local business. DGC will also only use real fruit options for smoothies and juices.

DGC will employ those who would otherwise have difficulty obtaining employment and provide mentoring, job skills and work experience for a specified period of time so they may move forward with their career goals and aspirations.

Being likeminded, DGC will form a relationship with CAT Coffee roasters to work in conjunction to support community projects and provide employment. CAT and DGC will also share space to provide the best and most authentic coffee experience.

Dancing Goat Coffee will create 3-5 FTEs with special emphasis placed on hiring the underemployed or people with barriers to traditional jobs.

Dancing Goat Coffee, LLC started business in the Denver, Colorado area in December of 2012 as a franchise of BikeCaffe. The owner, Philip Roggow, has experience and industry knowledge as owner of BikeCaffe. He currently operates BikeCaffe at the Columbus Learning Center on the IUPUC and IVY Tech campus. Having previous years of experience in retail, as well as coffee shop experience, the owner decided to rejoin the retail market after working in the social work field. As his love of coffee continued to grow, some of the greatest positive changes he saw were in clients when they had steady employment. He has met with several owners/directors of businesses that have used this as their model to support others. A business plan is attached for further details.

### **Financial Plan**

A complete business plan is attached with complete financial plan.

### **References**

#### Personal

Ryan Pearse 15800 E 121<sup>st</sup> Ave, Unit S 1, Brighton, CO 80603 951-231-7027

Matthew Walton 2477 S Oakland Circle, Aurora, CO 80014 949-306-9118

#### Professional

Rose Wright 1604 Home Ave, Columbus, IN 47201 812-376-7673

Chris Beach 4555 Central Ave, Columbus, IN 47203 812-314-8500

Jeff Bradley 1322 Grand Ave, Columbus, IN 47201 812-341-0234

### **Lease Proposal**

The proposed lease is for 5 year lease at a rate of \$16.00 per square foot with a build out allowance of \$3-4.00 per square ft. The proposed lease would include the option to renew 3 times for 5 years each at an escalation rate to be agreed upon. The tenant requests lease payments begin three months after execution. The lease execution is contingent on proposed tenant qualifying for a loan of \$12,500 for startup expenses. The tenant will use equipment already purchased for his BikeCaffe business with a value of \$12,450. The proposed tenant has prepared a business plan and is applying for Columbus Small Business Loan Program.



Columbus Redevelopment Commission  
123 Washington St  
Columbus, IN 47201

May 19, 2014

To Whom It May Concern:

I am glad to speak to Philip Roggow's character and ability to be a viable community member and partner. I have known Philip since he and his family started attending First Presbyterian Church, of which I am interim pastor, in September of last year. They have been regular and active attenders, and participants in the Hot Meals and other programs. I have been impressed with them from the start and think highly of their character. We are fortunate to have them in our community.

After hearing some of Philip's thoughts about running a business that plays a positive role in the community, I was excited and inspired and visited with him at his current place of business. He is a business person of uncommon vision, grounded in good experience in business and other areas. He has the potential to make a great positive impact, and I have no hesitation in recommending him.

Sincerely,

A handwritten signature in black ink that reads 'Scott D. Hill'.

Rev. Scott D. Hill, interim pastor

**Business Plan 2014**

## **Dancing Goat Coffee, LLC**

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**Philip Roggow**



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## **Executive Summary**

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Dancing Goat Coffee LLC is a privately owned, independent Coffee Shop. The concept is to provide high quality custom blend coffee drinks, organic fruit smoothies, grab and go pastries and lunch offerings. Philip Roggow, the owner, is using his experience as owner of a BikeCaffé franchise to expand his industry experience and knowledge to expand into a fixed location in the Commons.

### **Business Name & Location**

Dancing Goat Coffee, LLC  
Proposed Location: 302 Washington St.  
Columbus, IN 47201  
Entity type: Limited Liability Corporation  
NAICS code: 581228

### **Scope of the Project**

The project is to transition from a mobile coffee shop to a brick and fixed location in downtown Columbus.

### **Industry Trends**

There are a number of factors at work in the current environment that support the growth of an independent coffee shop in the downtown Columbus area. According the IBIS February 2014 industry report on Coffee Shops, this industry will experience 3.8% annual growth. Operators will increase profit margins by increasing specialty drinks, and adding healthy food options. This industry is a whole is growing faster than the U.S. Economy.

### **Overview of Financials**

The financial plan shows positive cash flow during the first year. Start up and overhead costs are fairly low compared too many industries. The owner will use existing equipment, worth approximately \$12,500 in the fixed location. The owner will need to borrow \$10,000-\$12,500 to buy the remaining equipment, for startup inventory, and other startup expenses. The owner is applying to the City of Columbus Revolving Loan Fund for this money.

## **General Business Description**

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### Mission Statement

Dancing Goat Coffee, LLC (DGC) will have the best hand crafted coffee, tea, and specialty smoothie/drinks supporting a deeply rooted connection to the community and assisting in reducing unemployment in Columbus.

DGC will build off of experience as BikeCaffe to utilize the best brewing methods such as pour over, siphon filtered, and aero press for coffee and tea and continue the fine tradition of espresso and French press.

DGC will only use organic, fair trade beans and teas whether officially labeled or known to be otherwise. DGC will work with local tea and local micro roasters to support local business. DGC will also only use real fruit options for smoothies and juices.

DGC will employ those who would otherwise have difficulty obtaining employment and provide mentoring, job skills and work experience for a specified period of time so they may move forward with their career goals and aspirations.

Being like minded, DGC will form a relationship with CAT Coffee roasters to work in conjunction to support community projects and provide employment. CAT and DGC will also share space to provide the best and most authentic coffee experience.

### Legal Structure

Dancing Goat Coffee is a privately owned, Limited Liability Company to allow greater control over operations and community support.

### Company History

Dancing Goat Coffee, LLC started business in the Denver, Colorado area in December of 2012 as a franchise of BikeCaffe. Having previous years of experience in retail, as well as coffee shop experience, the owner decided to rejoin the retail market after working in the social work field. As his love of coffee continued to grow, some of the greatest positive changes he saw, was in clients when they had steady employment. He has met with several owners/directors of businesses that have used this as their model to support others.

### Company Future

*Strengths:* DGC has had experience running a small business in a competitive urban environment in the Denver area. After building relationships with several owners/managers, DGC has learned ways of brewing that can assist in creating a unique niche market. Brewing techniques such as pour over, siphon filtered, and aero press can be used with organic beans, pea berry, and tea. DGC will also emphasize healthier alternatives for smoothies and juices that do not require additional sugar for a delicious taste.

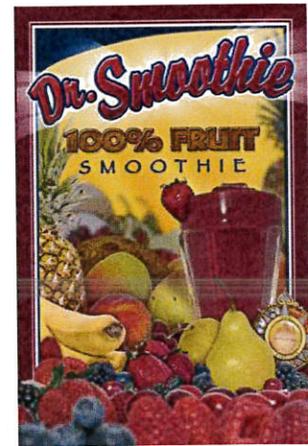
*Challenges:* Although DGC does have experience running a small coffee business for approximately one and a half years, a mobile business is small and cannot offer as much as what would be possible for a brick and mortar shop. Also, DGC has run this BikeCaffe by itself and only occasionally hired assistance for temporary events/tours.

*Outlook:* Due to specializing in hand crafted drinks, supporting other local businesses for products and offering employment opportunities, DGC will be successful by meeting the current demand for higher quality drinks and food while supporting the local economy and community.

## Products and Services

### Product Description

Dancing Goat Coffee provides high quality coffee, espresso, specialty brew drinks, tea, smoothies, and juice from local sources as much as possible. On-site roasting will take place by C.A.T. Coffee Roasters and additional coffee products, syrups and sauces will be purchased from Julian Coffee Roasters in Zionsville, IN. Tea will be supplied from Empire Tea Services in Columbus, IN and smoothies will come from Dr. Smoothie in Fullerton, CA. "Grab and Go" food items such as food wraps, paninis and salads will be made on-site with as much local/regional ingredients as possible.



### Service Description

Service Process will vary for different drinks.

1. Greet, answer questions, and take order and payment.
2. Grind beans
3. Measure milk product and pull espresso shots
4. Steam milk and combine with espresso for latte.

Additional equipment needed:  
Commercial hot water heater  
Commercial variable grinder  
Additional commercial blender  
Ice maker  
Commercial refrigerator  
Prep tables

### Intellectual Property Overview

I only have my name, Dancing Goat Coffee, LLC registered with the state of Indiana.

### Product Costs & Margins

Both product costs and margins will vary among the variety of drinks and food items. Generally speaking, food items will bring a lower gross margin of 45% - 65% while coffee, tea and smoothies will range from 55% - 75%. Sauces and syrups last for approximately a month when opened and are easily used within that time frame. Smoothie and chai concentrates are shelf stable and also last for a month and are easily used in that time period.

Milk products can be purchased and used efficiently so that no spoilage occurs under normal operating circumstances.

### Pricing Strategies

Final retail price is determined by the cost of the wholesale price, production costs, and competition from other coffee shops. Considering the higher quality of product used, consumers will receive a great value for the cost of the item.

The primary strategy of pricing is to provide a similar experience of cost-per-size that consumers are used to but utilizing higher quality ingredients to raise the level of experience. DGC hopes to increase expectations of consumers for their future comparisons to the quality provided.

### Packaging

Signature roasts and blends for shipment and purchase will be explored as options for additional growth in the future.

## **Operations and Manufacturing**

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### Location

302 Washington Street  
Columbus, IN 47201

678 square feet

Hours of operation will be that same as that of the playground in the Commons.

Mon.-Thur. 7:00 a.m. to 9:00 p.m.

Fri-Sat. 7:00 a.m. to 10:00 p.m.

Sun. 10 a.m. to 8:00 p.m.

Holiday hours may vary.

### Location Requirements

The location of the Commons is an attractive location due the walking traffic of the local businesses and families that come to experience the playground.

### Labor Requirements

Dancing Goat Coffee estimates to need eight part-time employees, or 4 full time employees. Employees will create all drinks and food items, as well as obtain job skills training.

Employees will be supervised by the owner and will receive additional assistance from the Jobs Skills Coordinator to check on needs and learning process of all employees and also to act as a liaison to the various programs from which employees are found. While the retail employees will not need to have previous employment experience, the Job Skills Coordinator will need to have a background in social work direct practice.

Dancing Goat Coffee will contract with C.A.T. coffee roasters to roast on-site and create signature blends for the coffee shop. C.A.T. will also be able to utilize the space for additional roasting.

An employee handbook and agreement will be created for all employees.

### Manufacturing Plan

#### *Current Equipment:*

- Astoria Manual Pull Lever Espresso Machine w/hot water spout and steam wand
- Espresso Grinder
- Blendtec Programmable Blender
- 3 cu. ft. Refrigerator

- Small 3 Compartment Sink
- Hand Washing Sink
- 2 Gallon Hot Water Heater

*Equipment to be Purchased:*

- Baratza Preciso Conical Burr Coffee/Esspresso Grinder \$300
- Cecilware HWD2 2 Gallon Hot Water Dispenser \$510
- Choice 2.5 Liter Stainless Steel Lined Airtop with Lever- 4 @ \$27.50= \$110
- 12 Liter Espresso Machine Water Softener- Rechargeable \$242
- Yama Glass 5 Cup Tabletop Siphon \$65
- Aeropress Coffee Maker and Able Disk Fine Filter Brew Kit \$37
- Able Gen 3 Kone and Chemex Classic 6 Cup Coffeemaker Brew Kit \$88
- Yama Glass 25 Cup Cold Drip Maker Curved Brown Wood Frame \$445
- Hario Buono V60 Drip Kettle 1.2L-40 OZ \$54
- Hario V60 Drip Scale and Timer \$52
- Barista Apron- Black 3 Pocket Short Waist Apron \$8 each
- ISI Profi One Pint Cream Whipper- Stainless Steel \$97
- Regency 16 Gauge 30" x 48" Stainless Steel Commercial Open Base Work Table 2 @ \$258
- Avantco CFD-2RR 54" Two Solid Door Reach-In Refrigerator \$1879
- Manitowoc UY-0190A NEO Undercounter Half Cube Ice Machine Air Cooled - 193 lb. \$1629
- Square Stand/Cash Drawer/Receipt Printer \$547

Technology Plan

Additional iPad2 for office area to manage accounting/payroll \$250

Insurance and Risk Management

Expand current insurance to meet the needs of larger brick and mortar leased space.

## Marketing Analysis and Strategy

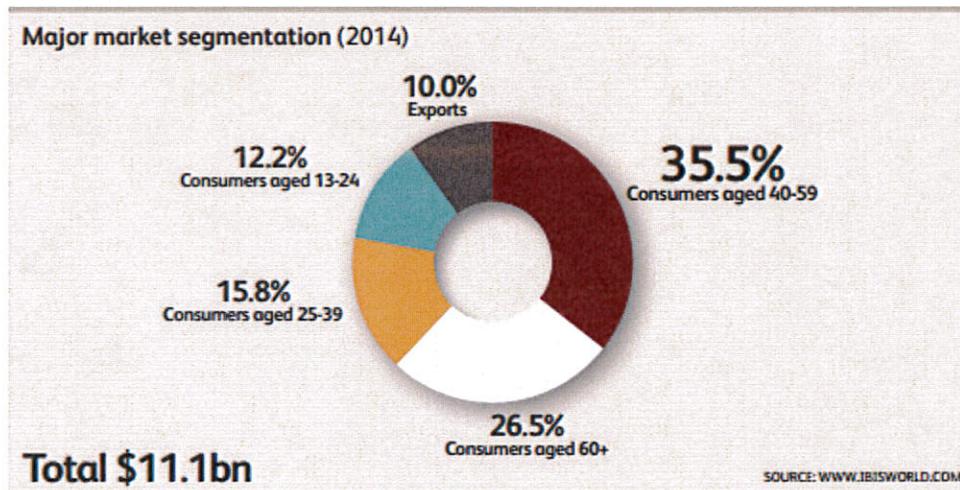
### Industry Overview & Trends

The Coffee Production industry exhibited growth over the past five years, propelled forward by an increasing number of consumers purchasing high-cost gourmet coffee. Although per capita coffee consumption is expected to grow only moderately, at an annualized 1.2% during the five years to 2014, more consumers are buying premium, sustainable coffee. For example, many individuals switched from high-volume, low-quality coffee products to gourmet coffee, such as espresso, which is typically sold in smaller packaging. Although consumer

foot traffic at cafes has increased, hampering industry revenue, many individuals still demanded coffee for brewing at home. According to 2013 data from the National Coffee Association, 62.3% of respondents reported drinking traditionally brewed coffee at home, compared with 33.0% and 15.3% of respondents who consumed traditionally prepared gourmet coffee and espresso-based coffee, respectively.

### Demographic Profile

Dancing Goat Coffee would primarily provide services to the downtown businesses around the Commons as well as the families that come to the playground and other downtown events. The area served would be approximately one square mile around the downtown area. Creating customer loyalty as well as insuring repeat business is integral to maintaining profitability as an independent coffee shop.



**Key Statistics Snapshot**

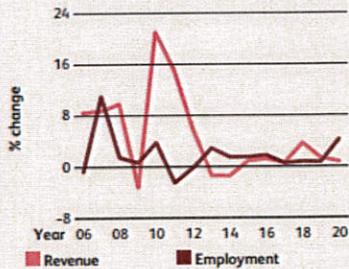
**Revenue**  
**\$11.1bn**  
**Annual Growth 09-14**  
**7.5%**  
**Annual Growth 14-19**  
**1.5%**  
**Profit**  
**\$543.3m**  
**Exports**  
**\$1.2bn**  
**Businesses**  
**278**

**Market Share**

Green Mountain Coffee Roasters Inc.	27.3%
The JM Smucker Company	21.7%
Nestle SA	19.1%
Starbucks Corporation	15.4%
Kraft Foods Inc.	10.6%

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Revenue vs. employment growth



World price of coffee

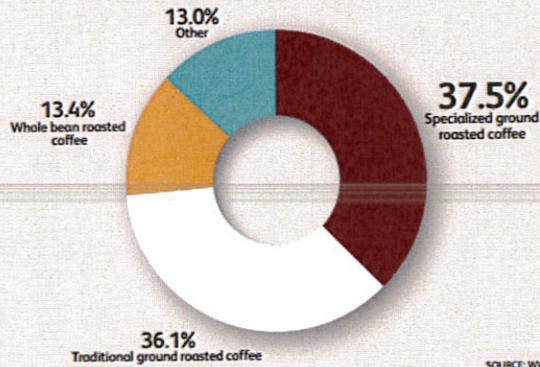


**Key External Drivers**

- Demand from grocery wholesaling
- World price of coffee
- Demand from supermarkets and grocery stores
- Per capita coffee consumption
- World price of crude oil
- Trade-weighted index

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Products and services segmentation (2014)



Social Media

Social media such as Twitter and Facebook will be utilized almost daily to generate interest, offer product information and promotional items.

## **Management Plan**

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### Key Managers

Owner: Philip Roggow

Coffee Roaster: Jeff Bradley

### Professional Service Providers

Attorneys: TBD

Bankers: Centra Credit Union

Accountants: TBD

ISBDC Advisor: Laura DeDomenic

## **Financial Analysis**

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Attached

Year 1		Jan-14	Feb-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	TOTALS	Sales Growth Curve	Seasonality
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		
Coffee	60.00%	\$14,502	\$14,502	\$14,502	\$16,315	\$16,315	\$16,315	\$14,502	\$14,502	\$14,502	\$14,502	\$15,408	\$15,408	\$181,274		
Drinks	20.00%	\$4,834	\$4,834	\$4,834	\$5,438	\$5,438	\$5,438	\$4,834	\$4,834	\$4,834	\$4,834	\$5,136	\$5,136	\$60,425		
Food	20.00%	\$4,834	\$4,834	\$4,834	\$5,438	\$5,438	\$5,438	\$4,834	\$4,834	\$4,834	\$4,834	\$5,136	\$5,136	\$60,425		
Item #4	0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
	100.00%	\$24,170	\$24,170	\$24,170	\$27,191	\$27,191	\$27,191	\$24,170	\$24,170	\$24,170	\$24,170	\$25,681	\$25,681	\$302,124		

Year 2		Jan-15	Feb-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	TOTALS	Sales Growth Curve	Seasonality
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		
Coffee	60.00%	\$15,227	\$15,227	\$15,227	\$17,130	\$17,130	\$17,130	\$15,227	\$15,227	\$15,227	\$15,227	\$16,179	\$16,179	\$190,338		
Drinks	20.00%	\$5,076	\$5,076	\$5,076	\$5,710	\$5,710	\$5,710	\$5,076	\$5,076	\$5,076	\$5,076	\$5,393	\$5,393	\$63,446		
Food	20.00%	\$5,076	\$5,076	\$5,076	\$5,710	\$5,710	\$5,710	\$5,076	\$5,076	\$5,076	\$5,076	\$5,393	\$5,393	\$63,446		
Item #4	0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
	100.00%	\$25,378	\$25,378	\$25,378	\$28,551	\$28,551	\$28,551	\$25,378	\$25,378	\$25,378	\$25,378	\$26,965	\$26,965	\$317,230		

Year 3		Jan-16	Feb-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	TOTALS	Sales Growth Curve	Seasonality
		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		
Coffee	60.00%	\$15,988	\$15,988	\$15,988	\$17,987	\$17,987	\$17,987	\$15,988	\$15,988	\$15,988	\$15,988	\$16,988	\$16,988	\$199,855		
Drinks	20.00%	\$5,329	\$5,329	\$5,329	\$5,996	\$5,996	\$5,996	\$5,329	\$5,329	\$5,329	\$5,329	\$5,663	\$5,663	\$66,618		
Food	20.00%	\$5,329	\$5,329	\$5,329	\$5,996	\$5,996	\$5,996	\$5,329	\$5,329	\$5,329	\$5,329	\$5,663	\$5,663	\$66,618		
Item #4	0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0		
	100.00%	\$26,647	\$26,647	\$26,647	\$29,978	\$29,978	\$29,978	\$26,647	\$26,647	\$26,647	\$26,647	\$28,313	\$28,313	\$333,092		

Client Name:  
 FINANCIAL STATEMENT:  
 Date Prepared

**Pro Forma Income Statement - Year 1**  
 5/15/2014

The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.

	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	TOTALS	
REVENUE	\$24,170	\$24,170	\$24,170	\$27,191	\$27,191	\$27,191	\$24,170	\$24,170	\$24,170	\$24,170	\$25,681	\$25,681	\$302,124	100.0%
COST OF GOODS SOLD	\$9,475	\$9,475	\$9,475	\$10,659	\$10,659	\$10,659	\$9,475	\$9,475	\$9,475	\$9,475	\$10,067	\$10,067	\$118,433	39.2%
GROSS PROFIT	\$14,695	\$14,695	\$14,695	\$16,532	\$16,532	\$16,532	\$14,695	\$14,695	\$14,695	\$14,695	\$15,614	\$15,614	\$183,691	60.8%
EXPENSES:														
Owner's Salary	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000	9.9%
Owner Payroll Taxes 10.00%	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000	1.0%
Fixed Employee Wages	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$71,552	23.7%
Fixed Payroll Taxes 10.00%	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$7,155	2.4%
Variable Employee Wages 0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Variable Payroll Taxes 10.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Workers Comp 2.00%	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$1,431	0.5%
Bad Debt Expense 0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
RENT	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$11,152	3.7%
UTILITIES	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$7,200	2.4%
Advertising	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	0.8%
Business Promotion	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400	0.8%
Entertainment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other Selling Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Bank Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Cleaning	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Dues and Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Insurance	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$1,400	0.5%
Office Supplies	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600	0.2%
Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Business Tax and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Telephone/Internet	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$1,260	0.4%
Vehicle Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Employee Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Credit Card Fees 2.8%	\$665	\$665	\$665	\$748	\$748	\$748	\$665	\$665	\$665	\$665	\$706	\$706	\$8,308	2.8%
Other 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Int - Loan 1	\$52	\$51	\$51	\$50	\$49	\$48	\$47	\$47	\$46	\$45	\$44	\$43	\$574	0.2%
Int - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Depreciation	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$1,207	0.4%
Amortization	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$120	0.0%
TOTAL EXPENSES	\$12,457	\$12,456	\$12,455	\$12,537	\$12,537	\$12,536	\$12,452	\$12,451	\$12,450	\$12,450	\$12,490	\$12,489	\$149,760	49.6%
NET PROFIT BEFORE TAX	\$2,239	\$2,240	\$2,240	\$3,995	\$3,996	\$3,996	\$2,243	\$2,244	\$2,245	\$2,246	\$3,123	\$3,124	\$33,932	11.2%
INCOME TAX 15.0%	\$336	\$336	\$336	\$599	\$599	\$599	\$337	\$337	\$337	\$337	\$469	\$469	\$5,090	1.7%
NET INCOME	\$1,903	\$1,904	\$1,904	\$3,396	\$3,396	\$3,397	\$1,907	\$1,908	\$1,908	\$1,909	\$2,655	\$2,656	\$28,842	9.5%

PROFIT CENTERS														
Coffee	\$14,502	\$14,502	\$14,502	\$16,315	\$16,315	\$16,315	\$14,502	\$14,502	\$14,502	\$14,502	\$15,408	\$15,408	\$181,274	60%
Drinks	\$4,834	\$4,834	\$4,834	\$5,438	\$5,438	\$5,438	\$4,834	\$4,834	\$4,834	\$4,834	\$5,136	\$5,136	\$60,425	20%
Food	\$4,834	\$4,834	\$4,834	\$5,438	\$5,438	\$5,438	\$4,834	\$4,834	\$4,834	\$4,834	\$5,136	\$5,136	\$60,425	20%
Item #4	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
TOTAL	\$24,170	\$24,170	\$24,170	\$27,191	\$27,191	\$27,191	\$24,170	\$24,170	\$24,170	\$24,170	\$25,681	\$25,681	\$302,124	100%
COGS														
Coffee 32.0%	\$4,641	\$4,641	\$4,641	\$5,221	\$5,221	\$5,221	\$4,641	\$4,641	\$4,641	\$4,641	\$4,931	\$4,931	\$58,008	49%
Drinks 50.0%	\$2,417	\$2,417	\$2,417	\$2,719	\$2,719	\$2,719	\$2,417	\$2,417	\$2,417	\$2,417	\$2,568	\$2,568	\$30,212	26%
Food 50.0%	\$2,417	\$2,417	\$2,417	\$2,719	\$2,719	\$2,719	\$2,417	\$2,417	\$2,417	\$2,417	\$2,568	\$2,568	\$30,212	26%
Item #4 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
TOTAL	\$9,475	\$9,475	\$9,475	\$10,659	\$10,659	\$10,659	\$9,475	\$9,475	\$9,475	\$9,475	\$10,067	\$10,067	\$118,433	100%

Client Name: The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.

FINANCIAL STATEMENT: **Pro Forma Income Statement - Year 2**

Date Prepared: **5/15/2014**

	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	TOTALS	
REVENUE	\$25,378	\$25,378	\$25,378	\$28,551	\$28,551	\$28,551	\$25,378	\$25,378	\$25,378	\$25,378	\$26,965	\$26,965	\$317,230	100.0%
COST OF GOODS SOLD	\$9,948	\$9,948	\$9,948	\$11,192	\$11,192	\$11,192	\$9,948	\$9,948	\$9,948	\$9,948	\$10,570	\$10,570	\$124,354	39.2%
GROSS PROFIT	\$15,430	\$15,430	\$15,430	\$17,359	\$17,359	\$17,359	\$15,430	\$15,430	\$15,430	\$15,430	\$16,394	\$16,394	\$192,876	60.8%
EXPENSES:	0.010% Expense Growth													
Owner's Salary	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$33,000	10.4%
Owner Payroll Taxes 10.00%	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$3,300	1.0%
Fixed Employee Wages	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$78,707	24.8%
Fixed Payroll Taxes 10.00%	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$7,871	2.5%
Variable Employee Wages 0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Variable Payroll Taxes 10.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Workers Comp 2.00%	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$1,574	0.5%
Bad Debt Expense 0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
RENT	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$11,710	3.7%
UTILITIES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Business Promotion	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Entertainment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other Selling Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Bank Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Cleaning	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Dues and Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Office Supplies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Business Tax and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Telephone/Internet	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Vehicle Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Employee Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Credit Card Fees 2.8%	\$698	\$698	\$698	\$785	\$785	\$785	\$698	\$698	\$698	\$698	\$742	\$742	\$8,724	2.8%
Other 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Int - Loan 1	\$43	\$42	\$41	\$40	\$39	\$39	\$38	\$37	\$36	\$35	\$34	\$34	\$458	0.1%
Int - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Depreciation	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$1,207	0.4%
Amortization	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$120	0.0%
TOTAL EXPENSES	\$12,198	\$12,197	\$12,196	\$12,283	\$12,282	\$12,281	\$12,193	\$12,192	\$12,191	\$12,191	\$12,233	\$12,233	\$146,671	46.2%
NET PROFIT BEFORE TAX	\$3,232	\$3,233	\$3,234	\$5,076	\$5,077	\$5,078	\$3,237	\$3,238	\$3,239	\$3,239	\$4,161	\$4,162	\$46,205	14.6%
INCOME TAX 15.0%	\$485	\$485	\$485	\$761	\$762	\$762	\$486	\$486	\$486	\$486	\$624	\$624	\$6,931	2.2%
NET INCOME	\$2,747	\$2,748	\$2,749	\$4,315	\$4,315	\$4,316	\$2,751	\$2,752	\$2,753	\$2,754	\$3,537	\$3,538	\$39,274	12.4%

PROFIT CENTERS														
Coffee	\$15,227	\$15,227	\$15,227	\$17,130	\$17,130	\$17,130	\$15,227	\$15,227	\$15,227	\$15,227	\$16,179	\$16,179	\$190,338	60%
Drinks	\$5,076	\$5,076	\$5,076	\$5,710	\$5,710	\$5,710	\$5,076	\$5,076	\$5,076	\$5,076	\$5,393	\$5,393	\$63,446	20%
Food	\$5,076	\$5,076	\$5,076	\$5,710	\$5,710	\$5,710	\$5,076	\$5,076	\$5,076	\$5,076	\$5,393	\$5,393	\$63,446	20%
Item #4	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
TOTAL	\$25,378	\$25,378	\$25,378	\$28,551	\$28,551	\$28,551	\$25,378	\$25,378	\$25,378	\$25,378	\$26,965	\$26,965	\$317,230	100%
COGS														
Coffee 32.0%	\$4,873	\$4,873	\$4,873	\$5,482	\$5,482	\$5,482	\$4,873	\$4,873	\$4,873	\$4,873	\$5,177	\$5,177	\$60,908	49%
Drinks 50.0%	\$2,538	\$2,538	\$2,538	\$2,855	\$2,855	\$2,855	\$2,538	\$2,538	\$2,538	\$2,538	\$2,696	\$2,696	\$31,723	26%
Food 50.0%	\$2,538	\$2,538	\$2,538	\$2,855	\$2,855	\$2,855	\$2,538	\$2,538	\$2,538	\$2,538	\$2,696	\$2,696	\$31,723	26%
Item #4 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
TOTAL	\$9,948	\$9,948	\$9,948	\$11,192	\$11,192	\$11,192	\$9,948	\$9,948	\$9,948	\$9,948	\$10,570	\$10,570	\$124,354	100%

Client Name:

FINANCIAL STATEMENT:

Pro Forma Income Statement - Year 3

Date Prepared

5/15/2014

The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.

	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	TOTALS	
REVENUE	\$26,647	\$26,647	\$26,647	\$29,978	\$29,978	\$29,978	\$26,647	\$26,647	\$26,647	\$26,647	\$28,313	\$28,313	\$333,092	100.0%
COST OF GOODS SOLD	\$10,446	\$10,446	\$10,446	\$11,751	\$11,751	\$11,751	\$10,446	\$10,446	\$10,446	\$10,446	\$11,099	\$11,099	\$130,572	39.2%
GROSS PROFIT	\$16,202	\$16,202	\$16,202	\$18,227	\$18,227	\$18,227	\$16,202	\$16,202	\$16,202	\$16,202	\$17,214	\$17,214	\$202,520	60.8%
EXPENSES:	0.0% Expense Growth													
Owner's Salary	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$36,300	10.9%
Owner Payroll Taxes 10.00%	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$3,630	1.1%
Fixed Employee Wages	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$86,578	26.0%
Fixed Payroll Taxes 10.00%	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$8,658	2.6%
Variable Employee Wages 0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Variable Payroll Taxes 10.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Workers Comp 2.00%	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$1,732	0.5%
Bad Debt Expense 0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
RENT	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$12,295	3.7%
UTILITIES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Business Promotion	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Entertainment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other Selling Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Bank Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Cleaning	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Dues and Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Office Supplies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Business Tax and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Telephone/Internet	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Vehicle Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Employee Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Credit Card Fees 2.8%	\$733	\$733	\$733	\$824	\$824	\$824	\$733	\$733	\$733	\$733	\$779	\$779	\$9,160	2.8%
Other 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Other 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Int - Loan 1	\$33	\$32	\$31	\$30	\$29	\$29	\$28	\$27	\$26	\$25	\$24	\$23	\$337	0.1%
Int - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0.0%
Depreciation	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$101	\$1,207	0.4%
Amortization	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$10	\$120	0.0%
TOTAL EXPENSES	\$13,309	\$13,308	\$13,307	\$13,398	\$13,397	\$13,396	\$13,304	\$13,303	\$13,302	\$13,301	\$13,346	\$13,345	\$160,016	48.0%
NET PROFIT BEFORE TAX	\$2,893	\$2,894	\$2,894	\$4,829	\$4,830	\$4,831	\$2,898	\$2,899	\$2,900	\$2,900	\$3,868	\$3,869	\$42,503	12.8%
INCOME TAX 15.0%	\$434	\$434	\$434	\$724	\$724	\$725	\$435	\$435	\$435	\$435	\$580	\$580	\$6,376	1.9%
NET INCOME	\$2,459	\$2,460	\$2,460	\$4,105	\$4,105	\$4,106	\$2,463	\$2,464	\$2,465	\$2,465	\$3,288	\$3,289	\$36,128	10.8%
PROFIT CENTERS														
Coffee	\$15,988	\$15,988	\$15,988	\$17,987	\$17,987	\$17,987	\$15,988	\$15,988	\$15,988	\$15,988	\$16,988	\$16,988	\$199,855	60%
Drinks	\$5,329	\$5,329	\$5,329	\$5,996	\$5,996	\$5,996	\$5,329	\$5,329	\$5,329	\$5,329	\$5,663	\$5,663	\$66,618	20%
Food	\$5,329	\$5,329	\$5,329	\$5,996	\$5,996	\$5,996	\$5,329	\$5,329	\$5,329	\$5,329	\$5,663	\$5,663	\$66,618	20%
Item #4	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
TOTAL	\$26,647	\$26,647	\$26,647	\$29,978	\$29,978	\$29,978	\$26,647	\$26,647	\$26,647	\$26,647	\$28,313	\$28,313	\$333,092	100%
COGS														
Coffee 32.0%	\$5,116	\$5,116	\$5,116	\$5,756	\$5,756	\$5,756	\$5,116	\$5,116	\$5,116	\$5,116	\$5,436	\$5,436	\$63,954	49%
Drinks 50.0%	\$2,665	\$2,665	\$2,665	\$2,998	\$2,998	\$2,998	\$2,665	\$2,665	\$2,665	\$2,665	\$2,831	\$2,831	\$33,309	26%
Food 50.0%	\$2,665	\$2,665	\$2,665	\$2,998	\$2,998	\$2,998	\$2,665	\$2,665	\$2,665	\$2,665	\$2,831	\$2,831	\$33,309	26%
Item #4 0.0%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0%
TOTAL	\$10,446	\$10,446	\$10,446	\$11,751	\$11,751	\$11,751	\$10,446	\$10,446	\$10,446	\$10,446	\$11,099	\$11,099	\$130,572	100%

Client Name:		The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.											
FINANCIAL STATEMENT: Pro Forma Balance Sheet - Year 1													
Date Prepared 5/15/2014													
	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15
Cash	\$1,000	\$1,222	\$3,387	\$4,545	\$8,464	\$12,384	\$14,505	\$16,671	\$18,836	\$19,992	\$22,157	\$25,200	\$26,968
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventory	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121
Prepays	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Current Assets	\$3,157	\$3,378	\$5,544	\$6,701	\$10,621	\$14,540	\$16,662	\$18,827	\$20,993	\$22,148	\$24,314	\$27,356	\$29,125
Net Fixed Assets	\$8,750	\$8,649	\$8,549	\$8,448	\$8,348	\$8,247	\$8,146	\$8,046	\$7,945	\$7,845	\$7,744	\$7,643	\$7,543
Net Intangibles	\$600	\$590	\$580	\$570	\$560	\$550	\$540	\$530	\$520	\$510	\$500	\$490	\$480
<b>TOTAL ASSETS</b>	<b>\$12,507</b>	<b>\$12,617</b>	<b>\$14,672</b>	<b>\$15,720</b>	<b>\$19,528</b>	<b>\$23,337</b>	<b>\$25,348</b>	<b>\$27,403</b>	<b>\$29,458</b>	<b>\$30,503</b>	<b>\$32,558</b>	<b>\$35,490</b>	<b>\$37,148</b>
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxes Payable	\$0	\$336	\$672	\$0	\$599	\$1,199	\$0	\$337	\$673	\$0	\$337	\$805	\$0
CPLTD-Loan 1	\$2,257	\$2,266	\$2,276	\$2,285	\$2,295	\$2,304	\$2,314	\$2,324	\$2,333	\$2,343	\$2,353	\$2,363	\$2,372
CPLTD-Loan 2	\$1,944	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$4,201	\$2,602	\$2,948	\$2,285	\$2,894	\$3,503	\$2,314	\$2,660	\$3,006	\$2,343	\$2,690	\$3,168	\$2,372
Long-Term Loan 1	\$10,243	\$10,050	\$9,856	\$9,661	\$9,465	\$9,269	\$9,072	\$8,874	\$8,675	\$8,475	\$8,274	\$8,073	\$7,871
Long-Term Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Liabilities</b>	<b>\$14,444</b>	<b>\$12,652</b>	<b>\$12,803</b>	<b>\$11,946</b>	<b>\$12,359</b>	<b>\$12,772</b>	<b>\$11,386</b>	<b>\$11,534</b>	<b>\$11,681</b>	<b>\$10,818</b>	<b>\$10,964</b>	<b>\$11,241</b>	<b>\$10,243</b>
Common Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retained Earnings	\$0	\$1,903	\$3,807	\$5,711	\$9,107	\$12,503	\$15,900	\$17,807	\$19,714	\$21,623	\$23,531	\$26,186	\$28,842
<b>Total Owner's Equity</b>	<b>(\$0)</b>	<b>\$1,903</b>	<b>\$3,807</b>	<b>\$5,711</b>	<b>\$9,107</b>	<b>\$12,503</b>	<b>\$15,900</b>	<b>\$17,807</b>	<b>\$19,714</b>	<b>\$21,623</b>	<b>\$23,531</b>	<b>\$26,186</b>	<b>\$28,842</b>
<b>TOT LIA &amp; NET WORTH</b>	<b>\$14,444</b>	<b>\$14,555</b>	<b>\$16,610</b>	<b>\$17,657</b>	<b>\$21,466</b>	<b>\$25,275</b>	<b>\$27,285</b>	<b>\$29,340</b>	<b>\$31,395</b>	<b>\$32,440</b>	<b>\$34,495</b>	<b>\$37,427</b>	<b>\$39,085</b>
CHECK	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)

Client Name:		The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.										
FINANCIAL STATEMENT: Pro Forma Balance Sheet - Year 2												
Date Prepared: 5/15/2014												
	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16
Cash	\$30,118	\$33,267	\$34,962	\$39,953	\$44,944	\$47,650	\$50,800	\$53,949	\$55,642	\$58,791	\$62,861	\$65,197
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventory	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121
Prepays	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Current Assets	\$32,274	\$35,424	\$37,118	\$42,109	\$47,100	\$49,807	\$52,956	\$56,106	\$57,798	\$60,948	\$65,018	\$67,354
Net Fixed Assets	\$7,442	\$7,342	\$7,241	\$7,140	\$7,040	\$6,939	\$6,839	\$6,738	\$6,637	\$6,537	\$6,436	\$6,336
Net Intangibles	\$470	\$460	\$450	\$440	\$430	\$420	\$410	\$400	\$390	\$380	\$370	\$360
<b>TOTAL ASSETS</b>	<b>\$40,187</b>	<b>\$43,225</b>	<b>\$44,809</b>	<b>\$49,690</b>	<b>\$54,570</b>	<b>\$57,166</b>	<b>\$60,205</b>	<b>\$63,244</b>	<b>\$64,826</b>	<b>\$67,865</b>	<b>\$71,824</b>	<b>\$74,050</b>
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxes Payable	\$485	\$970	\$0	\$761	\$1,523	\$0	\$486	\$971	\$0	\$486	\$1,110	\$0
CPLTD-Loan 1	\$2,382	\$2,392	\$2,402	\$2,412	\$2,422	\$2,432	\$2,442	\$2,453	\$2,463	\$2,473	\$2,483	\$2,494
CPLTD-Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$2,867	\$3,362	\$2,402	\$3,174	\$3,945	\$2,432	\$2,928	\$3,424	\$2,463	\$2,959	\$3,594	\$2,494
Long-Term Loan 1	\$7,668	\$7,464	\$7,259	\$7,053	\$6,847	\$6,639	\$6,431	\$6,222	\$6,012	\$5,801	\$5,589	\$5,377
Long-Term Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Liabilities</b>	<b>\$10,535</b>	<b>\$10,826</b>	<b>\$9,661</b>	<b>\$10,227</b>	<b>\$10,792</b>	<b>\$9,072</b>	<b>\$9,359</b>	<b>\$9,646</b>	<b>\$8,475</b>	<b>\$8,760</b>	<b>\$9,183</b>	<b>\$7,871</b>
Common Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retained Earnings	\$31,589	\$34,337	\$37,086	\$41,401	\$45,716	\$50,032	\$52,783	\$55,535	\$58,288	\$61,042	\$64,579	\$68,116
<b>Total Owner's Equity</b>	<b>\$31,589</b>	<b>\$34,337</b>	<b>\$37,086</b>	<b>\$41,401</b>	<b>\$45,716</b>	<b>\$50,032</b>	<b>\$52,783</b>	<b>\$55,535</b>	<b>\$58,288</b>	<b>\$61,042</b>	<b>\$64,579</b>	<b>\$68,116</b>
<b>TOT LIA &amp; NET WORTH</b>	<b>\$42,124</b>	<b>\$45,163</b>	<b>\$46,747</b>	<b>\$51,627</b>	<b>\$56,508</b>	<b>\$59,104</b>	<b>\$62,142</b>	<b>\$65,181</b>	<b>\$66,763</b>	<b>\$69,802</b>	<b>\$73,762</b>	<b>\$75,987</b>
CHECK	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)	(\$1,937)

Client Name:	The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.											
FINANCIAL STATEMENT:	<b>Pro Forma Balance Sheet - Year 3</b>											
Date Prepared	5/15/2014											
	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17
Cash	\$67,997	\$70,798	\$72,296	\$77,030	\$81,763	\$84,324	\$87,124	\$89,924	\$91,420	\$94,220	\$97,987	\$100,159
Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Inventory	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121	\$1,121
Prepays	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Current Assets	\$70,154	\$72,954	\$74,452	\$79,186	\$83,920	\$86,480	\$89,280	\$92,081	\$93,576	\$96,377	\$100,144	\$102,315
Net Fixed Assets	\$6,235	\$6,135	\$6,034	\$5,933	\$5,833	\$5,732	\$5,632	\$5,531	\$5,430	\$5,330	\$5,229	\$5,129
Net Intangibles	\$350	\$340	\$330	\$320	\$310	\$300	\$290	\$280	\$270	\$260	\$250	\$240
<b>TOTAL ASSETS</b>	<b>\$76,739</b>	<b>\$79,429</b>	<b>\$80,816</b>	<b>\$85,439</b>	<b>\$90,063</b>	<b>\$92,512</b>	<b>\$95,202</b>	<b>\$97,892</b>	<b>\$99,277</b>	<b>\$101,966</b>	<b>\$105,623</b>	<b>\$107,684</b>
Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Taxes Payable	\$434	\$868	\$0	\$724	\$1,449	\$0	\$435	\$869	\$0	\$435	\$1,015	\$0
CPLTD-Loan 1	\$2,504	\$2,515	\$2,525	\$2,536	\$2,546	\$2,557	\$2,567	\$2,578	\$2,589	\$2,600	\$2,610	\$2,621
CPLTD-Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Current Liabilities	\$2,938	\$3,383	\$2,525	\$3,260	\$3,995	\$2,557	\$3,002	\$3,448	\$2,589	\$3,035	\$3,626	\$2,621
Long-Term Loan 1	\$5,163	\$4,949	\$4,734	\$4,518	\$4,300	\$4,083	\$3,864	\$3,644	\$3,423	\$3,202	\$2,979	\$2,755
Long-Term Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Liabilities</b>	<b>\$8,101</b>	<b>\$8,332</b>	<b>\$7,259</b>	<b>\$7,777</b>	<b>\$8,295</b>	<b>\$6,639</b>	<b>\$6,866</b>	<b>\$7,091</b>	<b>\$6,012</b>	<b>\$6,236</b>	<b>\$6,605</b>	<b>\$5,377</b>
Common Stock	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Retained Earnings	\$70,575	\$73,035	\$75,495	\$79,599	\$83,705	\$87,811	\$90,274	\$92,738	\$95,202	\$97,668	\$100,956	\$104,244
<b>Total Owner's Equity</b>	<b>\$70,575</b>	<b>\$73,035</b>	<b>\$75,495</b>	<b>\$79,599</b>	<b>\$83,705</b>	<b>\$87,811</b>	<b>\$90,274</b>	<b>\$92,738</b>	<b>\$95,202</b>	<b>\$97,668</b>	<b>\$100,956</b>	<b>\$104,244</b>
<b>TOT LIA &amp; NET WORTH</b>	<b>\$78,677</b>	<b>\$81,366</b>	<b>\$82,754</b>	<b>\$87,377</b>	<b>\$92,000</b>	<b>\$94,450</b>	<b>\$97,140</b>	<b>\$99,829</b>	<b>\$101,214</b>	<b>\$103,904</b>	<b>\$107,560</b>	<b>\$109,621</b>
<b>CHECK</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>	<b>(\$1,937)</b>

Client Name:

FINANCIAL STATEMENT:

Date Prepared

**Pro Forma Cash Flow - Year 1**

5/15/2014

The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.

BUDGET MONTH	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15	Feb-15	Mar-15	Apr-15	May-15	Jun-15	Jul-15	TOTAL
<b>CASH INFLOW</b>													
Cash Sales	\$24,170	\$24,170	\$24,170	\$27,191	\$27,191	\$27,191	\$24,170	\$24,170	\$24,170	\$24,170	\$25,681	\$25,681	\$302,124
Collection from Credit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL CASH RECEIVED</b>	<b>\$24,170</b>	<b>\$24,170</b>	<b>\$24,170</b>	<b>\$27,191</b>	<b>\$27,191</b>	<b>\$27,191</b>	<b>\$24,170</b>	<b>\$24,170</b>	<b>\$24,170</b>	<b>\$24,170</b>	<b>\$25,681</b>	<b>\$25,681</b>	<b>\$302,124</b>
<b>CASH PAID OUT</b>													
Cost of Goods Sold	\$9,475	\$9,475	\$9,475	\$10,659	\$10,659	\$10,659	\$9,475	\$9,475	\$9,475	\$9,475	\$10,067	\$10,067	\$118,433
Owner's Salary	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
Owner Payroll Taxes	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$250	\$3,000
Fixed Employee Wages	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$5,963	\$71,552
Fixed Payroll Taxes	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$596	\$7,155
Variable Employee Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable Payroll Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Workers Comp	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$119	\$1,431
Bad Debt Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
RENT	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$929	\$11,152
UTILITIES	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$600	\$7,200
Advertising	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
Business Promotion	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$2,400
Entertainment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Selling Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cleaning	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dues and Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$117	\$1,400
Office Supplies	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$600
Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Business Tax and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Telephone/Internet	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$105	\$1,260
Vehicle Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Employee Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Credit Card Fees	\$665	\$665	\$665	\$748	\$748	\$748	\$665	\$665	\$665	\$665	\$706	\$706	\$8,308
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 1	\$52	\$51	\$51	\$50	\$49	\$48	\$47	\$47	\$46	\$45	\$44	\$43	\$574
Int - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Amortization	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Subtotal</b>	<b>\$21,821</b>	<b>\$21,820</b>	<b>\$21,819</b>	<b>\$23,086</b>	<b>\$23,085</b>	<b>\$23,084</b>	<b>\$21,816</b>	<b>\$21,815</b>	<b>\$21,814</b>	<b>\$21,814</b>	<b>\$22,446</b>	<b>\$22,446</b>	<b>\$266,865</b>
Princ. Pmt - Loan 1	\$184	\$185	\$185	\$186	\$187	\$188	\$188	\$189	\$190	\$191	\$192	\$192	\$2,257
Princ. Pmt - Loan 2	\$1,944	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,944
Capital Purchases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes	\$0	\$0	\$1,008	\$0	\$0	\$1,798	\$0	\$0	\$1,010	\$0	\$0	\$1,274	\$5,090
<b>TOTAL CASH PAID</b>	<b>\$23,948</b>	<b>\$22,004</b>	<b>\$23,012</b>	<b>\$23,272</b>	<b>\$23,272</b>	<b>\$25,070</b>	<b>\$22,004</b>	<b>\$22,004</b>	<b>\$23,014</b>	<b>\$22,004</b>	<b>\$22,638</b>	<b>\$23,912</b>	<b>\$276,156</b>
<b>CHANGE IN CASH</b>	<b>\$222</b>	<b>\$2,166</b>	<b>\$1,158</b>	<b>\$3,919</b>	<b>\$3,919</b>	<b>\$2,121</b>	<b>\$2,166</b>	<b>\$2,166</b>	<b>\$1,156</b>	<b>\$2,166</b>	<b>\$3,042</b>	<b>\$1,768</b>	<b>\$25,968</b>
Beginning Balance	\$1,000	\$1,222	\$3,387	\$4,545	\$8,464	\$12,384	\$14,505	\$16,671	\$18,836	\$19,992	\$22,157	\$25,200	\$25,968
Ending Balance	\$1,222	\$3,387	\$4,545	\$8,464	\$12,384	\$14,505	\$16,671	\$18,836	\$19,992	\$22,157	\$25,200	\$26,968	\$25,968

Client Name:													The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client.
FINANCIAL STATEMENT:		Pro Forma Cash Flow - Year 2											We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.
Date Prepared		5/15/2014											
BUDGET MONTH	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	Jul-16	TOTAL
<b>CASH INFLOW</b>													
Cash Sales	\$25,378	\$25,378	\$25,378	\$28,551	\$28,551	\$28,551	\$25,378	\$25,378	\$25,378	\$25,378	\$26,965	\$26,965	\$317,230
Collection from Credit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL CASH RECEIVED</b>	<b>\$25,378</b>	<b>\$25,378</b>	<b>\$25,378</b>	<b>\$28,551</b>	<b>\$28,551</b>	<b>\$28,551</b>	<b>\$25,378</b>	<b>\$25,378</b>	<b>\$25,378</b>	<b>\$25,378</b>	<b>\$26,965</b>	<b>\$26,965</b>	<b>\$317,230</b>
<b>CASH PAID OUT</b>													
Cost of Goods Sold	\$9,948	\$9,948	\$9,948	\$11,192	\$11,192	\$11,192	\$9,948	\$9,948	\$9,948	\$9,948	\$10,570	\$10,570	\$124,354
Owner's Salary	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$2,750	\$33,000
Owner Payroll Taxes	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$275	\$3,300
Fixed Employee Wages	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$6,559	\$78,707
Fixed Payroll Taxes	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$656	\$7,871
Variable Employee Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable Payroll Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Workers Comp	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$131	\$1,574
Bad Debt Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
RENT	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$976	\$11,710
UTILITIES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Business Promotion	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Entertainment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Selling Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cleaning	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dues and Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Office Supplies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Business Tax and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Telephone/Internet	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Vehicle Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Employee Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Credit Card Fees	\$698	\$698	\$698	\$785	\$785	\$785	\$698	\$698	\$698	\$698	\$742	\$742	\$8,724
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 1	\$43	\$42	\$41	\$40	\$39	\$39	\$38	\$37	\$36	\$35	\$34	\$34	\$458
Int - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Amortization	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Subtotal</b>	<b>\$22,036</b>	<b>\$22,035</b>	<b>\$22,034</b>	<b>\$23,364</b>	<b>\$23,363</b>	<b>\$23,362</b>	<b>\$22,031</b>	<b>\$22,030</b>	<b>\$22,029</b>	<b>\$22,028</b>	<b>\$22,693</b>	<b>\$22,692</b>	<b>\$269,698</b>
Princ. Pmt - Loan 1	\$193	\$194	\$195	\$196	\$196	\$197	\$198	\$199	\$200	\$201	\$201	\$202	\$2,372
Princ. Pmt - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Capital Purchases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes	\$0	\$0	\$1,455	\$0	\$0	\$2,285	\$0	\$0	\$1,457	\$0	\$0	\$1,734	\$6,931
<b>TOTAL CASH PAID</b>	<b>\$22,229</b>	<b>\$22,229</b>	<b>\$23,684</b>	<b>\$23,560</b>	<b>\$23,560</b>	<b>\$25,844</b>	<b>\$22,229</b>	<b>\$22,229</b>	<b>\$23,686</b>	<b>\$22,229</b>	<b>\$22,894</b>	<b>\$24,629</b>	<b>\$279,001</b>
<b>CHANGE IN CASH</b>	<b>\$3,149</b>	<b>\$3,149</b>	<b>\$1,695</b>	<b>\$4,991</b>	<b>\$4,991</b>	<b>\$2,706</b>	<b>\$3,149</b>	<b>\$3,149</b>	<b>\$1,692</b>	<b>\$3,149</b>	<b>\$4,070</b>	<b>\$2,336</b>	<b>\$38,229</b>
Beginning Balance	\$26,968	\$30,118	\$33,267	\$34,962	\$39,953	\$44,944	\$47,650	\$50,800	\$53,949	\$55,642	\$58,791	\$62,861	
Ending Balance	\$30,118	\$33,267	\$34,962	\$39,953	\$44,944	\$47,650	\$50,800	\$53,949	\$55,642	\$58,791	\$62,861	\$65,197	

Client Name: **Pro Forma Cash Flow - Year 3**  
 FINANCIAL STATEMENT: **5/15/2014**  
 Date Prepared: **5/15/2014**

The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.

BUDGET MONTH	Aug-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Totals
<b>CASH INFLOW</b>													
Cash Sales	\$26,647	\$26,647	\$26,647	\$29,978	\$29,978	\$29,978	\$26,647	\$26,647	\$26,647	\$26,647	\$28,313	\$28,313	\$333,092
Collection from Credit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL CASH RECEIVED</b>	<b>\$26,647</b>	<b>\$26,647</b>	<b>\$26,647</b>	<b>\$29,978</b>	<b>\$29,978</b>	<b>\$29,978</b>	<b>\$26,647</b>	<b>\$26,647</b>	<b>\$26,647</b>	<b>\$26,647</b>	<b>\$28,313</b>	<b>\$28,313</b>	<b>\$333,092</b>
<b>CASH PAID OUT</b>													
Cost of Goods Sold	\$10,446	\$10,446	\$10,446	\$11,751	\$11,751	\$11,751	\$10,446	\$10,446	\$10,446	\$10,446	\$11,099	\$11,099	\$130,572
Owner's Salary	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$3,025	\$36,300
Owner Payroll Taxes	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$303	\$3,630
Fixed Employee Wages	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$7,215	\$86,578
Fixed Payroll Taxes	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$721	\$8,658
Variable Employee Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable Payroll Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Workers Comp	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$144	\$1,732
Bad Debt Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
RENT	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$1,025	\$12,295
UTILITIES	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Business Promotion	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Entertainment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Selling Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cleaning	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dues and Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Office Supplies	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Business Tax and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Telephone/Internet	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Vehicle Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Employee Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Credit Card Fees	\$733	\$733	\$733	\$824	\$824	\$824	\$733	\$733	\$733	\$733	\$779	\$779	\$9,160
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 1	\$33	\$32	\$31	\$30	\$29	\$29	\$28	\$27	\$26	\$25	\$24	\$23	\$337
Int - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Amortization	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Subtotal</b>	<b>\$23,644</b>	<b>\$23,643</b>	<b>\$23,642</b>	<b>\$25,039</b>	<b>\$25,038</b>	<b>\$25,037</b>	<b>\$23,639</b>	<b>\$23,638</b>	<b>\$23,637</b>	<b>\$23,636</b>	<b>\$24,334</b>	<b>\$24,333</b>	<b>\$289,261</b>
Princ. Pmt - Loan 1	\$203	\$204	\$205	\$206	\$207	\$207	\$208	\$209	\$210	\$211	\$212	\$213	\$2,494
Princ. Pmt - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Capital Purchases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes	\$0	\$0	\$1,302	\$0	\$0	\$2,173	\$0	\$0	\$1,304	\$0	\$0	\$1,596	\$6,376
<b>TOTAL CASH PAID</b>	<b>\$23,647</b>	<b>\$23,847</b>	<b>\$25,149</b>	<b>\$25,244</b>	<b>\$25,244</b>	<b>\$27,418</b>	<b>\$23,847</b>	<b>\$23,847</b>	<b>\$25,152</b>	<b>\$23,847</b>	<b>\$24,546</b>	<b>\$26,141</b>	<b>\$298,131</b>
<b>CHANGE IN CASH</b>	<b>\$2,800</b>	<b>\$2,800</b>	<b>\$1,498</b>	<b>\$4,734</b>	<b>\$4,734</b>	<b>\$2,560</b>	<b>\$2,800</b>	<b>\$2,800</b>	<b>\$1,496</b>	<b>\$2,800</b>	<b>\$3,767</b>	<b>\$2,171</b>	<b>\$34,961</b>
Beginning Balance	\$65,197	\$67,997	\$70,798	\$72,296	\$77,030	\$81,763	\$84,324	\$87,124	\$89,924	\$91,420	\$94,220	\$97,987	
Ending Balance	\$67,997	\$70,798	\$72,296	\$77,030	\$81,763	\$84,324	\$87,124	\$89,924	\$91,420	\$94,220	\$97,987	\$100,159	

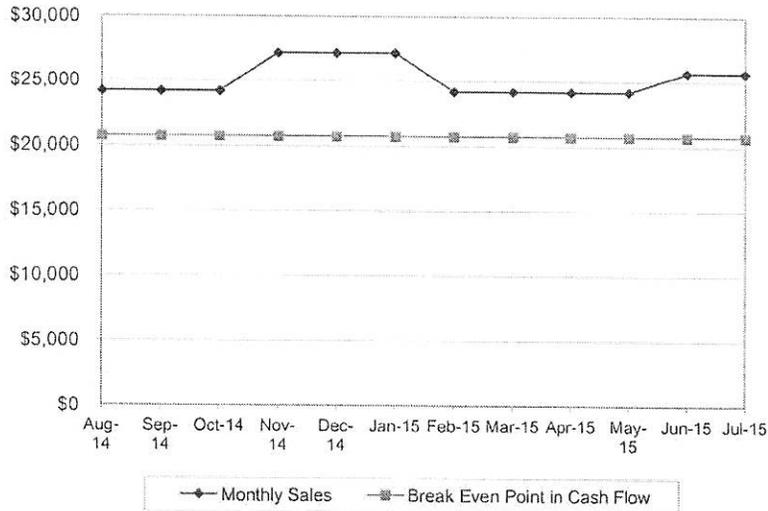
BREAK-EVEN ANALYSIS - YEAR 1		The Indiana Small Business Development Center has prepared these financial projections from information communicated by the Client. We are not licensed by the state of Indiana to practice Public Accounting and can therefore give no opinion or assurance on the statements.			
GROSS SALES	\$302,124				
COST OF GOODS	\$118,433				
GROSS MARGIN	\$183,691				
ITEMS	FIXED EXPENSES	VARIABLE EXPENSES			
Owner's Salary	\$30,000				
Owner Payroll Taxes	\$3,000				
Fixed Employee Wages	\$71,552				
Fixed Payroll Taxes	\$7,155				
Variable Employee Wages		\$0			
Variable Payroll Taxes		\$0			
Workers Comp	\$1,431	\$0			
Bad Debt Expense		\$0			
RENT	\$11,152				
UTILITIES	\$7,200				
Advertising	\$2,400				
Business Promotion	\$2,400				
Entertainment	\$0				
Postage	\$0				
Other Selling Expenses	\$0				
Travel	\$0				
Bank Charges	\$0				
Cleaning	\$0				
Donations	\$0				
Dues and Subscriptions	\$0				
Insurance	\$1,400				
Office Supplies	\$600				
Professional Fees	\$0				
Business Tax and Licenses	\$0				
Telephone/Internet	\$1,260				
Vehicle Expenses	\$0				
Repairs	\$0				
Employee Education	\$0				
Other	\$0				
Credit Card Fees		\$8,308			
Other		\$0			
Other		\$0			
Depreciation	\$1,207				
Amortization	\$120				
Principal Pmt	\$4,201				
Interest	\$574				
TOTALS	\$145,652	\$8,308			
		Break Even Point in Cash Flow (Year 2): \$239,436			
		Break Even Point in Cash Flow (Year 3): \$261,883			
		VOLUME PROFIT RATIO AFTER BREAK-EVEN			
	BREAK-EVEN POINT	% OF PROJECTED SALES	SALES %	GROSS SALES VOLUME	PROFIT
BASED ON EXPENSES	\$243,671	80.65%	50.0%	\$151,062	(\$53,760)
			66.7%	\$201,416	(\$24,529)
			75.0%	\$226,593	(\$9,914)
BASED ON CASH FLOW	\$248,622	82.29%	125.0%	\$377,655	\$77,778
			150.0%	\$453,186	\$121,623
			200.0%	\$604,248	\$209,315

Client Name: **FINANCIAL STATEMENT: Summary Cash Flow Statement**  
 Date Prepared: **5/15/2014**

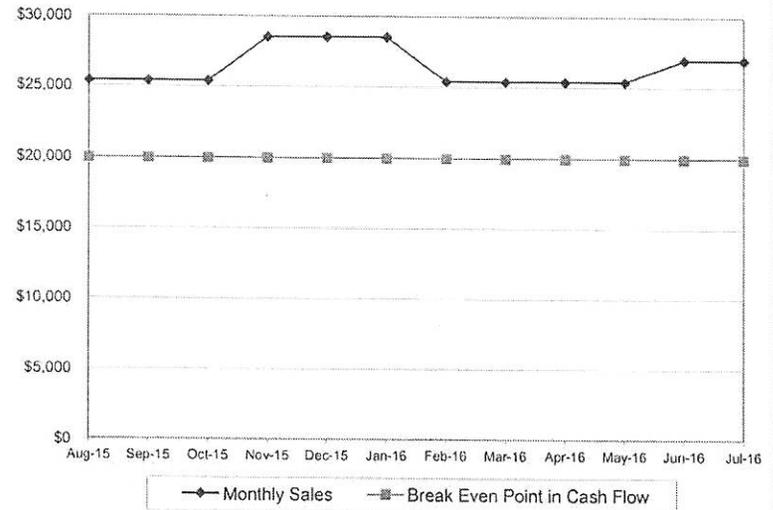
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Quarter Ending:	Oct-14	Jan-15	Apr-15	Jul-15	Year 1	Oct-15	Jan-16	Apr-16	Jul-16	Year 2	Oct-16	Jan-17	Apr-17	Jul-17	Year 3
<b>CASH INFLOW</b>															
Cash Sales	\$72,510	\$81,573	\$72,510	\$75,531	\$302,124	\$76,135	\$85,652	\$76,135	\$79,308	\$317,230	\$79,942	\$89,935	\$79,942	\$83,273	\$333,092
Collection from Credit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Draw/(Repay) LOC	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Notes Injected / (Repaid)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Loan Injection (Net of Fees)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Equity Injection	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL CASH RECEIVED</b>	<b>\$72,510</b>	<b>\$81,573</b>	<b>\$72,510</b>	<b>\$75,531</b>	<b>\$302,124</b>	<b>\$76,135</b>	<b>\$85,652</b>	<b>\$76,135</b>	<b>\$79,308</b>	<b>\$317,230</b>	<b>\$79,942</b>	<b>\$89,935</b>	<b>\$79,942</b>	<b>\$83,273</b>	<b>\$333,092</b>
<b>CASH PAID OUT</b>															
Cost of Goods Sold	\$28,424	\$31,977	\$28,424	\$29,608	\$118,433	\$29,845	\$33,576	\$29,845	\$31,089	\$124,354	\$31,337	\$35,254	\$31,337	\$32,643	\$130,572
Owner's Salary	\$7,500	\$7,500	\$7,500	\$7,500	\$30,000	\$8,250	\$8,250	\$8,250	\$8,250	\$33,000	\$9,075	\$9,075	\$9,075	\$9,075	\$36,300
Owner Payroll Taxes	\$750	\$750	\$750	\$750	\$3,000	\$825	\$825	\$825	\$825	\$3,300	\$908	\$908	\$908	\$908	\$3,630
Fixed Employee Wages	\$17,888	\$17,888	\$17,888	\$17,888	\$71,552	\$19,677	\$19,677	\$19,677	\$19,677	\$78,707	\$21,644	\$21,644	\$21,644	\$21,644	\$86,578
Fixed Payroll Taxes	\$1,789	\$1,789	\$1,789	\$1,789	\$7,155	\$1,968	\$1,968	\$1,968	\$1,968	\$7,871	\$2,164	\$2,164	\$2,164	\$2,164	\$8,658
Variable Employee Wages	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Variable Payroll Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Workers Comp	\$358	\$358	\$358	\$358	\$1,431	\$394	\$394	\$394	\$394	\$1,574	\$433	\$433	\$433	\$433	\$1,732
Bad Debt Expense	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
RENT	\$2,788	\$2,788	\$2,788	\$2,788	\$11,152	\$2,927	\$2,927	\$2,927	\$2,927	\$11,710	\$3,074	\$3,074	\$3,074	\$3,074	\$12,295
UTILITIES	\$1,800	\$1,800	\$1,800	\$1,800	\$7,200	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Advertising	\$600	\$600	\$600	\$600	\$2,400	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Business Promotion	\$600	\$600	\$600	\$600	\$2,400	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Entertainment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Postage	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Selling Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Travel	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Bank Charges	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Cleaning	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Donations	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dues and Subscriptions	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Insurance	\$350	\$350	\$350	\$350	\$1,400	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Office Supplies	\$150	\$150	\$150	\$150	\$600	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Professional Fees	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Business Tax and Licenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Telephone/Internet	\$315	\$315	\$315	\$315	\$1,260	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Vehicle Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Repairs	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Employee Education	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Credit Card Fees	\$1,994	\$2,243	\$1,994	\$2,077	\$8,308	\$2,094	\$2,355	\$2,094	\$2,161	\$8,724	\$2,198	\$2,473	\$2,198	\$2,290	\$9,160
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 1	\$154	\$147	\$140	\$133	\$574	\$126	\$118	\$111	\$103	\$458	\$96	\$88	\$80	\$73	\$337
Int - Loan 2	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 4	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 5	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - Loan 6	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - SBA 504 (Bank)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int - SBA 504 (Bonds)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Int-Line of Credit	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Amortization	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal	\$65,459	\$69,255	\$65,445	\$66,706	\$266,865	\$66,105	\$70,090	\$66,090	\$67,413	\$269,698	\$70,930	\$75,114	\$70,914	\$72,304	\$289,261
Princ. Pmt - Loan 1	\$554	\$561	\$568	\$575	\$2,257	\$582	\$589	\$597	\$604	\$2,372	\$612	\$620	\$627	\$635	\$2,494
Princ. Pmt - Loan 2	\$1,944	\$0	\$0	\$0	\$1,944	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Princ. Pmt - Loan 3	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Princ. Pmt - Loan 4	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Princ. Pmt - Loan 5	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Princ. Pmt - Loan 6	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Princ. Pmt - SBA 504 (Bank)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Princ. Pmt - SBA 504 (Bonds)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Capital Purchases	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Income Taxes	\$1,008	\$1,798	\$1,010	\$1,274	\$5,090	\$1,455	\$2,285	\$1,457	\$1,734	\$6,931	\$1,302	\$2,173	\$1,304	\$1,596	\$6,376
Owner's Withdrawal	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>TOTAL CASH PAID</b>	<b>\$68,965</b>	<b>\$71,613</b>	<b>\$67,023</b>	<b>\$68,555</b>	<b>\$276,156</b>	<b>\$68,142</b>	<b>\$72,964</b>	<b>\$68,144</b>	<b>\$69,752</b>	<b>\$279,001</b>	<b>\$72,844</b>	<b>\$77,907</b>	<b>\$72,846</b>	<b>\$74,534</b>	<b>\$298,131</b>
<b>CHANGE IN CASH</b>	<b>\$3,545</b>	<b>\$9,960</b>	<b>\$5,487</b>	<b>\$6,976</b>	<b>\$25,968</b>	<b>\$7,994</b>	<b>\$12,688</b>	<b>\$7,991</b>	<b>\$9,556</b>	<b>\$38,229</b>	<b>\$7,098</b>	<b>\$12,028</b>	<b>\$7,098</b>	<b>\$8,739</b>	<b>\$34,961</b>
Beginning Balance	\$1,000	\$4,545	\$14,505	\$19,992	\$1,000	\$26,968	\$34,962	\$47,650	\$55,642	\$26,968	\$65,197	\$72,296	\$84,324	\$91,420	\$65,197
Ending Balance	\$4,545	\$14,505	\$19,992	\$26,968	\$26,968	\$34,962	\$47,650	\$55,642	\$65,197	\$65,197	\$72,296	\$84,324	\$91,420	\$100,159	\$100,159

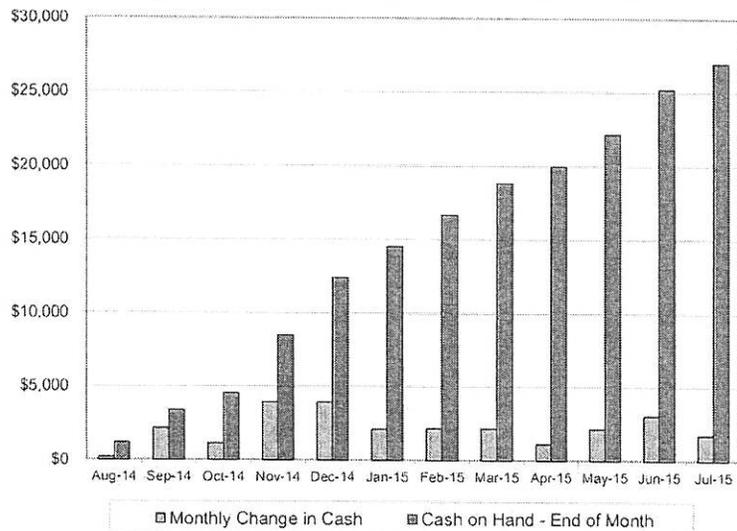
### Sales vs Break Even Point (Year 1)



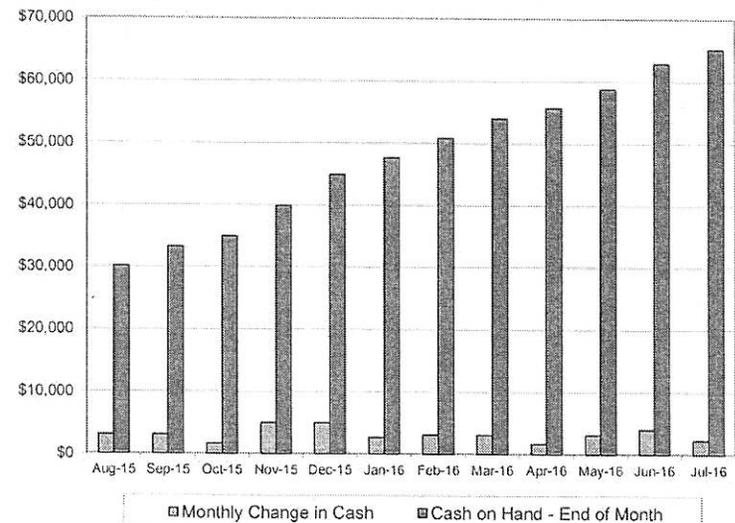
### Sales vs Break Even Point (Year 2)



### Change in Cash vs Cash on Hand (Year 1)



### Change in Cash vs Cash on Hand (Year 2)



## Sources & Uses of Funds Statement

Sources of Funds: (where you will get the money to fund your project)

### Equity (money or assets owners/investors will provide)

Cash Injection	\$0	
Business Assets already owned	\$12,450	
<b>Total Equity Contribution</b>	<b>\$12,450</b>	100%

### Debt (borrowed money)

Loans	\$14,444	
<b>Total Debt Contribution</b>	<b>\$14,444</b>	115%

**Total Sources of Funds**      \$26,894

### Uses of Funds: (what you'll use the above funds for)

#### Fixed Assets:

Land	\$0
Buildings	\$0
Renovations	\$2,000
Equipment	\$6,000
Furniture	\$0
Vehicles	\$0
Computers	\$750
Software	\$0
Other	\$0
Business Assets already owned	\$0
Intangible Assets	\$0
Organizational Expense	\$600
SBA 7(a) Loan Guaranty Fee	\$0
<b>Total Fixed Assets</b>	<b>\$9,350</b>

Inventory	\$1,121
Prepaid Insurance	\$500
Working Capital (Cash)	\$1,000
Deposits	\$0
Supplies	\$536
Other Short Term Assets	\$0

**Total Uses of Funds**      \$12,507

## LOAN INFORMATION

	LOAN 1		LOAN 2
SOURCE OF LOAN:	Small Business Loan/Crowd funding		Build out allowance for lease
SBA 7(a) GUARANTY? (Yes/No)	No		No
AMOUNT OF FINANCING NEEDED:	\$12,500		\$1,944
ANNUAL INTEREST RATE:	5.00%		0.00%
TERM (IN YEARS):	5		0
SBA LOAN GUARANTY FEE:	\$0		\$0
TOTAL FINANCING:	\$12,500		\$1,944
MONTHLY PAYMENT:	\$235.89		Included in lease