

	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total	%
	1st	2nd	3rd	4th	5th	6th	7th	8th	9th	10th	11th	12th		
<b>Income</b>														
Sales/Cash(1)	25,213	26,497	29,749	34,679	33,811	32,008	26,009	27,009	44,000	27,044	26,089	28,080	360,080	100
Purchases (32%)	8,068	8,479	9,520	11,097	10,822	10,240	8,320	8,640	14,888	8,654	8,320	8,560	115,200	32
Gross Profit	17,145	18,018	20,229	23,582	22,989	21,768	17,689	18,369	29,112	18,390	17,680	19,520	244,880	68
<b>Expenses - Variable</b>														
Payroll Expense (16%)	4,014	4,240	4,760	5,549	5,411	5,120	4,160	4,328	7,040	4,327	4,160	4,480	57,600	16
Payroll Taxes (28% of payroll)	807	848	952	1,119	1,082	1,024	832	864	1,408	865	832	896	11,520	3
Related Fringe Benefits(2)	202	212	238	277	271	256	208	216	352	216	208	224	2,880	1
Sub-total	5,043	5,299	5,950	6,936	6,764	6,400	5,200	5,408	8,800	5,409	5,200	5,600	72,000	20
<b>Expenses - Fixed</b>														
Advertising (includes Mo.H.D Fee)	254	254	254	254	254	254	254	254	254	254	254	254	3,048	1
Accounting & Legal	420	420	420	420	420	420	420	420	420	420	420	420	5,040	1
Rent	3,487	3,487	3,487	3,487	3,487	3,487	3,487	3,487	3,487	3,487	3,487	3,487	41,844	12
Utilities/Telephone	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	3
Insurance	585	585	585	585	585	585	585	585	585	585	585	585	7,020	2
Loan Payments(3)	3,375	3,375	3,375	3,375	3,375	3,375	3,375	3,375	3,375	3,375	3,375	3,375	40,500	11
Owner Draw	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	8
Sales Tax(4)	205	205	205	205	205	205	205	205	205	205	205	205	2,460	1
Sub-total	11,826	11,826	11,826	11,826	11,826	11,826	11,826	11,826	11,826	11,826	11,826	11,826	141,912	39
Total Cash Paid Out	16,869	17,125	17,776	18,762	18,590	18,226	17,026	17,226	20,626	17,235	17,026	17,426	213,912	59
<b>Monthly Cash Surplus (deficit)</b>														
	276	899	2,454	4,829	4,897	3,534	654	1,134	9,294	1,155	654	1,614	50,888	
Beginning Cash(5)	10,000	10,276	11,169	13,622	18,442	22,849	26,383	27,037	28,171	37,465	38,620	39,274		
Cash Flow Monthly	276	899	2,454	4,829	4,897	3,534	654	1,134	9,294	1,155	654	1,614		
Cash Flow Cumulative	10,276	11,169	13,622	18,442	22,849	26,383	27,037	28,171	37,465	38,620	39,274	40,888		

**Notes:**

(1) Sales figures taken from actual first year revenue figures of the North Point Plaza Fran's Ice Shoppe adjusted down to 81% for size and location and with seasonal adjustment for month of the year. North Point Plaza Fran's Ice Shoppe did \$444,176 in sales in the first year. Principals feel that \$360,000 (81% of \$444,176 = \$360,000 rounded) is a conservative figure based on extensive research with four other Fran's locations in malls in California.

(2) Related Fringe Benefits is computed at 5% of payroll expense.

(3) \$250,000 @10.5% for 10 years (P&L) = \$3375/mo.

(4) Food consumed on premises is subject to sales tax. This expense will vary but we assumed a fixed amount each month.

(5) Working capital of \$30,000 less \$20,000 for pre-opening supplies, expenses, labor, training, etc. = \$10,000 beginning cash.