

| | Nov | Dec | Jan | Feb | Mar |
|------------------------------------|----------|----------|----------|-----------|----------|
| Net Sales | \$73,992 | \$90,435 | \$98,656 | \$106,877 | \$98,656 |
| Cost of goods sold | 10,277 | 12,561 | 13,703 | 14,845 | 13,703 |
| Gross Profit | \$63,715 | \$77,873 | \$84,953 | \$92,032 | \$84,953 |
| <i>Operating Expenses</i> | | | | | |
| Rent | 0 | 0 | 8,750 | 8,750 | 8,750 |
| Utilities | 2,083 | 2,083 | 2,083 | 2,083 | 2,083 |
| Repairs and maintenance | 1,250 | 1,250 | 1,833 | 1,833 | 1,833 |
| General taxes | 0 | 0 | 1,750 | 1,750 | 1,750 |
| Telephone expense | 833 | 833 | 833 | 833 | 833 |
| Salaries and wages | 21,720 | 26,547 | 28,960 | 31,373 | 28,960 |
| Insurance - general | 1,444 | 1,444 | 1,444 | 1,444 | 1,444 |
| Insurance - health | 150 | 150 | 150 | 150 | 150 |
| Permits and licenses | 1,500 | 0 | 0 | 0 | 0 |
| Bank service charge | 119 | 119 | 119 | 119 | 119 |
| Legal and accounting | 4,333 | 333 | 333 | 333 | 333 |
| Depreciation | 7,117 | 7,117 | 7,117 | 7,117 | 7,117 |
| Amortization | 250 | 250 | 250 | 250 | 250 |
| Office expense | 740 | 904 | 987 | 1,069 | 987 |
| Supplies | 4,366 | 5,336 | 5,821 | 6,306 | 5,821 |
| Franchise fees | 3,700 | 4,522 | 4,933 | 5,344 | 4,933 |
| Training | 2,500 | 0 | 0 | 0 | 0 |
| Security and alarm expense | 280 | 0 | 0 | 0 | 0 |
| Bad checks | 83 | 83 | 83 | 83 | 83 |
| Payroll taxes | 2,172 | 2,655 | 2,896 | 3,137 | 2,896 |
| Sales tax expense | 1,530 | 1,870 | 2,040 | 2,210 | 2,040 |
| Operating supplies | 1,480 | 1,809 | 1,973 | 2,138 | 1,973 |
| Advertising | 3,147 | 3,475 | 3,640 | 3,804 | 3,640 |
| Entertainment, promotion and meals | 400 | 0 | 0 | 0 | 0 |
| Michigan single business tax | 0 | 0 | 0 | 0 | 0 |
| Interest expense | 0 | 0 | 0 | 859 | 847 |
| Management fees | 0 | 0 | 0 | 0 | 0 |
| Total Operating Expense | \$61,114 | \$60,781 | \$75,996 | \$80,986 | \$76,843 |
| Net Income | \$2,518 | \$17,093 | \$8,957 | \$11,046 | \$8,110 |