B Plant

Monthly cash projections "B" Store - With Shirt System													
1.YEAR # ONE	MONTH 1	MONTH 2	MONTH 3	MONTH 4	MONTH 5	MONTH 6	MONTH 7	MONTH 8	MONTH 9	MONTH 10	MONTH 11	MONTH 12	TOTAL FOR YEAR
2. WORKING CAPITAL	10,000	5,000	5,000	5,000	5,000	5,000							35,000
3. CASH RECEIPTS													
4. TOTAL SALES	20,000	21,000	23,000	24,000	26,000	28,000	30,000	32,000	34,000	36,500	38,000	40,000	352,500
Routes	5,000	5,000	5,000	5,000	5,000	5,500	5,500	5,500	6,000	6,000	7,000	7,000	67,500
Out sourcing	3,500	3,500	3,500	3,500	3,500	4,000	4,000	4,000	4,000	4,000	4,000	4,000	45,500
4. TOTAL USEABLE CASH	38,500	34,500	36,500	37,500	39,500	42,500	39,500	41,500	44,000	46,500	49,000	51,000	500,500
5. CASH PAID OUT													
Rent & Property taxes	5,317	5,317	5,317	5,317	5,317	5,317	5,317	5,317	5,317	5,317	5,317	5,317	63,804
Salaries - Employees	3,600	3,780	4,140	3,780	4,680	5,040	5,400	5,760	6,120	6,570	6,840	7,200	62,910
Salaries - Principals	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**3,000**	**36,000**
Salaries -Driver Floater	1,400	1,470	1,610	1,680	1,820	1,960	2,100	2,240	2,380	2,555	2,660	2,800	24,675
Total Payroll Including Managers	**8,000**	**8,250**	**8,750**	**8,460**	**9,500**	**10,000**	**10,500**	**11,000**	**11,500**	**12,125**	**12,500**	**13,000**	**123,585**
Payroll taxes, employee benefits	612	631	669	647	727	765	803	842	880	928	956	995	9,454
Note & loan payments	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	4,018	48,216
Advertising	**Five Months Valpak as per Americlean Contract**					2,125	1,975	2,075	2,200	2,325	2,450	2,550	15,700
Operating Supplies	1,400	2,415	1,610	1,680	1,820	1,960	2,100	2,240	2,380	2,555	2,660	2,800	25,620
Telephone	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Business Insurance	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Maintenance & repairs	**OEM**												
Accounting & legal services	150	150	150	150	150	150	150	150	150	150	150	150	1,800
One Truck	600	600	600	600	600	600	600	600	600	600	600	600	7,200
Utilities	800	800	800	850	850	850	900	900	900	900	900	900	10,350
Local taxes & licenses	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Other - Miscellaneous	100	100	100	100	100	100	100	100	100	100	100	100	1,200
TOTAL CASH EXPENSES	21,447	22,731	22,464	22,272	23,532	26,335	26,913	27,692	28,495	29,468	30,101	30,880	312,329
6. ENDING CASH	**17,053**	**11,769**	**14,036**	**15,228**	**15,968**	**16,165**	**12,587**	**13,809**	**15,505**	**17,032**	**18,899**	**20,121**	**188,171**

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B Plant

Monthly Cash Flow "B" Store Year - Two with Shirt System													
1. YEAR # TWO	MONTH 13	MONTH 14	MONTH 15	MONTH 16	MONTH 17	MONTH 18	MONTH 19	MONTH 20	MONTH 21	MONTH 22	MONTH 23	MONTH 24	TOTAL FOR YEAR
2. BALANCE FOWARD													**188,171**
2. CASH RECEIPTS													
Sales	42,000	44,000	44,000	45,000	45,000	47,000	48,500	49,000	50,000	50,000	52,000	54,000	570,500
Routes	7,000	7,000	7,500	7,500	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	93,000
Outsourcing	4,000	4,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	58,000
3. TOTAL USEABLE CASH	53,000	55,000	56,500	57,500	58,000	60,000	61,500	62,000	63,000	63,000	65,000	67,000	721,500
5. CASH PAID OUT													
Rent & Property taxes	5,317	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	65,817
Salaries - Employees	7,560	7,920	7,920	8,100	8,100	8,460	8,730	8,820	9,000	9,000	9,360	9,720	102,690
Salaries - Principals	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**3,500**	**42,000**
Salaries -Driver Floater	4,240	4,400	4,520	4,600	4,640	4,800	4,920	4,960	5,040	5,040	5,200	5,360	57,720
Total Payroll Including Managers	**15,300**	**15,820**	**15,940**	**16,200**	**16,240**	**16,760**	**17,150**	**17,280**	**17,540**	**17,540**	**18,060**	**18,580**	**202,410**
Payroll taxes, employee benefits	1,170	1,210	1,219	1,239	1,242	1,282	1,312	1,322	1,342	1,342	1,382	1,421	15,484
Note & loan payments	4,030	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	50,230
Advertising	2,100	2,200	2,200	2,250	2,250	2,350	2,425	2,450	2,500	2,500	2,600	2,700	28,525
Operating Supplies	2,940	3,080	3,080	3,150	3,150	3,290	3,395	3,430	3,500	3,500	3,640	3,780	39,935
Telephone	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Business Insurance	225	225	225	225	225	225	225	225	225	225	225	225	2,700
Maintenance & repairs	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Accounting & legal services	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Delivery Truck Adding a 2nd Truck	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400
Utilities	950	950	950	950	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	11,800
Miscellaneous Supplies	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Other - Miscellaneous	100	100	100	100	100	100	100	100	100	100	100	100	1,200
TOTAL CASH EXPENSES	34,032	35,185	35,314	35,714	35,807	36,607	37,207	37,407	37,807	37,807	38,607	39,406	- 440,901
6. ENDING CASH YEAR TWO	18,968	19,815	21,186	21,786	22,193	23,393	24,293	24,593	25,193	25,193	26,393	27,594	**280,599**
7. BALANCE FORWARD YEAR ONE													**188,171**
8. TWO YEARS TOTAL													**468,769**

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