

## Projected Income Statement

	Year 1	%Rev	Year 2	Year 3
Period	Totals		Totals	Totals
<b>Beer Revenue</b>	\$598,000.00		\$627,900.00	\$659,295.00
Draft Beer	\$224,250.00	15.00%	\$235,462.50	\$247,235.63
Canned Beer	\$373,750.00	25.00%	\$392,437.50	\$412,059.38
<b>Liquor Revenue</b>	\$299,000.00	20.00%	\$313,950.00	\$329,647.50
<b>Wine Revenue</b>	\$74,750.00	5.00%	\$78,487.50	\$82,411.88
<b>Food Revenue</b>	\$523,250.00	35.00%	\$549,412.50	\$576,883.13
<b>Gross Sales</b>	<b>\$1,495,000.00</b>		<b>\$1,569,750.00</b>	<b>\$1,648,237.50</b>
Discounts	-\$59,800.00	-4.00%	-\$62,790.00	-\$65,929.50
<b>Net Sales</b>	<b>\$1,435,200.00</b>		<b>\$1,506,960.00</b>	<b>\$1,582,308.00</b>
Sales Tax	-\$143,520.00	-10.00%	-\$150,696.00	-\$158,230.80
<b>Net Sales</b>	<b>\$1,435,200.00</b>		<b>\$1,506,960.00</b>	<b>\$1,582,308.00</b>
<b>Cost of Revenue</b>				
Total COGS	\$377,487.50	25.25%	\$361,042.50	\$379,094.63
Beer COGS	\$137,540.00	23.00%	\$144,417.00	\$151,637.85
Liquor and Wine COGS	\$67,275.00	18.00%	\$90,260.63	\$94,773.66
Food COGS	\$172,672.50	33.00%	\$126,364.88	\$132,683.12
Merchant Fees (3.5%)	\$52,325.00	3.50%	\$54,941.25	\$57,688.31
Salaried Manager	\$96,000.00	6.69%	\$100,800.00	\$105,840.00
Flanagan Consulting Fee	\$48,000.00	3.34%	\$50,400.00	\$52,920.00
<b>Part-Time Employees</b>	\$269,100.00	<b>18.75%</b>	\$271,252.80	\$284,815.44
Payroll Taxes and Benefits	\$74,750.00	5.21%	\$78,487.50	\$82,411.88
<b>Total Cost of Revenue</b>	<b>\$917,662.50</b>	<b>63.94%</b>	<b>\$916,924.05</b>	<b>\$962,770.25</b>
<b>Fixed Costs</b>				
Rent - 200k TI over 10y	\$82,800.00	5.77%	\$86,940.00	\$91,287.00
<i>Total Notes:</i>	<b>\$99,720.00</b>	6.95%	<b>\$99,720.00</b>	<b>\$99,720.00</b>
<i>Mainvest (150k @ 2.5% of Ne</i>	\$35,880.00	2.50%	\$35,880.00	\$35,880.00
<i>Alt Cap (250k at 10%/60mo F.</i>	\$63,840.00	4.45%	\$63,840.00	\$63,840.00
Insurance	\$36,000.00	2.51%	\$36,000.00	\$36,000.00
<b>Utilities:</b>	<b>\$0.00</b>		<b>\$0.00</b>	<b>\$0.00</b>
Gas	\$2,400.00	0.17%	\$2,400.00	\$2,400.00
Electrical	\$7,200.00	0.50%	\$14,400.00	\$14,400.00
Water	\$1,800.00	0.13%	\$1,800.00	\$1,800.00
Internet	\$1,200.00	0.08%	\$1,200.00	\$1,200.00
Cable/YouTube TV/DirectTV	\$3,000.00	0.21%	\$3,000.00	\$3,000.00
Water Doctor	\$1,200.00	0.08%	\$1,200.00	\$1,200.00
Easy ICE	\$3,000.00	0.21%	\$3,000.00	\$3,000.00
Ripple Glass	\$960.00	0.07%	\$960.00	\$960.00
NuCO/Linde	\$2,400.00	0.17%	\$2,400.00	\$2,400.00
Prime - Rental	\$2,400.00	0.17%	\$2,400.00	\$2,400.00

## Projected Income Statement

	Year 1	%Rev	Year 2	Year 3
Period	Totals		Totals	Totals
Alarm/Security	\$420.00	0.03%	\$420.00	\$420.00
<b>Supplies:</b>				
Office Supplies & Software & :	\$4,800.00	0.33%	\$4,800.00	\$4,800.00
Kitchen Supplies (Chemicals)	\$12,000.00	0.84%	\$12,000.00	\$12,000.00
Bar Supplies/Glassware	\$8,700.00	0.61%	\$8,700.00	\$8,700.00
Foxx	\$0.00	0.00%	\$0.00	\$0.00
Cintas	\$4,800.00	0.33%	\$9,600.00	\$9,600.00
Fountain City ICE	\$1,200.00	0.08%	\$1,200.00	\$1,200.00
<b>Legal/ Fees</b>				
Toast	\$2,946.00	0.21%	\$2,946.00	\$2,946.00
Legal/State/City Fees & Misc	\$4,800.00	0.33%	\$8,400.00	\$8,400.00
Bank Fees/ Change Order	\$600.00	0.04%	\$600.00	\$600.00
Education	\$0.00	0.00%	\$0.00	\$0.00
<b>Maintenance:</b>	\$0.00	0.00%	\$0.00	\$0.00
Plants - Paradise Plants/Madi:	\$3,600.00	0.25%	\$3,600.00	\$3,600.00
Repair - Toast Consultation	\$300.00	0.02%	\$300.00	\$300.00
Gunther Pest	\$540.00	0.04%	\$540.00	\$540.00
Cleaning Crew	\$6,000.00	0.42%	\$6,000.00	\$6,000.00
Windows	\$0.00	0.00%	\$0.00	\$0.00
<b>Entertainment:</b>		0.00%		
Live Music	\$0.00	0.00%	\$0.00	\$0.00
Meals/Engagement/Entertainr	\$3,600.00	0.25%	\$3,600.00	\$3,600.00
<b>Equipment</b>		0.00%		
Car and Truck	\$1,200.00	0.08%	\$1,200.00	\$1,200.00
Facilities - Equipment, Facility	\$6,000.00	0.42%	\$6,000.00	\$6,000.00
<b>Advertising/Sales &amp; Marketing</b>		0.00%		
Printing - Alpha, Fedex, Sticke	\$3,600.00	0.25%	\$3,600.00	\$3,600.00
Marketing - Social, Danielle, F	\$7,200.00	0.50%	\$7,200.00	\$7,200.00
Graphic Designer	\$0.00	0.00%	\$0.00	\$0.00
<b>Bookkeeping</b>	\$12,000.00	0.84%	\$12,000.00	\$12,000.00
<b>Total Business Expenses</b>	\$328,386.00	22.88%	\$348,126.00	\$352,473.00
<b>Net Income</b>	\$189,451.50	13.20%	\$241,909.95	\$267,064.75

q2

## Projected Income Statement

	Year 1	%Rev	Year 2	Year 3
Period	Totals		Totals	Totals

## Projected Income Statement

	Year 1	%Rev	Year 2	Year 3
Period	Totals		Totals	Totals

## Projected Income Statement

	Year 1	%Rev	Year 2	Year 3
Period	Totals		Totals	Totals

## Projected Income Statement

	Year 1	%Rev	Year 2	Year 3
Period	Totals		Totals	Totals

## Projected Income Statement

	Year 1	%Rev	Year 2	Year 3
Period	Totals		Totals	Totals

## Projected Income Statement

### Period

#### Beer Revenue

Draft Beer

Canned Beer

#### Liquor Revenue

#### Wine Revenue

#### Food Revenue

#### Gross Sales

Discounts

#### Net Sales

Sales Tax

#### Net Sales

#### Cost of Revenue

Total COGS

Beer COGS

Liquor and Wine COGS

Food COGS

Merchant Fees (3.5%)

Salaried Manager

Flanagan Consulting Fee

#### Part-Time Employees

Payroll Taxes and Benefits

#### Total Cost of Revenue

#### Fixed Costs

Rent - 200k TI over 10y

*Total Notes:*

*Mainvest (150k @ 2.5% of Ne*

*Alt Cap (250k at 10%/60mo F*

Insurance

#### Utilities:

Gas

Electrical

Water

Internet

Cable/YouTube TV/DirectTV

Water Doctor

Easy ICE

Ripple Glass

NuCO/Linde

Prime - Rental



## Projected Income Statement

### Period

Alarm/Security

### Supplies:

Office Supplies & Software &

Kitchen Supplies (Chemicals)

Bar Supplies/Glassware

Foxx

Cintas

Fountain City ICE

### Legal/ Fees

Toast

Legal/State/City Fees & Misc

Bank Fees/ Change Order

Education

### Maintenance:

Plants - Paradise Plants/Madi

Repair - Toast Consultation

Gunther Pest

Cleaning Crew

Windows

### Entertainment:

Live Music

Meals/Engagement/Entertainr

### Equipment

Car and Truck

Facilities - Equipment, Facility

### Advertising/Sales & Mark

Printing - Alpha, Fedex, Sticke

Marketing - Social, Danielle, F

Graphic Designer

### Bookkeeping

**Total Business Expenses**

**Net Income**

## **Projected Income Statem**

**Period**

## **Projected Income Statem**

**Period**

## **Projected Income Statem**

**Period**

## **Projected Income Statem**

**Period**

## **Projected Income Statem**

**Period**

## Projected Income Statement

### Period

<b>Beer Revenue</b>
Draft Beer
Canned Beer
<b>Liquor Revenue</b>
<b>Wine Revenue</b>
<b>Food Revenue</b>
<b>Gross Sales</b>
Discounts
<b>Net Sales</b>
Sales Tax
<b>Net Sales</b>
<b>Cost of Revenue</b>
Total COGS
Beer COGS
Liquor and Wine COGS
Food COGS
Merchant Fees (3.5%)
Salaried Manager
Flanagan Consulting Fee
<b>Part-Time Employees</b>
Payroll Taxes and Benefits
<b>Total Cost of Revenue</b>
<b>Fixed Costs</b>
Rent - 200k TI over 10y
<i>Total Notes:</i>
<i>Mainvest (150k @ 2.5% of Ne</i>
<i>Alt Cap (250k at 10%/60mo F</i>
Insurance
<b>Utilities:</b>
Gas
Electrical
Water
Internet
Cable/YouTube TV/DirectTV
Water Doctor
Easy ICE
Ripple Glass
NuCO/Linde
Prime - Rental

## Projected Income Statement

### Period

Alarm/Security

### Supplies:

Office Supplies & Software & :

Kitchen Supplies (Chemicals)

Bar Supplies/Glassware

Foxx

Cintas

Fountain City ICE

### Legal/ Fees

Toast

Legal/State/City Fees & Misc

Bank Fees/ Change Order

Education

### Maintenance:

Plants - Paradise Plants/Madi

Repair - Toast Consultation

Gunther Pest

Cleaning Crew

Windows

### Entertainment:

Live Music

Meals/Engagement/Entertainr

### Equipment

Car and Truck

Facilities - Equipment, Facility

### Advertising/Sales & Mark

Printing - Alpha, Fedex, Sticke

Marketing - Social, Danielle, F

Graphic Designer

### Bookkeeping

**Total Business Expenses**

**Net Income**



## Projected Income Statement

Period

**Projected Income Statement**

**Period**

## Projected Income Statement

Period

## Projected Income Statement

Period

## Projected Income Statement

Period