

You Mexican't Get Enough
Required Start-Up Funds for a New Business or
Opening Balance Sheet for an Existing Business

Required Start-Up Funds	Amount	Totals	Depreciation	Notes
Fixed Assets				
Real Estate-Land	\$ -			
Buildings	-		20.00 years	
Leasehold Improvements	-		7.00 years	
Equipment	600		7.00 years	Register/POS + Fire Extinguisher
Furniture and Fixtures	3,000		5.00 years	Decorations for Truck
Vehicles	62,500		5.00 years	Truck with proper equipment
Other Fixed Assets	100		5.00 years	Philadealphia Federal Credit Union Business Checking Account Minimum Opening Balanc
Total Fixed Assets		<u>66,200</u>		
Operating Capital				
Pre-Opening Salaries and Wages	-			
Prepaid Insurance Premiums	400			Gross sales between \$50k - 100k costs \$399 in insurance
Inventory	1,250			Initial food costs
Legal and Accounting Fees	100			General cost to get permits and licesnses approved
Rent Deposits	-			
Utility Deposits	-			
Supplies	1,300			Uniforms/t-shirts/sign/cooking equipment
Advertising and Promotions	250			General Advertising costs
Licenses	340			Food Truck License + Inspection
Other Initial Start-Up Costs	-			
Working Capital (Cash On Hand)	-			
Total Operating Capital		<u>3,640</u>		
Total Required Funds		<u>\$ 69,840</u>		

For existing businesses = Cash+Ppd Exp+A/R-A/P-Accrd Exp See Note below#

Sources of Funding	Amount	Totals	Loan Rate	Term in Months	Monthly Payments
Owner's Equity	286.37%	200,000			(Assuming a \$50000 investment per member)
Outside Investors	57.27%	40,000			(Assuming a \$10000 investment per member's family)
Additional Loans or Debt					
Commercial Loan	-114.55%	(80,000)	7.00%	84.00	\$1,207.41
Commercial Mortgage	-129.10%	(90,160)	8.00%	240.00	\$754.13
Credit Card Debt	0.00%	-	7.00%	60.00	\$0.00
Vehicle Loans	0.00%	-	6.00%	48.00	\$0.00
Other Bank Debt	0.00%	-	5.00%	36.00	\$0.00
Total Sources of Funding	100.00%	<u>\$ 69,840</u>			<u>\$1,961.55</u>

Note#: For existing businesses, this should be the "bucket" of cash plus recievables that will be turned into cash or payables paid out in cash in the near term (i.e. in the first month of the plan)

You Mexican't Get Enough Salaries and Wages

Salaries and Related Expenses	#	Assumptions	Wage Base	Monthly	Year One	Year Two	Year Three
Percent Change						3.00%	3.00%
Salaries and Wages							
Owner's Compensation	4			\$ 2,000	24,000	24,720	25,462
Salaries	4			300	3,600	3,708	3,819
Wages							
Full-Time Employees	1			1,473	17,680	18,210	18,757
Estimated Hours Per Week		40.00					
Estimated Rate Per Hour		\$ 8.50					
Part-Time Employees	2			1,343	16,120	16,604	17,102
Estimated Hours Per Week		20.00					
Estimated Rate Per Hour		\$ 7.75					
Independent Contractors				-	-	-	-
Total Salaries and Wages	11			5,117	61,400	63,242	65,139
Payroll Taxes and Benefits							
Social Security		6.20%	\$ 102,000	317	3,807	3,921	4,039
Medicare		1.45%		74	890	917	945
Federal Unemployment Tax (FUTA)		0.80%	\$ 7,000	51	616	616	616
State Unemployment Tax (SUTA)		2.70%	\$ 7,000	173	2,079	2,079	2,079
Employee Pension Programs		0.00%		-	-	-	-
Worker's Compensation		0.00%		159	1,908	1,965	2,024
Employee Health Insurance		0.00%		150	1,800	1,854	1,910
Other Employee Benefit Programs		4.00%		205	2,456	2,530	2,606
Total Payroll Taxes and Benefits				1,130	13,556	13,882	14,218
Total Salaries and Related Expenses				6,246	74,956	77,124	79,357

You Mexican't Get Enough Fixed Operating Expenses

Fixed Operating Expenses	Monthly	Year One	Year Two	Year Three	Notes
Percent Change			1.05%	1.18%	
Expenses					
Advertising	\$ 45	540	546	552	General Printing Costs - All online posting to social media is free
Truck Gas and Generator	500	6,000	6,063	6,134	Travel and running of generator
Bank & Merchant Fees	-	-	-	-	
Contract Labor	-	-	-	-	
Conferences & Seminars	-	-	-	-	
Customer Discounts and Refunds	150	1,800	1,819	1,840	Estimated backup in case of potential refunds
Inventory	-	-	-	-	
Miscellaneous	15	180	182	184	Extra charges related to misc costs
Insurance (Liability and Property)	15	180	182	184	Basic coverage for truck in case not already covered
Licenses/Fees/Permits	-	-	-	-	
Legal and Professional Fees	-	-	-	-	
Office Expenses & Supplies	10	120	121	123	Equipemnt for writing on chalkboard and basic items (pens, paper, etc.)
Postage and Delivery	-	-	-	-	
Rent (on business property)	-	-	-	-	
Rent of Vehicles and Equipment	-	-	-	-	
Sales & Marketing	-	-	-	-	
Taxes-Other	-	-	-	-	
Telephone and Communications	-	-	-	-	
Travel	-	-	-	-	
Utilities	-	-	-	-	
Total Expenses	735	8,820	8,913	9,017	
Other Expenses					
Depreciation	1,100	13,206	13,206	13,206	
Interest					
Commercial Loan	442	5,309	4,646	3,934	
Commercial Mortgage	595	7,144	6,986	6,814	
Line of Credit	-	-	-	-	
Credit Card Debt	-	-	-	-	
Vehicle Loans	-	-	-	-	
Other Bank Debt	-	-	-	-	
Total Other Expenses	2,138	25,659	24,837	23,954	
Total Fixed Operating Expenses	2,873	34,479	33,750	32,972	

You Mexican't Get Enough Cash Receipts and Disbursements

Accounts Receivable Collections

Percent of Collections

0 to 30 days	100.00%
31 to 60 days	0.00%
More than 60 days	0.00%
Total Collections Percentage	<u>100.00%</u>

Accounts Payable Disbursements

Number of Days to Pay Suppliers

0 to 30 days	85.00%
31 to 60 days	15.00%
More than 60 days	0.00%
Total Disbursements Percentage	<u>100.00%</u>

Line of Credit Assumptions

Desired Minimum Cash Balance	\$	-
Line of Credit Interest Rate		8.00%

Income Tax Assumptions

Effective Income Tax Rate	20.00%
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Amortization of Start-Up Expenses

Amortization Period in Years	3.00
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797	66
-	-
	66

**You Mexican't Get Enough
Projected Income Statement - Year One**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Income													
Basic Menu Items	7,650	8,400	8,550	12,000	13,125	15,000	15,000	14,063	13,000	11,750	8,400	7,650	134,588
Customizable Menu Items	2,575	3,325	3,375	4,500	4,875	5,500	5,500	5,188	4,833	4,416	3,325	3,075	50,487
Beverages	1,663	1,826	1,859	2,608	2,853	3,260	3,260	3,056	2,825	2,554	1,826	1,663	29,252
Total Income	11,888	13,551	13,784	19,108	20,853	23,760	23,760	22,306	20,658	18,720	13,551	12,388	214,326
Cost of Sales													
Basic Menu Items	1,663	1,826	1,859	2,609	2,853	3,261	3,261	3,057	2,826	2,554	1,826	1,663	29,258
Customizable Menu Items	1,060	1,369	1,390	1,853	2,007	2,265	2,265	2,136	1,990	1,818	1,369	1,266	20,789
Beverages	399	438	446	626	685	782	782	734	678	613	438	399	7,020
Total Cost of Sales	3,122	3,633	3,694	5,087	5,545	6,308	6,308	5,927	5,494	4,986	3,634	3,328	57,067
Gross Margin	8,766	9,918	10,089	14,020	15,307	17,452	17,452	16,380	15,164	13,734	9,918	9,059	157,258
Total Salary and Wages	6,246	6,246	6,246	6,246	6,246	6,246	6,246	6,246	6,246	6,246	6,246	6,246	74,956
Fixed Business Expenses													
Advertising	45	45	45	45	45	45	45	45	45	45	45	45	540
Truck Gas and Generator	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Bank & Merchant Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Conferences & Seminars	-	-	-	-	-	-	-	-	-	-	-	-	-
Customer Discounts and Refunds	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Inventory	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous	15	15	15	15	15	15	15	15	15	15	15	15	180
Insurance (Liability and Property)	15	15	15	15	15	15	15	15	15	15	15	15	180
Licenses/Fees/Permits	-	-	-	-	-	-	-	-	-	-	-	-	-
Legal and Professional Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Expenses & Supplies	10	10	10	10	10	10	10	10	10	10	10	10	120
Postage and Delivery	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Sales & Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes-Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone and Communications	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-
Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Fixed Business Expenses	735	735	735	735	735	735	735	735	735	735	735	735	8,820
Other Expenses													
Amortized Start-up Expenses	66	66	66	66	66	66	66	66	66	66	66	66	797
Depreciation	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,206
Interest													
Commercial Loan	467	462	458	454	449	445	440	436	431	427	422	418	5,309
Commercial Mortgage	601	600	599	598	597	596	595	594	593	592	591	589	7,144

You Mexican't Get Enough
Projected Income Statement - Year One

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	-	78	190	977	1,236	1,666	1,667	1,454	1,212	927	165	(6)	9,565
Total Other Expenses	2,235	2,307	2,414	3,196	3,449	3,873	3,869	3,650	3,403	3,112	2,344	2,168	36,020
Net Income	(450)	629	694	3,843	4,877	6,597	6,602	5,748	4,780	3,641	592	(90)	37,462

**You Mexican't Get Enough
Balance Sheet - Year One**

	<u>Base Period</u>	<u>End of Year One</u>
Assets		
Current Assets		
Cash	-	40,878
Accounts Receivable	-	-
Inventory	1,250	1,250
Prepaid Expenses	2,390	1,593
Other Current	-	-
Total Current Assets	<u>3,640</u>	<u>43,722</u>
Fixed Assets		
Real Estate-Land	-	-
Buildings	-	-
Leasehold Improvements	-	-
Equipment	600	600
Furniture and Fixtures	3,000	3,000
Vehicles	62,500	62,500
Other Fixed Assets	100	100
Total Fixed Assets	<u>66,200</u>	<u>66,200</u>
 Less: Accumulated Depreciation	 -	 13,206
Total Assets	<u><u>69,840</u></u>	<u><u>96,715</u></u>
 Liabilities and Owner's Equity		
Liabilities		
Accounts Payable	-	499
Loan Payable	(80,000)	(89,180)
Mortgage Payable	(90,160)	(92,066)
Credit Card Debt	-	-
Vehicle Loans	-	-
Other Bank Debt	-	-
Line of Credit Balance	-	-
Total Liabilities	<u>(170,160)</u>	<u>(180,746)</u>
Owner's Equity		
Common Stock	240,000	240,000
Retained Earnings	-	37,462
Dividends Dispersed	-	-
Total Owner's Equity	<u>240,000</u>	<u>277,462</u>
Total Liabilities and Owner's Equity	<u><u>69,840</u></u>	<u><u>96,715</u></u>
	Statement Balances	Statement Balances

You Mexican't Get Enough Year End Summary

	<u>Year One</u>	%	<u>Year Two</u>	%	<u>Year Three</u>	%
Income						
Basic Menu Items	134,588		161,505		193,806	
Customizable Menu Items	50,487		54,525		58,887	
Beverages	29,252		33,639		38,685	
	-		-		-	
Total Income	<u>214,326</u>	100.00%	<u>249,670</u>	100.00%	<u>291,379</u>	100.00%
Cost of Sales						
Basic Menu Items	29,258		35,110		42,132	
Customizable Menu Items	20,789		22,452		24,248	
Beverages	7,020		8,073		9,284	
	-		-		-	
Total Cost of Sales	<u>57,067</u>	26.63%	<u>65,635</u>	26.29%	<u>75,664</u>	25.97%
Gross Margin	<u>157,258</u>	73.37%	<u>184,035</u>	73.71%	<u>215,715</u>	74.03%
Total Salary and Wages	74,956	34.97%	77,124	30.89%	79,357	27.23%
Fixed Business Expenses						
Advertising	540		546		552	
Truck Gas and Generator	6,000		6,063		6,134	
Bank & Merchant Fees	-		-		-	
Contract Labor	-		-		-	
Conferences & Seminars	-		-		-	
Customer Discounts and Refunds	1,800		1,819		1,840	
Inventory	-		-		-	
Miscellaneous	180		182		184	
Insurance (Liability and Property)	180		182		184	
Licenses/Fees/Permits	-		-		-	
Legal and Professional Fees	-		-		-	
Office Expenses & Supplies	120		121		123	
Postage and Delivery	-		-		-	
Rent (on business property)	-		-		-	
Rent of Vehicles and Equipment	-		-		-	
Sales & Marketing	-		-		-	
Taxes-Other	-		-		-	
Telephone and Communications	-		-		-	
Travel	-		-		-	
Utilities	-		-		-	
Total Fixed Business Expenses	<u>8,820</u>	4.12%	<u>8,913</u>	3.57%	<u>9,017</u>	3.09%

You Mexican't Get Enough Year End Summary

	<u>Year One</u>	%	<u>Year Two</u>	%	<u>Year Three</u>	%
Operating Income (before Other Expenses) [EBITDA]	73,482	34.29%	97,998	39.25%	127,341	43.70%
Other Expenses						
Amortized Start-up Expenses	797		797		797	
Depreciation	13,206		13,206		13,206	
Interest						
Commercial Loan	5,309		4,646		3,934	
Commercial Mortgage	7,144		6,986		6,814	
Line of Credit	-		-	-	-	
Credit Card Debt	-		-		-	
Vehicle Loans	-		-		-	
Other Bank Debt	-		-		-	
Taxes	9,565		14,632		20,677	
Total Other Expenses	<u>36,020</u>	16.81%	<u>40,266</u>	16.13%	<u>45,428</u>	15.59%
Net Income	<u><u>37,462</u></u>	17.48%	<u><u>57,732</u></u>	23.12%	<u><u>81,912</u></u>	28.11%

**You Mexican't Get Enough
Projected Income Statement - Year Two**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Income													
Basic Menu Items	9,180	10,080	10,260	14,400	15,750	18,000	18,000	16,875	15,600	14,100	10,080	9,180	161,505
Customizable Menu Items	2,781	3,591	3,645	4,860	5,265	5,940	5,940	5,603	5,220	4,769	3,591	3,321	54,525
Beverages	1,913	2,100	2,138	2,999	3,280	3,749	3,749	3,515	3,249	2,937	2,100	1,912	33,639
Total Income	13,874	15,771	16,043	22,259	24,295	27,689	27,689	25,992	24,068	21,806	15,771	14,413	249,670
Cost of Sales													
Basic Menu Items	1,996	2,191	2,230	3,130	3,424	3,913	3,913	3,668	3,391	3,065	2,191	1,996	35,110
Customizable Menu Items	1,145	1,479	1,501	2,001	2,168	2,446	2,446	2,307	2,149	1,964	1,479	1,367	22,452
Beverages	459	504	513	720	787	900	900	844	780	705	504	459	8,073
Total Cost of Sales	3,600	4,174	4,244	5,851	6,379	7,259	7,259	6,819	6,320	5,734	4,174	3,822	65,635
Gross Margin	10,274	11,597	11,798	16,407	17,916	20,430	20,430	19,173	17,748	16,072	11,597	10,591	184,035
Total Salary and Wages	6,427	6,427	6,427	6,427	6,427	6,427	6,427	6,427	6,427	6,427	6,427	6,427	77,124
Fixed Business Expenses													
Advertising	45	45	45	45	45	45	45	45	45	45	45	45	546
Truck Gas and Generator	505	505	505	505	505	505	505	505	505	505	505	505	6,063
Bank & Merchant Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Conferences & Seminars	-	-	-	-	-	-	-	-	-	-	-	-	-
Customer Discounts and Refunds	152	152	152	152	152	152	152	152	152	152	152	152	1,819
Inventory	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous	15	15	15	15	15	15	15	15	15	15	15	15	182
Insurance (Liability and Property)	15	15	15	15	15	15	15	15	15	15	15	15	182
Licenses/Fees/Permits	-	-	-	-	-	-	-	-	-	-	-	-	-
Legal and Professional Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Expenses & Supplies	10	10	10	10	10	10	10	10	10	10	10	10	121
Postage and Delivery	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Sales & Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes-Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone and Communications	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-
Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Fixed Business Expenses	743	743	743	743	743	743	743	743	743	743	743	743	8,913
Other Expenses													
Amortized Start-up Expenses	66	66	66	66	66	66	66	66	66	66	66	66	797
Depreciation	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,206
Interest													
Commercial Loan	413	408	404	399	394	390	385	380	375	370	366	361	4,646
Commercial Mortgage	588	587	586	585	584	583	582	580	579	578	577	576	6,986

**You Mexican't Get Enough
Projected Income Statement - Year Two**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	200	466	508	1,431	1,734	2,238	2,239	1,989	1,705	1,371	477	277	14,632
Total Other Expenses	2,369	2,629	2,664	3,582	3,879	4,377	4,372	4,116	3,826	3,486	2,586	2,380	40,266
Net Income	735	1,799	1,964	5,656	6,868	8,884	8,888	7,888	6,752	5,416	1,841	1,041	57,732

**You Mexican't Get Enough
Balance Sheet - Year Two**

	<u>End of Year One</u>	<u>End of Year Two</u>
Assets		
Current Assets		
Cash	40,878	100,780
Accounts Receivable	-	-
Inventory	1,250	1,250
Prepaid Expenses	1,593	797
Other Current	-	-
Total Current Assets	<u>43,722</u>	<u>102,827</u>
Fixed Assets		
Real Estate-Land	-	-
Buildings	-	-
Leasehold Improvements	-	-
Equipment	600	600
Furniture and Fixtures	3,000	3,000
Vehicles	62,500	62,500
Other Fixed Assets	100	100
Total Fixed Assets	<u>66,200</u>	<u>66,200</u>
 Less: Accumulated Depreciation	 13,206	 26,411
Total Assets	<u><u>96,715</u></u>	<u><u>142,615</u></u>
 Liabilities and Owner's Equity		
Liabilities		
Accounts Payable	499	573
Notes Payable	(89,180)	(99,023)
Mortgage Payable	(92,066)	(94,130)
Credit Card Debt	-	-
Vehicle Loans	-	-
Other Bank Debt	-	-
Line of Credit Balance	-	-
Total Liabilities	<u>(180,746)</u>	<u>(192,579)</u>
Owner's Equity		
Common Stock	240,000	240,000
Retained Earnings	37,462	95,195
Dividends Dispersed	-	-
Total Owner's Equity	<u>277,462</u>	<u>335,195</u>
Total Liabilities and Owner's Equity	<u><u>96,715</u></u>	<u><u>142,615</u></u>
	Statement Balances	Statement Balances

**You Mexican't Get Enough
Projected Income Statement - Year Three**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Income													
Basic Menu Items	11,016	12,096	12,312	17,280	18,900	21,600	21,600	20,250	18,720	16,920	12,096	11,016	193,806
Customizable Menu Items	3,003	3,878	3,937	5,249	5,686	6,415	6,415	6,051	5,637	5,151	3,878	3,587	58,887
Beverages	2,199	2,415	2,458	3,448	3,772	4,311	4,311	4,042	3,736	3,377	2,415	2,199	38,685
Total Income	16,219	18,389	18,707	25,977	28,359	32,327	32,327	30,343	28,093	25,448	18,389	16,801	291,379
Cost of Sales													
Basic Menu Items	2,395	2,630	2,677	3,757	4,109	4,696	4,696	4,402	4,070	3,678	2,630	2,395	42,132
Customizable Menu Items	1,237	1,597	1,621	2,161	2,341	2,642	2,642	2,491	2,321	2,121	1,597	1,477	24,248
Beverages	528	580	590	828	905	1,035	1,035	970	897	811	580	528	9,284
Total Cost of Sales	4,159	4,806	4,887	6,745	7,355	8,372	8,372	7,864	7,287	6,610	4,806	4,399	75,664
Gross Margin	12,059	13,583	13,819	19,232	21,003	23,955	23,955	22,479	20,806	18,838	13,583	12,402	215,715
Total Salary and Wages	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	6,613	79,357
Fixed Business Expenses													
Advertising	46	46	46	46	46	46	46	46	46	46	46	46	552
Truck Gas and Generator	511	511	511	511	511	511	511	511	511	511	511	511	6,134
Bank & Merchant Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Contract Labor	-	-	-	-	-	-	-	-	-	-	-	-	-
Conferences & Seminars	-	-	-	-	-	-	-	-	-	-	-	-	-
Customer Discounts and Refunds	153	153	153	153	153	153	153	153	153	153	153	153	1,840
Inventory	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous	15	15	15	15	15	15	15	15	15	15	15	15	184
Insurance (Liability and Property)	15	15	15	15	15	15	15	15	15	15	15	15	184
Licenses/Fees/Permits	-	-	-	-	-	-	-	-	-	-	-	-	-
Legal and Professional Fees	-	-	-	-	-	-	-	-	-	-	-	-	-
Office Expenses & Supplies	10	10	10	10	10	10	10	10	10	10	10	10	123
Postage and Delivery	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent (on business property)	-	-	-	-	-	-	-	-	-	-	-	-	-
Rent of Vehicles and Equipment	-	-	-	-	-	-	-	-	-	-	-	-	-
Sales & Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes-Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Telephone and Communications	-	-	-	-	-	-	-	-	-	-	-	-	-
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-
Utilities	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Fixed Business Expenses	751	751	751	751	751	751	751	751	751	751	751	751	9,017
Other Expenses													
Amortized Start-up Expenses	66	66	66	66	66	66	66	66	66	66	66	66	797
Depreciation	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,206
Interest													
Commercial Loan	356	351	346	341	336	331	325	320	315	310	305	299	3,934
Commercial Mortgage	575	573	572	571	570	569	567	566	565	564	562	561	6,814

You Mexican't Get Enough
Projected Income Statement - Year Three

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals
Line of Credit	-	-	-	-	-	-	-	-	-	-	-	-	-
Credit Card Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Vehicle Loans	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Bank Debt	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes	533	839	887	1,971	2,327	2,918	2,919	2,626	2,292	1,900	850	615	20,677
Total Other Expenses	2,630	2,930	2,972	4,050	4,399	4,984	4,979	4,679	4,339	3,940	2,884	2,643	45,428
Net Income	2,065	3,289	3,483	7,818	9,240	11,606	11,611	10,436	9,102	7,534	3,335	2,395	81,912

**You Mexican't Get Enough
Balance Sheet - Year Three**

	<u>End of Year Two</u>	<u>End of Year Three</u>
Assets		
Current Assets		
Cash	100,780	183,991
Accounts Receivable	-	-
Inventory	1,250	1,250
Prepaid Expenses	797	0
Other Current	-	-
Total Current Assets	<u>102,827</u>	<u>185,241</u>
Fixed Assets		
Real Estate-Land	-	-
Buildings	-	-
Leasehold Improvements	-	-
Equipment	600	600
Furniture and Fixtures	3,000	3,000
Vehicles	62,500	62,500
Other Fixed Assets	100	100
Total Fixed Assets	<u>66,200</u>	<u>66,200</u>
 Less: Accumulated Depreciation	 26,411	 39,617
Total Assets	<u><u>142,615</u></u>	<u><u>211,824</u></u>
 Liabilities and Owner's Equity		
Liabilities		
Accounts Payable	573	660
Notes Payable	(99,023)	(109,578)
Mortgage Payable	(94,130)	(96,365)
Credit Card Debt	-	-
Vehicle Loans	-	-
Other Bank Debt	-	-
Line of Credit Balance	-	-
Total Liabilities	<u>(192,579)</u>	<u>(205,283)</u>
Owner's Equity		
Common Stock	240,000	240,000
Retained Earnings	95,195	177,107
Dividends Dispersed	-	-
Total Owner's Equity	<u>335,195</u>	<u>417,107</u>
Total Liabilities and Owner's Equity	<u><u>142,615</u></u>	<u><u>211,824</u></u>
	Statement Balances	Statement Balances

You Mexican't Get Enough Financial Ratios

Ratio	<u>Year One</u>	<u>Year Two</u>	<u>Year Three</u>	<u>RMA Industry Norms</u>
Liquidity				
Current Ratio	-0.2	-0.5	-0.9	
Quick Ratio	-0.2	-0.5	-0.9	
Safety				
Debt to Equity Ratio	-0.7	-0.6	-0.5	
Debt to Coverage Ratio	-0.3	-0.4	-0.5	
Profitability				
Sales Growth	0.0%	16.5%	16.7%	
COGS to Sales	26.6%	26.3%	26.0%	
Gross Profit Margin	73.4%	73.7%	74.0%	
SG&A to Sales	39.1%	34.5%	30.3%	
Net Profit Margin	17.5%	23.1%	28.1%	
Return on Equity	13.5%	17.2%	19.6%	
Return on Assets	38.7%	40.5%	38.7%	
Owner's Compensation to Sales	11.2%	9.9%	8.7%	
Efficiency				
Days in Receivables	0.0	0.0	0.0	
Accounts Receivable Turnover	0.0	0.0	0.0	
Days in Inventory	7.9	6.9	5.9	
Inventory Turnover	45.7	52.5	60.5	
Sales to Total Assets	2.2	1.8	1.4	

You Mexican't Get Enough Breakeven Analysis

Breakeven Analysis	Dollars	Percent
Annual Sales Revenue	\$ 214,326	100.00%
Cost of Sales	57,067	26.63%
Gross Margin	<u>157,258</u>	<u>73.37%</u>
Salaries and Wages	74,956	
Fixed Operating Expenses	34,479	
Total Fixed Business Expenses	<u>109,435</u>	
Breakeven Sales Calculation	<u>109,435</u>	
	73.37%	
Breakeven Sales in Dollars	<u><u>\$ 149,147</u></u>	

You Mexican't Get Enough Financial Diagnostics

This sheet performs a few tests on your numbers to see if they seem within certain reasonable ranges. Remember, no computer can tell whether your projections are truly well-constructed, only a human can do that. But these tests can at least look for values that are critically out of range.

Financial Diagnostics	Value	Findings
General Financing Assumptions		
Owner's Cash Injection into the Business	286.4%	Owner's injection is reasonable
Cash Request as percent of Total Required Funds	0.0%	Cash request seems reasonable with respect to total request
Loan Assumptions		
Commercial Loan Interest rate	7.0%	Interest rate seems reasonable
Commercial Loan Term in Months	84	Loan term seems within range for this type of loan
Commercial Mortgage Interest rate	8.0%	Interest rate seems reasonable
Commercial Mortgage Term in Months	240	Loan term seems within range for this type of loan
Loan Payments as a Percent of Projected Sales	0.9%	Calculated loan payments as a percent of sales seem resonable
Income Statement		
Gross Margin as a Percent of Sales	73.4%	Gross margin percentage seems reasonable
Owner's Compensation Lower Limit Check	\$ 24,000	An owner's compensation amount has been established
Owner's Compensation Upper Limit Check	64.1%	Owner's compensation seems reasonable
Advertising Expense Levels as a Percent of Sales	0.3%	Advertising as a percent of sales may be too low
Profitability Levels	\$ 37,462	The business is showing a profit
Profitability as a Percent of Sales	17.5%	The projection does not seem highly unreasonable
Cash Flow Statement		
Desired Operating cash Flow Levels	\$ -	The financial projection provides the desired level of cash flow
Line of Credit Drawdowns	\$ -	The business doesn't seem to require a line of credit
Accounts Receivable Ratio to Sales	0.0%	Accounts receivable amount as a percent of sales seems reasonable
Balance Sheet		
Does the Base Period Balance Sheet Balance?	-	The balance sheet does balance
Does the Final Balance Sheet Balance	-	The balance sheet does balance
Debt to Equity Ratio	-65.1%	The debt to equity ratio seems reasonable
Breakeven Analysis		
Breakeven Levels	\$ 65,178	The sales projection exceeds the projected break-even sales level