

Food Truck

Eddie's Edibles Mobile Food

99 Broadway
New York, NY 10010

BizPlanDB.com

Eddie's Edibles Mobile Food will provide mobile sales of food to customers in the New York Metropolitan area.

1.0 EXECUTIVE SUMMARY

The purpose of this business plan is to raise \$50,000 for the development of a food truck while showcasing the expected financials and operations over the next three years. Eddie's Edibles Mobile Food, Inc. ("the Company") is a New York-based corporation that will provide mobile sales of food to customers in its targeted market. The Company was founded by Eddie Ostrander.

1.1 The Services

The primary revenue center for the business will come from the sale and distribution of food served from the food truck that will operate throughout the New York metropolitan area. The business will specialize in serving general food including:

- Hamburgers
- Hot Dogs
- Fries
- Beverage
- Ethnic Specialties

The third section of the business plan will further describe the services offered by Eddie's Edibles Mobile Food.

1.2 Financing

Mr. Ostrander is seeking to raise \$50,000 as a bank loan. The interest rate and loan agreement are to be further discussed during negotiation. This business plan assumes that the business will receive a 10 year loan with a 9% fixed interest rate. The financing will be used for the following:

- Financing for the first six months of operation
- Capital to purchase a company vehicle and customize it to our needs

Mr. Ostrander will contribute \$10,000 to the venture.

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1.3 Mission Statement

Management's mission is to provide the New York metropolitan area (and other areas where the Company expands) with quality food served on a mobile basis.

1.4 Management Team

The Company was founded by Eddie Ostrander. Mr. Ostrander has more than 10 years of experience in the food and beverage industry. Through his expertise, he will be able to bring the operations of the business to profitability within its first year of operations.

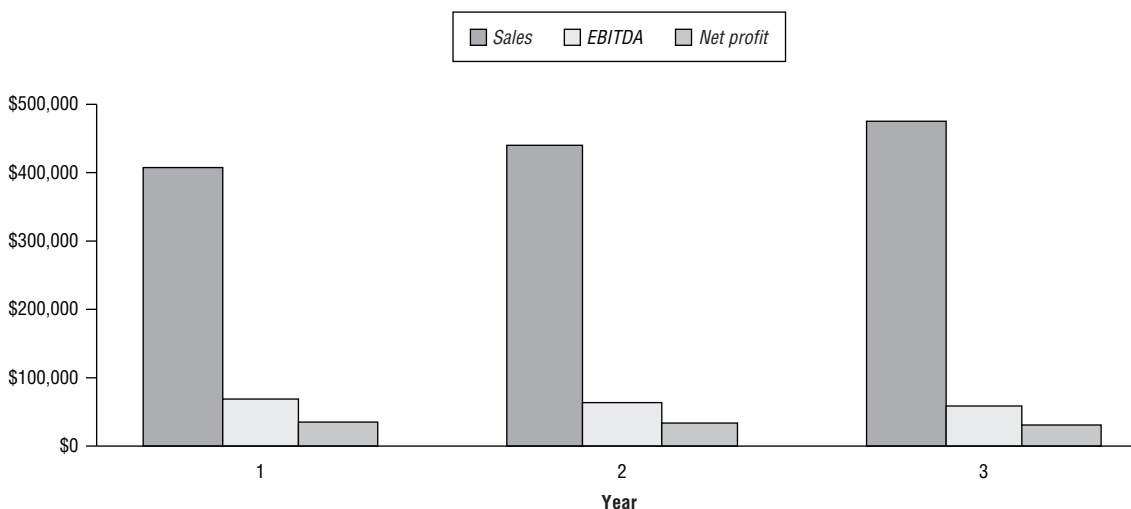
1.5 Sales Forecasts

Mr. Ostrander expects a strong rate of growth at the start of operations. Below are the expected financials over the next three years.

Proforma profit and loss (yearly)

Year	1	2	3
Sales	\$407,778	\$440,400	\$475,632
Operating costs	\$236,809	\$266,492	\$297,851
EBITDA	\$ 68,871	\$ 63,642	\$ 58,694
Taxes, interest, and depreciation	\$ 33,754	\$ 29,919	\$ 27,833
Net profit	\$ 35,117	\$ 33,723	\$ 30,861

Sales, operating costs, and profit forecast



1.6 Expansion Plan

As time progresses, the Company will continually expand its presence throughout New York City by attending music concerts, trade shows, sporting events, and other venues that feature a large number of people. Additionally, over time, the business will generate a strong repeat customer base from the continual servicing of the routes planned by Management. In the fourth year of operation, Mr. Ostrander intends to acquire a second truck that will operate within selected sections of New York. It should also be noted, after the fifth year of operation, Management may acquire several additional mobile food service trucks in order to greatly expand the revenues of the business.

2.0 COMPANY AND FINANCING SUMMARY

2.1 Registered Name and Corporate Structure

The Company is registered as a corporation in the State of New York.

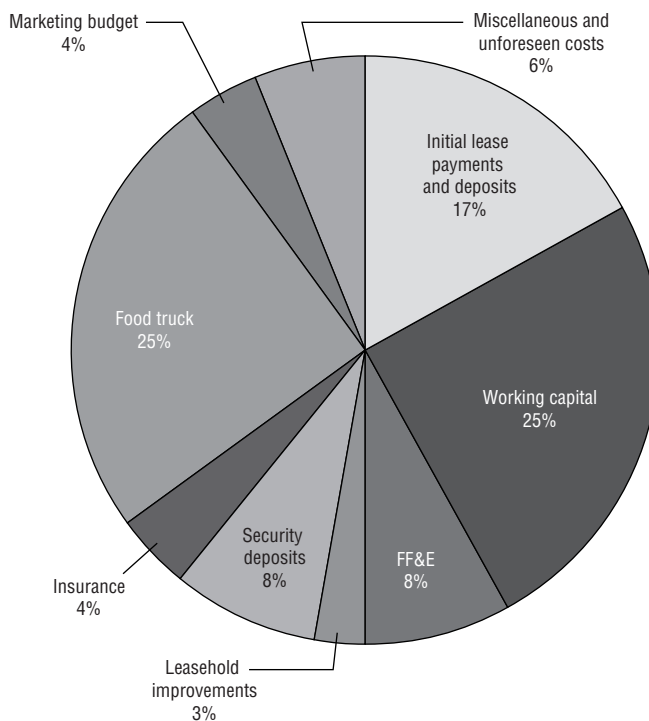
2.2 Required Funds

At this time, Eddie’s Edibles Mobile Food requires \$50,000 of debt funds. Below is a breakdown of how these funds will be used:

Projected startup costs

Initial lease payments and deposits	\$10,000
Working capital	\$15,000
FF&E	\$ 5,000
Leasehold improvements	\$ 1,500
Security deposits	\$ 5,000
Insurance	\$ 2,500
Food truck	\$15,000
Marketing budget	\$ 2,500
Miscellaneous and unforeseen costs	\$ 3,500
Total startup costs	\$60,000

Use of funds



2.3 Investor Equity

Mr. Ostrander is not seeking an investment from a third party at this time.

2.4 Management Equity

Eddie Ostrander owns 100% of Eddie's Edibles Mobile Food, Inc.

2.5 Exit Strategy

If the business is very successful, Mr. Ostrander may seek to sell the business to a third party for a significant earnings multiple. Most likely, the Company will hire a qualified business broker to sell the business on behalf of Mr. Ostrander. Based on historical numbers, the business could fetch a sales premium of up to 4 times earnings.

3.0 PRODUCTS AND SERVICES

As stated in the executive summary, the primary focus of the Company's operations will be to provide freshly cooked food and beverages to the general public of the New York metropolitan area. The business will operate solely in a mobile capacity through its food truck. In the fourth year of operations, the Company intends to acquire a second truck that will operate through selected sections of New York City.

The business also intends to do a significant amount of sales via catering, delivery of pastries, and by having the truck positioned near popular events (such as concerts and sporting events) during the weekends. Approximately 1/3 of all food and beverage sale revenues will come from this aspect of Eddie's Edibles Mobile Food's operations.

During days of inclement weather, the Company intends to provide delivery services of food and beverages to third party restaurants, cafes, and other food serving venues so that the business can not only generate additional revenues but also reduce inventory spoilage.

4.0 STRATEGIC AND MARKET ANALYSIS

4.1 Economic Outlook

This section of the analysis will detail the economic climate, the food truck industry, the customer profile, and the competition that the business will face as it progresses through its business operations.

Currently, the economic market condition in the United States is in a recession recovery. However, Eddie's Edibles Mobile Food will be able to remain profitable and maintain a positive cash flow as the business produces very strong gross margins from the sale of its fare. Additionally, the business is mobile, and can be readily moved to areas where substantial sales can be made.

A primary concern for the Company is its ability to price its services affordably during times of economic recession or spikes of oil prices. This volatility in oil prices has caused the general public's discretionary income to decrease significantly over the last three months and will impact the cost of running our operations.

4.2 Industry Analysis

The coffee and non-alcoholic retail industry (including mobile food service businesses) has experienced a healthy level of growth over the past decade. The U.S. Economic Census estimates that there are over 190,000 individual cafes, mobile food service businesses, and specialty food restaurants in the United States. This number is expected to increase at a rate of 5% per annum. While the growth rate of the number of establishments has increased 5% per year, the revenues generated per establishment have increased at a rate of 10% per year.

As the country is currently in recession, the industry's revenues are expected to remain flat until the economic recovery period begins.

4.3 Customer Profile

As the business intends to operate among several sections of New York, it is hard to categorize the "average" customer of Eddie's Edibles Mobile Food. Management expects a broad range of customers including employees within office buildings in New York City, tourists, and residents that simply want a quick meal as they go through their day.

Based on the size on New York City, there are more than 2 million people living and working within the New York metropolitan area that could become potential customers of Eddie's Edibles Mobile Food. As everyone needs to eat, especially during lunch time hours, it is hard to categorize the competition that the business will face as it progresses through its operations.

4.4 Competition

There are a number of food truck vendors operating throughout the greater New York metropolitan area. As stated above, there are more than 2 million people living in working directly within Manhattan. Based on estimates from the US Economic Census, there are more than 10,000 food trucks and street vendors operating within this market. However, Eddie's Edibles Mobile Food will differentiate itself by providing specialized foods including organic entrees.

5.0 MARKETING PLAN

Eddie's Edibles Mobile Food intends to maintain an extensive marketing campaign that will ensure maximum visibility for the business in its targeted market. Below is an overview of the marketing strategies and objectives of Eddie's Edibles Mobile Food.

5.1 Marketing Objectives

- Establish a strong presence in the New York metropolitan area via prominent signage on the mobile food truck.
- Heavily advertise the Company's large selection of food and beverages.
- Establish connections with local suppliers and vendors.

5.2 Marketing Strategies

The primary method of marketing to be used by the Company will be the highly visible signage affixed to the mobile truck. This signage will focus on the affordable nature of the Company's wide selection of food and beverages.

In regards to the catering aspect of the business, the Company intends to send packets of information to event planners throughout New York City that will call on the business for catering needs. As the business serves a broad variety of food and beverages, the mobile food truck will be able to effectively provide catering services for a broad spectrum of casual events.

Additionally, the business will develop relationships with venue managers that will allow Eddie's Edibles Mobile Food to place the truck outside of these locations so that sales can be made. These venues will include sports stadiums, concerts, and other large-scale entertainment events.

The business will also maintain a website that showcases the mobile food service truck, the menu, information about catering, and other relevant contact information. This website will be listed on major search engines such as Google, Yahoo, and MSN Live.

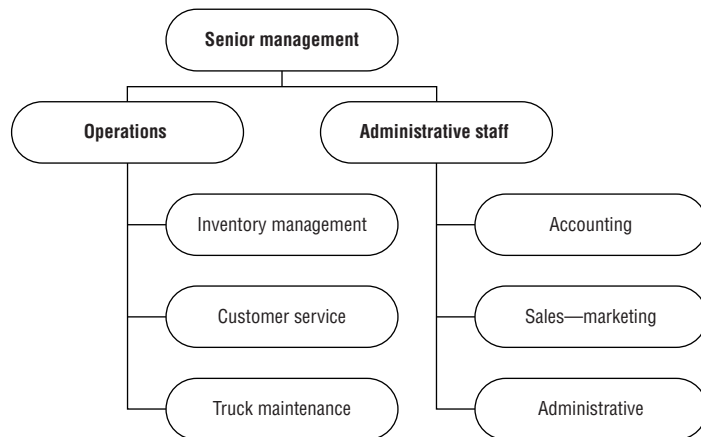
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5.3 Pricing

Management anticipates that the average order will generate \$5 to \$10 for the business, which includes the purchase of an entrée and a beverage. Gross margins from each sale will be approximately 75%.

6.0 ORGANIZATIONAL PLAN AND PERSONNEL SUMMARY

6.1 Corporate Organization



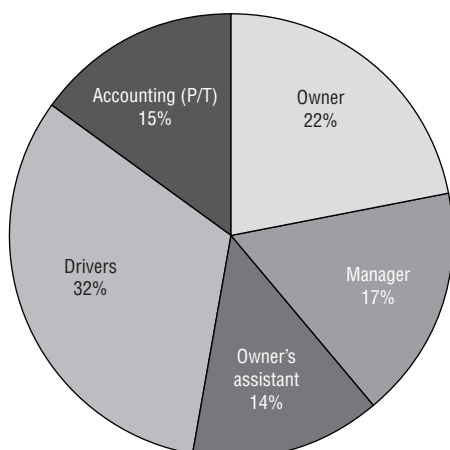
6.2 Organizational Budget

Personnel plan—yearly

Year	1	2	3
Owner	\$ 35,000	\$ 36,050	\$ 37,132
Manager	\$ 27,500	\$ 28,325	\$ 29,175
Owner's assistant	\$ 22,500	\$ 23,175	\$ 23,870
Drivers	\$ 52,500	\$ 72,100	\$ 92,829
Accounting (P/T)	\$ 25,000	\$ 25,750	\$ 26,523
Total	\$162,500	\$185,400	\$209,528

Numbers of personnel

Owner	1	1	1
Manager	1	1	1
Owner's assistant	1	1	1
Drivers	3	4	5
Accounting (P/T)	2	2	2
Totals	8	9	10

Personnel expense breakdown**7.0 FINANCIAL PLAN****7.1 Underlying Assumptions**

The Company has based its proforma financial statements on the following:

- Eddie's Edibles Mobile Food will have an annual revenue growth rate of 16% per year.
- The Owner will acquire \$50,000 of debt funds to develop the business.
- The loan will have a 10 year term with a 9% interest rate.

7.2 Sensitivity Analysis

The Company's revenues are somewhat sensitive to the overall conditions of the economy. As the US is currently outgoing a recession, the Company may have a decrease in its top line revenues as people will demand fewer café beverages/food products from mobile food locations. However, the Company's revenues provide high levels of operating income for the business, and Eddie's Edibles Mobile Food would need to have a significant decrease in its top line income before the Company becomes unprofitable. Additionally, the business is not bound by location, and the Company can relocate at any time to more populous areas to secure sales.

7.3 Source of Funds**Financing****Equity contributions**

Management investment	\$ 10,000.00
Total equity financing	\$ 10,000.00

Banks and lenders

Banks and lenders	\$ 100,000.00
Total debt financing	\$100,000.00
Total financing	\$110,000.00

7.4 General Assumptions

General assumptions

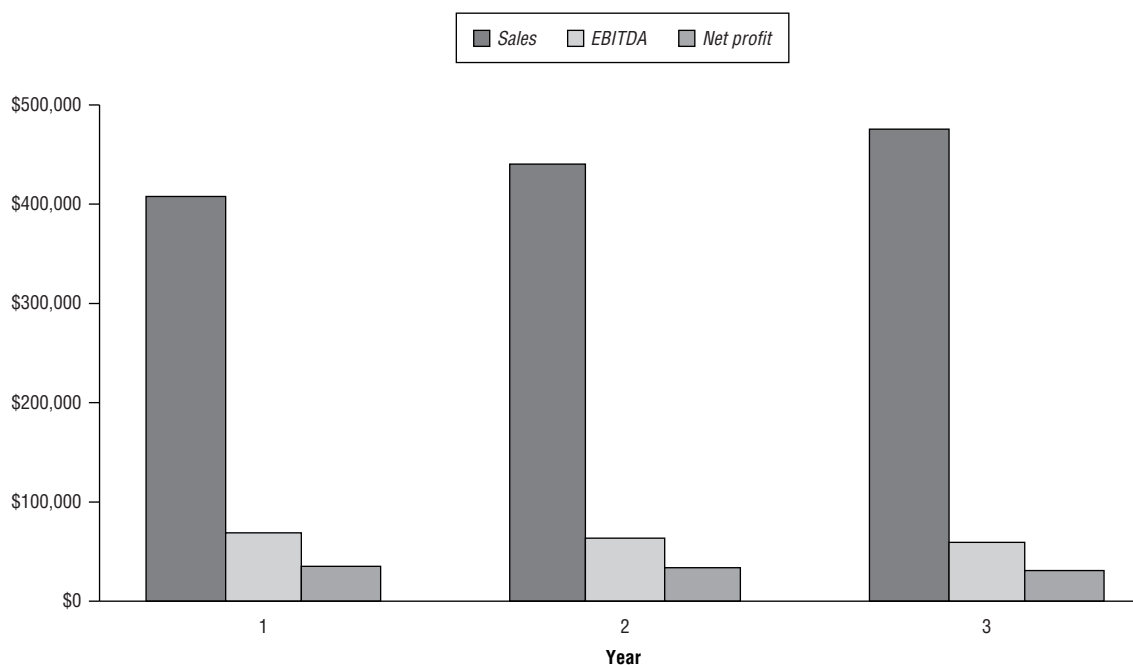
Year	1	2	3
Short term interest rate	9.5%	9.5%	9.5%
Long term interest rate	10.0%	10.0%	10.0%
Federal tax rate	33.0%	33.0%	33.0%
State tax rate	5.0%	5.0%	5.0%
Personnel taxes	15.0%	15.0%	15.0%

7.5 Profit and Loss Statements

Proforma profit and loss (yearly)

Year	1	2	3
Sales	\$407,778	\$440,400	\$475,632
Cost of goods sold	\$102,098	\$110,266	\$119,087
Gross margin	74.96%	74.96%	74.96%
Operating income	\$305,680	\$330,135	\$356,545
Expenses			
Payroll	\$162,500	\$185,400	\$209,528
General and administrative	\$ 13,200	\$ 13,728	\$ 14,277
Marketing expenses	\$ 2,039	\$ 2,202	\$ 2,378
Professional fees and licensure	\$ 5,219	\$ 5,376	\$ 5,537
Insurance costs	\$ 1,987	\$ 2,086	\$ 2,191
Travel and vehicle costs	\$ 17,596	\$ 19,356	\$ 21,291
Rent and utilities	\$ 5,000	\$ 5,250	\$ 5,513
Miscellaneous costs	\$ 4,893	\$ 5,285	\$ 5,708
Payroll taxes	\$ 24,375	\$ 27,810	\$ 31,429
Total operating costs	\$236,809	\$266,492	\$297,851
EBITDA	\$ 68,871	\$ 63,642	\$ 58,694
Federal income tax	\$ 22,727	\$ 19,660	\$ 18,137
State income tax	\$ 3,444	\$ 2,979	\$ 2,748
Interest expense	\$ 4,369	\$ 4,066	\$ 3,734
Depreciation expenses	\$ 3,214	\$ 3,214	\$ 3,214
Net profit	\$ 35,117	\$ 33,723	\$ 30,861
Profit margin	8.61%	7.66%	6.49%

Sales, operating costs, and profit forecast



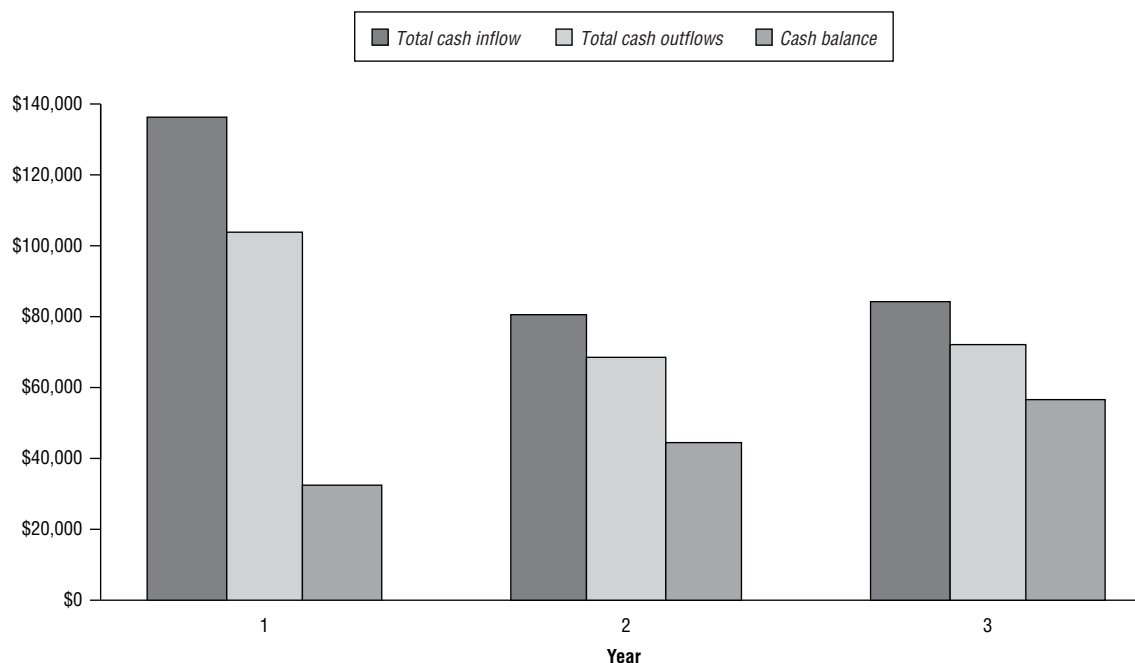
7.6 Cash Flow Analysis

Proforma cash flow analysis—yearly

Year	1	2	3
Cash from operations	\$ 38,331	\$36,937	\$34,075
Cash from receivables	\$ 0	\$ 0	\$ 0
Operating cash inflow	\$ 38,331	\$36,937	\$34,075
Other cash inflows			
Equity investment	\$ 10,000	\$ 0	\$ 0
Increased borrowings	\$ 50,000	\$ 0	\$ 0
Sales of business assets	\$ 0	\$ 0	\$ 0
A/P increases	\$ 37,902	\$43,587	\$50,125
Total other cash inflows	\$ 97,902	\$43,587	\$50,125
Total cash inflow	\$136,233	\$80,525	\$84,201
Cash outflows			
Repayment of principal	\$ 3,232	\$ 3,535	\$ 3,866
A/P decreases	\$ 24,897	\$29,876	\$35,852
A/R increases	\$ 0	\$ 0	\$ 0
Asset purchases	\$ 45,000	\$ 5,541	\$ 5,111
Dividends	\$ 30,665	\$29,550	\$27,260
Total cash outflows	\$103,794	\$68,502	\$72,090
Net cash flow	\$ 32,440	\$12,023	\$12,111
Cash balance	\$ 32,440	\$44,462	\$56,573

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Proforma cash flow (yearly)

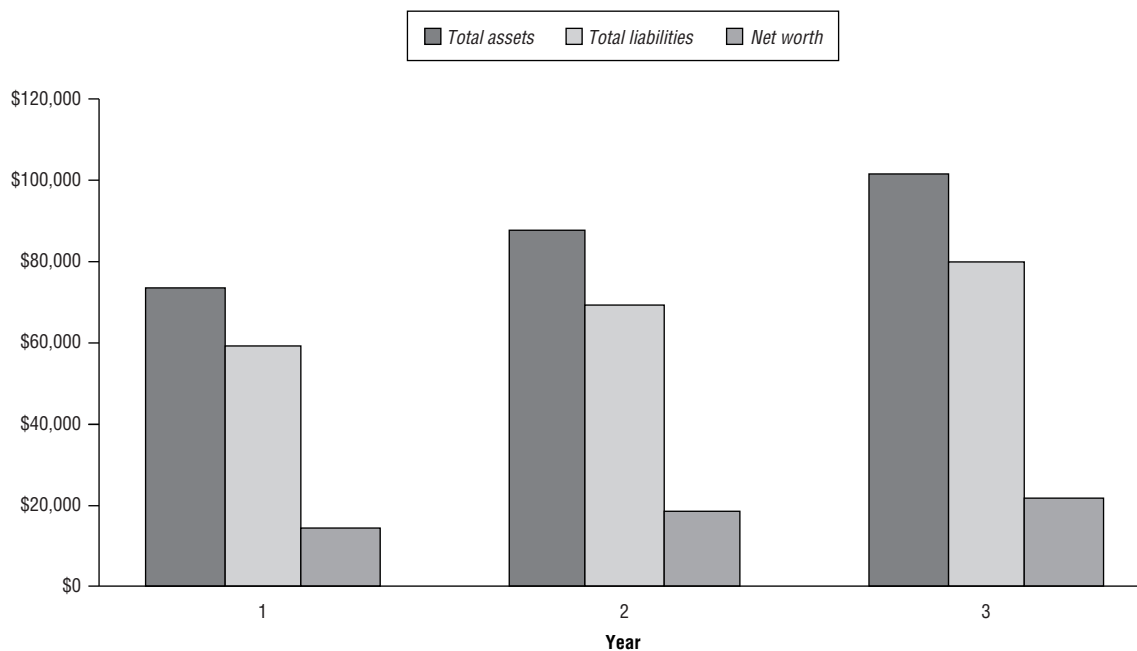


7.7 Balance Sheet

Proforma balance sheet—yearly

Year	1	2	3
Assets			
Cash	\$32,440	\$44,462	\$ 56,573
Amortized development/expansion costs	\$25,000	\$25,554	\$ 26,065
Food truck	\$15,000	\$19,155	\$ 22,989
FF&E	\$ 5,000	\$ 5,831	\$ 6,598
Accumulated depreciation	(\$ 3,214)	(\$ 6,429)	(\$ 9,643)
Total assets	\$74,225	\$88,575	\$102,583
Liabilities and equity			
Accounts payable	\$13,005	\$26,716	\$ 40,990
Long term liabilities	\$46,768	\$43,233	\$ 39,699
Other liabilities	\$ 0	\$ 0	\$ 0
Total liabilities	\$59,773	\$69,949	\$ 80,688
Net worth	\$14,452	\$18,625	\$ 21,894
Total liabilities and equity	\$74,225	\$88,575	\$102,583

Proforma balance sheet

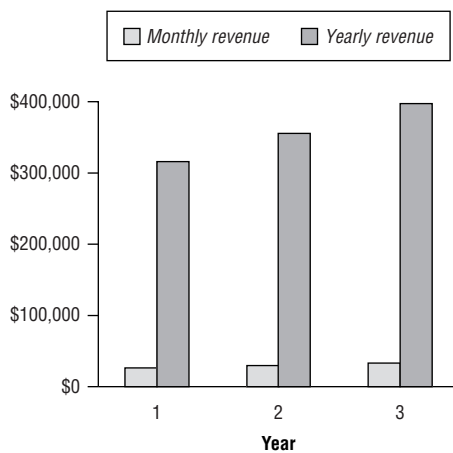


7.8 Breakeven Analysis

Monthly break even analysis

Year	1	2	3
Monthly revenue	\$ 26,325	\$ 29,625	\$ 33,111
Yearly revenue	\$315,904	\$355,501	\$397,334

Break even analysis



7.9 Business Ratios

Business ratios—yearly

Year	1	2	3
Sales			
Sales growth	0.0%	8.0%	8.0%
Gross margin	75.0%	75.0%	75.0%
Financials			
Profit margin	8.61%	7.66%	6.49%
Assets to liabilities	1.24	1.27	1.27
Equity to liabilities	0.24	0.27	0.27
Assets to equity	5.14	4.76	4.69
Liquidity			
Acid test	0.54	0.64	0.70
Cash to assets	0.44	0.50	0.55

7.10 Three Year Profit and Loss Statement

Profit and loss statement (first year)

Months	1	2	3	4	5	6	7
Sales	\$33,250	\$33,383	\$33,516	\$33,649	\$33,782	\$33,915	\$34,048
Cost of goods sold	\$ 8,325	\$ 8,358	\$ 8,392	\$ 8,425	\$ 8,458	\$ 8,492	\$ 8,525
Gross margin	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%
Operating income	\$24,925	\$25,025	\$25,124	\$25,224	\$25,324	\$25,424	\$25,523
Expenses							
Payroll	\$13,542	\$13,542	\$13,542	\$13,542	\$13,542	\$13,542	\$13,542
General and administrative	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100
Marketing expenses	\$ 170	\$ 170	\$ 170	\$ 170	\$ 170	\$ 170	\$ 170
Professional fees and licensure	\$ 435	\$ 435	\$ 435	\$ 435	\$ 435	\$ 435	\$ 435
Insurance costs	\$ 166	\$ 166	\$ 166	\$ 166	\$ 166	\$ 166	\$ 166
Travel and vehicle costs	\$ 1,466	\$ 1,466	\$ 1,466	\$ 1,466	\$ 1,466	\$ 1,466	\$ 1,466
Rent and utilities	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417
Miscellaneous costs	\$ 408	\$ 408	\$ 408	\$ 408	\$ 408	\$ 408	\$ 408
Payroll taxes	\$ 2,031	\$ 2,031	\$ 2,031	\$ 2,031	\$ 2,031	\$ 2,031	\$ 2,031
Total operating costs	\$19,734	\$19,734	\$19,734	\$19,734	\$19,734	\$19,734	\$19,734
EBITDA	\$ 5,191	\$ 5,291	\$ 5,390	\$ 5,490	\$ 5,590	\$ 5,689	\$ 5,789
Federal income tax	\$ 1,853	\$ 1,861	\$ 1,868	\$ 1,875	\$ 1,883	\$ 1,890	\$ 1,898
State income tax	\$ 281	\$ 282	\$ 283	\$ 284	\$ 285	\$ 286	\$ 288
Interest expense	\$ 375	\$ 373	\$ 371	\$ 369	\$ 367	\$ 365	\$ 363
Depreciation expense	\$ 268	\$ 268	\$ 268	\$ 268	\$ 268	\$ 268	\$ 268
Net profit	\$ 2,414	\$ 2,507	\$ 2,600	\$ 2,693	\$ 2,787	\$ 2,880	\$ 2,973

Profit and loss statement (first year cont.)

Months	8	9	10	11	12	1
Sales	\$34,181	\$34,314	\$34,447	\$34,580	\$34,713	\$407,778
Cost of goods sold	\$ 8,558	\$ 8,591	\$ 8,625	\$ 8,658	\$ 8,691	\$102,098
Gross margin	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%
Operating income	\$25,623	\$25,723	\$25,822	\$25,922	\$26,022	\$305,680
Expenses						
Payroll	\$13,542	\$13,542	\$13,542	\$13,542	\$13,542	\$162,500
General and administrative	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 1,100	\$ 13,200
Marketing expenses	\$ 170	\$ 170	\$ 170	\$ 170	\$ 170	\$ 2,039
Professional fees and licensure	\$ 435	\$ 435	\$ 435	\$ 435	\$ 435	\$ 5,219
Insurance costs	\$ 166	\$ 166	\$ 166	\$ 166	\$ 166	\$ 1,987
Travel and vehicle costs	\$ 1,466	\$ 1,466	\$ 1,466	\$ 1,466	\$ 1,466	\$ 17,596
Rent and utilities	\$ 417	\$ 417	\$ 417	\$ 417	\$ 417	\$ 5,000
Miscellaneous costs	\$ 408	\$ 408	\$ 408	\$ 408	\$ 408	\$ 4,893
Payroll taxes	\$ 2,031	\$ 2,031	\$ 2,031	\$ 2,031	\$ 2,031	\$ 24,375
Total operating costs	\$19,734	\$19,734	\$19,734	\$19,734	\$19,734	\$236,809
EBITDA	\$ 5,889	\$ 5,988	\$ 6,088	\$ 6,188	\$ 6,288	\$ 68,871
Federal income tax	\$ 1,905	\$ 1,912	\$ 1,920	\$ 1,927	\$ 1,935	\$ 22,727
State income tax	\$ 289	\$ 290	\$ 291	\$ 292	\$ 293	\$ 3,444
Interest expense	\$ 361	\$ 359	\$ 357	\$ 355	\$ 353	\$ 4,369
Depreciation expense	\$ 268	\$ 268	\$ 268	\$ 268	\$ 268	\$ 3,214
Net profit	\$ 3,066	\$ 3,159	\$ 3,253	\$ 3,346	\$ 3,439	\$ 35,117

Profit and loss statement (second year)

Quarter	Q1	2	Q3	Q4	2
Sales	\$88,080	\$110,100	\$118,908	\$123,312	\$440,400
Cost of goods sold	\$22,053	\$ 27,566	\$ 29,772	\$ 30,874	\$110,266
Gross margin	75.0%	75.0%	75.0%	75.0%	75.0%
Operating income	\$66,027	\$ 82,534	\$ 89,136	\$ 92,438	\$330,135
Expenses					
Payroll	\$37,080	\$ 46,350	\$ 50,058	\$ 51,912	\$185,400
General and administrative	\$ 2,746	\$ 3,432	\$ 3,707	\$ 3,844	\$ 13,728
Marketing expenses	\$ 440	\$ 551	\$ 595	\$ 617	\$ 2,202
Professional fees and licensure	\$ 1,075	\$ 1,344	\$ 1,451	\$ 1,505	\$ 5,376
Insurance costs	\$ 417	\$ 522	\$ 563	\$ 584	\$ 2,086
Travel and vehicle costs	\$ 3,871	\$ 4,839	\$ 5,226	\$ 5,420	\$ 19,356
Rent and utilities	\$ 1,050	\$ 1,313	\$ 1,418	\$ 1,470	\$ 5,250
Miscellaneous costs	\$ 1,057	\$ 1,321	\$ 1,427	\$ 1,480	\$ 5,285
Payroll taxes	\$ 5,562	\$ 6,953	\$ 7,509	\$ 7,787	\$ 27,810
Total operating costs	\$53,298	\$ 66,623	\$ 71,953	\$ 74,618	\$266,492
EBITDA	\$12,728	\$ 15,911	\$ 17,183	\$ 17,820	\$ 63,642
Federal income tax	\$ 3,932	\$ 4,915	\$ 5,308	\$ 5,505	\$ 19,660
State income tax	\$ 596	\$ 745	\$ 804	\$ 834	\$ 2,979
Interest expense	\$ 1,046	\$ 1,027	\$ 1,007	\$ 986	\$ 4,066
Depreciation expense	\$ 804	\$ 804	\$ 804	\$ 804	\$ 3,214
Net profit	\$ 6,351	\$ 8,421	\$ 9,261	\$ 9,691	\$ 33,723

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Profit and loss statement (third year)

Quarter	3				
	Q1	Q2	Q3	Q4	3
Sales	\$95,126	\$118,908	\$128,421	\$133,177	\$475,632
Cost of goods sold	\$23,817	\$ 29,772	\$ 32,153	\$ 33,344	\$119,087
Gross margin	75.0%	75.0%	75.0%	75.0%	75.0%
Operating income	\$71,309	\$ 89,136	\$ 96,267	\$ 99,833	\$356,545
Expenses					
Payroll	\$41,906	\$ 52,382	\$ 56,572	\$ 58,668	\$209,528
General and administrative	\$ 2,855	\$ 3,569	\$ 3,855	\$ 3,998	\$ 14,277
Marketing expenses	\$ 476	\$ 595	\$ 642	\$ 666	\$ 2,378
Professional fees and licensure	\$ 1,107	\$ 1,384	\$ 1,495	\$ 1,550	\$ 5,537
Insurance costs	\$ 438	\$ 548	\$ 591	\$ 613	\$ 2,191
Travel and vehicle costs	\$ 4,258	\$ 5,323	\$ 5,749	\$ 5,962	\$ 21,291
Rent and utilities	\$ 1,103	\$ 1,378	\$ 1,488	\$ 1,544	\$ 5,513
Miscellaneous costs	\$ 1,142	\$ 1,427	\$ 1,541	\$ 1,598	\$ 5,708
Payroll taxes	\$ 6,286	\$ 7,857	\$ 8,486	\$ 8,800	\$ 31,429
Total operating costs	\$59,570	\$ 74,463	\$ 80,420	\$ 83,398	\$297,851
EBITDA	\$11,739	\$ 14,674	\$ 15,847	\$ 16,434	\$ 58,694
Federal income tax	\$ 3,627	\$ 4,534	\$ 4,897	\$ 5,078	\$ 18,137
State income tax	\$ 550	\$ 687	\$ 742	\$ 769	\$ 2,748
Interest expense	\$ 966	\$ 945	\$ 923	\$ 901	\$ 3,734
Depreciation expense	\$ 804	\$ 804	\$ 804	\$ 804	\$ 3,214
Net profit	\$ 5,793	\$ 7,704	\$ 8,482	\$ 8,882	\$ 30,861

7.11 Three Year Cash Flow Analysis

Cash flow analysis (first year)

Month	1	2	3	4	5	6	7	8
Cash from operations	\$ 2,682	\$ 2,775	\$ 2,868	\$ 2,961	\$ 3,054	\$ 3,148	\$ 3,241	\$ 3,334
Cash from receivables	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Operating cash inflow	\$ 2,682	\$ 2,775	\$ 2,868	\$ 2,961	\$ 3,054	\$ 3,148	\$ 3,241	\$ 3,334
Other cash inflows								
Equity investment	\$10,000	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Increased borrowings	\$50,000	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Sales of business assets	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
A/P increases	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159
Total other cash inflows	\$63,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159
Total cash inflow	\$65,840	\$ 5,934	\$ 6,027	\$ 6,120	\$ 6,213	\$ 6,306	\$ 6,399	\$ 6,492
Cash outflows								
Repayment of principal	\$ 258	\$ 260	\$ 262	\$ 264	\$ 266	\$ 268	\$ 270	\$ 272
A/P decreases	\$ 2,075	\$ 2,075	\$ 2,075	\$ 2,075	\$ 2,075	\$ 2,075	\$ 2,075	\$ 2,075
A/R increases	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Asset purchases	\$45,000	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Dividends	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Total cash outflows	\$47,333	\$ 2,335	\$ 2,337	\$ 2,339	\$ 2,341	\$ 2,343	\$ 2,345	\$ 2,347
Net cash flow	\$18,507	\$ 3,598	\$ 3,690	\$ 3,781	\$ 3,872	\$ 3,963	\$ 4,054	\$ 4,145
Cash balance	\$18,507	\$22,106	\$25,795	\$29,576	\$33,448	\$37,411	\$41,466	\$45,611

Cash flow analysis (first year cont.)

Month	9	10	11	12	1
Cash from operations	\$ 3,427	\$ 3,520	\$ 3,614	\$ 3,707	\$ 38,331
Cash from receivables	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Operating cash inflow	\$ 3,427	\$ 3,520	\$ 3,614	\$ 3,707	\$ 38,331
Other cash inflows					
Equity investment	\$ 0	\$ 0	\$ 0	\$ 0	\$ 10,000
Increased borrowings	\$ 0	\$ 0	\$ 0	\$ 0	\$ 50,000
Sales of business assets	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
A/P increases	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 37,902
Total other cash inflows	\$ 3,159	\$ 3,159	\$ 3,159	\$ 3,159	\$ 97,902
Total cash inflow	\$ 6,586	\$ 6,679	\$ 6,772	\$ 6,865	\$136,233
Cash outflows					
Repayment of principal	\$ 273	\$ 276	\$ 278	\$ 281	\$ 3,232
A/P decreases	\$ 2,075	\$ 2,075	\$ 2,075	\$ 2,075	\$ 24,897
A/R increases	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Asset purchases	\$ 0	\$ 0	\$ 0	\$ 0	\$ 45,000
Dividends	\$ 0	\$ 0	\$ 0	\$30,665	\$ 30,665
Total cash outflows	\$ 2,348	\$ 2,351	\$ 2,353	\$33,020	\$103,794
Net cash flow	\$ 4,238	\$ 4,328	\$ 4,419	-\$26,155	\$ 32,440
Cash balance	\$49,849	\$54,176	\$58,595	\$32,440	\$ 32,440

Cash flow analysis (second year)

Quarter	Q1	2		Q4	2
		Q2	Q3		
Cash from operations	\$ 7,387	\$ 9,234	\$ 9,973	\$10,342	\$36,937
Cash from receivables	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Operating cash inflow	\$ 7,387	\$ 9,234	\$ 9,973	\$10,342	\$36,937
Other cash inflows					
Equity investment	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Increased borrowings	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Sales of business assets	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
A/P increases	\$ 8,717	\$10,897	\$11,769	\$12,204	\$43,587
Total other cash inflows	\$ 8,717	\$10,897	\$11,769	\$12,204	\$43,587
Total cash inflow	\$16,105	\$20,131	\$21,742	\$22,547	\$80,525
Cash outflows					
Repayment of principal	\$ 854	\$ 874	\$ 893	\$ 914	\$ 3,535
A/P decreases	\$ 5,975	\$ 7,469	\$ 8,067	\$ 8,365	\$29,876
A/R increases	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Asset purchases	\$ 1,108	\$ 1,385	\$ 1,496	\$ 1,551	\$ 5,541
Dividends	\$ 5,910	\$ 7,387	\$ 7,978	\$ 8,274	\$29,550
Total cash outflows	\$13,848	\$17,115	\$18,434	\$19,104	\$68,502
Net cash flow	\$ 2,257	\$ 3,016	\$ 3,307	\$ 3,443	\$12,023
Cash balance	\$34,697	\$37,713	\$41,020	\$44,462	\$44,462

FOOD TRUCK

Cash flow analysis (third year)

Quarter	Q1	<u>3</u> Q2	Q3	Q4	3
Cash from operations	\$ 6,815	\$ 8,519	\$ 9,200	\$ 9,541	\$34,075
Cash from receivables	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Operating cash inflow	\$ 6,815	\$ 8,519	\$ 9,200	\$ 9,541	\$34,075
Other cash inflows					
Equity investment	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Increased borrowings	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Sales of business assets	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
A/P increases	\$10,025	\$12,531	\$13,534	\$14,035	\$50,125
Total other cash inflows	\$10,025	\$12,531	\$13,534	\$14,035	\$50,125
Total cash inflow	\$16,840	\$21,050	\$22,734	\$23,576	\$84,201
Cash outflows					
Repayment of principal	\$ 934	\$ 956	\$ 977	\$ 999	\$ 3,866
A/P decreases	\$ 7,170	\$ 8,963	\$ 9,680	\$10,038	\$35,852
A/R increases	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
Asset purchases	\$ 1,022	\$ 1,278	\$ 1,380	\$ 1,431	\$ 5,111
Dividends	\$ 5,452	\$ 6,815	\$ 7,360	\$ 7,633	\$27,260
Total cash outflows	\$14,579	\$18,011	\$19,397	\$20,102	\$72,090
Net cash flow	\$ 2,261	\$ 3,039	\$ 3,337	\$ 3,474	\$12,111
Cash balance	\$46,724	\$49,762	\$53,099	\$56,573	\$56,573