

Projections - Jamaican Jerk Shack	First Year		Second Year		Third Year	
Sales	\$800,000		\$848,000		\$898,880	
COGS	\$288,000	36.00%	\$305,280	36.00%	\$323,597	36.00%
Gross Profit	\$512,000		\$542,720		\$575,283	
Payroll	\$160,000	20.00%	\$169,600	20.00%	\$179,776	20.00%
Rent	\$76,944	9.62%	\$76,944	9.07%	\$76,944	8.56%
Utilities	\$24,000	3.00%	\$63,176	7.45%	\$66,967	7.45%
Gas	\$6,000	0.75%	\$5,851	0.69%	\$6,202	0.69%
Insurance	\$2,000	0.25%	\$2,459	0.29%	\$2,607	0.29%
Legal	\$2,000	0.25%	\$2,459	0.29%	\$2,607	0.29%
Accounting	\$2,500	0.31%	\$3,053	0.36%	\$3,236	0.36%
Paper Goods	\$15,000	1.88%	\$2,459	0.29%	\$2,607	0.29%
Repairs and Maintenance	\$1,500	0.19%	\$1,500	0.18%	\$1,500	0.17%
Marketing	\$30,000	3.75%	\$30,000	1.43%	\$12,854	1.43%
Management Salary	\$60,000	7.50%	\$60,000	7.16%	\$60,000	7.16%
Operating Expenses	\$379,944	47.49%	\$417,502	49.23%	\$415,299	46.20%
Net Operating Income	\$132,056	16.51%	\$125,218	14.77%	\$159,984	
Interest Expense	\$0	0.00%	\$0	0.00%	\$0	
Taxes	\$7,923	6.35%	\$7,951	6.35%	\$10,159	6.35%
Net Profit	\$124,133	15.52%	\$117,267	13.83%	\$149,825	16.67%

SOURCES AND USES			
Sources		Uses	
PBIP Program	\$ 572,219.89	Soft Cost	\$ 38,803.18
Façade Program	\$ 20,000.00	Hard Cost	\$ 666,231.89
Cravemadness (buildout)	\$ 82,815.18		
Cravemadness (working capital)	\$ 55,700.00	Working Capital	\$ 55,700.00
Landlord	\$ 30,000.00		
Total	\$ 760,735.07		\$ 760,735.07