#### **Jefferson County Industrial Development Agency**

800 Starbuck Avenue, Suite 800 Watertown, New York 13601 Telephone 315-782-5865 / 800-553-4111 Fax 315-782-7915 www.icida.com

TO:

JCIDA Loan Review Committee

David Converse, Chair

John Jennings Kent Burto

Robert E. Aliasso, Jr. Christine Powers

FROM:

David J. Zembiec, CEO

DATE:

January 20, 2022

SUBJECT: JCIDA Loan Review Committee Meeting - Rescheduled

The JCIDA Loan Review Committee meeting scheduled for Wednesday, January 26, 2022 has been rescheduled to <u>Thursday</u>, <u>January 27, 2022 at 8:00 a.m.</u> in the board room, 800 Starbuck Avenue, Watertown, NY.

#### Zoom:

https://us02web.zoom.us/j/84355250468?pwd=R0t4VjRPdGJBZDJrL2JQYVVjKytDdz09

Meeting ID: 843 5525 0468

Passcode: 011440

1-929-205-6099 US (New York)

Please confirm your attendance with Peggy Sampson <u>pssampson@jcida.com</u> at your earliest convenience.

Thank you.

pss

C: Lyle Eaton

Joy Nuffer

Marshall Weir

W. Edward Walldroff

Paul Warneck

William Johnson

Lisa L'Huillier

Greg Gardner

Rob Aiken

Media

#### **Jefferson County Industrial Development Agency**

800 Starbuck Avenue, Suite 800 Watertown, New York 13601

Telephone: (315) 782-5865 or (800) 553-4111 Facsimile (315) 782-7915 www.jcida.com

#### JCIDA LOAN REVIEW COMMITTEE Thursday, January 27, 2022 8:00 a.m.

#### **AGENDA**

1.	Call to Order

- II. Pledge of Allegiance
- III. Pink Kettle, LLC
- IV. Other/Unfinished business
- V. Adjournment

#### JEFFERSON COUNTY INDUSTRIAL DEVELOPMENT AGENCY Resolution Number 02.03.2022.01

### RESOLUTION FOR AUTHORIZING A MICRO ENTERPRISE LOAN TO Pink Kettle, LLC



WHEREAS, April Miralles, owner of Pink Kettle, LLC requested by application to this Agency a Micro Enterprise Loan in the amount of Twenty-Four Thousand Eight Hundred Dollars (\$24,800.00) to purchase equipment to establish a bubble tea business to be located in the Salmon Run Mall, Watertown, and

WHEREAS, Staff reviewed this request and recommends approval of a loan in the amount of \$24,800 for a five-year amortization with a rate of 5%. There will be 6 employees in year one followed by four in year two and four in year three for a total of 14. Collateral will be a first position lien on all assets of the organization and a personal guarantee of April Miralles. The loan will be contingent upon mall lease, and

WHEREAS, on January 27, 2022, the Loan Review Committee of the Jefferson County Industrial Development Agency reviewed this request and recommended approval of the loan and terms to the full Board of Directors, and

**NOW, THEREFORE, BE IT RESOLVED,** by the Board of Directors of the Jefferson County Industrial Development Agency that it herein approved the request for a Twenty-Four Thousand Eight Hundred Dollar (\$24,800.00) loan to Pink Kettle, LLC with all terms and conditions as set forth in this Resolution, and be it further,

**RESOLVED,** that the Chairman, Vice Chairman, Secretary and/or Chief Executive Officer are authorized and directed to execute any and all documents necessary to carry out the purposes of this Resolution.

This resolution shall take effect immediately.

W. Edward Walldroff Secretary

#### **Jefferson County Industrial Development Agency Loan Review Committee**

Date:

1/27/2022

Borrower:

April Miralles d/b/a Pink Kettle, LLC

Amount:

\$24,800.00

Project:

Purchase equipment and establish

a bubble tea business

Personnel:

Employees created year one Employees created year two 4 Employees created year three Total

Sources and Uses:

Personal Cash	\$17,249
JCIDA MICRO Loan	\$24,800
Total Project	\$42 049

Equipment/renovations \$35,749 Inventory and Expenses \$6,300

\$42,049

#### Terms:

5 year loan, 5 % interest, contingent on mall lease, requiring liability insurance certificate listing the JCIDA as loss payee

Financials: Projected financials from the SBDC show sufficient income, client's credit score is very risky, we feel uncomfortable with the original request of \$35,000, and client confirmed she would be willing to go for a lower loan amount of \$24,800.

#### Collateral:

UCC filing, first position lien on all assets of the organization and personal guarantee of April Miralles

#### Proforma-Pink Kettle, LLC

Proforma Sales	Year 1	Year 2	Year 3
Sales	\$216,000	\$270,000	\$337,490
Cost of Goods Sold	\$75,600	\$94,500	\$118,125
Gross Profit	\$140,400	\$175,500	\$219,365
Expenses	\$93,299	\$106,339	\$112,681
Net Profit	\$47,101	\$69,161	\$106,684
Depreciation	\$0	\$0	\$0
Cash Flow	\$47,101	\$69,161	\$106,684
Debt Service Requirem	\$6,319	\$6,643	\$6,983
Excess Cash	\$40,782	\$62,518	\$99,701

# Inter-Agency Public Financing

# Programs

The following is a compilation of public financing program opportunities currently available within Jefferson County.

Please contact the agency listed for each financing program for more information regarding project eligibility and application process

An Application for Financial Assistance is enclosed.

Applicant (Company) Name: ΡΙΝΚ ΚΕΤ	TLE LLC	
Applicant Address: 409 EAST MAIN	STREET WATERTOWN NY	1340
Phone: 35 877 - 1707	OTREIST THE REPORT AND	1040
E-mail: aprilcarigm @ yahoo.com		_
Application Date: 8/31/2021		
Internal Use Only		
Staff Signature and Date of Submission:  Revision #:  Revision #:		
Revised Date:, Revision #: Completed Application Date:		_

Document Date: February 4, 2021

#### **Application for Financial Assistance**

Dat	te of Application:
Applicant (Company) Information:	
Applicant Name: " PII	NK KETTLE " LLC
Applicant Address: 409 EAST MAIN S	
Phone: 315 877 1707	•
Website: pink·Kettle	E-mail: pink · Kettle @ yahoo · com
Federal ID#: 86 - 3297377	NAICS:
State and Year or Incorporation/Organization:	
List of stockholders, members, or partners of Applica	nt: APRIL MIRALLES - OWNER
Individual Completing Application:	
Name: APRIL MIRALLES	
Title: OWNER	
	ATERTOWN NY 13601
Phone: 315 877- 1707	
E-Mail: <u>aprilcarigm@yahoo.com</u>	
	•
Company Counsel (if applicable):	
Name of Attorney:	
Firm Name:	
Address:	
Phone:	Fax:
E-mail:	
Company Acknowledgment and Certification:	The contents contained in this Application to
the best of my knowledge and belief are true, acc	curate and complete.
0.00	Signature Signature
APRIL MIRALLES	put C./ Jually
Print Name	Signature
OWHER	8-30-2021
Title	Date
nternal Use Only:	
Signature of Agency Representative	Date
Revised Date: Rev	rision #:

#### Schedule B

#### Bankruptcy, Litigation and Felony History

Describe any bankruptcy history, litigation history having a material effect on the business solvency, or convicted felony activity associated with the owners, management, or officers of the business.

1. Are any of the officers, owners, or management of the business presently under indictment, on parole, or probation? If yes, describe below:	YES	NO _X
	-	
	- -	
2. Have any of the owners, officers, or management of the business ever been charged with or arrested for any criminal offense other than a minor traffic infraction? If yes, describe below.		<u>×</u>
	-	
Have any of the owners, officers, or management of the business ever been convicted of any criminal offense, other than a minor traffic infraction? If yes, describe below.	4: .	×
	- -	
Has the business, its present owners, officers, or management ever been the subject of bankruptcy proceedings? If yes, describe below.		X
	· ·	
April C. Muallo	8/31	/2021
Signature	Date	35
APRIL MIRALLES		
Printed Name and Title		
evised Date:, Revision #:		_

Document Date: February 4, 2021

#### Schedule C

#### **Confirmation Documentation:**

The applicant understands and agrees that if the Project receives assistance 'from the Agency/Corporation---either tax incentives or loans---the applicant agrees to provide the Agency/Corporation, if requested, with a copy of their 'Annual Report', their 'Annual Audit Report', their corporate or personal tax returns and/or their New York State Form 'NYS-45' (Quarterly Combined Withholding, Wage Reporting and Unemployment Insurance Return), as appropriate, throughout the period that benefits are provided the company. These reporting requirements---specifically identified in Closing Documents, Loan Documents or other project specific agreements---may be used by the Agency/Corporation to assist us in verifying that commitments made as part of this application---regarding stated goals for employment or capital investment in the project----are being achieved.

Signature of Applicant  $\frac{8 |31| |202|}{\text{Date}}$ 

Revised Date:\_\_\_\_\_, Revision #:\_\_\_\_\_

#### Schedule D

#### **Employment Plan**

(A)	(B)	(C)	(D)	(E)	(F)	(G)
Job Title	Annual or Hourly Wages	Current Number of Positions	Jobs Created: Year One	Jobs Created: Year Two	Jobs Created: Year Three	Total Jobs to be Created
CASHIER	\$12/hz	1	2	2	2	7
KITCHEN CREW	\$ 12/hR	ĺ	2	2	2	7
	,					
				20		
				,	- 11	
TOTALS:						

#### Instructions:

Revised Date:\_

	· <del>·</del>
Column A:	Insert the job titles that exist within the company at the time of application, as well as any job titles that will be established as a result of the project.
Column B:	Indicate the entry level wage for each listed job title either in terms of hourly pay or annual salary.
Column C:	For each listed job title insert the number of positions that exist at the time of application.
Column D:	Insert the number of jobs to be created during year one of the project for each listed job title.
Column E:	Insert the number of jobs to be created during year two of the project for each listed job title.
Column F:	Insert the number of jobs to be created during year three of the project for each listed job title.
Column G:	Indicate the total number of jobs to be created for each listed title as a result of the project. (Column D + Column E + Column F = Column G)
Úse as many	y copies of this form as necessary.
Revised Date:_	, Revision #:

Document Date: February 4, 2021

#### Form NCA IA

Spirit! Mundles	8/31/2021
Signature of Applicant	Date
to do so. This information will not be used i against you in any way. However, if you ch	
Ethnicity: Hispanic or <i>Latino</i> Not Hispanic or Latino	
Race: (Mark one or more) White Black or <i>African Am</i> American Indian/Alaska Native Native Hawaiian or Other Pacific Islande	Asian
Gender: Male Female	
3	
·	
· ·	
8	
Paying Data:	_, Revision #:
Neviseu Dale	_, Revision #:  Document Date: February 4, 2021
	-10-

#### **Background Checks**

All applicants may be subject to background checks.

In the interest of insuring that 'public' benefits provided to any applicant for either tax incentives, loans or a combination of both is being provided to an individual or company of good reputation, the Agency reserves the right, and the applicant hereby acknowledges the Agency's right, to conduct a thorough background check using whatever methods the Agency deems appropriate.

Signature of Applicant

8/31/202|

Date

Revised Date:\_\_\_\_\_, Revision #:\_\_\_\_\_

## PINK KETTE

Milk tea, Slushy/smoothies, Refreshing fruit and tea, coffee & espresso, classic tea,

#### **SALMON RUN MALL**

221182 Salmon Run Mall loop W,

Watertown, NY 13601.

#### STATEMEMENT OF PURPOSE

This document is intended to lay out a start-up financial proposal for PINK KETTLE.

PINK KETTLE, owned by April Miralles, is a sole proprietorship seeking funding for a total of \$47,249 to assist with startup. The funds will be repaid from profits generated from the business.

The Business Plan's purpose is to obtain financing and to define the: who, what, where, when and How for the business. In order to have a clear plan and operation map.

#### **DESCRIPTION OF THE BUSINESS**

PINK KETTLE is a concession serving Bubble tea/Milk tea, Refreshing drinks, smoothies, slushy, coffee/espresso and classic tea. It will be locate at Salmon run mall, Watertown NY.

#### **MENU**

SPECIAL MILK TEA will be served with sweet tapioca pearl (boba) or pick any toppings.

- 1. Pink Milk tea with Matcha
- 2. Taro
- Coffee Jelly
- 4. Jasmine
- 5. NY Brown Sugar
- 6. Blue Milk Tea
- 7. Thai Milk Tea
- 8. Matcha de coco Pandan

#### toppings:

- 1. Crème kezo
- 2. Lychee Jelly
- 3. Mix Jelly
- 4. Strawberry Jelly
- 5. Boba (tapioca pearl)
- 6. Custard pudding

#### **SLUSH AND SMOOTHIES**

- 1. Mango Shake
- 2. Green coconut shake
- 3. Strawberry Banana
- 4. Creamy Avocado Shake
- 5. Taro shake
- 6. Choco trio
- 7. Cookies'n Cream
- 8. White chocolate

<u>REFRESHING FRUIT AND TEA</u> is a tea mixed with a chopped fresh fruits, available on ice only and serve it with optional flavored jelly.

- 1. Kiwi burst
- 2. Jasmine N' Berries
- 3. Sunset Bloom mango
- 4. Lemon and Lime

#### **COFFEE AND ESPRESSO**

- 1. White Chocolate
- 2. Pink kettle Signature
- 3. Caramel Macchiato
- 4. Americano

#### **CLASSIC TEA** ( hot and cold)

- 1. Black Tea
- 2. Green Tea
- 3. Wintermelon Tea
- 4. Jasmine Tea

Pink country style house is the concept of Pink Kettle interior design. Wall is painted Pink and partly white bricks. Reception Top counter is laminated gray. Side part of the counter is white wood. Kitchen food prep counter is white laminated. Silver Pendant light will hang at counter reception area.

#### LOCATION

PINK KETTLE is expecting to locate at "Salmon Run Mall" 221182 Salmon Run Mall loop W, Watertown, NY 13601.

Leasing contract is \$1,500/month and \$2,500/ month with holiday. \$200 quarterly for Heating and air-conditioning. Maintenance is included.

PINK KETTLE will be located at Salmon Run Mall because this is the place where a lot of people wander every day, which PINK KETTLE is more likely to be visited and can be discovered by customers. The mall is the perfect place to open because it surrounded by multiple stores, businesses, the regal Cinema and food court, which increase foot traffic and provides more exposure for Pink Kettle. Not to mention there is never any parking issues. Due to large parking lot.

#### **MANAGEMENT**

April Miralles currently resides in Watertown, NY with her Husband Michael Miralles and their beautiful daughter. She graduated form Our Lady of Fatima University with a Bachelor of science in Nursing. She was brought understanding how to have multiple businesses, some of which are : a grocery store and cafeteria- family owned business 2001-2007 at Philippines, Rice farming-family owned business 1992-present at Philippines. April and her mom used to managed grocery store and cafeteria.

Michael Miralles moved to Fort Drum in 2011 and has since retired and is a US army Veteran. His previous experience consisted of working in the kitchen at Jollibee Group of Companies, one of the biggest and most famous fast food restaurant in Philippines.

is living at Watertown, New York. He is a US Army Veteran. He is a former employee at Jollibee Group of Companies, one of the biggest and most famous fast food in Philippines.

April Miralles is a milk tea lover and she also loves to cook. She always get complimented of her cooking and making milk tea or smoothies. Some of her family and friends offered her a job as a cook to a restaurant but she'd rather have her own.

April and Michael, chose Milk tea and Coffee as a main course of their business because milk tea is a new trend drink in the country that everybody will love because of its deliciousness and refreshing drinks. April is a milk tea lover and she already tried one of the bestseller flavor of milk tea both here and from other countries. She wants to incorporate new flavors to bubble tea to make it more delicious. Milk tea and refreshing fruit and tea are increasing wildly in popularity.

Everybody loves it and it keeps growing in the food industry. She always tells herself: "Find something you're passionate about and keep a tremendous interest in it".

April will be responsible for Milk tea cafe inventory and policies. Since she have experience in running this type of business.

#### MARKET

#### **INDUSTRY**

According to "Allied Market Research" Milk tea (bubble tea) market was valued at \$2.4 billion in 2019 and is estimated to reach \$4.3 billion by 2027, registering a CAGR of 7.08% from 2020 to 2027. Bubble tea (also known as pearl milk tea, bubble milk tea, or bobba tea) is a Taiwanese tea based drink. Most bubble tea recipes contain a tea base mixed with fruit or milk, to which a chewy tapioca pearl and some fruit jelly is often added. There are many varieties of bubble tea with a wide range of ingredients. The adaption of bubble tea has been quite high in some regions such as USA, Canada and Germany while some countries are still emerging but are catching up quickly.

Bubble tea has been gaining traction in emerging markets, owing to rise in its popularity.

Our target customers are those in the 10-45 age range, all whom actively use social media and are interested in what's trendy. The market will also consist of all the mall customers, shopper's and employees.

#### GOAL

#### **OBJECTIVES**

- Maintain a high standard of food quality and service
- Ensure a friendly and comfortable ambience
- Competitive and affordable price at high quality food and services
- Place monthly ads through: Facebook, Pinterest and YouTube.
- Distribute monthly fliers to neighborhood
- Offer discount and good deal

#### COMPETITION

• Juju66- known for real fruit smoothies and bubble milk tea. Most of customers likes their real fruit smoothies with tapioca pearl. Newly open on 2018.

**Pink Kettle**- is serving a SPECIAL Milk tea and Bubble tea, not just a basic flavored milk tea that Juju serving. Pink kettle is also serving Refreshing fruit and tea with fresh fruit and newly brewed tea which is a newly trending drinks at this time.

• Dairy queen- known for their signature shake from DQ and soft serve ice cream. And their famous fruit smoothies from orange Julius.

**Pink Kettle-** has a Unique different shakes and smoothies that most of the people look for it like Mango shake, young coconut shake, and creamy avocado shake. And all are made with real fruits.

 Auntie anne's- Known for their Soft pretzels with a variety of toppings and dips and Some peach shake.

**Pink kettle**- is serving Hot and cold beverages which is Auntie anne's don't have that much of beverage, they don't serve Milk tea.

#### PERSONNEL MANAGEMENT

#### Manager

As one of the owner, April Miralles will be the manager. She has experience in managing business for 2 years. She will be responsible for maintaining inventory, ordering supplies, handling customer complaints, scheduling staff and assistant kitchen crew. She's also responsible for overall management. April will not be taking a paycheck from the business.

#### Cashier/Kitchen bar crew

#### Qualification

- o Minimum a High School graduate or be attending School or has 1 year experience working in a restaurant preferably. They must be at least 20 years of age. They must possess a friendly and outgoing personality and have a good personal hygiene.
- Will be required to submit an application and will be interviewed and hired by the manager and supervisor.

#### Job Description

- o The crew is responsible for accepting order, preparing and serving drinks.
- Crew will prepare ingredient items in advance and keep the service area stocked.
- o Their responsibility is to ensuring all areas of kitchen & food storage areas are kept clean and is properly sanitized
- Maintaining the overall store presentation (This includes, but is not limited to: washing and sanitizing dishes/cooking equipment/ countertops, cleaning the kitchen and dining floor and maintaining all areas, and Making sure they are in adherence to health code standards.

All employees will make \$12.50 per hour. The business will operate daily with 2 employees and the owner. Additional employees will only be required if -and- when the business grows more rapidly than anticipated

#### **BUSINESS GOALS**

The goal of PINK KETTLE is to bring satisfaction to our valued customers by serving good quality food with relaxing environment and provide fast services as possible while maintaining quality of product. Cleanliness is our virtue.

#### **SUMMARY**

PINK KETTLE (The Brand) is a sole proprietorship seeking funding for a total of \$47,249 to use for startup business. The funds will be repaid partly from profits generated from the business.

PINK KETTLE (The Brand) is a concession where Milk tea(bubble tea), refreshing fruit & tea, Classic tea is served from freshly brewed tea and blended to deliciousness and Real fruit smoothies. The Location will be at "SALMON RUN MALL" 221182 Salmon Run mall loop W, Watertown, NY 13601.

MILK TEA (The Product) the new trend in beverage throughout the Country. Skyrocketed in popularity because of its unique creamy sweet taste of tea paired with chewy tapioca pearls.

The café Interior have Pink wall with partly white bricks. Social distancing will be implemented in setting our table and chairs due to covid-19. Nature inspired plastic plants and small trees décor will be placed throughout the store.

Advertising and Promotion will be placed in local newsletter, radio station and online advertising including social media platforms. PINK KETTLE website will also be available.

The manager will be April. 2 Cashier/kitchen bar crew will be hired. Additional employees will only be required if-and-when the business grows rapidly than anticipated.

The Competition are "Juju66", known for their Real Fruit smoothies and Bubble tea. "Dairy Queen", with their soft serve ice cream and signature shake or famous fruit smoothies from orange Julius. "Auntie Anne's"- known for their soft twisted pretzels.

"The goal of the business is to create an income generating activity while bringing satisfaction to our valued customers by serving good quality beverages in a relaxing environment and fast food services as possible. "Cleanliness is our virtue"

#### APPLICATION AND EXPECTED EFFECTS OF LOAN

The \$47,249 will be used as follows:

PROJECTED	ACTUAL
\$5,000	
\$200	
-\$7,000	
-\$3,000	
-\$2,000	×
-\$3,000	
	\$5,000 \$200 -\$7,000 -\$3,000

EQUIPMENTS		
Commercial espresso machine	-\$1,395	
Rice cooker (tapioca pearl cooker)	-\$150	
Creama whipping powder blender	-\$520	
VITAMIX commercial blender- \$1,040 each x 2	-\$2,080	
Mini fridge - \$200 x 2	-\$400	
Bubble tea fructose dispenser	-\$1,520	
Bubble tea shaker cup- \$19 each X 5pcs	-\$95	
Bubble tea shaker MACHINE	-\$1,360	
Hot water dispenser	-\$298	
Refrigerated countertop condiment pre station	-\$899	
Tea boiler 10 L( water boiler)- 117 x 2pcs	-\$234	
Tea Warmer dispenser 10 L- 75 x 3pcs	-\$225	
Microwave	-\$60	
Tapioca warmer	-\$70	
Commercial ice maker machine	-\$370	
Stainless commercial work table 36"x72	-\$623	
Utensil	-\$800	
Containers with lid - \$15 x 10pcs	-\$150	

APPLIANCES			
1 Bar table - 700/ table		-\$700	
4 Bar chair- 150 / chair		-\$600	
2 dining table- 600 / table		-\$1,200	
4 booth chair - 575/chair			×
Name Signage		-\$2,300	
Printed Menu board		-\$1,500	
Pendant lightning \$150 each x 10pcs		-\$1,000	
Chandelier		-\$1,500	
Decor		-\$200	
Decoi		-\$500	
COST OF GOODS (1 month)  A. Special Milk tea - \$2,000  B. Refreshing fruit and tea - \$1,500  C. Coffee and espresso- \$1,000  D. Smoothies and slushy-\$1,000  E. Classic tea-\$800			
,		-\$6,300	
	TOTAL	-\$47,249	

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File.Miralles.XLS, Year 1 Cashflow Updated: 12/7/21	+-			<del> </del>	1000	ink Ke		<b> </b>		-		ļ		
Prepared by the Small Business Deve	lopment Cen	ter				hflow for Ye								
with information provided by client Month	Start-up	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
Cash On Hand	12,249							Lange I amount						
Cash Receipts	12,249		4,385		5,855	7,090	7,325	11,067	14,810	24,631	34,451	35,424	36,396	198,302
Sales Col of A/R™	0		10,800						36,000					216,000
Cash From Investment	35,000	0	0	0	0	(	0	0	0	0	0	0	0	35,000
Total Receipts Total Cash Available	35,000 47,249	18,000 18,000	10,800 15,185					19,800 30,867	36,000 50,810			12,600 48,024	18,000 54,396	251,000 449,302
Cash Paid Out														0
Purchases	0	4,980	3,780	3,780	3,780	3,780	6,960	6,960	13,920	13,920	4,380	4,380	4,980	75,600
Payroll	0	3,840	2,304	2,304	2,304	2,304	4,224	4,224	7,680	7,680	2,688	2,688	3,840	46,080
Payroll Expense @ 16%	0	614	369	369	369	369	676	676	1,229	1,229	430	430	614	7,373
Accounting & Legal Advertising*	0		500 50	500 50	500 50	500		500 50	500 50			500 50		6,000
Common Area Charges Disability Insurance	0	0	0			0	0	0	0	0	0	0	0	0
Dues & Subscriptions	-	0	0	0	0	0	0	0	0	0	0	0	0	0
Car and Delivery Closing Costs	0	0	0						0					0
Insurance (Liability/Property)	0	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Licenses & Permits Office Expense	0	50	50	50		50		50 0	50				50	600
Operating Supplies* Office Supplies	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Repairs & Maintenance	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Real Estate Rent/ Utilities/ Maintenance	5,200	2,500	2,500	0 1,500	1,500	2,500	0	2,500	1,500	1,500		2,500	2,500	0 31,200
Verizon Internet &Telephone	0	50	50	50	50	50	50	50	50	50	50	50	50	600
Post machine (clover) Vehicle Expense*	0	170	102	102 0	102	102	187	187	340	340	119	119 0	170	2,040 0
Interest-\$35,000; 5 yrs; 5.%	0	146	144	142	139	137	135	133	131	128	126	124	122	1,606
Interest-\$; yrs;% Interest-\$; yrs.;%		0	0	0	0	0	0	0	0	0	0	0	0	0
Interest-\$; yrs; % Miscellaneous*	0	0	0	0	0	0		0	0	0		0	0	0
Inventory	6,300	U	U	- 0	U U	0	0	U	0	0	U	U	U	- 0
Subtotal	11,500	13,100	10,048	9,046	9,044	10,042	15,532	15,530	25,649	25,647	11,093	11,091	13,076	180,399
Other Income/Expense														
Income Expense														
Subtotal	11,500	13,100	10,048	9,046	9,044	10,042	15,532	15,530	25,649	25,647	11,093	11,091	13,076	180,399
oan Principal				540										
Princ\$35,000; 5 yrs;5% Princ\$; yrs;%	0	515 0	517 0	519 0	521 0	523 0	525 0	528 0	530	532 0	534 0	537	539	6,319
PrincS; yrs; %	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Princ\$; yrs; %	0		- 0				0	0			U	U	U	
rinc	0		-											
rinc	0													
Capital Purchases	0													
and/Building/Renovation quipment/ Computer Equipment	15,000 11,249	0	0	0	0	0	0	0	0	0	0	0	0	15,000 11,249
ixtures/Furniture	0	0	0	0	0	0	0	0	0	0	0	0	0	0
ign	9,500	0	0	0	0	0	0	0	0	0	0	0	0	9,500
otal Cash Pald Out	47.240	12 (15	10.545	0.545	0.545	10 565	16.057	16 057	26 170	26 170	11 (20	11 (20	12 (15	222.468
otal Cash Pald Out	47,249	13,615	10,565	9,565	9,565	10,565	16,057	16,057	26,179	26,179	11,628	11,628	13,615	222,468
ash Position of Month	0	4,385	4,620	5,855	7,090	7,325	11,067	14,810	24,631	34,451	35,424	36,396	40,781	226,834
														- U
on-Cash Expenses													-	
mortization	0	0	0	0	0	0	0	0	0	0	0	0	0	0
epreclation	0	0	0	0	0	0	0	0	0	0	0	0	0	0
otes to Cash Flow Year One: Cash flow is based on Year One Oper	ating Forces	(Income State	(F	ile.Miralles.XL	S, Year 1 Cas	0	L	Jpdated: 12/7	/21					
Cash nort is pased on Year One Oper	and Forecast	Lacome Staten	icinj.											
											-			
			-											
le.Miralles.XLS, Year 1 Cashflow					Pir	k Kett	le							
pdated: 12/7/21						ril Miralle								
epared by the Small Business Develop	ment Center													
ith Information provided by Client				Operati	ing Forecast fo	r rear One (	income Staten	nentj						
les	Janua	Eshan	Maret	Andi	May	luni	Tule	Aument	Santon: La	October	November	Dogger	Total	% of
of Sales	January 8.33%	February 5.00%	March 5.00%	April 5.00%	5.00%	June 9.17%	July 9.17%	August 16.67%	September 16.67%	October 5.83%	November 5.83%	December 8.33%	Total 100.00%	Sales
ecial Milk Tea	3,600	3,600	3,600	3,600	3,600	7,200	7,200	14,400	14,400	3,600	3,600	3,600	72,000	33.33%
freshing Fruit Tea	1,800	1,800	1,800	1,800	1,800	3,600	3,600	7,200	7,200	1,800	1,800	1,800	36,000	16.67%
offee and Expresso	5,400 1,800	1,800	1,800	1,800	1,800	1,800 3,600	1,800 3,600	3,600 7,200	3,600 7,200	3,600 1,800	3,600 1,800	5,400 1,800	36,000 36,000	16.67%
assic Tea	5,400	1,800	1,800	1,800	1,800	3,600	3,600	3,600	3,600	1,800	1,800	5,400	36,000	10.07 /4
tal Sales	18,000	10,800	10,800	10,800	10,800	19,800	19,800	36,000	36,000	12,600	12,600	18,000	216,000	100.00%
												7		
st of Goods* ecial Milk Tea	1,200	1,200	1,200	1,200	1,200	2,400	2,400	4,800	4,800	1,200	1,200	1,200	24,000	11.11%
	900	900	900	900	900	1,800	1,800	3,600	3,600	900	900	900	18,000	8.33%
freshing Fruit Tea													12 000	
freshing Fruit Tea  ffee and Expresso  toothles and Slushies  assic Tea	1,800	600 600	600 600 480	600 600	600 600 480	600 1,200 960	600 1,200	1,200 2,400	1,200 2,400	1,200 600	1,200 600 480	1,800 600 480	12,000 12,000 9,600	5.56% 5.56%

Comparison   1,000   7,000   7,000   7,000   7,000   12,440   13,440   22,000   22,000   12,750   12							,	_			T			-	r
September			3,780	3,780	3,780	3,780	6,960	6,960	13,920	13,920	4,380	4,380	4,980		35.00%
Travell Expense @ 16%   548   549   530	Gross Profit	13,020	7,020	7,020	7,020	7,020	12,840	12,840	22,080	22,080	8,220	8,220	13,020	140,400	65.00%
Provest  Expense 9 15%   S48   S49	Expenses	+	<del>                                     </del>	<del> </del>			-	-	-		+	-	-	-	
Parrell Expense   164			1												
Accounting & Level										7,680		2,688			21.33% 3.41%
Advertining* 59 59 59 59 59 59 59 59 59 59 59 59 59															2.78%
Disablity Interaces															0.28%
Disea & Subscirections					0	0									0.00%
Car and Explorery															0.00%
Cleaning Costst   O   O   O   O   O   O   O   O   O   O	Car and Delivery							1							0.00%
			0	0	0	0	0	C		0	0	0	0	0	0.00%
Office Express  O															1.11%
Operating Supplier    0															0.28%
Office Simples  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															0.00%
Depreciation													0		0.00%
Real Estate															0.00%
Renf   Utilities   Maintenance   2,500   2,500   1,500   1,500   2,500   2,500   2,500   2,500   2,500   2,500   2,600   1,2															0.00%
Version Internet & Telephone   50   50   50   50   50   50   50   5	Rent / Utilities / Maintenance			1 500		2500			1 500	1 500					12.04%
Tost machine (clover)	Verizon Internet &Telephone					50				50		50	50	600	0.28%
Interest 55,500; 5 yrs; 5 x		170	102	102	102	102	187	187	340	340		119	170		0.94%
Interest 5, yrs X	Vehicle Expense*		0		0	0									0.00%
Interest 5, yrs, Y,		146	144		139	137									0.74%
Interests viry   New Profit   Loss Perfect   New Profit   Loss Profit															0.00%
Total Expenses							0	0		0	0	0	0	0	0.00%
Net Profit/Loss before	Miscellaneous*	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Net Profit/Loss before															
Other Income/expense    Chirch Income/expense   Chirch Income/expense   Chirch Income/expense   Chirch Income/expense   Chirch Income/expense   Chirch Income/Expense   Chirch	Total Expenses	8,120	6,268	5,266	5,264	6,262	8,572	8,570	11,729	11,727	_6,713	6,711	8,096	93,299	43.19%
Other Income / expense	Net Profit / Loss before	4 900	752	1 754	1 756	758	4 268	4 270	10.351	10 353	1.507	1.509	4.924	47.101	21.81%
Income		4,700	,,,,	1,751	1,750	750	4,200	4,2,0	10,001	10,050	1,007	.,,,,,		,	
Expense								-							
Net Profit/Loss													-		
Net Profit/Loss															
Less Principal Payments  Princ-\$335,000; 5 vrs;5 % 515 517 519 521 523 525 528 530 532 534 537 539 6,319 2.93  Princ-\$5,vrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															
Prince-Syrys; % 515 517 519 521 523 525 528 530 532 534 537 539 6319 2.93 Prince-Syrys; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Net Profit/Loss	4,900	752	1,754	1,756	758	4,268	4,270	10,351	10,353	1,507	1,509	4,924	47,101	21.81%
Princ\$; yrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															
Princ-S; Yrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															2.93%
Princ. 5; vrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	PrincS; yrs; %														0.00%
Princ Princ.															0.00%
Princ- Princ- Subtotal 4,385 235 1,235 1,235 235 3,743 3,743 9,821 9,821 972 972 4,385 40,781 18.88  Add Ins Depreciation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Princ\$; yrs; %														
Princ Subtotal 4,385 235 1,235 1,235 235 3,743 3,743 9,821 9,821 972 972 4,385 40,781 18.88  Add Ins Depreciation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															
Subtotal 4,385 235 1,235 1,235 235 3,743 3,743 9,821 9,821 972 972 4,385 40,781 18.88 Add Ins  Add Ins  Depreciation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															
Add Ins Depreciation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	LIUN.														
Depreciation Expense   0   0   0   0   0   0   0   0   0	Subtotal	4,385	235	1,235	1,235	235	3,743	3,743	9,821	9,821	972	972	4,385	40,781	18.88%
Amortization Expense  Cash Available															
Cash Available		0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Satimated Taxes@ 20%	Amortization Expense														
Satimated Taxes 0 20%	Cash Available	4,385	235	1,235	1,235	235	3,743	3,743	9,821	9,821	972	972	4,385	40,781	18.88%
Anticipated Draw 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0														9.420	
Notes to Operating Forecast Year One (Income Statement): File.Miralles.XLS, Year 1 Cashflow Updated: 12/7/21  Expense is variable and based on % of monthly sales to total sales.		0	0	n	n	n	0	n	n	n	0	n	0		
Notes to Operating Forecast Year One (Income Statement): File.Miralles.XLS, Year 1 Cashflow Updated: 12/7/21  Expense is variable and based on % of monthly sales to total sales.			0		U	- 0									
Expense is variable and based on % of monthly sales to total sales.															
Expense is variable and based on % of monthity sales to total sales.  Payroll expense estimated at 16% of payroll  In a continuous c					File.Miralles.X	LS, Year 1 Cash	flow		Updated: 12/7	7/21					
1 dyfuli Capelise Calminicus at 10 m ta paytuli	Expense is variable and based on % of	navroll	es to total sales.												
	. Fayron expense estimated at 16% of	payron													

File.Miralles.XLS, Year 2 Cashflow	T	Т		1	р	ink Ke	Hle	7	1	T	Γ		T	T
Updated: 12/7/21			-	-		April Mira		-	-	-	-	-	-	-
Prepared by the Small Business Dev with information provided by client		enter				hflow for Ye					-			_
Month	Start-up	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
Cash On Hand	40,78	31 40,7	31 47,308	8 48,629	50,951	53,273	54,59	5 60,32	66,050	79,164	92,277	94,525	96,773	82
Cash Receipts Sales	-	0 22,50	00 13,500	13,500	13,500	13,500	24,75	0 24,750	45,000	45,000	15,750	15,750	22,500	
Col of A/R <sup>™</sup> Cash From Investment		0	0 (		0	(		0 (	) (	0	0	0	0	
Total Receipts		0 22,50	0 13,500	13,500	13,500	13,500	24,75		45,000		15,750	15,750	22,500	270
Total Cash Available	40,78	63,28	60,808	62,129	64,451	66,773	79,34	5 85,072	111,050	124,164	108,027	110,275	119,273	1,09
Cash Paid Out Purchases		0 6,22	5 4,725	4.770	4700	100	0.70	0 500	477.400	47.400				
												5,475		
Payroll Payroll Expense @ 16%		0 4,80									3,360 538	3,360 538		5
Accounting & Legal Advertising*		0 50		500	500	500	500	500	500	500	500	500	500	
Common Area Charges			0 0	0	0	0		0	0	0	0	0	0	
Disability Insurance Dues & Subscriptions			0 0	0	0			0 0				0		_
Car and Delivery Closing Costs	-		0 0					0 0				0		
Insurance (Liability/Property) Licenses & Permits		0 20	0 200	200	200	200	200	200	200	200	200	200	200	
Office Expense		0	0 0	0	0	50					50	50		_
Operating Supplies* Office Supplies			0 0									0		
Repairs & Maintenance		0	0	0	0	0	0	0	0	0	0	0	0	
Real Estate Rent/ Utilities/ Maintenance		2,50		1,500	1,500	2,500	. 2,500	2,500	1,500	1,500	2,500	2,500	2,500	-2
Verizon Internet & Telephone Post machine (clover)		50 170			50 102	50 102	50 187		50 340	50	50 119	50 119	50 170	
/ehicle Expense*			0	0	0	0	0	0	0	0	0	0	0	
nterest-\$35,000; 5 yrs; 5.% nterest-\$; yrs;%			0	0			108	0		0	99 0	97 0	0	
nterest-\$; yrs.;% nterest-\$; yrs; %			0 0		0	0		0	0	0	0	0	0	
/liscellaneous*	0		0		0	0	0				0	0		
nventory														
ubtotal	0	15,433	11,635	10,633	10,631	11,628	18,470	18,468	31,330	31,327	12,940	12,938	15,407	20
ther Income/Expense	<b> </b>	<del> </del>												-
Income Expense														
ubtotal	0	15,433	11,635	10,633	10,631	11,628	18,470	18,468	31,330	31,327	12,940	12,938	15,407	20
oan Principal rinc\$35,000; 5 yrs;5%	0	541	543	546	540	Fro								
rinc\$; vrs;%	0	0	0	546 0	548 0	550 0	552 0		557 0	559 0	562 0	564 0	566 0	
rincS; yrs; % rincS; yrs; %	0			0	0	0	0	0	0	0	0	0	0	
rincS; yrs; %	0													
inc	0													
rinc	0		-											
npital Purchases and/Building/Renovation	0	0	0	0	0	0	0	0	0					
ulpment/ Computer Equipment	0	0	0	0	0	0	0	0	0	0	0	0	0	
ctures/Furniture	0		0	0	0	0	0	0	0	0	0	0	0	
çn	0		0	0	0	0	0	0	0	0	0	0	0	
tal Cash Pald Out	0	15,973	12,178	11,178	11,178	12,178	19,022	19,022	31,886	31,886	13,502	13,502	15,973	20
sh Position of Month	40,781	47,308	48,629	50,951	53,273	54,595	60,322	66,050	79,164	92,277	94,525	96,773	103,299	88
							,	,000	.,,,,,,			,,,,,,		
on-Cash Expenses														
nortization	0	0	0	0	0	0	0	0	0	0	0	0	0	
preciation	0	0	0	0	0	0	0	0	0	0	0	0	0	
tes to Cash Flow Year One:			I	File.Miralles.XL	S, Year 2 Cas	0		Updated: 12/7	//21					
Cash flow is based on Year One Ope	rating Foreca	st (Income Stat	ement).	-	-			-						
.Miralles.XLS, Year 2 Cashflow					Pin	k Kett	e						+	
dated: 12/7/21						ril Miralles								
pared by the Small Business Develo	ment Cente	г		2	ing Forecast for	V - T - /	]							
i intornation provided by Cheri				Operar	ing Forecast 10	r rear Iwo (	Income State	ement)						
28	January	February	March	April	May	June	July	August	September	October 1	November	December	Total	% o Sale
f Sales	8.33%	5.00%	5.00%	5.00%	5.00%	9.17%	9.17%	16.67%	16.67%	5.83%	5.83%	8.33%	100.00%	3216
cial Milk Tea	4,500	4,500	4,500	4,500	4,500	9,000	9,000	18,000	18,000	4,500	4,500	4,500	90,000	33
reshing Fruit Tea fee and Expresso	2,250 6,750	2,250 2,250	2,250 2,250	2,250 2,250	2,250 2,250	4,500 2,250	4,500 2,250	9,000 4,500	9,000	2,250	2,250	2,250	45,000	16
oothies and Slushies	2,250	2,250	2,250	2,250	2,250	4,500	4,500	9,000	4,500 9,000	4,500 2,250	4,500 2,250	6,750 2,250	45,000 45,000	16 16
ssic Tea	6,750	2,250	2,250	2,250	2,250	4,500	4,500	4,500	4,500	2,250	2,250	6,750	45,000 0	
al Sales	22,500	13,500	13,500	13,500	13,500	24,750	24,750	45,000	45,000	15,750	15,750	22,500	270,000	100
t of Goods*														
cial Milk Tea reshing Fruit Tea	1,500 1,125	1,500 1,125	1,500 1,125	1,500 1,125	1,500 1,125	3,000 2,250	3,000 2,250	6,000 4,500	6,000 4,500	1,500 1,125	1,500 1,125	1,500	30,000 22,500	11.
	2,250	750	750	750								1,125		8. 5.
ee and Expresso othies and Slushies	750	750	750	750	750 750	750 1,500	750 1,500	1,500 3,000	1,500 3,000	1,500 750	1,500 750	2,250 750	15,000 15,000	5.

	0.1			T		т	т —	T		T	т		1 0	
Total Cost of Goods	6,225	4,725	4,72	5 4,72	5 4,72	5 8,700	8,70	0 17,400	17,400	5,475	5,475	6,225	94,500	35.00%
Gross Profit	16,275	8,775	8,77	5 8,77	5 8,773	5 16,050	16,05	0 27,600	27,600	10,275	10,275	16,275	175,500	65.00%
				7										
Expenses	1			1								<u> </u>		
Payroll Expense @ 16%	4,800 768											4,800 768		21.33% 3.41%
Accounting & Legal	500	500		500	500					500				2.22%
Advertising*	50											50		0.22%
Common Area Charges Disability Insurance	0	0				0 0		0 0						0.00%
Dues & Subscriptions	0					0 0		0 0		0	0			0.00%
Car and Delivery	0			) (				0 0						0.00%
Closing Costs Insurance (Liability/Property)	200				200			0 200				200		0.00%
Licenses & Permits	50											50		0.22%
Office Expense	0	0						) 0						0.00%
Operating Supplies* Office Supplies	0				0			0 0						0.00%
Repairs & Maintenance	0				0			0						0.00%
Depreciation	0													0.00%
Real Estate Rent/ Utilities/ Maintenance	2,500		1,500								2,500	2,500	26,000	0.00% 9.63%
Verizon Internet & Telephone	50	50	50	50	50	50	50	50	50	50	50	50	600	0.22%
Post machine (clover)	170	102	102	102	102	187	187	340	340	119	119	170	2,040	0.76%
Vehicle Expense* Interest-\$35,000; 5 yrs; 5.%	120		115		110			0 104			97	94	1,283	0.00%
Interest-\$55,000,5 \$15,5.8	0							0				0		0.00%
Interest-\$; yrs.;%	0							0						0.00%
Interest-\$; yrs; % Miscellaneous*	0												0	0.00%
Wilscenarieous	"				-	"		-	-	-	· ·			0.00%
Total Expenses	9,208	6,910	5,908	5,906	6,903	9,770	9,768	13,930	13,927	7,465	7,463	9,182	106,339	39.38%
								-						
Net Profit/Loss before	7,067	1,865	2,867	2,869	1,872	6,280	6,282	13,670	13,673	2,810	2,812	7,093	69,161	25.62%
other income/expense														
Other Income/expense Income														
Expense													S are now 1	
Net Income/Expense														
Net Profit/Loss	7,067	1,865	2,867	2,869	1,872	6,280	6,282	13,670	13,673	2,810	2,812	7,093	69,161	25.62%
D. D. J. J. D				ļ										
Less Principal Payments Princ\$35,000; 5 yrs;5%	541	543	546	548	550	552	555	557	559	562	564	566	6,643	2.46%
PrincS; yrs;%	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
PrincS; yrs; %	0	0	0				0		0		0	0	0	0.00%
Princ5; yrs; % Princ5; yrs; %		0	U	0	U	0	0			- 0		U	0	0.00%
Princ														
Princ.														
Princ														
Subtotal	6,527	1,322	2,322	2,322	1,322	5,728	5,728	13,114	13,114	2,248	2,248	6,527	62,518	23.15%
Add Ins														
Depreciation Expense Amortization Expense	0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Cash Available	6,527	1,322	2,322	2,322	1,322	5,728	5,728	13,114	13,114	2,248	2,248	6,527	62,518	23.15%
Sstimated Taxes@ 20%								<del>                                     </del>					13,832	
Anticipated Draw	0	0	0	0	0	0	. 0	0	0_	0	0	0	0	
let Available													48,686	
Notes to Operating Forecast Year One	(Income State	ment):		File.Miralles.X	LS, Year 2 Casl	rflow		Updated: 12/	7/21					
Expense is variable and based on % of Payroll expense estimated at 16% of	of monthly sa	les to total sales												
, rayron expense estimated at 16% of	payroll	- CANA 11 TA												

Time   Person   19   19   19   19   19   19   19   1										1	Т		Г		
Proceedings											-	-			
March   Stand   Stan	Prepared by the Small Business Devel	opment Cent	er												
Separate		Start-up	January	February	March	April	May	June	July	August	September	October	November	December	TOTAL
Section   Column		103,299	103,299	113,336	116,517	120,698	124,879	128,060	137,187	146,313	165,212	184,111	188,537	192,964	
Control   Cont		0	28,124	16,875	16,875	16,875	16,875	30,937	30,937	56,249	56,249	19,687			337,490
Time   Part	Col of A/R**		0	0									0		0
Company	Total Receipts	0	28,124	16,875	16,875	16,875	16,875	30,937	30,937	56,249	56,249 221,461				
Function		100,255	131,425	150,211	100,072	137,575	141,754	130,550	100,12	202,002					
Fired Enema 1184		0	7,781	5,906	5,906	5,906	5,906	10,875	10,875	21,750	21,750	6,844	6,844	7,781	118,125
Account fulfull    1			5,280												
Common Charters											500	500	500	500	6,000
Cameria political property   0		0													0
Company	Disability Insurance	0	0	0	0	0	0	0	0						
Second Column   Second Colum	Car and Delivery		0	0	_0	0	0	0	0	0	0	0	0	0	0
Selection	Insurance (Llability/Property)	0	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Colors beging	Office Expense	0	0	0	0	0	0	0	0	0	0	0	0_	0	0
Find Points	Office Supplies	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Second   S	Real Estate	0	0	0	0	0	0	0	0	0	0	0	0	0	0
The machine (Ferent   19	Rent/ Utilitles/ MaIntenance								50	50	50	50	50	50	600
	Post machine (clover)		170	102	102	102	102	187	187	340	340	119 0	119 0	0	0
Internet Num N	Interest-\$35,000; 5 yrs; 5.%	0	92	89	87	85	82	80	77	75	73	70	68	65	943
Miscellaneout	Interest-\$; yrs.;%		0	0	0	0	0	0	0	0	0	0	0	0	0
Selected	Miscellaneous*													0	0
Company   Comp	Inventory	0													
Company   Comp															
Company   Comp															
	Subtotal	0	17,518	13,123	12,120	12,118	13,115	21,229	21,227	36,765	36,762	14,670	14,668	17,491	230,806
Expense															
Lean Friedgal															
Fries, SS, SS, SS, SS, SS, SS, SS, SS, SS, S	Subtotal	0	17,518	13,123	12,120	12,118	13,115	21,229	21,227	36,765	36,762	14,670	14,668	17,491	230,806
Prince Symps							570	F04	507	FOE	E00	E00	E02	505	6 983
Prince d, year, X	PrincS; yrs;%	0	0	0	0	0	0	0	0	0_	0	0	0	0	0
Princ. 0	PrincS; yrs; %	0													
Trinc.   0															
Capital Purchases    O	Princ						-								
Land Floriditing/Renovation		0													
Filture Fluribure    0	Land/Building/Renovation														
Carbon   C	Fixtures/Furniture	0	0	0	0	0	0	0	0	0	0				
Total Cash Paid Out 0 18,096 13,594 12,694 12,694 13,694 21,810 21,810 37,350 37,350 15,261 15,261 15,261 15,260 15,261 1	Sign	0													0
Cash Fosition of Month 103,299 113,336 116,517 120,698 124,879 122,600 137,187 146,513 165,212 184,111 188,537 192,646 203,001 1,374,116	Total Cash Paid Out		18,086	13,694	12,694	12,694	13,694	21,810	21,810	37,350	37,350	15,261	15,261	18,086	237,789
Non-Cash Expenses	Cash Position of Month	103,299	113,336	116,517	120,698	124,879	128,060	137,187	146,313	165,212	184,111	188,537	192,964	203,001	1,924,116
Amortization 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															0
Notes to Cash Flow Year Onc:	Non-Cash Expenses														
Notes to Cash Flow Year One:   File.Miralles.XLS, Year 3 Cash   Updated: 12/7/21	Amortization Depreciation														
Cash flow is based on Year One Operating Forecast (Income Statement).															
Prepared by the Small Business Development Center	1. Cash flow is based on Year One Open	ating Forecas	I (Income State												
Prepared by the Small Business Development Center															
Prepared by the Small Business Development Center															
Prepared by the Small Business Development Center															
Prepared by the Small Business Development Center	File.Miralles.XLS, Year 3 Cashflow														
Operating Forecast for Year Three   Income Statement	Updated: 12/7/21 Prepared by the Small Business Develop	ment Center				A.	pril Miralle	s							
Sales January February March April May June July August September October November December Total Sales X of Sales 8.33% 5.00%	with information provided by Client				Operat	ing Forecast fo	r Year Three	Income Stat	ement)						
Second   S		-	F-L	W. I	A11	)/:	Ti	Testes	August	Santambar	October	November	December	Total	
Refreshing Fruit Tea 2,813 2,8	Sales % of Sales														Jaies
Ceffee ships Fruit Tea   2,813   2,8	Special Milk Tea			5,625		5,625									
Simonthies and Stushies   2,813   2,	Refreshing Fruit Tea	2,813	2,813	2,813	2,813	2,813 2,813	2,813	2,813	5,625	5,625	5,625	5,625	8,438	56,250	16.67%
Cotal Sales   28,124   16,875   16,875   16,875   16,875   30,937   30,937   56,249   56,249   19,687   19,687   28,124   337,490   100,00\( \)   Cotal Goods*   Cotal Go	Smoothies and Slushies	2,813	2,813	2,813	2,813	2,813	5,625	5,625	11,250	11,250				56,240	16.67%
Color Sales   20,174   10,075   1,07														0	100.00%
Special Milk Tea   1,875   1,875   1,875   1,875   1,875   1,875   3,750   3,750   2,500   7,500   1,875   1,875   1,875   3,750   1,1115		20,124	10,6/5	10,0/3	10,073	10,873	30,337	30,731	50,247	50,217	.,,,,,,	,500	,	.,,,,,	
referenting Prun rea 1,400 1,4	Special Milk Tea			1,875						7,500					
moothles and Slushies 938 938 938 938 938 1,875 1,875 3,750 3,750 938 938 938 938 18,750 5,56%	Refreshing Fruit Tea Coffee and Expresso	2,813	938	938	938	938	938	938	1,875	1,875	1,875	1,875	2,813	18,750	5.56%
	Smoothles and Slushies	938	938 750		938 750										5.56%

Test Cord Goods 7781 5396 5,906 5,906 10,075 10,075 10,075 12,750 2,544 6,544 7,721 11,111,125 (Gross Profit 20,044 10,044 10,046 10,04														0	
George Freith 93.42 18.48 10.946 10.946 20.062 20.082 30.692 30.692 12.645 20.546 20.5			5.906	5.906	5.906	5.906	10.875	10.875	21,750	21,750	6.844	6.844	7,781		35.00%
Secretary   Secr															
Execution   1.5   2.5	Gross Profit	20,342	10,968	10,968	10,968	10,968	20,062	20,062	34,499	34,499	12,843	12,843	20,342	219,365	65.00%
Execution   1.5   2.5	Expenses		-	ļ		ļ			-	<del>                                     </del>		-			
Firroll Expense 9   15	SAPERBED.														
According & Legal   500   50															18.77%
Accentaing:    Soliday   S															3.00% 1.78%
Company Aces Charges												50			0.18%
Disability Insurance		- 30	0	0									0		0.00%
Dess & Subscriptions	Disability Insurance	0				0						0			0.00%
Clearing Costs	Dues & Subscriptions														0.00%
Insurance (Labellus Property)											0	0			0.00%
Literoses   90   50   50   50   50   50   50   50											200	200			0.00%
Office Expresses  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															0.71%
Operating Supplies*			0												0.00%
Office Supplies  0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															0.00%
Regalar & Maintenance									0						0.00%
Real Pathies	Repairs & Maintenance	0	0	0	0	0	0	0	0	0	0	0			0.00%
Rent / Utilities / Ministenance														0	0.00%
Verzian Internet & Telephone   50   50   50   50   50   50   50   5	Real Estate								0	0	0	0			0.00%
First machine (clover)	Rent/ Utilitles/ Maintenance					2,500				1,500					7.70% 0.18%
Vehicle Expenses	Verizon Internet & Telephone	50	50	50	50	50				50		110	170	2 040	0.18%
Interest   55,000   5 yrs. 5															0.00%
Interest 5y yrs; X	Interest \$35,000: 5 yes: 5 %	97													0.28%
Interest 5, yrs, X, K	Interest-\$: vrs:%														0.00%
Interests/ryrs_X										0					0.00%
Miscellaneous* 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			0							0	0				0.00%
Net Profit/Loss before   10,606   3,752   4,754   4,757   3,759   9,707   9,710   19,484   19,487   5,017   5,019   10,632   106,684    Other income/expense		0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Net Profit/Loss before 10,606 3,752 4,754 4,757 3,759 9,707 9,710 19,484 19,487 5,017 5,019 10,632 106,684															
Net Profit/Loss before 10,606 3,752 4,754 4,757 3,759 9,707 9,710 19,484 19,487 5,017 5,019 10,632 106,684															
Net Profit/Loss before 10,606 3,752 4,754 4,757 3,759 9,707 9,710 19,484 19,487 5,017 5,019 10,632 106,684	7-1-15	0776	7.214	6314	(212	7 200	10.254	10.253	15.015	15.012	7 927	7 924	9.710	112 681	33,39%
Other income / expense	Total Expenses	9,736	7,216	6,214	6,212	7,209	10,354	10,352	15,015	15,012	7,027	7,024	9,710	112,001	33.35 A
Other Income/expense															
Chher Income   Cexpense   Christome   Cexpense   Christome   Cexpense   Christome   Cexpense   Ce	Net Profit/Loss before	10,606	3,752	4,754	4,757	3,759	9,707	9,710	19,484	19,487	5,017	5,019	10,632	106,684	31.61%
Colber Income															
Expense															
Net Profit/Loss															
Net Profit/Loss	Expense														
Less Principal Payments Princ, \$35,000, 5 yrs;5% 569 571 573 576 578 581 583 585 588 590 593 595 6,983 Princ, \$15, yrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Net Income/Expense							-					-		
Less Principal Payments Princ, \$35,000, 5 yrs;5% 569 571 573 576 578 581 583 585 588 590 593 595 6,983 Princ, \$15, yrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Not Profit / Loss	10.606	3 752	4 754	4 757	3 750	9 707	9.710	19 484	19 487	5.017	5.019	10 632	106 684	31.61%
Princ - 35, 1975   569   571   573   576   578   581   583   585   588   590   593   595   6,983     Princ - 35, 1975   775	Net Fronty Loss	10,000	3,732	4,734	4,131	3,737	2,107	2,710	12,404	17,407	5,017	0,017	10,002	100,001	01.0170
Princ - 35, 1975   569   571   573   576   578   581   583   585   588   590   593   595   6,983     Princ - 35, 1975   775	Less Principal Payments														
Princ\$; yrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Princ\$35,000; 5 yrs;5%														2.07%
Princ\$; yrs; % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															0.00%
Princ Princ.															0.00%
Princ Princ Princ Subtotal 10,037 3,181 4,181 4,181 3,181 9,127 9,127 18,899 18,899 4,426 4,426 10,037 99,701  Add Ins Depreciation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		0	0	0	0	0	0	0	0	0	0	0	0	0	0.00%
Princ Princ Princ Subtotal 10,037 3,181 4,181 4,181 3,181 9,127 9,127 18,899 18,899 4,426 4,426 10,037 99,701  Add Ins Deprectation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															
Princ Subtotal 10,037 3,181 4,181 4,181 3,181 9,127 9,127 18,899 18,899 4,426 4,426 10,037 99,701  Add Ins Depreciation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															
Subtotal 10,037 3,181 4,181 4,181 3,181 9,127 18,899 18,899 4,426 4,426 10,037 99,701  Add Ins Deprectation Expense 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0															
Add Ins Deprectation Expense															
Add Ins Depreciation Expense D	Subtotal	10,037	3,181	4,181	4,181	3,181	9,127	9,127	18,899	18,899	4,426	4,426	10,037	99,701	29.54%
Depreciation Expense   0   0   0   0   0   0   0   0   0															
Amortization Expense  Cash Available 10,037 3,181 4,181 4,181 3,181 9,127 9,127 18,899 18,899 4,426 4,426 10,037 99,701  Estimated Taxes@ 20%															
Cash Available 10,037 3,181 4,181 4,181 3,181 9,127 9,127 18,899 18,899 4,426 4,426 10,037 99,701  Estimated Taxes® 20%		0	0	. 0	0	0	0	0	0	0	0	0	0	0	0,00%
Stimated Taxes® 20%	Amortization Expense														
Stimated Taxes® 20%	Cook Assortishing	10.027	2 101	4101	4 101	2 101	0.127	0.137	10 000	10 000	4.424	4.424	10.027	99 701	29.54%
Anticipated Draw 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Cash Available	10,037	3,161	4,181	4,181	3,181	9,127	9,12/	10,099	10,099	4,420	4,420	10,037	77,701	27.04 70
Anticipated Draw 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Fetimated Taxee 20°													21.337	
Notes to Operating Forecast Year One (Income Statement): File.Miralles.XLS, Year 3 Cashflow Updated: 12/7/21  Expense is variable and based on % of monthly sales to total sales.	Anticipated Draw	0	n	n	n	0	0	n	0	n	0	0	n		
Notes to Operating Forecast Year One (Income Statement): File.Miralles.XLS, Year 3 Cashflow Updated: 12/7/21  Expense is variable and based on % of monthly sales to total sales.											- "				
Expense is variable and based on % of monthly sales to total sales.															
Expense is variable and based on % of monthly sales to total sales.	Notes to Operating Forecast Year One	Income State	ment):		File.Miralles.XI	S, Year 3 Cashi	low		Updated: 12/7	7/21					
. Payroll expense estimated at 16% of payroll	Expense is variable and based on % of	f monthly sal	es to total sales.												
	I. Payroll expense estimated at 16% of p	payroll													

#### File.Miralles.XLS, Year 1 Cashflow

#### Application and Expected Effect of Loan

#### Pink Kettle

**April Miralles** 

# Prepared by the Small Business Development Center with information provided by client Updated: 12/7/21

Uses of the Funds:				\$ 4	Amount
Rent & Security Deposit	\$	5,200		\$	5,200
Renovations/Construction	\$	15,000			
Building	•				
Parking Lot	\$	45 000	-	\$	15,000
Subtotal	\$	15,000		\$	11,249
Equipment	Φ	11,249 9,500		φ	11,243
Appliances Computer & Software	\$ \$	<del>-</del>			
Subtotal	\$	9,500	- ,	\$	9,500
Subiolai	Ψ	9,500		Ψ	0,000
Signage	\$	-			
Subtotal	\$	-		\$	-
Miscellaneous	\$			\$ \$ \$	-
Inventory	\$	6,300		\$	6,300
Working Capital					
Advertising	\$	-			
Closing Costs	\$ \$ \$	•			
Insurance	\$	-			
Licence/Permits	\$	-			
Office Expense	\$	•			
Operating Supplies					
Telephone Deposit	\$	-			
Equity Injection					
Reserves	\$	-			
Subtotal Working Capital	\$	-			-
Total Project					47,249
Sources of Funding:					
_			% of Total		
Personal Cash/Equity	\$	12,249	25.9%	\$	12,249
Bank Loan, 5 yrs, 5.00% interest	\$	35,000	74.1%	\$	35,000
DANC Loan, 5 yrs, 5.00 % interest	\$	-	0.0%	_\$_	.=:
•					
Total Funding			100.0%	\$	47,249

Year 2 Assumption, 25% increase in sales, COGS & payroll Year 3 Assumption, 25% increase in sales & COGS, 10% increase in payroll