

Simplified Proforma - CRC 2008
FY - 2009 - 30 Day Budget - June / July

Exhibit A	Fessler DD	Goodlettsville DD/BR	Gallatin DD	Gallatin BR	Lebanon DD	Mt Juliet DD/BR	Hermitage DD/BR	Current State	
								Totals:	%
Average Weekly Sales	\$ 5,990.61	\$ 11,290.25	\$ 7,566.22	\$ 5,184.26	\$ 7,274.38	\$ 12,750.52	\$ 11,608.23	\$ 61,664.47	
Net Sales (Mo)	\$ 25,959.31	\$ 48,924.42	\$ 32,786.95	\$ 22,465.13	\$ 31,522.31	\$ 55,252.25	\$ 50,302.33	\$ 267,212.70	
Variable Costs									
2.0% Dunkin' Marketing	519.19	978.49	655.74	449.30	630.45	1,105.05	1,006.05	5,344.25	2.0%
0.0% Dunkin' Royalty	-	-	-	-	-	-	-	-	0.0%
24.0% Direct Labor	6,230.23	11,741.86	7,868.87	5,391.63	7,565.36	13,260.54	12,072.56	64,131.05	24.0%
33.0% Food and Paper	8,566.57	16,145.06	10,819.69	7,413.49	10,402.36	18,233.24	16,599.77	88,180.19	33.0%
1.6% Credit Card Fees	415.35	782.79	524.59	359.44	504.36	884.04	804.84	4,275.40	1.6%
2.3% Payroll Processing	143.30	270.06	180.98	124.01	174.00	304.99	277.67	1,475.01	0.6%
15.5% Payroll tax + Work comp	965.69	1,819.99	1,219.67	835.70	1,172.63	2,055.38	1,871.25	9,940.31	3.7%
Total Variable Cost	\$ 16,840.32	\$ 31,738.25	\$ 21,269.55	\$ 14,573.58	\$ 20,449.16	\$ 35,843.24	\$ 32,632.13	\$ 173,346.22	64.9%
<i>Variable Cost %</i>	<i>64.9%</i>	<i>64.9%</i>	<i>64.9%</i>	<i>64.9%</i>	<i>64.9%</i>	<i>64.9%</i>	<i>64.9%</i>	<i>64.9%</i>	
Gross Margin \$	\$ 9,118.99	\$ 17,186.17	\$ 11,517.40	\$ 7,891.55	\$ 11,073.16	\$ 19,409.01	\$ 17,670.20	\$ 93,866.48	35.1%
<i>Gross Margin %</i>	<i>35.13%</i>	<i>35.13%</i>	<i>35.13%</i>	<i>35.13%</i>	<i>35.13%</i>	<i>35.13%</i>	<i>35.13%</i>	<i>35.13%</i>	
Fixed Costs									
Mgr's Wage + Benefits	2,333.33	6,160.00	1,913.33	1,913.33	-	3,266.67	3,028.33	18,615.00	7.0%
Life Policy	100.00	100.00	100.00	100.00	100.00	100.00	100.00	700.00	0.3%
Gas	-	\$320.00	\$149.00	-	189.00	200.00	200.00	1,058.00	0.4%
Electric	-	\$2,400.00	\$1,400.00	900.00	1,400.00	2,300.00	2,000.00	10,400.00	3.9%
Water	-	\$496.00	-	-	-	200.00	250.00	946.00	0.4%
Telephone + internet	260.00	\$260.00	\$200.00	108.00	220.00	210.00	220.00	1,478.00	0.6%
Insurance	340.00	\$340.00	-	300.00	340.00	300.00	300.00	1,920.00	0.7%
Cleaning	50.00	\$50.00	\$50.00	-	50.00	50.00	50.00	300.00	0.1%
Laundry (Cintas)	219.00	\$219.00	\$133.00	-	133.00	133.00	133.00	970.00	0.4%
Repairs and Maintenance	300.00	\$300.00	\$300.00	200.00	300.00	300.00	300.00	2,000.00	0.7%
Personal Property Tax	150.00	\$150.00	\$150.00	150.00	150.00	150.00	150.00	1,050.00	0.4%
0.1% Cash Over / (short)	25.96	48.92	32.79	22.47	31.52	55.25	50.30	267.21	0.1%
Bank Charges	100.00	\$100.00	\$100.00	100.00	100.00	100.00	100.00	700.00	0.3%
Security	50.00	\$50.00	-	50.00	50.00	50.00	50.00	300.00	0.1%
Pest Control	30.00	\$30.00	\$30.00	30.00	30.00	30.00	30.00	210.00	0.1%
NTIC	212.00	\$212.00	\$212.00	-	212.00	212.00	212.00	1,272.00	0.5%
Music	-	\$48.95	\$48.95	-	48.95	-	-	146.85	0.1%
Maintenance Contract	200.00	\$200.00	\$200.00	200.00	200.00	200.00	200.00	1,400.00	0.5%
Tell Us About it	-	-	\$0.00	-	-	-	-	-	0.0%
Mystery Shop Program	35.00	35.00	35.00	35.00	35.00	35.00	35.00	245.00	0.1%
Legal/Accounting/UST Fees	562.50	562.50	562.50	562.50	562.50	562.50	562.50	3,937.50	1.5%
Radiant Maint Agreement	300.00	\$300.00	\$300.00	300.00	300.00	300.00	300.00	2,100.00	0.8%
SEI	70.83	70.83	70.83	-	70.83	70.83	70.83	425.00	0.2%
Misc	200.00	\$200.00	\$0.00	200.00	200.00	200.00	200.00	1,200.00	0.4%
								-	0.0%
Net Fixed Costs	\$ 5,538.63	\$ 12,653.21	\$ 5,987.40	\$ 5,171.30	\$ 4,722.81	\$ 9,025.25	\$ 8,541.97	\$ 51,640.56	19.3%
	<i>21.3%</i>	<i>25.9%</i>	<i>18.3%</i>	<i>23.0%</i>	<i>15.0%</i>	<i>16.3%</i>	<i>17.0%</i>	<i>19.3%</i>	
EBITA (less Major Costs)	\$ 3,580.36	\$ 4,532.96	\$ 5,530.00	\$ 2,720.25	\$ 6,350.35	\$ 10,383.76	\$ 9,128.24	\$ 42,225.92	15.8%
<i>Percentage</i>	<i>13.79%</i>	<i>9.27%</i>	<i>16.87%</i>	<i>12.11%</i>	<i>20.15%</i>	<i>18.79%</i>	<i>18.15%</i>	<i>15.80%</i>	
Major Costs									
Rent	\$1,817.15	\$5,167.00	\$2,000.00	\$1,500.00	\$2,406.34	\$4,100.00	\$3,521.16	20,511.65	7.68%
Admin / Local Store Mkting	\$1,168.17	\$2,201.60	\$1,475.41	\$1,010.93	\$1,418.50	\$2,486.35	\$2,263.60	12,024.57	4.50%
DCP Equipment Lease	-	\$650.00	\$580.00	-	\$620.00	-	\$650.00	2,500.00	0.94%
Total Costs	\$ 2,985.32	\$ 8,018.60	\$ 4,055.41	\$ 2,510.93	\$ 4,444.84	\$ 6,586.35	\$ 6,434.77	\$ 35,036.23	13.1%
<i>Percentage of Sales</i>	<i>11.5%</i>	<i>16.4%</i>	<i>11.2%</i>	<i>11.2%</i>	<i>14.1%</i>	<i>11.9%</i>	<i>12.8%</i>	<i>13.11%</i>	
Network Net Cashflow (Mo)	\$ 595.04	\$ (3,485.64)	\$ 1,474.58	\$ 209.32	\$ 1,905.51	\$ 3,797.41	\$ 2,693.47	\$ 7,189.69	2.7%