



Exterior Express Car Wash Pro Forma

Prepared For:

702 Quentin Road
Lebanon, PA 17042

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Exterior Express Car Wash Pro Forma

Name	
Company	
Address	702 Quentin Road Lebanon, PA 17042

BREAK EVEN ANALYSIS

Monthly Wash Volume			Break Even	Year One
			6,677	4,402
Revenue				
On-Line Service Description	Price Per Unit	Percentage of Customers	Average Monthly	
			Break Even	Year One
Basic Package	\$ 10.00	55%	\$ 36,723.48	\$ 24,208.41
Menu Package #1	\$ 14.00	20%	\$ 18,695.59	\$ 12,324.28
Menu Package #2	\$ 18.00	10%	\$ 12,018.59	\$ 7,922.75
Menu Package #3	\$ 22.00	5%	\$ 7,344.70	\$ 4,841.68
Menu Package #4	\$ 26.00	10%	\$ 17,360.19	\$ 11,443.98
Total On-Line Revenue			\$ 92,142.56	\$ 60,741.10
Bank and Credit Card Fees	3.00%	75%	\$ (2,073.21)	\$ (1,366.67)
Total Revenue			\$ 90,069.35	\$ 59,374.42
Total Revenue Per Car			\$ 13.49	\$ 13.49
Operational Expenses				
Expense Description	% of Sales		Break Even	Year 1
Advertisements and Promotions	3.0%		\$ 2,702.08	\$ 1,781.23
Chemical Supplies	6.1%		\$ 5,455.40	\$ 3,679.02
Customer Claims	1.0%		\$ 900.69	\$ 593.74
Insurance	1.1%		\$ 1,000.00	\$ 1,000.00
Labor	26.9%		\$ 24,791.00	\$ 24,791.00
Legal and Professional Fees	1.0%		\$ 900.69	\$ 593.74
Licenses and Taxes	1.0%		\$ 900.69	\$ 593.74
Miscellaneous	1.5%		\$ 1,351.04	\$ 890.62
Property Repairs and Maintenance	1.0%		\$ 900.69	\$ 593.74
Real Estate Taxes	2.2%		\$ 2,000.00	\$ 2,000.00
Refuse Collection	1.0%		\$ 900.69	\$ 593.74
Utilities - Electric, Water, Phone	8.0%		\$ 7,205.55	\$ 4,749.95
Total Operational Expense			\$ 49,008.53	\$ 41,860.54
Net Monthly Operational Cash Flow			\$ 41,060.82	\$ 17,513.88

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BREAK EVEN ANALYSIS

Investment Item	Total Investment	% Owner Investment	% Bank Debt Coverage	Owner Investment	Bank Debt Total
Building	\$ 1,400,000.00	20.00%	80.00%	\$ 280,000.00	\$ 1,120,000.00
Equipment	\$ 1,636,092.00	20.00%	80.00%	\$ 327,218.40	\$ 1,308,873.60
Land	\$ 2,400,000.00	20.00%	80.00%	\$ 480,000.00	\$ 1,920,000.00
Site	\$ 250,000.00	20.00%	80.00%	\$ 50,000.00	\$ 200,000.00
Soft Costs	\$ 430,000.00	20.00%	80.00%	\$ 86,000.00	\$ 344,000.00
Project Costs	\$ 6,116,092.00	20.00%	80.00%	\$ 1,223,218.40	\$ 4,892,873.60

Bank Debt Allocation

Investment Item	Bank Debt Total	Interest Rate	Term of Loan (In Months)	Monthly Payment
Building	\$ 1,120,000.00	9.00%	300	\$ 9,399.00
Equipment	\$ 1,308,873.60	9.00%	300	\$ 10,984.02
Land	\$ 1,920,000.00	9.00%	300	\$ 16,112.57
Site	\$ 200,000.00	9.00%	300	\$ 1,678.39
Soft Costs	\$ 344,000.00	9.00%	300	\$ 2,886.84
Total Debt	\$ 4,892,873.60			\$ 41,060.82

Lease Payments

Leased Items	Monthly Payment
Building	\$ -
Equipment	\$ -
Land	\$ -
Total Lease Payments	\$ -

Cash Flow Summary

	Break Even	Year One
Total Revenue	\$ 90,069.35	\$ 59,374.42
Total Operational Expenses	\$ 49,008.53	\$ 41,860.54
Net Monthly Operational Cash Flow	\$ 41,060.82	\$ 17,513.88
Less Bank Debt	\$ 41,060.82	\$ 41,060.82
Less Lease Payments	\$ -	\$ -
Net Cash Flow Per Month	\$ 0.00	\$ (23,546.94)

Exterior Express Car Wash Pro Forma

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CASH FLOW PROJECTIONS - YEAR ONE

Annual Wash Volume			Year One	Percentage of
			52,818	Revenue
Revenue				
On-Line Service Description	Price Per Unit	Percentage of Customers		
Basic Package	\$ 10.00	55%	\$ 290,500.91	39.86%
Menu Package #1	\$ 14.00	20%	\$ 147,891.37	20.29%
Menu Package #2	\$ 18.00	10%	\$ 95,073.02	13.04%
Menu Package #3	\$ 22.00	5%	\$ 58,100.18	7.97%
Menu Package #4	\$ 26.00	10%	\$ 137,327.70	18.84%
Total On-Line Revenue			\$ 728,893.18	100.00%
Bank and Credit Card Fees	3.00%	75%	\$ (16,400.10)	-2.25%
Total Revenue			\$ 712,493.08	97.75%
Operational Expenses				
Advertisements and Promotions			\$ 21,374.79	3.00%
Chemical Supplies			\$ 43,154.88	6.06%
Customer Claims			\$ 7,124.93	1.00%
Insurance			\$ 12,000.00	1.68%
Labor			\$ 297,492.00	41.75%
Legal and Professional Fees			\$ 7,124.93	1.00%
Licenses and Taxes			\$ 7,124.93	1.00%
Miscellaneous			\$ 10,687.40	1.50%
Property Repairs and Maintenance			\$ 7,124.93	1.00%
Real Estate Taxes			\$ 24,000.00	3.37%
Refuse Collection			\$ 7,124.93	1.00%
Utilities - Electric, Water, Phone			\$ 56,999.45	8.00%
Total Operational Expense			\$ 501,333.17	70.36%
Net Annual Operational Cash Flow			\$ 211,159.92	29.64%
Fixed Facility Expenses				
Total Debt Payments			\$ 492,729.81	69.16%
Total Lease Payments			-	0.00%
Total Fixed Facility Expense			\$ 492,729.81	69.16%
Net Cash Flow			\$ (281,569.89)	-39.52%

Exterior Express Car Wash Pro Forma

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CASH FLOW PROJECTIONS - YEAR TWO

Annual Wash Volume	Year Two	Percentage of
	69,714	Revenue
Revenue		
On-Line Service Description	Price Per Unit	Percentage of Customers
Basic Package	\$ 10.00	55%
Menu Package #1	\$ 14.00	20%
Menu Package #2	\$ 18.00	10%
Menu Package #3	\$ 22.00	5%
Menu Package #4	\$ 26.00	10%
Total On-Line Revenue	\$ 962,048.45	100.00%
Bank and Credit Card Fees	3.00%	75%
Total Revenue	\$ 940,402.36	97.75%
Operational Expenses		
Advertisements and Promotions	\$ 28,212.07	3.00%
Chemical Supplies	\$ 56,959.08	6.06%
Customer Claims	\$ 9,404.02	1.00%
Insurance	\$ 12,000.00	1.28%
Labor	\$ 297,492.00	31.63%
Legal and Professional Fees	\$ 9,404.02	1.00%
Licenses and Taxes	\$ 9,404.02	1.00%
Miscellaneous	\$ 14,106.04	1.50%
Property Repairs and Maintenance	\$ 9,404.02	1.00%
Real Estate Taxes	\$ 24,000.00	2.55%
Refuse Collection	\$ 9,404.02	1.00%
Utilities - Electric, Water, Phone	\$ 75,232.19	8.00%
Total Operational Expense	\$ 555,021.49	59.02%
Net Annual Operational Cash Flow	\$ 385,380.87	40.98%
Fixed Facility Expenses		
Total Debt Payments	\$ 492,729.81	52.40%
Total Lease Payments	-	0.00%
Total Fixed Facility Expense	\$ 492,729.81	52.40%
Net Cash Flow	\$ (107,348.94)	-11.42%

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CASH FLOW PROJECTIONS - YEAR THREE

Annual Wash Volume			Year Three	Percentage of
			76,209	Revenue
Revenue				
On-Line Service Description	Price Per Unit	Percentage of Customers		
Basic Package	\$ 10.00	55%	\$ 419,151.31	39.86%
Menu Package #1	\$ 14.00	20%	\$ 213,386.12	20.29%
Menu Package #2	\$ 18.00	10%	\$ 137,176.79	13.04%
Menu Package #3	\$ 22.00	5%	\$ 83,830.26	7.97%
Menu Package #4	\$ 26.00	10%	\$ 198,144.25	18.84%
Total On-Line Revenue			\$ 1,051,688.73	100.00%
Bank and Credit Card Fees	3.00%	75%	\$ (23,663.00)	-2.25%
Total Revenue			\$ 1,028,025.74	97.75%
Operational Expenses				
Advertisements and Promotions			\$ 30,840.77	3.00%
Chemical Supplies			\$ 62,266.33	6.06%
Customer Claims			\$ 10,280.26	1.00%
Insurance			\$ 12,000.00	1.17%
Labor			\$ 297,492.00	28.94%
Legal and Professional Fees			\$ 10,280.26	1.00%
Licenses and Taxes			\$ 10,280.26	1.00%
Miscellaneous			\$ 15,420.39	1.50%
Property Repairs and Maintenance			\$ 10,280.26	1.00%
Real Estate Taxes			\$ 24,000.00	2.33%
Refuse Collection			\$ 10,280.26	1.00%
Utilities - Electric, Water, Phone			\$ 82,242.06	8.00%
Total Operational Expense			\$ 575,662.83	56.00%
Net Annual Operational Cash Flow			\$ 452,362.91	44.00%
Fixed Facility Expenses				
Total Debt Payments			\$ 492,729.81	47.93%
Total Lease Payments			\$ -	0.00%
Total Fixed Facility Expense			\$ 492,729.81	47.93%
Net Cash Flow			\$ (40,366.90)	-3.93%

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CASH FLOW PROJECTIONS - YEAR FOUR

Annual Wash Volume			Year Four	Percentage of
			78,997	Revenue
Revenue				
On-Line Service Description	Price Per Unit	Percentage of Customers		
Basic Package	\$ 10.00	55%	\$ 434,486.11	39.86%
Menu Package #1	\$ 14.00	20%	\$ 221,192.93	20.29%
Menu Package #2	\$ 18.00	10%	\$ 142,195.45	13.04%
Menu Package #3	\$ 22.00	5%	\$ 86,897.22	7.97%
Menu Package #4	\$ 26.00	10%	\$ 205,393.43	18.84%
Total On-Line Revenue			\$ 1,090,165.15	100.00%
Bank and Credit Card Fees	3.00%	75%	\$ (24,528.72)	-2.25%
Total Revenue			\$ 1,065,636.43	97.75%
Operational Expenses				
Advertisements and Promotions			\$ 31,969.09	3.00%
Chemical Supplies			\$ 64,544.36	6.06%
Customer Claims			\$ 10,656.36	1.00%
Insurance			\$ 12,000.00	1.13%
Labor			\$ 297,492.00	27.92%
Legal and Professional Fees			\$ 10,656.36	1.00%
Licenses and Taxes			\$ 10,656.36	1.00%
Miscellaneous			\$ 15,984.55	1.50%
Property Repairs and Maintenance			\$ 10,656.36	1.00%
Real Estate Taxes			\$ 24,000.00	2.25%
Refuse Collection			\$ 10,656.36	1.00%
Utilities - Electric, Water, Phone			\$ 85,250.91	8.00%
Total Operational Expense			\$ 584,522.74	54.85%
Net Annual Operational Cash Flow			\$ 481,113.70	45.15%
Fixed Facility Expenses				
Total Debt Payments			\$ 492,729.81	46.24%
Total Lease Payments			\$ -	0.00%
Total Fixed Facility Expense			\$ 492,729.81	46.24%
Net Cash Flow			\$ (11,616.11)	-1.09%

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CASH FLOW PROJECTIONS - YEAR FIVE

Annual Wash Volume			Year Five	Percentage of
			84,390	Revenue
Revenue				
On-Line Service Description	Price Per Unit	Percentage of Customers		
Basic Package	\$ 10.00	55%	\$ 464,146.18	39.86%
Menu Package #1	\$ 14.00	20%	\$ 236,292.60	20.29%
Menu Package #2	\$ 18.00	10%	\$ 151,902.39	13.04%
Menu Package #3	\$ 22.00	5%	\$ 92,829.24	7.97%
Menu Package #4	\$ 26.00	10%	\$ 219,414.56	18.84%
Total On-Line Revenue			\$ 1,164,584.97	100.00%
Bank and Credit Card Fees	3.00%	75%	\$ (26,203.16)	-2.25%
Total Revenue			\$ 1,138,381.81	97.75%
Operational Expenses				
Advertisements and Promotions			\$ 34,151.45	3.00%
Chemical Supplies			\$ 68,950.47	6.06%
Customer Claims			\$ 11,383.82	1.00%
Insurance			\$ 12,000.00	1.05%
Labor			\$ 297,492.00	26.13%
Legal and Professional Fees			\$ 11,383.82	1.00%
Licenses and Taxes			\$ 11,383.82	1.00%
Miscellaneous			\$ 17,075.73	1.50%
Property Repairs and Maintenance			\$ 11,383.82	1.00%
Real Estate Taxes			\$ 24,000.00	2.11%
Refuse Collection			\$ 11,383.82	1.00%
Utilities - Electric, Water, Phone			\$ 91,070.54	8.00%
Total Operational Expense			\$ 601,659.28	52.85%
Net Annual Operational Cash Flow			\$ 536,722.53	47.15%
Fixed Facility Expenses				
Total Debt Payments			\$ 492,729.81	43.28%
Total Lease Payments			\$ -	0.00%
Total Fixed Facility Expense			\$ 492,729.81	43.28%
Net Cash Flow			\$ 43,992.72	3.86%

CUSTOMER INFORMATION

Customer Name	
Company Name	
Address Line 1	
Address Line 2	702 Quentin Road
Address Line 3	Lebanon, PA 17042

Weekly Hours of Operation	Average Daily Wash Hours
84	12

LABOR

Position	Labor Hours	Hourly Wages	Burden Rate
Manager	45	\$25.00	20%
Assistant Manager	42	\$20.00	20%
Attendants	160	\$17.00	20%

WASH PACKAGES

Packages	Price	Chemical Costs	% of Customers
Basic Package	\$ 10.00	\$0.450	55%
Menu Package #1	\$ 14.00	\$0.886	20%
Menu Package #2	\$ 18.00	\$1.054	10%
Menu Package #3	\$ 22.00	\$1.873	5%
Menu Package #4	\$ 26.00	\$2.121	10%

WASH PACKAGE CHANGES - YEAR 2 THROUGH YEAR 5

Packages	Year 2 Price	Year 3 Price	Year 4 Price	Year 5 Price
Basic Package	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00
Menu Package #1	\$ 14.00	\$ 14.00	\$ 14.00	\$ 14.00
Menu Package #2	\$ 18.00	\$ 18.00	\$ 18.00	\$ 18.00
Menu Package #3	\$ 22.00	\$ 22.00	\$ 22.00	\$ 22.00
Menu Package #4	\$ 26.00	\$ 26.00	\$ 26.00	\$ 26.00

SITE - SPECIFIC FACTORS

Area Profile	Shopping	Business	Residential	Industrial	Site Score
	1				0.150
Nearest Competition	One in 4 Miles	Multiple in 4 Miles	One in 2 Miles	Multiple in 2 Miles	Site Score
			1		0.075
Weekly Hours of Operation	More Than 70 Hours	65 - 70 Hours	60 - 64 Hours	Less Than 60 Hours	Site Score
	1				0.150
Type of Site	Corner Lot With Light	Corner Lot Without Light	Inside Lot Near Light	Inside Lot No Light	Site Score
			1		0.075
Site Accessibility	Easy In & Easy Out	Easy In/Out With Divided Highway	Easy In Or Easy Out One Way	Difficult In and Out	Site Score
	1				0.150
Entrance Stack Up Area	More Than 20 Vehicles	20 - 15 Vehicles	14 - 10 Vehicles	Less Than 10 Vehicles	Site Score
		1			0.125
Number of Free Vacuum Slots	More Than 20 Vehicles	12 - 20 Vehicles	Less Than 12 Vehicles	Coin or None	Site Score

vacuum slots		1			0.100
Number of Pay Stations	3 or More	2	1	Live Person	Site Score
		1			0.100
Visibility	More Than 500 Feet Both Directions	400 - 500 Feet Both Directions	300 - 400 Feet Both Directions	Less Than 300 Feet Both Directions	Site Score
			1		0.050
Traffic Speed	Less Than 30 MPH	30 - 40 MPH	40 - 50 MPH	More Than 50 MPH	Site Score
	1				0.150
CUMULATIVE SITE SCORE:					1.125

DEMOGRAPHIC COMPONENTS

AVERAGE HOUSEHOLD SIZE (TARGET SIZE: 2.1)	2.5	0
% of POPULATION 25 TO 65 (TARGET: 55%)	50%	-0.02
% OF HOUSEHOLDS WITH INCOMES > \$35,000 (TARGET: 50%)	70%	0.15
BASE PRICE OF CAR WASH	\$ 10.00	
CUMULATIVE DEMOGRAPHIC SCORE		0.03

SITE SCORES

FIRST YEAR - START UP - TARGET SCORE	0.96%
SECOND YEAR TARGET SCORE	1.26%
MATURE TARGET SCORE	1.53%

TRAFFIC COUNT AND PROJECTED TRAFFIC INCREASES

Traffic Count	Year 3 Increase	Year 4 Increase	Year 5 Increase
18,383	1%	1%	0%

CAR WASH VOLUME ESTIMATES

	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Yearly	52,818	69,714	76,209	78,997	84,390
Monthly	4,402	5,809	6,351	6,583	7,033
Max Daily	419	553	605	627	670
Max Hourly	45	60	66	68	73

CAR WASH ACQUISITION BUDGET

Investment Item	Total Investment	% Owner Investment	% Bank Debt Coverage	Owner Investment	Bank Debt Total
Building	\$ 1,400,000.00	20.00%	80.00%	\$ 280,000.00	\$ 1,120,000.00
Equipment	\$ 1,636,092.00	20.00%	80.00%	\$ 327,218.40	\$ 1,308,873.60
Land	\$ 2,400,000.00	20.00%	80.00%	\$ 480,000.00	\$ 1,920,000.00
Site	\$ 250,000.00	20.00%	80.00%	\$ 50,000.00	\$ 200,000.00
Soft Costs	\$ 430,000.00	20.00%	80.00%	\$ 86,000.00	\$ 344,000.00
Project Costs	\$ 6,116,092.00	20.00%	80.00%	\$ 1,223,218.40	\$ 4,892,873.60

Bank Debt Allocation

Investment Item	Bank Debt Total	Interest Rate	Term of Loan (In Months)	Monthly Payment
Building	\$ 1,120,000.00	9.000%	300	\$ 9,399.00
Equipment	\$ 1,308,873.60	9.000%	300	\$ 10,984.02
Land	\$ 1,920,000.00	9.000%	300	\$ 16,112.57
Site	\$ 200,000.00	9.000%	300	\$ 1,678.39
Soft Costs	\$ 344,000.00	9.000%	300	\$ 2,886.84
Project Costs	\$ 4,892,873.60			\$ 41,060.82

Lease Payments

Leased Items	Monthly Payment
Land	
Building	\$ -
Equipment	\$ -
Total Lease Payments	\$ -