

**Salsa's Cash Flow Projection - 1998**

	Startup	January	February	March	April	May	June	July	August	September	October	November	December	Total	% to Inc
<b>Cash (Monthly Beginning)</b>	40000	5200	7170	8201	8691	8806	9599	10547	11649	12751	13699	14263	14932		
<b>Income</b>															
<b>Cash Sales</b>	0	21000	18000	16000	16000	16500	17000	17500	17500	17000	16000	16500	18000	207000	99%
<b>Other income</b>	0	150	100	100	100	100	100	100	100	100	100	100	100	1250	1%
<b>Bank Loan</b>	50000	0	0	0	0	0	0	0	0	0	0	0	0	0%	0%
<b>Total Income</b>	50000	21150	18100	16100	16100	16600	17100	17600	17600	17100	16100	16600	18100	20825	100%
<b>Expenses</b>															
<b>Cost of Goods Sold</b>	2000	7403	6335	5635	5635	5810	5985	6160	6160	5985	5635	5810	6335	72888	35%
<b>Payroll</b>	2000	5922	5068	4508	4508	4648	4788	4928	4928	4788	4508	4648	5068	58310	28%
<b>Payroll Taxes/Benefits</b>	300	888	760	676	676	697	718	739	739	718	676	697	760	8747	4%
<b>Insurance</b>	1500	0	0	0	0	0	0	0	0	0	0	0	0	0	0%
<b>Office Supplies</b>	250	25	25	25	25	25	25	25	25	25	25	25	25	300	0%
<b>Advertising</b>	2500	423	362	322	322	332	342	352	352	342	322	332	362	4165	2%
<b>Gas</b>	650	425	425	350	225	200	200	200	200	200	275	325	350	3375	2%
<b>Electric</b>	700	450	450	450	450	450	450	450	450	450	450	450	450	5400	3%
<b>Water &amp; Sewer</b>	400	85	85	85	85	85	85	85	85	85	85	85	85	1020	0%
<b>Telephone</b>	275	115	115	115	115	115	115	115	115	115	115	115	115	1380	1%
<b>Repairs and Maintanance</b>	0	400	400	400	400	400	400	400	400	400	400	400	400	4800	2%
<b>Legal and Accounting</b>	800	75	75	75	575	75	75	75	75	75	75	75	75	1400	1%
<b>Rent</b>	3325	1500	1500	1500	1500	1500	1500	1500	1500	1500	1500	1500	1500	18000	9%
<b>Security System</b>	1400	45	45	45	45	45	45	45	45	45	45	45	45	540	0%
<b>Loan Repayment</b>	0	1074	1074	1074	1074	1074	1074	1074	1074	1074	1074	1074	1074	12888	6%
<b>Purchase Equipment</b>	27700	0	0	0	0	0	0	0	0	0	0	0	0	0	0%
<b>Purchase Smallwares</b>	2000	0	0	0	0	0	0	0	0	0	0	0	0	0	0%
<b>Remodel Facility</b>	38500	0	0	0	0	0	0	0	0	0	0	0	0	0	0%
<b>Other Cash Expenses</b>	500	350	350	350	350	350	350	350	350	350	350	350	350	4200	2%
<b>Total Expenses</b>	84800	19180	17069	15610	15985	15806	16152	16498	16498	16152	15535	15931	16994	197412	95%
<b>Cash on Hand(Month End)</b>	5200	7170	8201	8691	8806	9599	10547	11649	12751	13699	14262	14932	16038		