

PROFORMA ANALYSIS

Owner: **Dede Maimo**
 Laundry: **Express Laundry**
 Address: **3980 Park Ave**
 City: **Memphis, TN. 38111**

INCOME	Daily	Monthly	DEBT SERVICE ANALYSIS:		
Machine Income	\$855.00	\$25,650	Sales Price:	636,358	Term: 84
Vending-Soap&Drinks	30.00	\$900	Down Payment:	146,000	Rate: 7.50%
Concessions	0.00	0	Amt Financed:	490,358	7,521
Other	20.00	600	% Investment:	22.94%	

special finance rate expires June 30, 2010

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6			
Total Income	\$27,150	325,800	335,574	345,641	356,010	366,691			
EXPENSES \$/Sq.Ft Sq Ft									
Base Rent	\$1.00	4,592	4,592	55,104	56,757	58,460	60,798	63,230	65,759
Taxes	\$0.06		276	3,306	3,405	3,508	3,613	3,721	3,833
Insurance	\$0.05		230	2,755	2,838	2,923	3,011	3,101	3,194
Maintenance	\$0.08		367	4,408	4,541	4,677	4,817	4,962	5,110
Gas		7.00%	1,901	22,806	23,490	24,195	24,800	25,420	25,928
Water		8.00%	2,172	26,064	26,064	26,064	26,064	26,064	26,064
Electric		5.00%	1,358	16,290	16,290	16,290	16,290	16,290	16,290
Insurance			300	3,600	3,708	3,819	3,934	4,052	4,173
Personal Prop. Tax	enter :		300	3,600	3,708	3,819	3,934	4,052	4,173
Trash Collection	enter :		65	780	803	828	852	878	904
Vending costs	enter :		75	900	927	955	983	1,013	1,043
Labor	enter :		5,000	60,000	61,800	63,654	65,245	66,876	68,214
Advertising	enter :		300	3,600	3,708	3,819	3,934	4,052	4,173
Miscellaneous	enter :		100	1,200	1,236	1,273	1,311	1,351	1,391
Total Expenses			17,034	204,414	209,276	214,283	219,586	225,061	230,252
Cash Flow from Operations *			10,116	121,386	126,298	131,358	136,424	141,630	147,440

CASH FLOW ANALYSIS:

Cash flow from Operations *	\$121,386	\$126,298	\$131,358	\$136,424	\$141,630	\$147,440
Less Debt Service	90,255	90,255	90,255	90,255	90,255	90,255
Net Cash flow after Debt Service	31,131	36,043	41,103	46,169	51,375	57,185

TAXABLE INCOME/LOSS:

Cash flow Before Debt Service:	\$121,386	\$126,298	\$131,358	\$136,424	\$141,630	\$147,440
Less Depreciation	127,272	203,635	122,181	73,181	73,181	36,272
Less Interest	34,900	30,602	25,971	20,981	15,603	9,807
Taxable Income/-Loss	-40,785	-107,938	-16,794	42,262	52,846	101,360

RETURN ON INVESTMENT

Cash on Cash R.O.I.	21%	25%	28%	32%	35%	39%
Equity Build-up R.O.I.	38%	41%	44%	47%	51%	55%

This is one of multiple sets of assumptions used for the purpose of CREDIT ANALYSIS ONLY. This analysis is for INTERNAL USE ONLY and is not a representation of expected cash flows. This analysis is NOT to be relied on for investment purposes.

ASSUMPTIONS:

Washers	#	Vend	Turns	Income
Top Loaders	10	\$2.00	3.0	\$60.00
Horizons	10	\$3.00	3.0	90.00
20 LB	0	\$3.00	4.0	0.00
25 LB	0	\$0.00	4.0	0.00
30 LB	12	\$4.00	3.0	144.00
40 LB	8	\$5.00	3.0	120.00
60 LB	4	\$7.00	3.0	84.00
80 LB	2	\$9.00	4.0	72.00
Total	46		27	\$570.00

Dryer	Number	Vend	Turns	Income
30# Stack Dry	11	0.25	15	82.50
75# Dryers	2	0.25	15	7.50
45# Stack Dry	10	0.25	15	37.50
Total	23		45	\$285.00

Dry Cleaning	\$0.00
Vending (Soaps, Snacks, Drinks)	\$5.00
Video	\$5.00
Other (Drop off, etc.)	\$20.00
Total	\$30.00

Economic	Year 2	Year 3	Year 4	Year 5	Year 6
Income:	3.00%	3.00%	3.00%	3.00%	3.00%
Rent:	3.00%	3.00%	4.00%	4.00%	4.00%
SG&A Exp.	3.00%	3.00%	3.00%	3.00%	3.00%
Labor Exp.	3.00%	3.00%	2.50%	2.50%	2.00%

DEMOGRAPHICS

Within: 1
 Households: 5,224
 % Renters: 38.00%
 # of Renters: 1,985
 # to Breakeven: 379
 % Needed: 19.07%

Within: 3
 Households: 45,525
 % Renters: 33.00%
 # of Renters: 15,023
 # to Breakeven: 379
 % Needed: 2.52%