

**2005 MONTHLY PROFIT & LOSS PROJECTIONS  
POPPIN JOE'S KETTLE KORN**

<b>2005</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>GROSS SALES</b>													
VR Grant			3,950										3,950
Gov's Council Grant				9,000									9,000
Products	304	304	304	3,166	5,816	5,816	8,698	5,896	5,896	6,002	3,054	424	45,680
<b>Total Sales</b>	<b>304</b>	<b>304</b>	<b>4,254</b>	<b>12,166</b>	<b>5,816</b>	<b>5,816</b>	<b>8,698</b>	<b>5,896</b>	<b>5,896</b>	<b>6,002</b>	<b>3,054</b>	<b>424</b>	<b>58,630</b>
<b>Cost of Goods Sold</b>													
Per Unit COGS	147	147	147	859	1,488	1,488	2,206	1,505	1,505	1,548	796	172	12,009
Booth Expenses (60%x20%)				328	657	657	985	657	657	657	328		4,925
<b>Total Cost of Goods Sold</b>	<b>147</b>	<b>147</b>	<b>147</b>	<b>1,188</b>	<b>2,144</b>	<b>2,144</b>	<b>3,191</b>	<b>2,162</b>	<b>2,162</b>	<b>2,205</b>	<b>1,124</b>	<b>172</b>	<b>16,933</b>
<b>Gross Income</b>	<b>157</b>	<b>157</b>	<b>4,107</b>	<b>10,978</b>	<b>3,672</b>	<b>3,672</b>	<b>5,507</b>	<b>3,734</b>	<b>3,734</b>	<b>3,797</b>	<b>1,930</b>	<b>252</b>	<b>41,697</b>
<b>EXPENSES</b>													
Computer & Printer-VR - \$800			800										800
Initial Stocks & Supplies - VR - \$900			900										900
Kettle & Separator - Council - \$9000				9,000									9,000
Accounting/License/Legal Fees			157	107	107	107	107	107	107	107	107	107	1,117
Auto Expenses	267	267	267	333	399	399	493	493	493	493	427	361	4,693
Bank Fees	10	10	10	10	10	10	10	10	10	10	10	10	120
Office Supplies-VR - \$500			500										500
Employee Payroll (not owner)							1,800	1,800	1,800	1,800	1,800	1,800	10,800
Insurance -VR - \$550			550										550
Internet Services	40	40	40	40	40	40	40	40	40	40	40	40	480
Marketing - VR -\$1200			1,200	50	50	50	50	50	50	50	50	50	1,650
Depreciation - Van & Trailer											417	417	833
Interest on Van Loan											67	67	133
Repair & Maintenance			20	20	20	20	20	20	20	20	20	20	200
Phone	30	30	30	30	30	30	30	30	30	30	30	30	360
<b>Total Expenses</b>	<b>347</b>	<b>347</b>	<b>4,474</b>	<b>9,589</b>	<b>655</b>	<b>655</b>	<b>2,550</b>	<b>2,550</b>	<b>2,550</b>	<b>2,550</b>	<b>2,967</b>	<b>2,901</b>	<b>32,136</b>
<b>Net Income</b>	<b>-190</b>	<b>-190</b>	<b>-367</b>	<b>1,389</b>	<b>3,016</b>	<b>3,016</b>	<b>2,957</b>	<b>1,184</b>	<b>1,184</b>	<b>1,247</b>	<b>-1,037</b>	<b>-2,649</b>	<b>9,560</b>

**2006 MONTHLY PROFIT & LOSS PROJECTIONS  
POPPIN JOE'S KETTLE KORN**

<b>2006</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>GROSS SALES</b>													
VR Grant													
Gov's Council Grant													
Products	532	532	532	5,541	10,178	10,178	15,222	10,318	10,318	10,504	5,345	742	<b>79,940</b>
<b>Total Sales</b>	<b>532</b>	<b>532</b>	<b>532</b>	<b>5,541</b>	<b>10,178</b>	<b>10,178</b>	<b>15,222</b>	<b>10,318</b>	<b>10,318</b>	<b>10,504</b>	<b>5,345</b>	<b>742</b>	<b>79,940</b>
<b>Cost of Goods Sold</b>													
Per Unit COGS	258	258	258	1,504	2,603	2,603	3,861	2,634	2,634	2,709	1,392	301	<b>21,015</b>
Booth Expenses (60%x20%)				575	1,149	1,149	1,724	1,149	1,149	1,149	575		<b>8,618</b>
<b>Total Cost of Goods Sold</b>	<b>258</b>	<b>258</b>	<b>258</b>	<b>2,079</b>	<b>3,752</b>	<b>3,752</b>	<b>5,584</b>	<b>3,783</b>	<b>3,783</b>	<b>3,858</b>	<b>1,967</b>	<b>301</b>	<b>29,633</b>
<b>Gross Income</b>	<b>274</b>	<b>274</b>	<b>274</b>	<b>3,462</b>	<b>6,426</b>	<b>6,426</b>	<b>9,637</b>	<b>6,535</b>	<b>6,535</b>	<b>6,645</b>	<b>3,378</b>	<b>441</b>	<b>50,307</b>
<b>EXPENSES</b>													
Computer & Printer													
Initial Stocks & Supplies													
Kettle & Separator													
Accounting Fees	107	107	107	107	107	107	107	107	107	107	107	107	<b>1,280</b>
Auto Expenses	267	267	267	333	399	399	493	493	493	493	427	361	<b>4,693</b>
Bank Fees	10	10	10	10	10	10	10	10	10	10	10	10	<b>120</b>
Office Supplies	50	50	50	50	50	50	50	50	50	50	50	50	<b>600</b>
Employee Payroll (not owner)	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	<b>25,200</b>
Insurance			750										<b>750</b>
Internet Services	40	40	40	40	40	40	40	40	40	40	40	40	<b>480</b>
Marketing Expenses	100	100	100	100	100	100	100	100	100	100	100	100	<b>1,200</b>
Depreciation - Van & Trailer	417	417	417	417	417	417	417	417	417	417	417	417	<b>5,000</b>
Interest on Van Loan	67	67	67	67	67	67	67	67	67	67	67	67	<b>798</b>
Repair & Maintenance	20	20	20	20	20	20	20	20	20	20	20	20	<b>240</b>
Phone	30	30	30	30	30	30	30	30	30	30	30	30	<b>360</b>
<b>Total Expenses</b>	<b>3,207</b>	<b>3,207</b>	<b>3,957</b>	<b>3,273</b>	<b>3,339</b>	<b>3,339</b>	<b>3,433</b>	<b>3,433</b>	<b>3,433</b>	<b>3,433</b>	<b>3,367</b>	<b>3,301</b>	<b>40,721</b>
<b>Net Income</b>	<b>-2,932</b>	<b>-2,932</b>	<b>-3,682</b>	<b>189</b>	<b>3,087</b>	<b>3,087</b>	<b>6,204</b>	<b>3,102</b>	<b>3,102</b>	<b>3,212</b>	<b>11</b>	<b>-2,860</b>	<b>9,586</b>

**2007 MONTHLY PROFIT & LOSS PROJECTIONS  
POPPIN JOE'S KETTLE KORN**

<b>2007</b>	<b>Jan</b>	<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	<b>Sep</b>	<b>Oct</b>	<b>Nov</b>	<b>Dec</b>	<b>Total</b>
<b>GROSS SALES</b>													
VR Grant													
Gov's Council Grant													
Products	684	684	684	7,124	13,086	13,086	19,571	13,266	13,266	13,505	6,872	954	<b>102,780</b>
<b>Total Sales</b>	<b>684</b>	<b>684</b>	<b>684</b>	<b>7,124</b>	<b>13,086</b>	<b>13,086</b>	<b>19,571</b>	<b>13,266</b>	<b>13,266</b>	<b>13,505</b>	<b>6,872</b>	<b>954</b>	<b>102,780</b>
<b>Cost of Goods Sold</b>													
Per Unit COGS	332	332	332	1,934	3,347	3,347	4,964	3,387	3,387	3,483	1,790	386	<b>27,019</b>
Booth Expenses (60%x20%)				739	1,477	1,477	2,216	1,477	1,477	1,477	739		<b>11,081</b>
<b>Total Cost of Goods Sold</b>	<b>332</b>	<b>332</b>	<b>332</b>	<b>2,672</b>	<b>4,825</b>	<b>4,825</b>	<b>7,180</b>	<b>4,864</b>	<b>4,864</b>	<b>4,961</b>	<b>2,529</b>	<b>386</b>	<b>38,100</b>
<b>Gross Income</b>	<b>352</b>	<b>352</b>	<b>352</b>	<b>4,451</b>	<b>8,261</b>	<b>8,261</b>	<b>12,391</b>	<b>8,402</b>	<b>8,402</b>	<b>8,544</b>	<b>4,343</b>	<b>568</b>	<b>64,680</b>
<b>EXPENSES</b>													
Computer & Printer													
Initial Stocks & Supplies													
Kettle & Separator													
Accounting Fees	107	107	107	107	107	107	107	107	107	107	107	107	<b>1,280</b>
Auto Expenses	267	267	267	333	399	399	493	493	493	493	427	361	<b>4,693</b>
Bank Fees	10	10	10	10	10	10	10	10	10	10	10	10	<b>120</b>
Office Supplies	50	50	50	50	50	50	50	50	50	50	50	50	<b>600</b>
Employee Payroll (not owner)	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	<b>30,000</b>
Insurance			750										<b>750</b>
Internet Services	40	40	40	40	40	40	40	40	40	40	40	40	<b>480</b>
Marketing Expenses	100	100	100	100	100	100	100	100	100	100	100	100	<b>1,200</b>
Depreciation - Van & Trailer	417	417	417	417	417	417	417	417	417	417	417	417	<b>5,000</b>
Interest on Van Loan	67	67	67	67	67	67	67	67	67	67	67	67	<b>798</b>
Repair & Maintenance	20	20	20	20	20	20	20	20	20	20	20	20	<b>240</b>
Phone	30	30	30	30	30	30	30	30	30	30	30	30	<b>360</b>
<b>Total Expenses</b>	<b>3,607</b>	<b>3,607</b>	<b>4,357</b>	<b>3,673</b>	<b>3,739</b>	<b>3,739</b>	<b>3,833</b>	<b>3,833</b>	<b>3,833</b>	<b>3,833</b>	<b>3,767</b>	<b>3,701</b>	<b>45,521</b>
<b>Net Income</b>	<b>-3,254</b>	<b>-3,254</b>	<b>-4,004</b>	<b>778</b>	<b>4,523</b>	<b>4,523</b>	<b>8,557</b>	<b>4,569</b>	<b>4,569</b>	<b>4,711</b>	<b>576</b>	<b>-3,134</b>	<b>19,159</b>