

Same Day Auto Glass Fresno, LLC
1St Year Projections

Revenue	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Total
# of Auto Glass Jobs per month	91	125	147	163	180	201	215	226	238	242	242	242	2312
Retail Auto Glass Repair	10,500	13,125	17,500	20,125	21,000	21,875	22,750	24,500	25,375	26,250	26,250	26,250	255,500
Wholesale Auto Glass Repair	2,025	3,375	2,700	3,240	3,375	5,130	5,400	5,400	6,615	6,210	6,210	6,210	55,890
Insurance Auto Glass Repair	2,200	5,500	5,940	5,280	5,500	8,360	8,800	8,800	10,780	10,120	10,120	10,120	91,520
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Total Revenue	14,725	22,000	26,140	28,645	29,875	35,365	36,950	38,700	42,770	42,580	42,580	42,580	402,910
Gross Margin	131%	135%	137%	134%	134%	135%	129%	135%	135%	135%	135%	135%	134%
COGS													
Glass, Molding & Glue; Retail	4,500	5,625	7,500	8,625	9,000	9,375	10,125	10,500	10,875	11,250	11,250	11,250	109,875
Glass, Molding & Glue; Wholesale	1,125	1,875	1,500	1,800	1,875	2,850	3,000	3,000	3,675	3,450	3,450	3,450	31,050
Glass, Molding & Glue; Insurance	750	1,875	2,025	1,800	1,875	2,850	3,000	3,000	3,675	3,450	3,450	3,450	31,200
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Total COGS	6,375	9,375	11,025	12,225	12,750	15,075	16,125	16,500	18,225	18,150	18,150	18,150	172,125
Operating Expenses													
Installers Compensation	3,000	3,000	3,000	3,000	3,000	3,000	6,000	6,000	6,000	6,000	6,000	6,000	54,000
Workers Comp	210	210	210	210	210	210	420	420	420	420	420	420	3,780
Vehicles Lease & Fuel Cost	700	700	700	700	700	700	1,400	1,400	1,400	1,400	1,400	1,400	12,600
All Marketing & Sales Expenses	3,000	3,000	4,000	4,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	54,000
Office Lease	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Utilities	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Office Expenses	100	50	50	50	50	50	50	50	50	50	50	50	650
Business Insurance	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Tel/Cell/Internet	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Legal Fees & Accounting Fees	400	400	400	400	400	400	400	400	400	400	400	400	4,800
Vehicle Maintenance	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Equipment	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Licences & Permits	500	-	-	-	500	-	-	-	500	-	-	-	1,500
Sales Tax	1,325	1,980	2,352	2,578	2,688	3,182	3,325	3,483	3,849	3,832	3,832	3,832	36,258
Payroll Taxes	540	540	540	540	540	540	1,080	1,080	1,080	1,080	1,080	1,080	9,720
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	11,175	11,280	12,652	12,878	14,488	14,482	19,075	19,233	20,099	19,582	19,582	19,582	194,108
NET PROFIT/LOSS	(2,825)	1,345	2,463	3,542	2,637	5,808	1,750	2,967	4,446	4,848	4,848	4,848	36,677
SDAG Net Profit (65%)	(1,836)	874	1,601	2,302	1,714	3,775	1,138	1,929	2,890	3,151	3,151	3,151	23,840
Master Partner Net Profit (35%)	(989)	471	862	1,240	923	2,033	613	1,038	1,556	1,697	1,697	1,697	12,837
	(2,825)	1,345	2,463	3,542	2,637	5,808	1,750	2,967	4,446	4,848	4,848	4,848	36,677

COGS= Regardless of the customer, on average the cost to buy glass, molding and glue wholesale is \$75.00.

**Same Day Auto Glass Fresno, LLC
2nd Year Projections**

Revenue	Month 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Month 22	Month 23	Month 24	Total
# of Auto Glass Jobs per month	242	242	250	250	265	265	270	270	270	285	285	285	
Retail Auto Glass Repair	26,250	26,250	26,775	26,775	28,000	28,000	28,000	28,000	28,000	29,750	29,750	29,750	335,300
Wholesale Auto Glass Repair	6,210	6,210	6,885	6,885	6,885	6,885	7,425	7,425	7,425	7,425	7,425	7,425	84,510
Insurance Auto Glass Repair	10,120	10,120	11,660	11,660	11,660	11,660	12,100	12,100	12,100	12,100	12,100	12,100	139,480
	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	42,580	42,580	45,320	45,320	46,545	46,545	47,525	47,525	47,525	49,275	49,275	49,275	559,290
Gross Margin	135%	135%	133%	133%	133%	133%	135%	135%	135%	135%	135%	135%	134%
COGS													
Glass, Molding & Glue; Retail	11,250	11,250	11,475	11,475	12,000	12,000	12,000	12,000	12,000	12,750	12,750	12,750	143,700
Glass, Molding & Glue; Wholesale	3,450	3,450	3,975	3,975	3,975	3,975	4,125	4,125	4,125	4,125	4,125	4,125	47,550
Glass, Molding & Glue; Insurance	3,450	3,450	3,975	3,975	3,975	3,975	4,125	4,125	4,125	4,125	4,125	4,125	47,550
Total COGS	18,150	18,150	19,425	19,425	19,950	19,950	20,250	20,250	20,250	21,000	21,000	21,000	238,800
Operating Expenses													
Installers Compensation	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000
Workers Comp	420	420	420	420	420	420	420	420	420	420	420	420	5,040
Vehicles Lease & Fuel Cost	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	1,400	16,800
All Marketing & Sales Expenses	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Office Lease	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Utilities	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Office Expenses	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Business Insurance	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Tel/Cell/Internet	200	200	200	210	210	210	210	210	210	210	210	210	2,490
Legal Fees & Accounting Fees	400	400	500	500	500	500	500	500	500	500	500	500	5,800
Vehicle Maintenance	100	200	200	200	200	200	200	200	200	200	200	200	2,300
Equipment	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Licences & Permits	500	-	-	500	-	-	500	-	-	500	-	-	2,000
Sales Tax	3,832	3,832	4,078	4,078	4,189	4,189	4,277	4,277	4,277	4,434	4,434	4,434	50,331
Payroll Taxes	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	12,960
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	20,132	19,732	20,078	20,588	20,199	20,199	20,787	20,287	20,287	20,944	20,444	20,444	244,121
NET PROFIT/LOSS	4,298	4,698	5,817	5,307	6,396	6,396	6,488	6,988	6,988	7,331	7,831	7,831	76,369
SDAG Net Profit (65%)	2,794	3,054	3,781	3,450	4,157	4,157	4,217	4,542	4,542	4,765	5,090	5,090	49,640
Master Partner Net Profit (35%)	1,504	1,644	2,036	1,857	2,239	2,239	2,271	2,446	2,446	2,566	2,741	2,741	26,729
	4,298	4,698	5,817	5,307	6,396	6,396	6,488	6,988	6,988	7,331	7,831	7,831	76,369

Same Day Auto Glass Fresno, LLC
3rd Year Projections

Revenue	Month 25	Month 26	Month 27	Month 28	Month 29	Month 30	Month 31	Month 32	Month 33	Month 34	Month 35	Month 36	Total
# of Auto Glass Jobs per month	285	300	300	300	315	315	315	325	325	325	340	340	
Retail Auto Glass Repair	29,750	31,500	31,500	31,500	32,375	32,375	32,375	33,250	33,250	33,250	34,125	34,125	389,375
Wholesale Auto Glass Repair	7,425	8,100	8,100	8,100	8,775	8,775	8,775	9,045	9,045	9,045	9,720	9,720	104,625
Insurance Auto Glass Repair	12,100	13,200	13,200	13,200	14,300	14,300	14,300	14,740	14,740	14,740	15,840	15,840	170,500
Total Revenue	49,275	52,800	52,800	52,800	55,450	55,450	55,450	57,035	57,035	57,035	59,685	59,685	664,500
Gross Margin	135%	135%	135%	135%	138%	138%	138%	135%	135%	135%	135%	135%	136%
COGS													
Glass, Molding & Glue; Retail	12,750	13,500	13,500	13,500	13,500	13,500	13,500	14,250	14,250	14,250	14,625	14,625	165,750
Glass, Molding & Glue; Wholesale	4,125	4,500	4,500	4,500	4,875	4,875	4,875	5,025	5,025	5,025	5,400	5,400	58,125
Glass, Molding & Glue; Insurance	4,125	4,500	4,500	4,500	4,875	4,875	4,875	5,025	5,025	5,025	5,400	5,400	58,125
	-	-	-	-	-	-	-	-	-	-	-	-	-
Total COGS	21,000	22,500	22,500	22,500	23,250	23,250	23,250	24,300	24,300	24,300	25,425	25,425	282,000
Operating Expenses													
Installers Compensation	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	72,000
Workers Comp	420	420	420	420	420	420	420	420	420	420	420	420	5,040
Vehicles Lease & Fuel Cost	1,400	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	19,000
All Marketing & Sales Expenses	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Office Lease	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Utilities	100	150	150	150	150	150	150	150	150	150	150	150	1,750
Office Expenses	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Business Insurance	300	350	350	350	350	350	350	350	350	350	350	350	4,150
Tel/Cell/Internet	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Legal Fees & Accounting Fees	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Vehicle Maintenance	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Equipment	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Licences & Permits	500	-	-	500	-	-	500	-	-	500	-	-	2,000
Sales Tax	4,434	4,752	4,752	4,752	4,990	4,990	4,990	5,133	5,133	5,133	5,371	5,371	59,801
Payroll Taxes	1,080	794	794	794	794	794	794	794	794	794	794	794	9,814
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	21,034	20,866	20,866	21,366	21,104	21,104	21,604	21,247	21,247	21,747	21,485	21,485	255,155
NET PROFIT/LOSS	7,241	9,434	9,434	8,934	11,096	11,096	10,596	11,488	11,488	10,988	12,775	12,775	127,345
SDAG Net Profit (65%)	4,707	6,132	6,132	5,807	7,212	7,212	6,887	7,467	7,467	7,142	8,304	8,304	82,774
Master Partner Net Profit (35%)	2,534	3,302	3,302	3,127	3,884	3,884	3,709	4,021	4,021	3,846	4,471	4,471	44,571
	7,241	9,434	9,434	8,934	11,096	11,096	10,596	11,488	11,488	10,988	12,775	12,775	127,345

Same Day Auto Glass Fresno, LLC
4th Year Projections

Revenue	Month 37	Month 38	Month 39	Month 40	Month 41	Month 42	Month 43	Month 44	Month 45	Month 46	Month 47	Month 48	Total
# of Auto Glass Jobs per month	340	340	365	365	365	375	375	375	390	390	390	390	
Retail Auto Glass Repair	34,125	34,125	35,000	35,000	35,000	35,875	35,875	35,875	36,750	36,750	36,750	36,750	427,875
Wholesale Auto Glass Repair	9,720	9,720	11,070	11,070	11,070	11,340	11,340	11,340	12,150	12,150	12,150	12,150	135,270
Insurance Auto Glass Repair	15,840	15,840	18,040	18,040	18,040	18,480	18,480	18,480	19,800	19,800	19,800	19,800	220,440
													-
													-
Total Revenue	59,685	59,685	64,110	64,110	64,110	65,695	65,695	65,695	68,700	68,700	68,700	68,700	783,585
Gross Margin	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%
COGS													
Glass, Molding & Glue; Retail	14,625	14,625	15,000	15,000	15,000	15,375	15,375	15,375	15,750	15,750	15,750	15,750	183,375
Glass, Molding & Glue; Wholesale	5,400	5,400	6,150	6,150	6,150	6,300	6,300	6,300	6,750	6,750	6,750	6,750	75,150
Glass, Molding & Glue; Insurance	5,400	5,400	6,150	6,150	6,150	6,300	6,300	6,300	6,750	6,750	6,750	6,750	75,150
													-
Total COGS	25,425	25,425	27,300	27,300	27,300	27,975	27,975	27,975	29,250	29,250	29,250	29,250	333,675
Operating Expenses													
Installers Compensation	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	9,000	9,000	9,000	9,000	84,000
Workers Comp	420	420	420	420	420	420	420	420	720	720	720	720	6,240
Vehicles Lease & Fuel Cost	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600	19,200
All Marketing & Sales Expenses	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Office Lease	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Utilities	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Office Expenses	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Business Insurance	350	350	350	350	350	350	350	350	350	350	350	350	4,200
Tel/Cell/Internet	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Legal Fees & Accounting Fees	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Vehicle Maintenance	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Equipment	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Licences & Permits	500	-	-	500	-	-	500	-	-	500	-	-	2,000
Sales Tax	5,371	5,371	5,769	5,769	5,769	5,912	5,912	5,912	6,183	6,183	6,183	6,183	70,517
Payroll Taxes	1,080	1,080	1,801	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	13,681
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	22,271	21,771	22,890	22,669	22,169	22,312	22,812	22,312	25,883	26,383	25,883	25,883	283,238
NET PROFIT/LOSS	11,989	12,489	13,920	14,141	14,641	15,408	14,908	15,408	13,567	13,067	13,567	13,567	166,672
SDAG Net Profit (65%)	7,793	8,118	9,048	9,192	9,517	10,015	9,690	10,015	8,819	8,494	8,819	8,819	108,337
Master Partner Net Profit (35%)	4,196	4,371	4,872	4,949	5,124	5,393	5,218	5,393	4,748	4,573	4,748	4,748	58,335
	11,989	12,489	13,920	14,141	14,641	15,408	14,908	15,408	13,567	13,067	13,567	13,567	166,672

Same Day Auto Glass Fresno, LLC
5th Year Projections

Revenue	Month 49	Month 50	Month 51	Month 52	Month 53	Month 54	Month 55	Month 56	Month 57	Month 58	Month 59	Month 60	Total
# of Auto Glass Jobs per month	390	390	390	390	390	390	390	390	390	390	390	390	
Retail Auto Glass Repair	36,750	36,750	36,750	36,750	36,750	36,750	36,750	36,750	36,750	36,750	36,750	36,750	441,000
Wholesale Auto Glass Repair	12,150	12,150	12,150	12,150	12,150	12,150	12,150	12,150	12,150	12,150	12,150	12,150	145,800
Insurance Auto Glass Repair	19,800	19,800	19,800	19,800	19,800	19,800	19,800	19,800	19,800	19,800	19,800	19,800	237,600
Total Revenue	68,700	68,700	68,700	68,700	68,700	68,700	68,700	68,700	68,700	68,700	68,700	68,700	824,400
Gross Margin	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%	135%
COGS													
Glass, Molding & Glue; Retail	15,750	15,750	15,750	15,750	15,750	15,750	15,750	15,750	15,750	15,750	15,750	15,750	189,000
Glass, Molding & Glue; Wholesale	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	81,000
Glass, Molding & Glue; Insurance	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	6,750	81,000
Total COGS	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	29,250	351,000
Operating Expenses													
Installers Compensation	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	108,000
Workers Comp	720	720	720	720	720	720	720	720	720	720	720	720	8,640
Vehicles Lease & Fuel Cost	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
All Marketing & Sales Expenses	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
Office Lease	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Utilities	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Office Expenses	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Business Insurance	350	350	350	350	350	350	350	350	350	350	350	350	4,200
Tel/Cell/Internet	300	300	300	300	300	300	300	300	300	300	300	300	3,600
Legal Fees & Accounting Fees	600	600	600	600	600	600	600	600	600	600	600	600	7,200
Vehicle Maintenance	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Equipment	200	200	200	200	200	200	200	200	200	200	200	200	2,400
Licences & Permits	500	-	-	500	-	-	500	-	-	500	-	-	2,000
Sales Tax	6,183	6,183	6,183	6,183	6,183	6,183	6,183	6,183	6,183	6,183	6,183	6,183	74,196
Payroll Taxes	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	1,080	12,960
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	26,883	26,383	26,383	26,883	26,383	26,383	26,883	26,383	26,383	26,883	26,383	26,383	318,596
NET PROFIT/LOSS	12,567	13,067	13,067	12,567	13,067	13,067	12,567	13,067	13,067	12,567	13,067	13,067	154,804
SDAG Net Profit (65%)	8,169	8,494	8,494	8,169	8,494	8,494	8,169	8,494	8,494	8,169	8,494	8,494	100,623
Master Partner Net Profit (35%)	4,398	4,573	4,573	4,398	4,573	4,573	4,398	4,573	4,573	4,398	4,573	4,573	54,181
	12,567	13,067	13,067	12,567	13,067	13,067	12,567	13,067	13,067	12,567	13,067	13,067	154,804