

COMFORT STATION INC. LICENSEE		COMFORT STATION	
LICENSEE/FRANCHISEE PRO-FORMA CASH FLOW			
April to October Work Year	FACTOR	FIRST YEAR	SECOND YEAR OPERATION
RENTAL REVENUES	\$400.00	100,000	140,000
USAGE FEES (DAILY)	\$1.00	22,000	44,000
SPECIAL EVENTS 50/50	20%	20,000	28,000
GROSS REVENUES		142,000	212,000
SERVICE COST/ SERVICEMAN LABOR BENEFITS, WC & TAXES			
FUEL	4.00%	5,680	8,480
WASTE DISPOSAL	2.00%	2,840	2,840
CONSUMABLES PAPER SOAP TOWELS	2.50%	3,550	5,300
SERVICE PLATFORM EXPENSE	5.00%	7,100	10,600
VEHICLE & LIABILITY INSURANCE	2.00%	2,840	4,240
OTHER	2.00%	2,840	4,240
TOTAL SERVICE COSTS		24,850	35,700
G&A EXPENSES		10,000	20,000
SALES YARD MAN			20,000
TOTAL G & A EXPENSES		10,000	40,000
REPAIR PARTS		1,000	1,000
YARD RENT & UTIL (Monthly)	1500.00	18,000	18,000
OFFICE & SALES EXPENSE (Monthly)	500.00	6,000	6,000
PROFESSIONAL FEES		2,500	2,500
OTHER (Monthly)	250	3,000	3,000
TOTAL OPERATING EXPENSE		30,500	30,500
FINANCE COSTS:			
ANNUAL FEE (min. \$6,600 or 5%)	5%	6,600	10,600
INTEREST		4,800	4,800
TOTAL FINANCE COSTS		11,400	15,400
OPERATING INCOME (LOSS) BEFORE TAX		65,250	90,400
CAPITAL REQUIREMENT / FIRST 2 YEARS	UNITS	PRICE	AMOUNT
INITIAL LICENSEE/FRANCHISE COSTS:			
PORTABLE TOILETS - Patented Systems	25	3,500	87,500
PUMPING SYSTEMS*	1	17,640	17,640
MISC SUPPLIES & EQUIPMENT			20,500
FRANCHISE/LICENSING FEES			25,000
TOTAL INITIAL COSTS			150,640
SECOND ROUND OF PRODUCT PURCHASING		10	30,000
MISC SUPPLIES & EQUIPMENT			12,500
GROUND LEVEL FRESH WATER FLUSH SYSTEMS		50% of Fees	-
TOTAL FRANCHISEE/LICENSEE CAPITAL REQUIREMENT (First 2 Years)			193,140

* PUMPING SYSTEMS DO NOT INCLUDE THE TRUCK