

STANDARD PORTABLE TOILETS BUSINESS CASH FLOW		Standard Business	
LICENSEE/FRANCHISEE PRO-FORMA CASH FLOW		FIRST YEAR	SECOND YEAR OPERATION
	FACTOR		
RENTAL REVENUES	\$75.00	210,000	408,000
DAMAGE WAIVER FEES (Monthly)	\$5/MO.	12,000	18,000
SPECIAL EVENTS 50/50	20%	42,000	81,600
GROSS REVENUES		264,000	507,600
SERVICE FEES/			
SERVICEMAN LABOR	12.50%	33,000	63,450
BENEFITS, WC & TAXES	24.00%	7,920	15,228
FUEL	6.60%	17,424	33,502
WASTE DISPOSAL	3.50%	9,240	17,766
PAPER & CONSUMABLES	2.50%	6,600	12,690
SERVICE TRUCKS	5.00%	13,200	25,380
VEHICLE INSURANCE	1.00%	2,640	5,076
OTHER	2.00%	5,280	10,152
TOTAL SERVICE FEES		95,304	183,244
G&A PERSONNEL			
G&A EXPENSES		22,000	38,000
OFFICE & SALES MANAGER		19,000	38,000
YARD MAN		7,500	15,000
BENEFITS, WC & TAXES	24.00%	7,920	12,720
TOTAL PERSONNEL COST		56,420	103,720
CHEMICALS	1.50%	3,960	7,614
REPAIR PARTS	0.75%	1,980	3,807
LIABILITY INSURANCE	1.20%	3,168	6,091
YARD RENT & UTIL (Monthly)	1500.00	18,000	18,000
OFFICE & SALES EXPENSE (Monthly)	500.00	6,000	6,000
PROFESSIONAL FEES		3,000	5,000
OTHER (Monthly)	250	3,000.00	3,000
TOTAL OPERATING EXPENSE		39,108	49,512
FINANCE COSTS:			
ANNUAL FRANCHISE/LICENSE FEE	5%	12,150	21,300
INTEREST		4,000	9,600
TOTAL FINANCE COSTS		16,150	30,900
OPERATING INCOME (LOSS) BEFORE TAX		57,018	140,224
<b>CAPITAL REQUIREMENT / FIRST 2 YEARS</b>			
	UNITS	PRICE	AMOUNT
<u>INITIAL FRANCHISE/LICENSE COSTS:</u>			
PORTABLE TOILETS - SINKS	350	550	192,500
PUMPING SYSTEMS	2	18,300	36,600
MISC SUPPLIES & EQUIPMENT			20,000
FRANCHISE/LICENSING FEES			25,000
TOTAL INITIAL COSTS			274,100
PUMPING SYSTEMS*	1	18,300	18,300
MISC SUPPLIES & EQUIPMENT			12,500
PORTABLE TOILETS - ADDED IN YEAR #2	100	550	55,000
PUMPING SYSTEM - Comfort Stations	1	25,000	25,000
<b>TOTAL FRANCHISEE/LICENSEE CAPITAL REQUIREMENT (First 2 Years)</b>			<b>384,900</b>

\* PUMPING SYSTEMS DO NOT INCLUDE THE TRUCK