

McDonald's Owner/Operator Out of the Gate Spending Plan

Estimated Annual G&A Expenses

	Initial Year	Later Years
Vehicle Fuel & Insurance (considers paid off vehicle)	\$4,500	\$4,500
Repairs & Maintenance (used vehicle)	1,000	1,250
Business Travel and Lodging	-	1,250
Utilities (cell phone, home phone/fax/internet line)	2,000	2,000
Office Supplies, Postage, etc.	1,500	1,250
Back Office Set-up	3,500	-
(Computer, fax/printer/copier/scanner, office furniture, bill paying software, filing cabinet)		
Franchisee Training, Travel & Store Selection Costs	4,500	-
Medical Insurance-Family Coverage	15,250	15,750
(Consider Cobra vs McD's Licensee Health Plan)		
Miscellaneous	1,500	1,000
Estimated G&A by year	<u>\$33,750</u>	<u>\$27,000</u> 36%

The above items are considered deductible items that are normally paid through the business and are shown below "Store Operating Income" on your financial statements. We recommend using a separate business credit card to simplify the coding of your statement each month. Another credit card should be used for all personal expenses.

Personal Budget

	Monthly	
Rent/House payment		
Personal Phone Line / Cell Phone / Cable		
House Electric Bill		
House Water, Sewer & Sanitation Bill		
2 nd Vehicle and Related Expenses		
Child care		
Clothing		
Dining Out		
Groceries		
Vacations/Travel		
Miscellaneous Other:		
Gifts		
Home Improvement		
Household Expenses		
Pet Care		
Hobbies/Leisure		
Family outings/entertainment		
Disability & Life Insurance		
Educational / College Savings Plans		
Charitable Giving		
Total Monthly Personal Cash Needs	4,000	
	x 12	
Annualized Personal Cash Needs	<u>48,000</u>	64%
Single Store Owner/Operator:		
Estimated cash flow available for G&A, draw & compensation	<u>\$75,000</u>	100%