

**NCS**

# Express Tunnel Analysis



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# Express Tunnel Analysis

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## What does my site score average mean?

Site scoring is a method to visualize data that determines the top-line or revenue-producing aspects of the location. It is comprised of the categorical scores with weighting to achieve the average.

It is important to understand that site scoring does not directly translate to profitability because capital expenditures, loan considerations, and other factors effect the bottom line.

A simplified example would be a location with a site score of 9 with a project cost of \$7 million compared with a second location scoring 7 with a project cost of \$3 million. Site scoring is an important aspect of return on investment, but is only one landmark within a landscape of considerations.

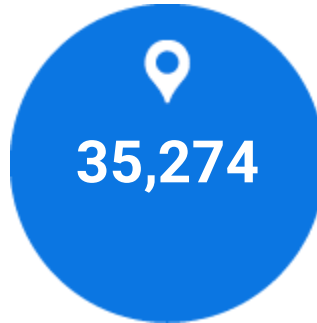
<b>Location Type</b> Retail Draw, Complimentary Businesses, Customer Base Aggregation	<div style="width: 60%; background-color: #FFD700;"></div>	<b>6.0</b>
<b>Demographics</b> Population Within 3 mile Radius	<div style="width: 60%; background-color: #FFD700;"></div>	<b>6.0</b>
<b>Demographics</b> Population Within 5 mile Radius	<div style="width: 70%; background-color: #FFD700;"></div>	<b>7.0</b>
<b>Local Economy</b> Growing, Stagnant, or in Decline	<div style="width: 100%; background-color: #4CAF50;"></div>	<b>10.0</b>
<b>Site Visibility</b> Impulse Purchases & Passive Marketing	<div style="width: 85%; background-color: #4CAF50;"></div>	<b>8.5</b>
<b>Traffic Quantity</b> Daily Average Volume in Both Directions on Primary Drive	<div style="width: 70%; background-color: #FFD700;"></div>	<b>7.0</b>
<b>Traffic Quality &amp; Speed</b> Commuter/Local Travelers, Immediate Practical Speed (mph)	<div style="width: 60%; background-color: #FFD700;"></div>	<b>6.0</b>
<b>Site Accessibility &amp; Queuing</b> Commuter/Local Travelers, Immediate Practical Speed (mph)	<div style="width: 100%; background-color: #4CAF50;"></div>	<b>10.0</b>
<b>Vacuum Space Quantity</b> Allowing for Adequate Peak Volume Processing	<div style="width: 95%; background-color: #4CAF50;"></div>	<b>9.5</b>
<b>Competition Levels</b> Relative Levels of Express and Full-Serve Washes, 3 mile radius	<div style="width: 70%; background-color: #FFD700;"></div>	<b>7.0</b>

## Demographic Breakdown

### 3 Mile Radius

### 5 Mile Radius

Population



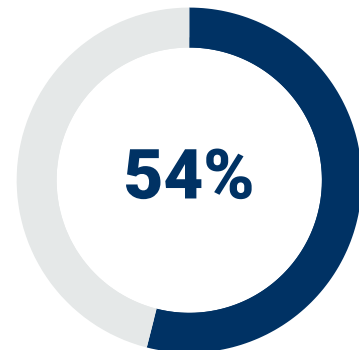
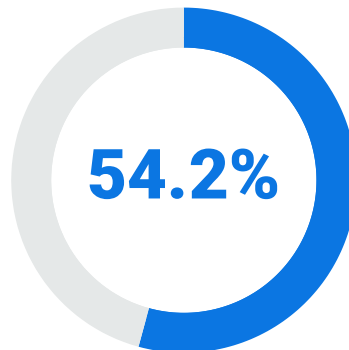
Average Household Size

\* Target size > 2.1



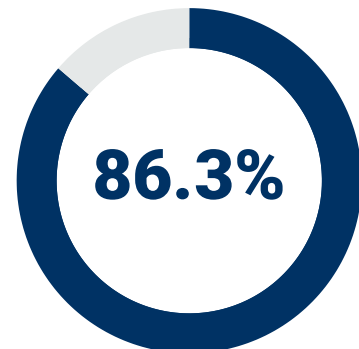
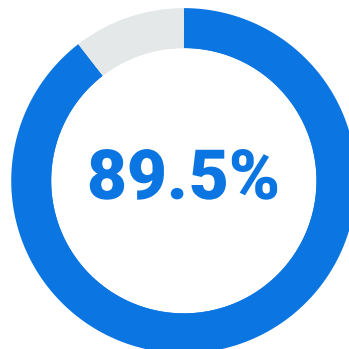
Population % Age 25-65

\* Target % > 54%



Income Average % Above \$50,000 Annually

\* Target % > 50%



# Site Analysis Processing Data



## Competition Scoring - 3 Mile Radius

Site competitor details on page 38 & 39



## Package Pricing

### RETAIL

Package 1	\$25
Package 2	\$18
Package 3	\$15
Package 4	\$10

### MEMBERSHIP

Package 1	\$35
Package 2	\$29
Package 3	\$19
Package 4	\$N/A

## Volume Capacity Considerations

Quantity of Pay Stations for Volume Capacity	<b>3</b>	Conveyer Length	<b>120</b>
Pay Station Max Through-Put Per Hour	<b>60</b>	Anticipated Conveyer Speed(Cars Per Hour)	<b>120</b>
Max Volume Through Pay Stations per Hour	<b>180</b>	Max Expected Volume Through-Put on Conveyer (Cars Per Hour)	<b>102</b>

# Capital Expenditure Projections

Land Contract Amount	\$795,000.00
Building & Site Construction	\$4,000,000.00
Car Wash Equipment	\$2,200,000.00
Contingency Funds (Overages)	\$300,000.00
Startup Working Capital	\$25,000.00
Bank Loan Fees	\$0.00
Development	\$360,000.00
Architectural & Engineering	\$100,000.00
Construction Interest	\$190,856.25
Tap Fees: Water & Sewer	\$50,000.00
<b>TOTAL</b>	<b>\$8,020,856.25</b>

## Break Even Proforma

The purpose of the Break Even Analysis is to demonstrate the amount of revenue required in order to be neutral on a project year one after the loan payment and all expenses are paid.

Lending institutions focus on risk for underwriting loans, which requires the Break Even analysis for evaluation.



# Financial Projections

## Financial Data

Owner Equity:	20%	\$1,604,171
Financed Amount (Real Estate)		\$4,656,685
Financed Amount (Equipment)		\$1,760,000
<b>TOTAL</b>		<b>\$8,020,856</b>



## DEPRECIATION

Total Subject to Depreciation

**\$6,500,000**

Years to Depreciate

**25**

Annual Depreciation Amount

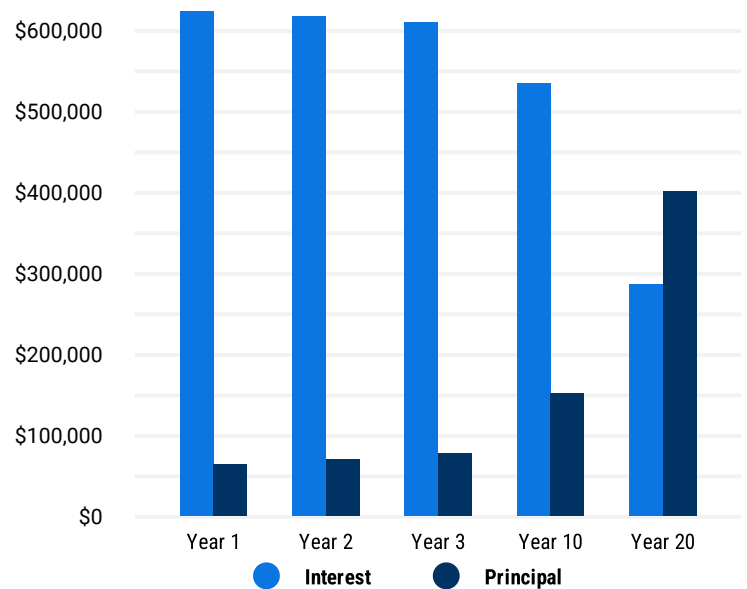
**\$260,000**

## LOANS & MORTGAGE

Monthly Mortgage	\$57,181
Interest Rate	9.75%
Loan Term	25

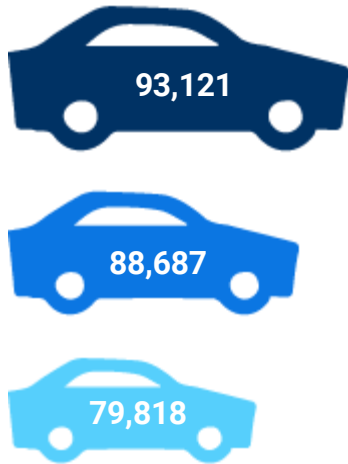
Annual Mortgage	Category	Amount
Year 1	Interest	\$622,846
	Principal	\$63,332
	TOTAL	\$686,178
Year 2	Interest	\$616,388
	Principal	\$69,790
	TOTAL	\$686,178
Year 3	Interest	\$609,271
	Principal	\$76,907
	TOTAL	\$686,178

### Loan Amortization

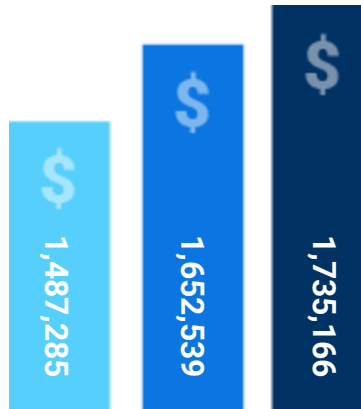


# Retail Key Performance Indicators

## Annual Retail Volume (Vehicles) - Year 1



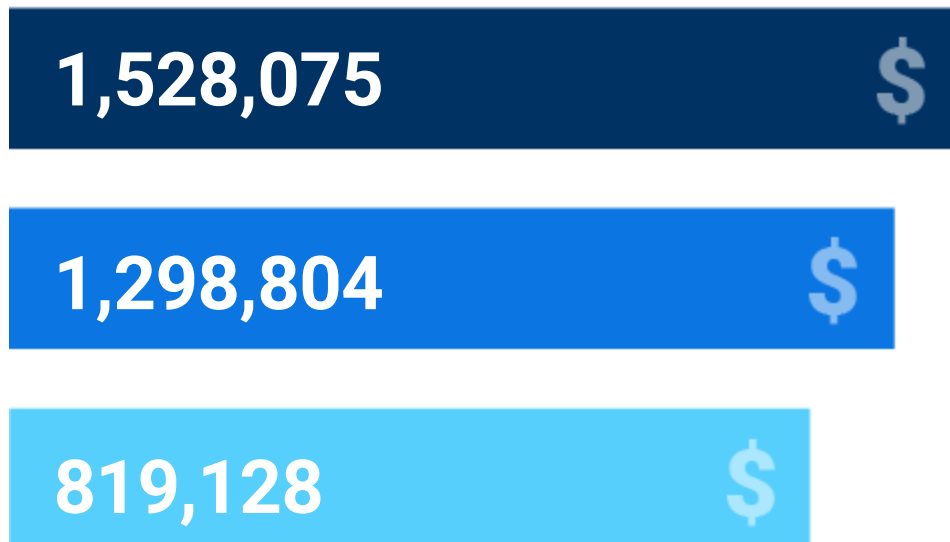
## Annual Revenue Year 1



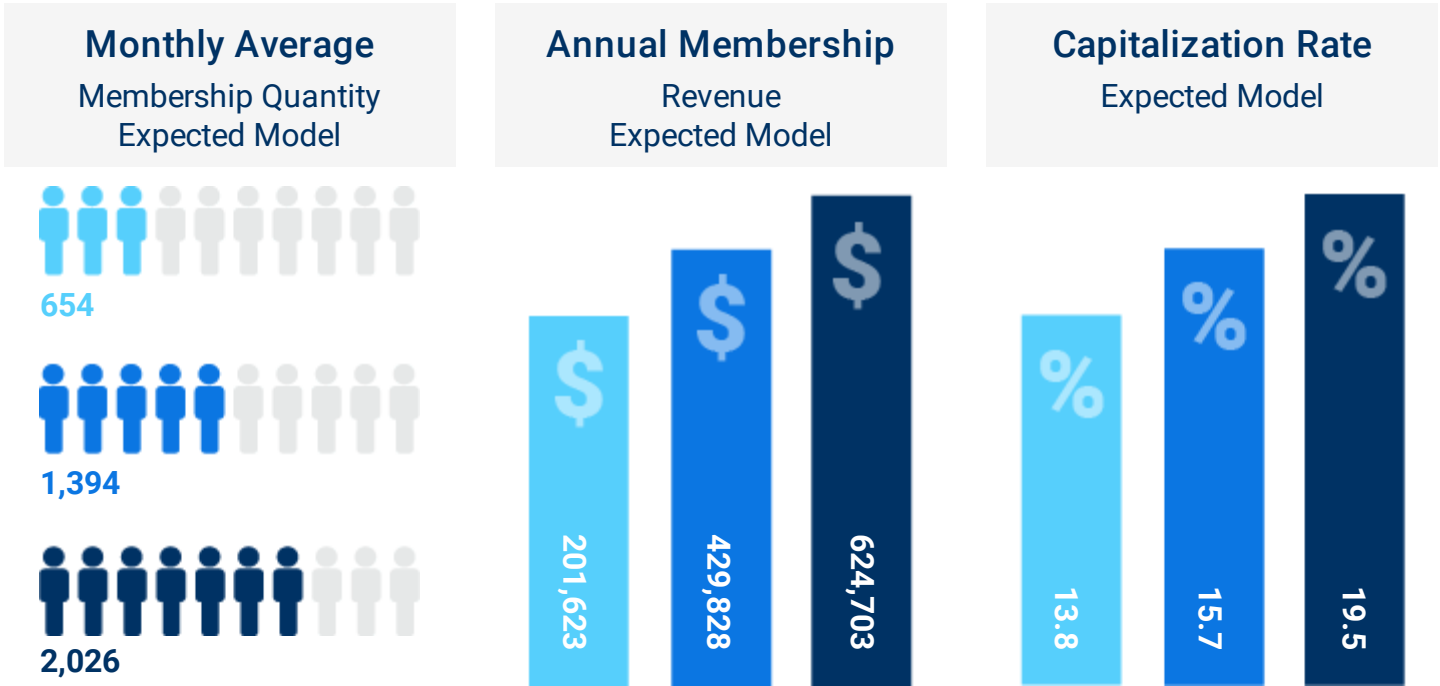
## Annual Net Income 3 Year Average



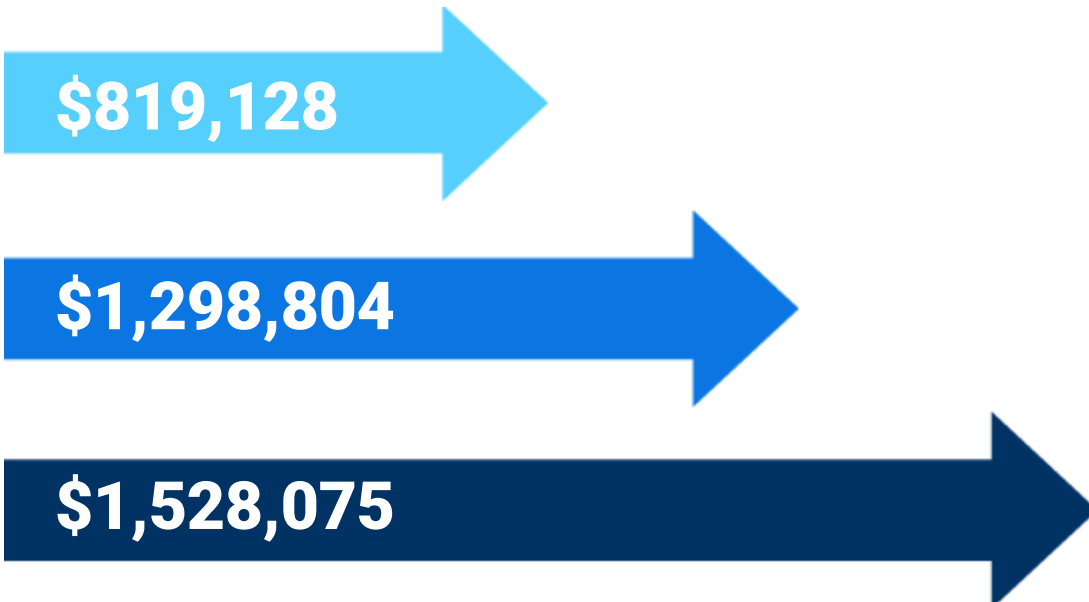
## Total Net Income 3 Years







## Return on Investment - 3 Years



# Performance Table Summary - Annual KPI by Model



## Conservative Model - Annual Summary Data

		YEAR 1	YEAR 2	YEAR 3
<b>Volumes</b>	Retail Customers	79,818	79,203	83,289
	Monthly Pass Members	21,888	45,157	63,443
	Total Volume	101,706	124,360	146,731
<b>Revenues &amp; Expenses</b>	Retail Sales	\$1,305,824.50	\$1,295,767.53	\$1,529,179.75
	Monthly Pass Sales	\$181,460.40	\$386,845.09	\$562,232.48
	Total Revenue	\$1,487,284.90	\$1,682,612.62	\$2,091,412.23
	Operating Expenses	\$1,401,361.15	\$1,454,477.32	\$1,586,343.31
<b>Incomes &amp; ROI</b>	Annual Net Income	\$85,923.75	\$228,135.30	\$505,068.92
	ROI (Net Income/Equity)	5.36%	14.22%	31.48%
	Actual Cash Flow	\$282,592.25	\$418,345.43	\$688,162.07
	CCROI (Actual Cash Flow/Equity)	17.62%	26.08%	42.90%
	CAP Rate	12.08%	13.77%	17.13%

## Expected Model - Annual Summary Data

		YEAR 1	YEAR 2	YEAR 3
<b>Volumes</b>	Retail Customers	88,687	88,004	92,543
	Monthly Pass Members	24,320	50,174	70,492
	Total Volume	113,007	138,178	163,035
<b>Revenues &amp; Expenses</b>	Retail Sales	\$1,450,916.11	\$1,439,741.70	\$1,699,088.62
	Monthly Pass Sales	\$201,622.67	\$429,827.87	\$624,702.75
	Total Revenue	\$1,652,538.78	\$1,869,569.58	\$2,323,791.37
	Operating Expenses	\$1,427,797.72	\$1,489,887.40	\$1,629,410.20
<b>Incomes &amp; ROI</b>	Annual Net Income	\$224,741.06	\$379,682.18	\$694,381.17
	ROI (Net Income/Equity)	14.01%	23.67%	43.29%
	Actual Cash Flow	\$421,409.56	\$569,892.31	\$877,474.32
	CCROI (Actual Cash Flow/Equity)	26.27%	35.53%	54.70%
	CAP Rate	13.81%	15.66%	19.49%

## Aggressive Model - Annual Summary Data

		YEAR 1	YEAR 2	YEAR 3
<b>Volumes</b>	Retail Customers	93,121	92,404	97,170
	Monthly Pass Members	25,536	52,683	74,016
	Total Volume	118,657	145,087	171,186
<b>Revenues &amp; Expenses</b>	Retail Sales	\$1,523,461.92	\$1,511,728.79	\$1,784,043.05
	Monthly Pass Sales	\$211,703.80	\$451,319.27	\$655,937.89
	Total Revenue	\$1,735,165.72	\$1,963,048.06	\$2,439,980.93
	Operating Expenses	\$1,444,029.90	\$1,508,738.62	\$1,657,351.52
<b>Incomes &amp; ROI</b>	Annual Net Income	\$291,135.81	\$454,309.44	\$782,629.41
	ROI (Net Income/Equity)	18.15%	28.32%	48.79%
	Actual Cash Flow	\$487,804.31	\$644,519.57	\$965,722.56
	CCROI (Actual Cash Flow/Equity)	30.41%	40.18%	60.20%
	CAP Rate	14.64%	16.59%	20.60%

# Performance Table - Annual KPI by Category

## Volume

		YEAR 1	YEAR 2	YEAR 3
Retail Volume	Conservative	79,818	79,203	83,289
	Expected	88,687	88,004	92,543
	Aggressive	93,121	92,404	97,170
Membership Volume	Conservative	21,888	45,157	63,443
	Expected	24,320	50,174	70,492
	Aggressive	25,536	52,683	74,016
Total Volume	Conservative	101,706	124,360	146,731
	Expected	113,007	138,178	163,035
	Aggressive	118,657	145,087	171,186

## Revenue

		YEAR 1	YEAR 2	YEAR 3
Retail Revenue	Conservative	\$1,305,824.50	\$1,295,767.53	\$1,529,179.75
	Expected	\$1,450,916.11	\$1,439,741.70	\$1,699,088.62
	Aggressive	\$1,523,461.92	\$1,511,728.79	\$1,784,043.05
Membership Revenue	Conservative	\$181,460.40	\$386,845.09	\$562,232.48
	Expected	\$201,622.67	\$429,827.87	\$624,702.75
	Aggressive	\$211,703.80	\$451,319.27	\$655,937.89
Total Revenue	Conservative	\$1,487,284.90	\$1,682,612.62	\$2,091,412.23
	Expected	\$1,652,538.78	\$1,869,569.58	\$2,323,791.37
	Aggressive	\$1,735,165.72	\$1,963,048.06	\$2,439,980.93

## Expenses and Income

		YEAR 1	YEAR 2	YEAR 3
Total Expenses	Conservative	\$1,401,361.15	\$1,454,477.32	\$1,586,343.31
	Expected	\$1,427,797.72	\$1,489,887.40	\$1,629,410.20
	Aggressive	\$1,444,029.90	\$1,508,738.62	\$1,657,351.52
Expense Ratio	Conservative	34.86%	34.36%	34.29%
	Expected	32.98%	32.82%	32.71%
	Aggressive	32.34%	32.21%	32.30%
Net Income	Conservative	\$85,923.75	\$228,135.30	\$505,068.92
	Expected	\$224,741.06	\$379,682.18	\$694,381.17
	Aggressive	\$291,135.81	\$454,309.44	\$782,629.41
Actual Cashflow	Conservative	\$282,592.25	\$418,345.43	\$688,162.07
	Expected	\$421,409.56	\$569,892.31	\$877,474.32
	Aggressive	\$487,804.31	\$644,519.57	\$965,722.56

## ROI and Cap Rate

		YEAR 1	YEAR 2	YEAR 3
ROI Net Income	Conservative	5.36%	14.22%	31.48%
	Expected	14.01%	23.67%	43.29%
	Aggressive	18.15%	28.32%	48.79%
ROI Cash on Cash	Conservative	17.62%	26.08%	42.90%
	Expected	26.27%	35.53%	54.70%
	Aggressive	30.41%	40.18%	60.20%
Capitalization Rate	Conservative	12.08%	13.77%	17.13%
	Expected	13.81%	15.66%	19.49%
	Aggressive	14.64%	16.59%	20.60%

# Monthly Membership Data

## Expected Model - Monthly Membership Statistics

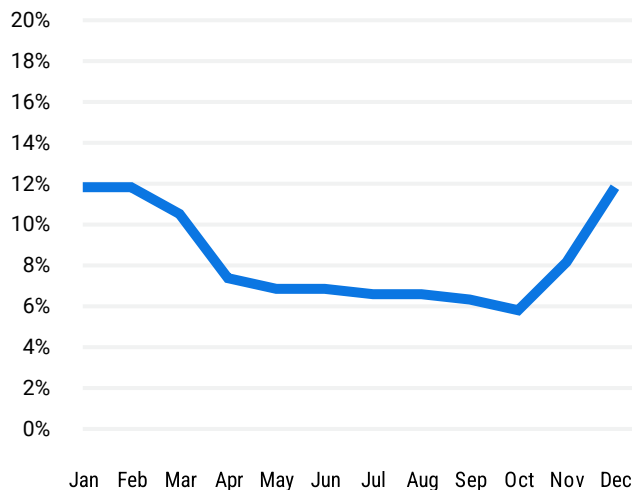
	YEAR 1				YEAR 2			YEAR 3		
	Signups	Subtotal	% Signups	Monthly Revenue	Signups	Subtotal	Monthly Revenue	Signups	Subtotal	Monthly Revenue
Jan	300	300	30%	\$7,710	84	1,071	\$27,529	68	1,766	\$45,373
Feb	92	392	9%	\$10,069	84	1,155	\$29,680	68	1,833	\$47,108
Mar	82	473	8%	\$12,166	74	1,229	\$31,592	60	1,893	\$48,650
Apr	57	531	6%	\$13,634	52	1,281	\$32,931	42	1,935	\$49,730
May	53	584	5%	\$14,997	48	1,330	\$34,174	39	1,974	\$50,732
Jun	53	637	5%	\$16,361	48	1,378	\$35,417	39	2,013	\$51,734
Jul	51	688	5%	\$17,671	47	1,425	\$36,612	38	2,051	\$52,698
Aug	51	739	5%	\$18,982	47	1,471	\$37,807	38	2,088	\$53,662
Sep	49	788	5%	\$20,240	45	1,516	\$38,954	36	2,124	\$54,587
Oct	45	832	5%	\$21,394	41	1,557	\$40,006	33	2,157	\$55,435
Nov	63	896	6%	\$23,019	58	1,614	\$41,488	47	2,204	\$56,630
Dec	92	987	9%	\$25,378	84	1,698	\$43,639	68	2,271	\$58,365
<b>Year Totals</b>				<b>\$201,623</b>			<b>\$429,828</b>			<b>\$624,703</b>

## Expected Model Data Summary

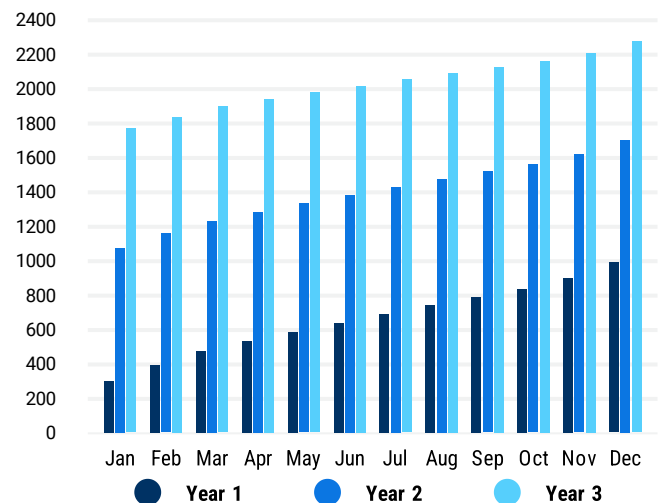
	Monthly Signups - Average Net Gain	Average Daily Increase	Average Membership Quantity	Average Monthly Revenue	Annual Gross Revenue
<b>YEAR 1</b>	62	2.05	654	\$16,802	\$201,622.67
<b>YEAR 2</b>	59	1.95	1,394	\$35,819	\$429,827.87
<b>YEAR 3</b>	48	1.57	2,026	\$52,059	\$624,702.75

\*Year average does not include Month 1 Opening Promotion Membership Sales

### Membership Signups by Month



### Membership Quantities



# Monthly Membership Data - Fast Pass Breakdown



Fast Pass Package	% Sold	YEAR 1		Pass Weighted Avg Amnt
		Quantity	Revenue	
\$35.00	20%	118	\$4,118.75	\$7.00
\$29.00	35%	206	\$5,972.19	\$10.15
\$19.00	45%	265	\$5,030.76	\$8.55
\$0.00	0%	0	\$0.00	\$0.00
<b>Totals</b>	<b>100%</b>	<b>588</b>	<b>\$15,121.70</b>	<b>\$25.70</b>

## Average Monthly Pass Sales by Package - Conservative Model

Fast Pass Package	% Sold	YEAR 1		YEAR 2		YEAR 3	
		Quantity	Revenue	Quantity	Revenue	Quantity	Revenue
\$35.00	20%	118	\$4,118.75	251	\$8,780.53	365	\$12,761.44
\$29.00	35%	206	\$5,972.19	439	\$12,731.77	638	\$18,504.08
\$19.00	45%	265	\$5,030.76	564	\$10,724.79	820	\$15,587.18
\$0.00	0%	0	\$0.00	0	\$0.00	0	\$0.00
<b>Totals</b>	<b>100%</b>	<b>588</b>	<b>\$15,121.70</b>	<b>1,254</b>	<b>\$32,237.09</b>	<b>1,823</b>	<b>\$46,852.71</b>

## Average Monthly Pass Sales by Package - Expected Model

Fast Pass Package	% Sold	YEAR 1		YEAR 2		YEAR 3	
		Quantity	Revenue	Quantity	Revenue	Quantity	Revenue
\$35.00	20%	131	\$4,576.39	279	\$9,756.15	405	\$14,179.38
\$29.00	35%	229	\$6,635.77	488	\$14,146.41	709	\$20,560.09
\$19.00	45%	294	\$5,589.73	627	\$11,916.43	912	\$17,319.09
\$0.00	0%	0	\$0.00	0	\$0.00	0	\$0.00
<b>Totals</b>	<b>100%</b>	<b>654</b>	<b>\$16,801.89</b>	<b>1,394</b>	<b>\$35,818.99</b>	<b>2,026</b>	<b>\$52,058.56</b>

## Average Monthly Pass Sales by Package - Aggressive Model

Fast Pass Package	% Sold	YEAR 1		YEAR 2		YEAR 3	
		Quantity	Revenue	Quantity	Revenue	Quantity	Revenue
\$35.00	20%	137	\$4,805.21	293	\$10,243.95	425	\$14,888.34
\$29.00	35%	240	\$6,967.55	512	\$14,853.73	744	\$21,588.10
\$19.00	45%	309	\$5,869.22	659	\$12,512.26	957	\$18,185.05
\$0.00	0%	0	\$0.00	0	\$0.00	0	\$0.00
<b>Totals</b>	<b>100%</b>	<b>686</b>	<b>\$17,641.98</b>	<b>1,463</b>	<b>\$37,609.94</b>	<b>2,127</b>	<b>\$54,661.49</b>

# Profit & Loss Statements - Expected Performance Model



INCOME	YEAR 1		YEAR 2		YEAR 3	
Cash Sales	\$374,300.03	22.7%	\$423,457.51	22.7%	\$526,338.74	22.7%
Credit Card Sales	\$1,266,670.97	76.7%	\$1,433,025.08	76.7%	\$1,781,186.08	76.7%
Fleet Sales	\$3,305.08	0.2%	\$3,739.14	0.2%	\$4,647.58	0.2%
Vending Sales	\$8,262.69	0.5%	\$9,347.85	0.5%	\$11,618.96	0.5%
<b>Total Income</b>	<b>\$1,652,538.78</b>	<b>100.0%</b>	<b>\$1,869,569.58</b>	<b>100.0%</b>	<b>\$2,323,791.37</b>	<b>100.0%</b>
<b>EXPENSE</b>						
Accounting	\$7,200.00	0.9%	\$7,416.00	0.8%	\$7,638.48	0.7%
Advertising & Promotion	\$42,000.00	5.2%	\$12,000.00	1.4%	\$12,000.00	1.2%
Alarm Service	\$700.00	0.1%	\$700.00	0.1%	\$721.00	0.1%
Amortization Expense	\$911.60	0.1%	\$911.60	0.1%	\$938.95	0.1%
Bad Debt	\$100.00	0.0%	\$100.00	0.0%	\$103.00	0.0%
Bank Service Charges	\$635.75	0.1%	\$635.75	0.1%	\$654.82	0.1%
Wash Chemicals	\$79,986.39	9.9%	\$100,736.63	11.5%	\$122,423.58	12.0%
Credit Card Fees	\$45,791.85	5.7%	\$51,805.77	5.9%	\$64,392.26	6.3%
Damage Claims	\$12,394.04	1.5%	\$14,021.77	1.6%	\$17,428.44	1.7%
Dental Insurance	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Depreciation	\$260,000.00	32.3%	\$260,000.00	29.8%	\$260,000.00	25.5%
Dues & Memberships	\$200.00	0.0%	\$200.00	0.0%	\$250.00	0.0%
Gift Card Fees	\$115.00	0.0%	\$115.00	0.0%	\$150.00	0.0%
Health Insurance	\$16,525.39	2.1%	\$19,256.57	2.2%	\$23,935.05	2.3%
Hiring Expense	\$1,620.00	0.2%	\$1,684.80	0.2%	\$2,135.81	0.2%
Insurance Expense	\$15,990.00	2.0%	\$16,469.70	1.9%	\$16,963.79	1.7%
Legal Expenses	\$800.00	0.1%	\$824.00	0.1%	\$848.72	0.1%
Management Fees (Owner)	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Manager Cell Phone	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Meals & Entertainment	\$2,000.00	0.2%	\$2,060.00	0.2%	\$2,121.80	0.2%
Mileage Reimbursement	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Miscellaneous Expense	\$2,478.81	0.3%	\$2,804.35	0.3%	\$3,590.26	0.4%
Office Supplies	\$1,652.54	0.2%	\$1,869.57	0.2%	\$2,393.51	0.2%
Payroll Administration	\$3,240.00	0.4%	\$3,369.60	0.4%	\$4,147.20	0.4%
Payroll Expenses	\$162,000.00	20.1%	\$168,480.00	19.3%	\$207,360.00	20.3%
Payroll Taxes	\$14,277.06	1.8%	\$14,848.14	1.7%	\$18,822.88	1.8%
Permits & Licenses	\$5,000.00	0.6%	\$5,150.00	0.6%	\$5,304.50	0.5%
Petroleum Commissions	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Repairs & Maintenance	\$16,525.39	2.1%	\$56,087.09	6.4%	\$92,951.65	9.1%
Sand Trap Pumping	\$1,130.07	0.1%	\$1,381.78	0.2%	\$1,630.35	0.2%
Small Tools & Equipment	\$200.00	0.0%	\$200.00	0.0%	\$206.00	0.0%
Training Expense	\$1,620.00	0.2%	\$1,684.80	0.2%	\$2,135.81	0.2%
Trash Service	\$6,500.00	0.8%	\$6,695.00	0.8%	\$6,895.85	0.7%
Uniforms	\$2,430.00	0.3%	\$2,527.20	0.3%	\$3,110.40	0.3%
<b>UTILITIES</b>						
Electricity	\$46,332.89	5.8%	\$56,653.07	6.5%	\$66,844.23	6.6%
Gas	\$6,074.15	0.8%	\$6,215.22	0.7%	\$6,510.46	0.6%
Internet	\$4,100.00	0.5%	\$4,223.00	0.5%	\$4,349.69	0.4%
Water & Sewer Expense	\$27,121.69	3.4%	\$33,162.78	3.8%	\$41,628.79	4.1%
Vending Expense	\$5,370.75	0.7%	\$6,076.10	0.7%	\$2,788.55	0.3%
Wash Supply Expense	\$7,981.76	1.0%	\$9,030.02	1.0%	\$11,560.63	1.1%
Workman's Compensation	\$3,946.32	0.5%	\$4,104.17	0.5%	\$5,202.83	0.5%
<b>Total Operational Expenses</b>	<b>\$804,951.45</b>	<b>100.0%</b>	<b>\$873,499.49</b>	<b>100.0%</b>	<b>\$1,020,139.27</b>	<b>100.0%</b>
<b>NET ORDINARY INCOME</b>	<b>\$847,587.33</b>		<b>\$996,070.09</b>		<b>\$1,303,652.09</b>	
Other Income/Expense	\$0.00		\$0.00		\$0.00	
Interest Expense	\$622,846.27		\$616,387.90		\$609,270.93	
Total Other Expense	\$622,846.27		\$616,387.90		\$609,270.93	
Total Expenses	\$1,427,797.72		\$1,489,887.40		\$1,629,410.20	
<b>Net Income</b>	<b>\$224,741.06</b>		<b>\$379,682.18</b>		<b>\$694,381.17</b>	

# Profit & Loss Statements - Conservative Performance Model



INCOME	YEAR 1		YEAR 2		YEAR 3	
Cash Sales	\$336,870.03	22.7%	\$381,111.76	22.7%	\$473,704.87	22.7%
Credit Card Sales	\$1,140,003.88	76.7%	\$1,289,722.57	76.7%	\$1,603,067.47	76.7%
Fleet Sales	\$2,974.57	0.2%	\$3,365.23	0.2%	\$4,182.82	0.2%
Vending Sales	\$7,436.42	0.5%	\$8,413.06	0.5%	\$10,457.06	0.5%
<b>Total Income</b>	<b>\$1,487,284.90</b>	<b>100.0%</b>	<b>\$1,682,612.62</b>	<b>100.0%</b>	<b>\$2,091,412.23</b>	<b>100.0%</b>
<b>EXPENSE</b>						
Accounting	\$7,200.00	0.9%	\$7,416.00	0.9%	\$7,638.48	0.8%
Advertising & Promotion	\$42,000.00	5.4%	\$12,000.00	1.4%	\$12,000.00	1.2%
Alarm Service	\$700.00	0.1%	\$700.00	0.1%	\$721.00	0.1%
Amortization Expense	\$911.60	0.1%	\$911.60	0.1%	\$938.95	0.1%
Bad Debt	\$100.00	0.0%	\$100.00	0.0%	\$103.00	0.0%
Bank Service Charges	\$635.75	0.1%	\$635.75	0.1%	\$654.82	0.1%
Wash Chemicals	\$71,987.75	9.2%	\$90,662.97	10.8%	\$110,181.22	11.3%
Credit Card Fees	\$41,212.66	5.3%	\$46,625.20	5.6%	\$57,953.03	5.9%
Damage Claims	\$11,154.64	1.4%	\$12,619.59	1.5%	\$15,685.59	1.6%
Dental Insurance	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Depreciation	\$260,000.00	33.4%	\$260,000.00	31.0%	\$260,000.00	26.6%
Dues & Memberships	\$200.00	0.0%	\$200.00	0.0%	\$250.00	0.0%
Gift Card Fees	\$115.00	0.0%	\$115.00	0.0%	\$150.00	0.0%
Health Insurance	\$14,872.85	1.9%	\$17,330.91	2.1%	\$21,541.55	2.2%
Hiring Expense	\$1,620.00	0.2%	\$1,684.80	0.2%	\$2,135.81	0.2%
Insurance Expense	\$15,990.00	2.1%	\$16,469.70	2.0%	\$16,963.79	1.7%
Legal Expenses	\$800.00	0.1%	\$824.00	0.1%	\$848.72	0.1%
Management Fees (Owner)	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Manager Cell Phone	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Meals & Entertainment	\$2,000.00	0.3%	\$2,060.00	0.2%	\$2,121.80	0.2%
Mileage Reimbursement	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Miscellaneous Expense	\$2,230.93	0.3%	\$2,523.92	0.3%	\$3,231.23	0.3%
Office Supplies	\$1,487.28	0.2%	\$1,682.61	0.2%	\$2,154.15	0.2%
Payroll Administration	\$3,240.00	0.4%	\$3,369.60	0.4%	\$4,147.20	0.4%
Payroll Expenses	\$162,000.00	20.8%	\$168,480.00	20.1%	\$207,360.00	21.2%
Payroll Taxes	\$14,277.06	1.8%	\$14,848.14	1.8%	\$18,822.88	1.9%
Permits & Licenses	\$5,000.00	0.6%	\$5,150.00	0.6%	\$5,304.50	0.5%
Petroleum Commissions	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Repairs & Maintenance	\$14,872.85	1.9%	\$50,478.38	6.0%	\$83,656.49	8.6%
Sand Trap Pumping	\$1,017.06	0.1%	\$1,243.60	0.1%	\$1,467.31	0.2%
Small Tools & Equipment	\$200.00	0.0%	\$200.00	0.0%	\$206.00	0.0%
Training Expense	\$1,620.00	0.2%	\$1,684.80	0.2%	\$2,135.81	0.2%
Trash Service	\$6,500.00	0.8%	\$6,695.00	0.8%	\$6,895.85	0.7%
Uniforms	\$2,430.00	0.3%	\$2,527.20	0.3%	\$3,110.40	0.3%
<b>UTILITIES</b>						
Electricity	\$41,699.60	5.4%	\$50,987.77	6.1%	\$60,159.81	6.2%
Gas	\$5,966.74	0.8%	\$6,093.70	0.7%	\$6,359.42	0.7%
Internet	\$4,100.00	0.5%	\$4,223.00	0.5%	\$4,349.69	0.4%
Water & Sewer Expense	\$24,409.52	3.1%	\$29,846.50	3.6%	\$35,215.50	3.6%
Vending Expense	\$4,833.68	0.6%	\$5,468.49	0.7%	\$7,001.00	0.7%
Wash Supply Expense	\$7,183.59	0.9%	\$8,127.02	1.0%	\$10,404.57	1.1%
Workman's Compensation	\$3,946.32	0.5%	\$4,104.17	0.5%	\$5,202.83	0.5%
<b>Total Operational Expenses</b>	<b>\$778,514.87</b>	<b>100.0%</b>	<b>\$838,089.42</b>	<b>100.0%</b>	<b>\$977,072.39</b>	<b>100.0%</b>
<b>NET ORDINARY INCOME</b>	<b>\$708,770.03</b>		<b>\$844,523.20</b>		<b>\$1,114,339.84</b>	
Other Income/Expense	\$0.00		\$0.00		\$0.00	
Interest Expense	\$622,846.27		\$616,387.90		\$609,270.93	
Total Other Expense	\$622,846.27		\$616,387.90		\$609,270.93	
Total Expenses	\$1,401,361.15		\$1,454,477.32		\$1,586,343.31	
<b>NET INCOME</b>	<b>\$85,923.75</b>		<b>\$228,135.30</b>		<b>\$505,068.92</b>	

# Profit & Loss Statements - Aggressive Performance Model



INCOME	YEAR 1		YEAR 2		YEAR 3	
Cash Sales	\$393,015.04	22.7%	\$444,630.38	22.7%	\$552,655.68	22.7%
Credit Card Sales	\$1,330,004.52	76.7%	\$1,504,676.34	76.7%	\$1,870,245.39	76.7%
Fleet Sales	\$3,470.33	0.2%	\$3,926.10	0.2%	\$4,879.96	0.2%
Vending Sales	\$8,675.83	0.5%	\$9,815.24	0.5%	\$12,199.90	0.5%
<b>Total Income</b>	<b>\$1,735,165.72</b>	<b>100.0%</b>	<b>\$1,963,048.06</b>	<b>100.0%</b>	<b>\$2,439,980.93</b>	<b>100.0%</b>
EXPENSE						
Accounting	\$7,200.00	0.9%	\$7,416.00	0.8%	\$7,638.48	0.7%
Advertising & Promotion	\$42,000.00	5.1%	\$12,000.00	1.3%	\$12,000.00	1.1%
Alarm Service	\$700.00	0.1%	\$700.00	0.1%	\$721.00	0.1%
Amortization Expense	\$911.60	0.1%	\$911.60	0.1%	\$938.95	0.1%
Bad Debt	\$100.00	0.0%	\$100.00	0.0%	\$103.00	0.0%
Bank Service Charges	\$635.75	0.1%	\$635.75	0.1%	\$654.82	0.1%
Wash Chemicals	\$83,985.71	10.2%	\$105,773.46	11.9%	\$128,544.76	12.3%
Credit Card Fees	\$48,081.44	5.9%	\$54,396.06	6.1%	\$67,611.87	6.5%
Damage Claims	\$13,013.74	1.6%	\$14,722.86	1.6%	\$18,299.86	1.7%
Dental Insurance	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Depreciation	\$260,000.00	31.7%	\$260,000.00	29.1%	\$260,000.00	24.8%
Dues & Memberships	\$200.00	0.0%	\$200.00	0.0%	\$250.00	0.0%
Gift Card Fees	\$115.00	0.0%	\$115.00	0.0%	\$150.00	0.0%
Health Insurance	\$17,351.66	2.1%	\$20,219.39	2.3%	\$25,131.80	2.4%
Hiring Expense	\$1,620.00	0.2%	\$1,684.80	0.2%	\$2,135.81	0.2%
Insurance Expense	\$15,990.00	1.9%	\$16,469.70	1.8%	\$16,963.79	1.6%
Legal Expenses	\$800.00	0.1%	\$824.00	0.1%	\$848.72	0.1%
Management Fees (Owner)	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Manager Cell Phone	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Meals & Entertainment	\$2,000.00	0.2%	\$2,060.00	0.2%	\$2,121.80	0.2%
Mileage Reimbursement	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Miscellaneous Expense	\$2,602.75	0.3%	\$2,944.57	0.3%	\$3,769.77	0.4%
Office Supplies	\$1,735.17	0.2%	\$1,963.05	0.2%	\$2,513.18	0.2%
Payroll Administration	\$3,240.00	0.4%	\$3,369.60	0.4%	\$4,147.20	0.4%
Payroll Expenses	\$162,000.00	19.7%	\$168,480.00	18.9%	\$207,360.00	19.8%
Payroll Taxes	\$14,277.06	1.7%	\$14,848.14	1.7%	\$18,822.88	1.8%
Permits & Licenses	\$5,000.00	0.6%	\$5,150.00	0.6%	\$5,304.50	0.5%
Petroleum Commissions	\$0.00	0.0%	\$0.00	0.0%	\$0.00	0.0%
Repairs & Maintenance	\$17,351.66	2.1%	\$58,891.44	6.6%	\$97,599.24	9.3%
Sand Trap Pumping	\$3,263.08	0.4%	\$1,450.87	0.2%	\$1,711.86	0.2%
Small Tools & Equipment	\$200.00	0.0%	\$200.00	0.0%	\$206.00	0.0%
Training Expense	\$1,620.00	0.2%	\$1,684.80	0.2%	\$2,135.81	0.2%
Trash Service	\$6,500.00	0.8%	\$6,695.00	0.8%	\$6,895.85	0.7%
Uniforms	\$2,430.00	0.3%	\$2,527.20	0.3%	\$3,110.40	0.3%
UTILITIES						
Electricity	\$48,649.53	5.9%	\$59,485.73	6.7%	\$70,186.44	6.7%
Gas	\$6,127.86	0.7%	\$6,275.98	0.7%	\$6,633.57	0.6%
Internet	\$4,100.00	0.5%	\$4,223.00	0.5%	\$4,349.69	0.4%
Water & Sewer Expense	\$29,415.17	3.6%	\$35,967.10	4.0%	\$43,710.23	4.2%
Vending Expense	\$5,639.29	0.7%	\$6,379.91	0.7%	\$8,167.84	0.8%
Wash Supply Expense	\$8,380.85	1.0%	\$9,481.52	1.1%	\$12,138.66	1.2%
Workman's Compensation	\$3,946.32	0.5%	\$4,104.17	0.5%	\$5,202.83	0.5%
<b>Total Operational Expenses</b>	<b>\$821,183.63</b>	<b>100.0%</b>	<b>\$892,350.72</b>	<b>100.0%</b>	<b>\$1,048,080.60</b>	<b>100.0%</b>
<b>NET ORDINARY INCOME</b>	<b>\$913,982.09</b>		<b>\$1,070,697.34</b>		<b>\$1,391,900.34</b>	
Other Income/Expense	\$0.00		\$0.00		\$0.00	
Interest Expense	\$622,846.27		\$616,387.90		\$609,270.93	
Total Other Expense	\$622,846.27		\$616,387.90		\$609,270.93	
Total Expenses	\$1,444,029.90		\$1,508,738.62		\$1,657,351.52	
<b>NET INCOME</b>	<b>\$291,135.81</b>		<b>\$454,309.44</b>		<b>\$782,629.41</b>	



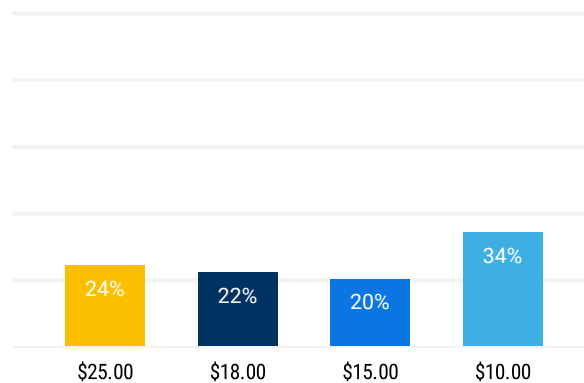
## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	242.98	66.63
Monthly Average	7,390.57	2,026.69
Annual Average	88,686.80	24,320.24
<b>Total Volume</b>	<b>113,007.05</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$25.00	24%	58	\$1,457.87
Package 2	\$18.00	22%	53	\$962.19
Package 3	\$15.00	20%	49	\$728.93
Package 4	\$10.00	34%	83	\$826.12
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>243</b>	<b>\$3,975.11</b>
Retail Ticket Average			<b>\$16.36</b>	

## Retail Package Sales



MONTHLY GROSS  
RETAIL REVENUE

**\$120,909.68**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,450,916.11**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	654
	Expected Washes/Member	3.1
	Total Wash Count	2,027
	Ticket Average	\$25.70
	Revenue	\$16,801.89
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.29
	Member Wash Count	24,320.24
	Member Revenue	\$201,622.67
Opening Campaign Signups		300
Daily Average Membership Adds		2.71
Monthly Average Growth		82.29

## Membership Signups by Month



## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	241.11	137.46
Monthly Average	7,333.65	4,181.21
Annual Average	88,003.77	50,174.46
<b>Total Volume</b>	<b>138,178.23</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$25.00	24%	58	\$1,446.64
Package 2	\$18.00	22%	53	\$954.78
Package 3	\$15.00	20%	48	\$723.32
Package 4	\$10.00	34%	82	\$819.76
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>241</b>	<b>\$3,944.50</b>
Retail Ticket Average			<b>\$16.36</b>	

MONTHLY GROSS  
RETAIL REVENUE

**\$119,978.48**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,439,741.70**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	1,394
	Expected Washes/Member	3.0
	Total Wash Count	4,181
	Ticket Average	\$25.70
	Revenue	\$35,818.99
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.57
	Member Wash Count	50,174.46
	Member Revenue	\$429,827.87
Opening Campaign Signups		300
Daily Average Membership Adds		2.43
Monthly Average Growth		74.06

## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	253.54	193.13
Monthly Average	7,711.91	5,874.31
Annual Average	92,542.95	70,491.75
<b>Total Volume</b>	<b>163,034.70</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$27.00	24%	61	\$1,642.95
Package 2	\$20.00	22%	56	\$1,115.59
Package 3	\$17.00	20%	51	\$862.04
Package 4	\$12.00	34%	86	\$1,034.45
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>254</b>	<b>\$4,655.04</b>
Retail Ticket Average			<b>\$18.36</b>	

MONTHLY GROSS  
RETAIL REVENUE

**\$141,590.72**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,699,088.62**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	2,026
	Expected Washes/Member	2.9
	Total Wash Count	5,874
	Ticket Average	\$25.70
	Revenue	\$52,058.56
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.86
	Member Wash Count	70,491.75
	Member Revenue	\$624,702.75
Opening Campaign Signups		300
Daily Average Membership Adds		2.43
Monthly Average Growth		74.06

## Revenue

	YEAR 1	YEAR 2	YEAR 3
Retail Volume - Annual	88,686.80	88,003.77	92,542.95
Retail Increase		-683.03	4,539.18
Retail Sales - Annual Gross	\$1,450,916.11	\$1,439,741.70	\$1,699,088.62
Membership Volume - Annual	24,320.24	50,174.46	70,491.75
Membership Pass Quantity - Average Monthly	653.77	1,393.74	2,025.63
Membership Revenue - Annual Gross	\$201,622.67	\$429,827.87	\$624,702.75
<b>Annual Gross Revenue</b>	<b>\$1,652,538.78</b>	<b>\$1,869,569.58</b>	<b>\$2,323,791.37</b>
Annual Gross Revenue % Increase		13.13%	24.30%

## Expense

Operating Expenses (Average)	32.98%	32.82%	32.71%
Annual Operating Expense Amount	\$544,951.45	\$613,499.49	\$760,139.27
Annual Depreciation Expense	\$260,000.00	\$260,000.00	\$260,000.00
Annual Loan Interest Expense	\$622,846.27	\$616,387.90	\$609,270.93
<b>Total Expenses</b>	<b>\$1,427,797.72</b>	<b>\$1,489,887.40</b>	<b>\$1,629,410.20</b>

## Profitability

Annual Net Income (Before Tax)	\$224,741.06	\$379,682.18	\$694,381.17
Debt Service (Cash Out)	\$63,331.50	\$69,789.87	\$76,906.85
Add Back Depreciation (non-cash expense)	\$260,000.00	\$260,000.00	\$260,000.00
<b>Actual Cash Flow (Before Tax)</b>	<b>\$421,409.56</b>	<b>\$569,892.31</b>	<b>\$877,474.32</b>

## Return on Investment Summary

ORIGINAL INVESTMENT AMOUNT

**\$1,604,171.25**

ROI - STANDARD	YEAR 1	YEAR 2	YEAR 3
Annual Net Income (Before Taxes)	\$224,741.06	\$379,682.18	\$694,381.17
ROI (Net Income/Equity)	14.0%	23.7%	43.3%
<b>3-Year Average ROI</b>	<b>27.0%</b>		

ROI - CASH ON CASH (CCR ADDS BACK DEPRECIATION)	YEAR 1	YEAR 2	YEAR 3
Annual Net Income (Before Taxes)	\$421,409.56	\$569,892.31	\$877,474.32
CCR ROI (Actual Cash Flow/Equity)	26.3%	35.5%	54.7%
<b>3-Year Average CCR</b>	<b>38.8%</b>		

CAPITALIZATION RATE	YEAR 1	YEAR 2	YEAR 3
Net Operating Income	\$1,107,587.33	\$1,256,070.09	\$1,563,652.09
Value of Property	\$8,020,856.25	\$8,020,856.25	\$8,020,856.25
Cap Rate	13.8%	15.7%	19.5%

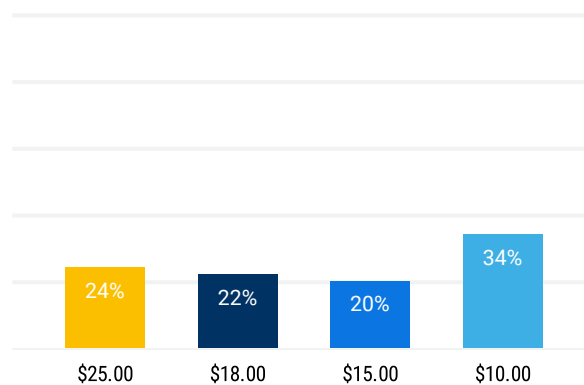
## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	242.98	66.63
Monthly Average	7,390.57	2,026.69
Annual Average	88,686.80	24,320.24
<b>Total Volume</b>	<b>113,007.05</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$25.00	24%	52	\$1,312.08
Package 2	\$18.00	22%	48	\$865.97
Package 3	\$15.00	20%	44	\$656.04
Package 4	\$10.00	34%	74	\$743.51
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>219</b>	<b>\$3,577.60</b>
Retail Ticket Average			<b>\$16.36</b>	

## Retail Package Sales



MONTHLY GROSS  
RETAIL REVENUE

**\$108,818.71**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,305,824.50**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	588
	Expected Washes/Member	3.1
	Total Wash Count	1,824
	Ticket Average	\$25.70
	Revenue	\$15,121.70
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.29
	Member Wash Count	21,888.22
	Member Revenue	\$181,460.40
Opening Campaign Signups		300
Daily Average Membership Adds		2.43
Monthly Average Growth		74.06

## Membership Signups by Month





## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	228.19	173.82
Monthly Average	6,940.72	5,286.88
Annual Average	83,288.66	63,442.58
<b>Total Volume</b>	<b>146,731.23</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$25.00	24%	52	\$1,301.97
Package 2	\$18.00	22%	48	\$859.30
Package 3	\$15.00	20%	43	\$650.99
Package 4	\$10.00	34%	74	\$737.79
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>217</b>	<b>\$3,550.05</b>
Retail Ticket Average			<b>\$16.36</b>	

MONTHLY GROSS  
RETAIL REVENUE

**\$107,980.63**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,295,767.53**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	1,254
	Expected Washes/Member	3.0
	Total Wash Count	3,763
	Ticket Average	\$25.70
	Revenue	\$32,237.09
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.57
	Member Wash Count	45,157.01
	Member Revenue	\$386,845.09
Opening Campaign Signups		300
Daily Average Membership Adds		2.43
Monthly Average Growth		74.06

## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	228.19	173.82
Monthly Average	6,940.72	5,286.88
Annual Average	83,288.66	63,442.58
<b>Total Volume</b>	<b>146,731.23</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$27.00	24%	55	\$1,478.66
Package 2	\$20.00	22%	50	\$1,004.03
Package 3	\$17.00	20%	46	\$775.84
Package 4	\$12.00	34%	78	\$931.01
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>228</b>	<b>\$3,550.05</b>
Retail Ticket Average			<b>\$18.36</b>	

MONTHLY GROSS  
RETAIL REVENUE

**\$127,431.65**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,529,179.75**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	1,823
	Expected Washes/Member	2.9
	Total Wash Count	5,287
	Ticket Average	\$25.70
	Revenue	\$46,852.71
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$12.00
	Member Wash Count	46,852.71
	Member Revenue	\$562,232.48
	Opening Campaign Sign-Ups	300
Daily Average Membership Adds	2.43	
Monthly Average Growth	74.06	

## Revenue

	YEAR 1	YEAR 2	YEAR 3
Retail Volume - Annual	79,818.12	79,203.39	83,288.66
Retail Increase		-614.73	4,085.26
Retail Sales - Annual Gross	\$1,305,824.50	\$1,295,767.53	\$1,529,179.75
Membership Volume - Annual	21,888.22	45,157.01	63,442.58
Membership Pass Quantity - Average Monthly	588.39	1,254.36	1,823.06
Membership Revenue - Annual Gross	\$181,460.40	\$386,845.09	\$562,232.48
<b>Annual Gross Revenue</b>	<b>\$1,487,284.90</b>	<b>\$1,682,612.62</b>	<b>\$2,091,412.23</b>
Annual Gross Revenue % Increase		13.13%	24.30%

## Expense

Operating Expenses (Average)	34.86%	34.36%	34.29%
Annual Operating Expense Amount	\$518,514.87	\$578,089.42	\$717,072.39
Annual Depreciation Expense	\$260,000.00	\$260,000.00	\$260,000.00
Annual Loan Interest Expense	\$622,846.27	\$616,387.90	\$609,270.93
<b>Total Expenses</b>	<b>\$1,401,361.15</b>	<b>\$1,454,477.32</b>	<b>\$1,586,343.31</b>

## Profitability

Annual Net Income (Before Tax)	\$85,923.75	\$228,135.30	\$505,068.92
Debt Service (Cash Out)	\$63,331.50	\$69,789.87	\$76,906.85
Add Back Depreciation (non-cash expense)	\$260,000.00	\$260,000.00	\$260,000.00
<b>Actual Cash Flow (Before Tax)</b>	<b>\$282,592.25</b>	<b>\$418,345.43</b>	<b>\$688,162.07</b>

## Return on Investment Summary

ORIGINAL INVESTMENT AMOUNT

**\$1,604,171.25**

ROI - STANDARD	YEAR 1	YEAR 2	YEAR 3
Annual Net Income (Before Taxes)	\$85,923.75	\$228,135.30	\$505,068.92
ROI (Net Income/Equity)	5.4%	14.2%	31.5%
<b>3-Year Average ROI</b>	<b>17.0%</b>		

ROI - CASH ON CASH (CCR ADDS BACK DEPRECIATION)	YEAR 1	YEAR 2	YEAR 3
Annual Net Income (Before Taxes)	\$282,592.25	\$418,345.43	\$688,162.07
CCR ROI (Actual Cash Flow/Equity)	17.6%	26.1%	42.9%
<b>3-Year Average CCR</b>	<b>28.9%</b>		

CAPITALIZATION RATE	YEAR 1	YEAR 2	YEAR 3
Net Operating Income	\$968,770.03	\$1,104,523.20	\$1,374,339.84
Value of Property	\$8,020,856.25	\$8,020,856.25	\$8,020,856.25
Cap Rate	12.1%	13.8%	17.1%

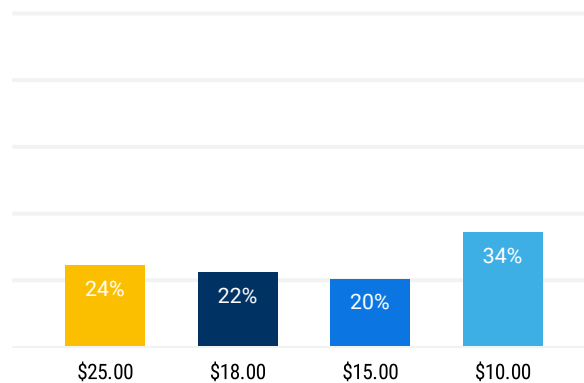
## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	218.68	59.97
Monthly Average	6,651.51	1,824.02
Annual Average	79,818.12	21,888.22
<b>Total Volume</b>	<b>101,706.34</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$25.00	24%	61	\$1,530.76
Package 2	\$18.00	22%	56	\$1,010.30
Package 3	\$15.00	20%	51	\$765.38
Package 4	\$10.00	34%	87	\$867.43
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>255</b>	<b>\$4,173.87</b>
Retail Ticket Average			<b>\$16.36</b>	

## Retail Package Sales



MONTHLY GROSS  
RETAIL REVENUE

**\$126,955.16**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,523,461.92**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	686
	Expected Washes/Member	3.1
	Total Wash Count	2,128
	Ticket Average	\$25.70
	Revenue	\$17,641.98
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.29
	Member Wash Count	25,536.26
	Member Revenue	\$211,703.80
Opening Campaign Signups		300
Daily Average Membership Adds		2.84
Monthly Average Growth		86.40

## Membership Signups by Month



## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	217.00	123.72
Monthly Average	6,600.28	3,763.08
Annual Average	79,203.39	45,157.01
<b>Total Volume</b>	<b>217.00</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$25.00	24%	61	\$1,518.97
Package 2	\$18.00	22%	56	\$1,002.52
Package 3	\$15.00	20%	51	\$759.48
Package 4	\$10.00	34%	86	\$860.75
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>253</b>	<b>\$4,141.72</b>
Retail Ticket Average			<b>\$16.36</b>	

MONTHLY GROSS  
RETAIL REVENUE

**\$125,977.40**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,511,728.79**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	1,463
	Expected Washes/Member	3.0
	Total Wash Count	4,390
	Ticket Average	\$25.70
	Revenue	\$37,609.94
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.57
	Member Wash Count	52,683.18
	Member Revenue	\$451,319.27
Opening Campaign Sign-Ups		300
Daily Average Membership Adds		2.43
Monthly Average Growth		74.06

## Vehicle Wash Volumes by Category

	RETAIL	MEMBERSHIP
Daily Average	228.19	173.82
Monthly Average	6,940.72	5,286.88
Annual Average	83,288.66	63,442.58
<b>Total Volume</b>	<b>146,731.23</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$27.00	24%	64	\$1,725.10
Package 2	\$20.00	22%	59	\$1,171.37
Package 3	\$17.00	20%	53	\$905.15
Package 4	\$12.00	34%	91	\$1,086.18
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>266</b>	<b>\$4,887.79</b>
Retail Ticket Average			<b>\$18.36</b>	

MONTHLY GROSS  
RETAIL REVENUE

**\$148,670.25**

ANNUAL GROSS  
RETAIL REVENUE

**\$1,784,043.05**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	2,127
	Expected Washes/Member	2.9
	Total Wash Count	6,168
	Ticket Average	\$25.70
	Revenue	\$54,661.49
<b>Annual</b>	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.86
	Member Wash Count	74,016.34
	Member Revenue	\$655,937.89
Opening Campaign Sign-Ups		300
Daily Average Membership Adds		2.43
Monthly Average Growth		74.06



## Revenue

	YEAR 1	YEAR 2	YEAR 3
Retail Volume - Annual	93,121.14	92,403.96	97,170.10
Retail Increase		-717.18	4,766.14
Retail Sales - Annual Gross	\$1,523,461.92	\$1,511,728.79	\$1,784,043.05
Membership Volume - Annual	25,536.26	52,683.18	74,016.34
Membership Pass Quantity - Average Monthly	686.46	1,463.42	2,126.91
Membership Revenue - Annual Gross	\$211,703.80	\$451,319.27	\$655,937.89
<b>Annual Gross Revenue</b>	<b>\$1,735,165.72</b>	<b>\$1,963,048.06</b>	<b>\$2,439,980.93</b>
Annual Gross Revenue % Increase		13.13%	24.30%

## Expense

Operating Expenses (Average)	32.34%	32.21%	32.30%
Annual Operating Expense Amount	\$561,183.63	\$632,350.72	\$788,080.60
Annual Depreciation Expense	\$260,000.00	\$260,000.00	\$260,000.00
Annual Loan Interest Expense	\$622,846.27	\$616,387.90	\$609,270.93
<b>Total Expenses</b>	<b>\$1,444,029.90</b>	<b>\$1,508,738.62</b>	<b>\$1,657,351.52</b>

## Profitability

Annual Net Income (Before Tax)	\$291,135.81	\$454,309.44	\$782,629.41
Debt Service (Cash Out)	\$63,331.50	\$69,789.87	\$76,906.85
Add Back Depreciation (non-cash expense)	\$260,000.00	\$260,000.00	\$260,000.00
<b>Actual Cash Flow (Before Tax)</b>	<b>\$487,804.31</b>	<b>\$644,519.57</b>	<b>\$965,722.56</b>

## Return on Investment Summary

ORIGINAL INVESTMENT AMOUNT

**\$1,604,171.25**

ROI - STANDARD	YEAR 1	YEAR 2	YEAR 3
Annual Net Income (Before Taxes)	\$291,135.81	\$454,309.44	\$782,629.41
ROI (Net Income/Equity)	18.1%	28.3%	48.8%
<b>3-Year Average ROI</b>	<b>31.8%</b>		

ROI - CASH ON CASH (CCR ADDS BACK DEPRECIATION)	YEAR 1	YEAR 2	YEAR 3
Annual Net Income (Before Taxes)	\$487,804.31	\$644,519.57	\$965,722.56
CCR ROI (Actual Cash Flow/Equity)	30.4%	40.2%	60.2%
<b>3-Year Average CCR</b>	<b>43.6%</b>		

CAPITALIZATION RATE	YEAR 1	YEAR 2	YEAR 3
Net Operating Income	\$1,173,982.09	\$1,330,697.34	\$1,651,900.34
Value of Property	\$8,020,856.25	\$8,020,856.25	\$8,020,856.25
Cap Rate	14.6%	16.6%	20.6%

## Vehicle Wash Volumes by Category

### Notes on the Break Even Proforma

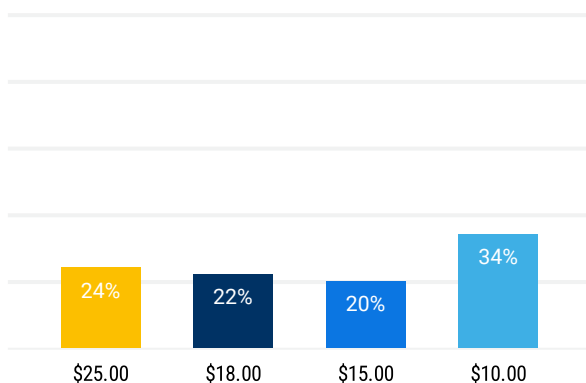
The purpose of the Break Even Analysis is to demonstrate the amount of revenue required in order to be neutral on a project year one after the loan payment and all expenses are paid. Lending institutions focus on risk for underwriting loans, which requires the Break Even analysis for evaluation.

	RETAIL	MEMBERSHIP
Daily Average	82.72	59.97
Monthly Average	2,515.99	1,824.02
Annual Average	30,191.84	21,888.22
<b>Total Volume</b>	<b>52,080.06</b>	

## Revenue Breakdown - Retail

	Package Price	% Sold	Daily Washes / Package	Daily Retail Revenue
Package 1	\$25.00	24%	20	\$496.30
Package 2	\$18.00	22%	18	\$327.56
Package 3	\$15.00	20%	17	\$248.15
Package 4	\$10.00	34%	28	\$281.24
Package 5	\$0.00	0%	0	\$0.00
<b>TOTALS</b>			<b>83</b>	<b>\$1,353.26</b>
Retail Ticket Average			<b>\$16.36</b>	

## Retail Package Sales



MONTHLY GROSS  
RETAIL REVENUE

**\$41,161.54**

ANNUAL GROSS  
RETAIL REVENUE

**\$493,938.45**

## Revenue Breakdown - Membership

<b>Monthly</b>	Average Member Accounts	588
	Expected Washes/Member	3.1
	Total Wash Count	1,824
	Ticket Average	\$25.70
<b>Annual</b>	Revenue	\$15,121.70
	Ticket Average/Member	\$25.70
	Ticket Average/Wash	\$8.29
	Member Wash Count	21,888.22
	Member Revenue	\$181,460.40
Opening Campaign Signups		300
Daily Average Membership Adds		2.43
Monthly Average Growth		74.06

## Membership Signups by Month



## Revenue Summary: Year 1 Only, Annual Amounts

Retail		Membership	
Volume - Vehicles Washed	30,191.8	Average Quantity	588.4
Ticket Average	\$16.36	Ticket Average/Member	\$25.70
Retail Revenue	\$493,938.45	Membership Revenue	\$181,460.40

### ANNUAL GROSS RETAIL REVENUE

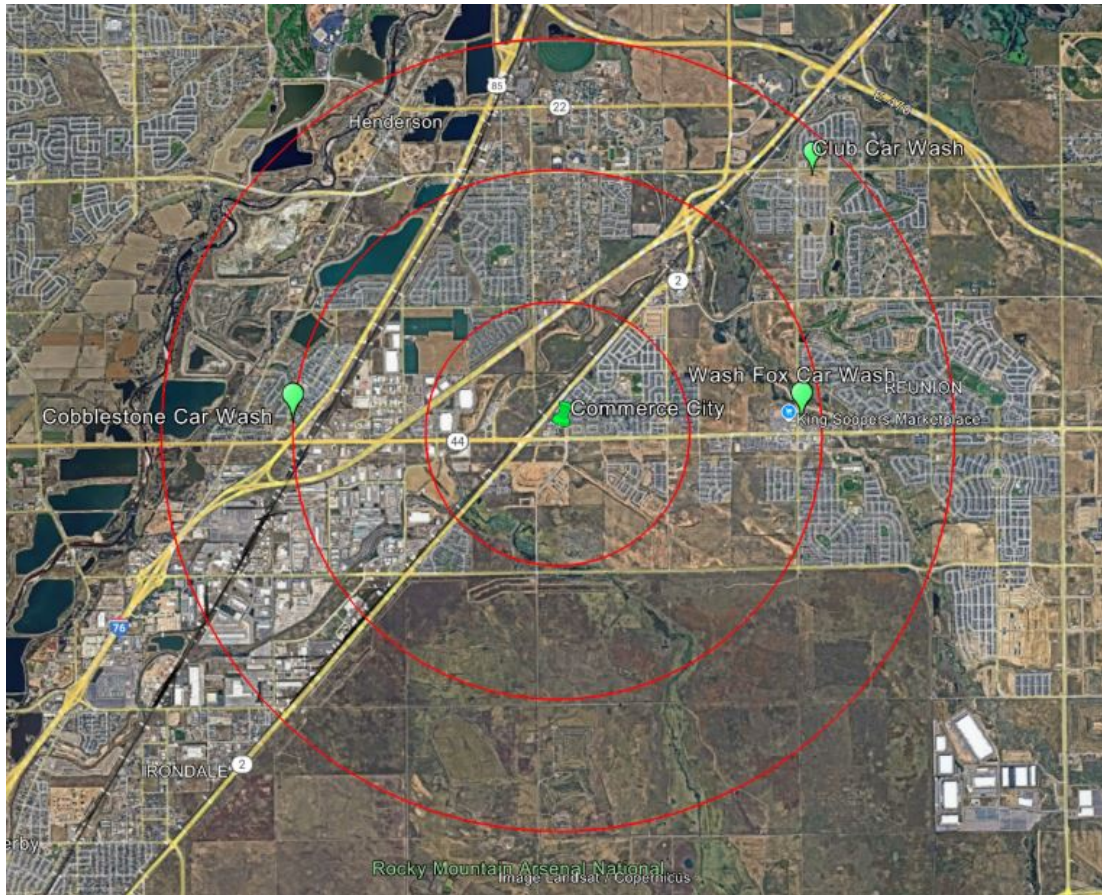
# \$675,398.85

Expenses		Profit Summary	
Operating Expenses (Average)	34.86%	Operating Expenses (Average)	\$-442,912.97
Annual Operating Expense Amount	\$235,465.54	ROI (Net Income / Equity)	-27.6%
Annual Depreciation Expense	\$260,000.00	Debt Service (Cash Out)	\$63,331.50
Annual Loan Interest Expense	\$622,846.27	Add Back Depreciation (non-cash expense)	\$260,000.00
Total Expenses	\$1,118,311.82	Actual Cash Flow (Before Tax)	\$-246,244.47
		"CCR" ROI (Actual Cash Flow / Equity)	-15.4%
		Capitalization Rate (CAP Rate)	5.5%

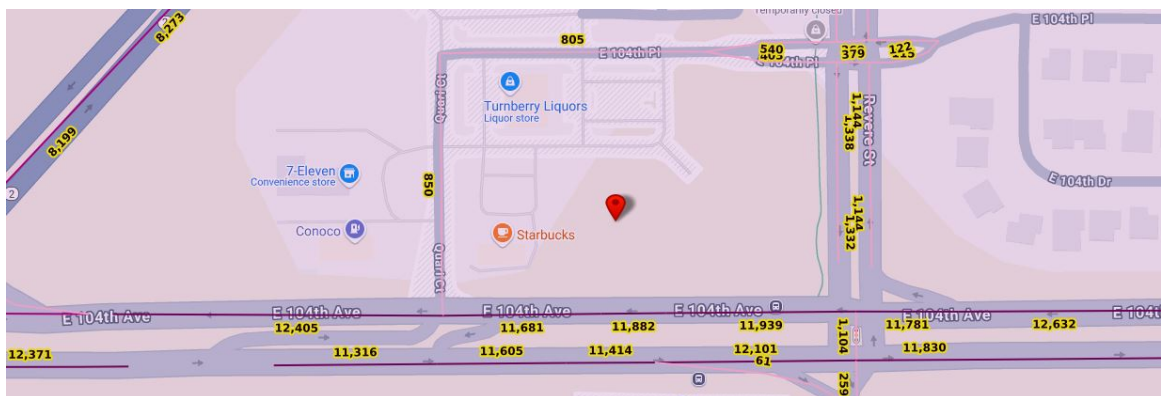
### Term Definitions for this Site Analysis

Revenue/Gross Income	The total earnings or gross income before expenses are deducted.
Net Income/Profit	The amount remaining from revenue after expenses have been deducted.
Return on Investment (ROI)	A relative comparison of the Net Income divided by the equity invested. Example: \$1,000,000 invested by owner realized a \$100,000 Net Income for a 10% ROI.
Cash on Cash Return on Investment (CCR)	The actual cash flow reflects an adjusted net income that adds back non-cash expenses. Depreciation is an expense which reduces the "Net Income" shown for accounting purposes but does not reduce cash on hand.
Capitalization Rate (CAP Rate)	The yield of the investment over a 12-month period assuming the entire project is funded by cash. Debt Service, interest expense and depreciation expense are not considered. The net operating income (NOI) is calculated by deducting operating expenses from revenue and dividing that amount by the market value of the project.

## Competition Map



## Traffic Map



Competition	Address	Site Type	Star Rating	Basic Wash
Wash Fox Car Wash	10480 Chambers Rd, Commerce City, CO 80022	Express	4.0	\$10.00
Cobblestone Car Wash	10406 Belle Creek Blvd, Henderson, CO 80640	Express	4.0	\$11.00
Club Car Wash	15490 E 120th Ave, Commerce City, CO 80022	Express	4.5	\$10.00

## Notes

- Site Score is 8.6 a strong overall score with none of the site scoring variables falling below the ideal industry standards for an express exterior tunnel.
- (3) Express Tunnel competitor sites were identified within a 3-mile radius of this site.
- The pro forma is projecting an annual wash volume of 146,000 cars by year 3 in the conservative model (page 10).
- The conservative model is also anticipating an ROI of 31.48% by year 3.

## Conclusion - Medium Potential

This site has some good potential for an express exterior tunnel offering free vacuums and monthly membership options to customers based on the identified constraints of this analysis. The 8.6 site score and site performance projections on page 10 of the report show a few indications of a profitable express exterior wash business.

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