

| TYPE OF EXPENDITURE | AMOUNT | METHOD OF PAYMENT | WHEN DUE | TO WHOM PAYMENT IS TO BE MADE |
|--|---------------------------|----------------------|---|---|
| | | | | |
| Initial Franchise Fees | \$40,000 | Lump Sum | When you sign the Franchise Agreement | Us |
| Site Evaluation Fees | \$0 to \$500 | As Arranged | As Arranged | Us |
| Architect Training Fee | \$0 to \$1,000 | As Arranged | As Arranged | Us |
| General Contractor Approval Fee | \$0 to \$500 | As Arranged | As Arranged | Us |
| Leasehold Improvements | \$110,000 to \$250,000 | As Arranged | As Arranged | Contractor |
| Furniture, Fixtures, Equipment, and Signage | \$100,000 to \$125,000 | As Arranged | As Arranged | Suppliers |
| Business Licenses and Permits | \$3,000 to \$5,000 | As Arranged | As Arranged | Government Agencies, Attorneys, Other Third Parties |
| Initial Training Costs | \$5,000 to \$10,000 | As Arranged | As Invoiced | Employees and Suppliers |
| Opening Assistance Costs | \$2,500 to \$5,000 | As Arranged | As Invoiced | Us |
| Professional Services | \$2,500 to \$7,500 | As Arranged | As Arranged | Accounts, Attorneys, Architects, etc. |
| Initial Inventory/Supplies | \$5,000 to \$7,500 | As Arranged | As Arranged | Suppliers |
| Opening Advertising Expenses | \$5,000 to \$7,500 | As Arranged | As Arranged | Suppliers |
| Insurance | \$3,000 to \$5,000 | As Arranged | As Arranged | Insurance Broker |
| Additional Funds (three months) | \$20,000 to \$30,000 | | | |
| TOTAL | \$296,000 - \$494,500 | | | |