## STRATHCONA EMPORIUM OF FINE WINE & LIQUOR

ASSUMPTIONS - SALES BY PRODUCT CATEGORY

Wine: Europe U.S.A. South America Australia Africa Canada subtotal

Beer / Coolers: Canada U.S.A. Europe Mexico subtotal

Liquors (170% of wine sales)

Merchandise

Other Spirits (30% of wine sales)

YEAR 1

\$7,800

\$1,300

\$8,200

\$1,400

\$8,600

\$1,400

\$7,400

\$1,200

\$5,900

\$1,000

\$6,800

\$1,100

Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	Month	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
1	2	3	4	5	6	7	8	9	10	11	12	TOTAL	TOTAL	TOTAL	TOTAL	TOTAL
\$9,000 5,000 2,000 1,500 1,000 1,000 \$19,500	\$10,400 5,800 2,300 1,700 1,200 1,200 \$22,600	\$11,400 6,400 2,500 1,900 1,300 1,300 \$24,800	\$12,000 6,700 2,600 2,000 1,400 1,400 \$26,100	\$12,600 7,000 2,700 2,100 1,500 1,500 \$27,400	\$13,200 7,400 2,800 2,200 1,600 1,600 \$28,800	\$13,900 7,800 2,900 2,300 1,700 1,700 	\$14,600 8,200 3,000 2,400 1,800 1,800 \$31,800	\$15,300 8,600 3,200 2,500 1,900 1,900 \$33,400	\$16,100 9,000 3,400 2,600 2,000 2,000 - \$35,100	\$16,900 9,500 3,600 2,700 2,100 2,100 \$36,900	\$17,700 10,000 3,800 2,800 2,200 2,200 \$38,700	\$163,100 91,400 34,800 26,700 19,700 19,700 \$355,400	\$187,600 105,100 40,000 30,700 22,700 22,700 \$408,800	\$201,700 113,000 43,000 33,000 24,400 24,400 \$439,500	\$208,800 117,000 44,500 34,200 25,300 25,300 \$455,100	\$214,000 119,900 45,600 35,100 25,900 25,900 \$466,400
\$15,000	\$17,300	\$19,000	\$20,000	\$21,000	\$22,100	\$23,200	\$24,400	\$25,600	\$26,900	\$30,900	\$35,500	\$280,900	\$323,000	\$347,200	\$359,400	\$368,400
7,500	8,600	9,500	10,000	10,500	11,000	11,600	12,200	12,800	13,400	15,400	17,700	140,200	161,200	173,300	179,400	183,900
3,000	3,500	3,900	4,100	4,300	4,500	4,700	4,900	5,100	5,400	6,200	7,100	56,700	65,200	70,100	72,600	74,400
1,000	1,200	1,300	1,400	1,500	1,600	1,700	1,800	1,900	2,000	2,300	2,600	20,300	23,300	25,000	25,900	26,500
\$26,500	\$30,600	\$33,700	\$35,500	\$37,300	\$39,200	\$41,200	\$43,300	\$45,400	\$47,700	\$54,800	\$62,900	\$498,100	\$572,700	\$615,600	\$637,300	\$653,200

\$10,000

\$1,700

\$10,500

\$1,800

\$11,100

\$1,800

\$9,500

\$1,600

\$9,100

\$1,500



\$11,600

\$1,900

\$106,500

\$17,700

\$122,500 \$131,700 \$136,300 \$139,700

\$22,700

\$23,300

\$20,400 \$21,900

## STRATHCONA EMPORIUM OF FINE WINE & LIQUOR

PROJECTION OF REVENUES & EXPENSES

VEAD 1

\$19,500 26,500 33,200 5,900 1,000 \$86,100 \$14,600 22,500 23,200 3,800 600 \$64,700 \$21,400 24,9%	\$22,600 30,600 38,400 6,800 1,100 \$99,500 \$17,000 26,900 4,400 600 \$74,900 \$1,500 2,000	\$24,800 33,700 42,200 7,400 1,200 \$109,300 \$18,600 28,600 29,500 4,800 700 \$82,200 \$27,100 24,8%	\$26,100 35,500 44,400 7,800 1,300 \$115,100 \$19,600 30,200 31,100 5,100 \$86,700 \$28,400 24,7%	\$27,400 37,300 46,600 8,200 1,400 \$120,900 \$20,600 31,700 32,600 5,300 891,000 \$29,900 24,7%	\$28,800 39,200 74,900 8,600 1,400 \$152,900  \$21,600 33,300 52,400 5,600 800 \$113,700 \$25,600	\$30,300 41,200 51,500 9,100 1,500 \$133,600 \$22,700 36,100 5,900 800 \$100,500 \$33,100 24,8%	\$31,800 43,300 54,100 9,500 1,600 \$140,300 \$23,900 36,800 37,900 6,200 900 \$105,700	\$33,400 45,400 56,800 10,000 \$147,300 \$25,100 38,600 39,800 6,500 900 \$110,900	\$35,100 47,700 59,700 10,500 1,800 \$154,800 \$26,300 40,500 41,800 6,800 1,000 \$116,400	\$36,900 54,800 62,700 11,100 \$167,300 \$27,700 46,600 43,900 7,200 1,000 \$126,400	\$38,700 62,900 65,800 11,600 \$180,900 \$180,900 \$180,900 \$13,500 46,100 7,500 1,000 \$137,100	\$355,400 498,100 630,300 106,500 17,700 \$1,608,000 \$266,700 423,300 441,300 69,100 9,800 \$1,210,200 \$397,800 24.7%	\$408,800 572,700 724,800 122,500 20,400 \$1,849,200 \$306,600 486,800 507,400 79,600 11,200 \$1,391,600 24,7%	\$329,600 523,300 545,400 85,600 12,000	\$341,300 541,700 564,600 88,600 12,500	\$466,400 653,200 826,700 139,700 23,300 \$2,109,300 \$349,800 555,200 578,700 90,800 12,800 \$1,587,300
26,500 33,200 5,900 1,000 \$86,100 \$14,600 22,500 23,200 3,800 600 \$21,400 24,9%	30,600 38,400 6,800 1,100 \$99,500 \$17,000 26,000 26,900 4,400 600 \$74,900 \$24,600 24,7%	33,700 42,200 7,400 1,200 \$109,300 \$18,600 29,500 4,800 700 \$82,200	35,500 44,400 7,800 1,300 \$115,100 \$19,600 30,200 31,100 5,100 700 \$86,700	37,300 46,600 8,200 1,400 \$120,900 \$20,600 31,700 32,600 5,300 800 \$91,000	39,200 74,900 8,600 1,400 \$152,900  \$21,600 33,300 52,400 5,600 800 \$113,700  \$39,200 25,6%	41,200 51,500 9,100 1,500 \$133,600 \$22,700 35,000 36,100 5,900 800 \$100,500	\$23,900 \$1,40,300 \$140,300 \$140,300 \$23,900 36,800 37,900 6,200 900 \$105,700	\$25,100 38,600 39,800 \$1,700 \$147,300 \$25,100 38,600 39,800 6,500 900 \$110,900	\$26,300 40,500 40,500 40,500 41,800 \$154,800 \$16,800 1,000 \$116,400	\$4,800 62,700 11,100 1,800 \$167,300 \$27,700 46,600 43,900 7,200 1,000 \$126,400	\$29,000 11,600 1,900 \$180,900 \$29,000 53,500 46,100 7,500 1,000 \$137,100	498,100 630,300 106,500 17,700 \$1,608,000 \$1,608,000 \$266,700 423,300 441,300 69,100 9,800 \$1,210,200	\$72,700 724,800 122,500 20,400 \$1,849,200 \$306,600 486,800 507,400 79,600 11,200 \$1,391,600	615,600 779,200 131,700 21,900 \$1,987,900 \$329,600 523,300 545,400 85,600 12,000 \$1,495,900	\$341,300 \$06,500 136,300 22,700 \$2,057,900 \$341,300 541,700 564,600 88,600 12,500 \$1,548,700	653,200 826,700 139,700 23,300 \$2,109,300 \$349,800 555,200 578,700 90,800 12,800 \$1,587,300
26,500 33,200 5,900 1,000 \$86,100 \$14,600 22,500 23,200 3,800 600 \$21,400 24,9%	30,600 38,400 6,800 1,100 \$99,500 \$17,000 26,000 26,900 4,400 600 \$74,900 \$24,600 24,7%	33,700 42,200 7,400 1,200 \$109,300 \$18,600 29,500 4,800 700 \$82,200	35,500 44,400 7,800 1,300 \$115,100 \$19,600 30,200 31,100 5,100 700 \$86,700	37,300 46,600 8,200 1,400 \$120,900 \$20,600 31,700 32,600 5,300 800 \$91,000	39,200 74,900 8,600 1,400 \$152,900  \$21,600 33,300 52,400 5,600 800 \$113,700  \$39,200 25,6%	41,200 51,500 9,100 1,500 \$133,600 \$22,700 35,000 36,100 5,900 800 \$100,500	\$23,900 \$1,40,300 \$140,300 \$140,300 \$23,900 36,800 37,900 6,200 900 \$105,700	\$25,100 38,600 39,800 \$1,700 \$147,300 \$25,100 38,600 39,800 6,500 900 \$110,900	\$26,300 40,500 40,500 40,500 41,800 \$154,800 \$16,800 1,000 \$116,400	\$4,800 62,700 11,100 1,800 \$167,300 \$27,700 46,600 43,900 7,200 1,000 \$126,400	\$29,000 11,600 1,900 \$180,900 \$29,000 53,500 46,100 7,500 1,000 \$137,100	498,100 630,300 106,500 17,700 \$1,608,000 \$1,608,000 \$266,700 423,300 441,300 69,100 9,800 \$1,210,200	\$72,700 724,800 122,500 20,400 \$1,849,200 \$306,600 486,800 507,400 79,600 11,200 \$1,391,600	615,600 779,200 131,700 21,900 \$1,987,900 \$329,600 523,300 545,400 85,600 12,000 \$1,495,900	\$341,300 \$06,500 136,300 22,700 \$2,057,900 \$341,300 541,700 564,600 88,600 12,500 \$1,548,700	653,200 826,700 139,700 23,300 \$2,109,300 \$349,800 555,200 578,700 90,800 12,800 \$1,587,300
33,200 5,900 1,000 \$86,100 \$14,600 22,500 23,200 3,800 600 \$64,700 \$21,400 24.9%	38,400 6,800 1,100 \$99,500 \$17,000 26,000 4,400 600 \$74,900 \$24,600 24.7%	42,200 7,400 1,200 \$109,300 \$18,600 29,500 4,800 700 \$82,200 \$27,100 24.8%	\$19,600 30,200 31,100 \$115,100 \$19,600 30,200 31,100 5,100 700 \$86,700 \$28,400 24.7%	\$20,600 \$1,400 \$120,900 \$20,600 31,700 32,600 5,300 800 \$91,000 \$29,900 24,7%	74,900 8,600 1,400 \$152,900 \$21,600 33,300 52,400 5,600 800 \$113,700 \$39,200 25,6%	\$1,500 9,100 1,500 \$133,600 \$22,700 35,000 36,100 5,900 \$00 \$100,500	\$4,100 9,500 1,600 \$140,300 \$23,900 36,800 37,900 6,200 900 \$105,700	\$6,800 10,000 1,700 \$147,300 \$25,100 38,600 39,800 6,500 900 \$110,900	\$9,700 10,500 1,800 \$154,800 \$26,300 40,500 41,800 6,800 1,000 \$116,400	\$27,700 11,100 1,800 \$167,300 \$27,700 46,600 43,900 7,200 1,000 \$126,400	\$29,000 53,500 46,100 7,500 1,000 \$137,100 \$43,800	\$30,300 106,500 17,700 \$1,608,000 \$266,700 423,300 441,300 69,100 9,800 \$1,210,200	724,800 122,500 20,400 \$1,849,200 \$306,600 486,800 507,400 79,600 11,200 \$1,391,600	779,200 131,700 21,900 \$1,987,900 \$329,600 523,300 545,400 85,600 12,000 \$1,495,900	\$06,500 136,300 22,700 \$2,057,900 \$341,300 541,700 564,600 88,600 12,500 \$1,548,700	826,700 139,700 23,300 \$2,109,300 \$349,800 555,200 578,700 90,800 12,800 \$1,587,300
5,900 1,000 \$86,100 \$14,600 22,500 23,200 600 \$64,700 \$21,400 24,9%	\$17,000 \$99,500 \$17,000 26,000 4,400 600 \$74,900 \$24,600 24.7%	7,400 1,200 \$109,300 \$18,600 28,600 29,500 4,800 700 \$82,200 \$27,100 24.6%	7,800 1,300 \$115,100 \$115,100 \$19,600 30,200 31,100 5,100 700 \$86,700 \$28,400 24.7%	\$,200 1,400 \$120,900 \$20,600 31,700 32,600 5,300 \$91,000 \$29,900 24,7%	8,600 1,400 \$152,900 \$21,600 33,300 52,400 5,600 \$113,700 \$39,200 25,6%	9,100 1,500 \$133,600 \$22,700 35,000 36,100 5,900 800 \$100,500	9,500 1,600 \$140,300 \$23,900 36,800 37,900 6,200 900 \$105,700	\$1,700 \$1,700 \$147,300 \$25,100 38,600 39,800 6,500 900 \$110,900 \$36,400	\$26,300 40,500 1,800 \$154,800 \$26,300 41,800 6,800 1,000 \$116,400	\$11,100 1,800 \$167,300 \$27,700 46,600 43,900 7,200 1,000 \$126,400	\$29,000 \$3,500 \$1,500 \$29,000 \$3,500 46,100 7,500 1,000 \$137,100	106,500 17,700 \$1,608,000 \$1,608,000 \$266,700 423,300 441,300 69,100 9,800 \$1,210,200	\$306,600 486,800 79,600 11,200 \$1,391,600 \$1,391,600	131,700 21,900 \$1,987,900 \$329,600 523,300 545,400 85,600 12,000 \$1,495,900	\$341,300 \$2,7057,900 \$2,057,900 \$341,300 \$41,700 \$64,600 88,600 12,500 \$1,548,700 \$509,200	139,700 23,300 \$2,109,300 \$349,800 555,200 578,700 90,800 12,800 \$1,587,300
1,000 \$86,100 \$14,600 22,500 23,200 3,800 600 \$64,700 \$21,400 24.9%	1,100 \$99,500 \$17,000 26,000 26,900 4,400 600 \$74,900 \$24,600 24.7%	\$18,600 28,600 29,500 700 \$82,200 \$27,100 24.8%	\$19,600 30,200 31,100 5,100 700 \$86,700 \$28,400 24.7%	\$20,600 \$1,700 \$2,600 31,700 32,600 5,300 800 \$91,000 \$29,900 24,7%	\$152,900 \$152,900 \$21,600 33,300 52,400 5,600 800 \$113,700 \$39,200 25,6%	1,500 \$133,600 \$22,700 35,000 36,100 5,900 800 \$100,500 \$33,100	\$23,900 \$6,800 \$7,900 6,200 900 \$105,700	\$1,700 \$147,300 \$25,100 38,600 39,800 6,500 900 \$110,900 \$36,400	\$26,300 40,500 41,800 6,800 1,000 \$116,400	\$1,800 \$167,300 \$27,700 46,600 43,900 7,200 1,000 \$126,400	1,900 \$180,900 \$29,000 53,500 46,100 7,500 1,000 \$137,100	17,700 \$1,608,000 \$266,700 423,300 441,300 69,100 9,800 \$1,210,200	\$1,849,200 \$1,849,200 \$306,600 486,800 507,400 79,600 11,200 \$1,391,600	21,900 \$1,987,900 \$329,600 523,300 545,400 85,600 12,000 \$1,495,900	22,700 \$2,057,900 \$341,300 541,700 564,600 88,600 12,500 \$1,548,700	23,300 \$2,109,300 \$349,800 555,200 578,700 90,800 12,800 \$1,587,300
\$86,100 \$14,600 22,500 23,200 3,800 600 \$64,700 \$21,400 24.9% \$3,000 1,700	\$99,500 \$17,000 26,000 26,900 4,400 600 \$74,900 \$24,600 24.7%	\$109,300 \$18,600 28,600 29,500 4,800 700 \$82,200 \$27,100 24.8%	\$115,100 \$19,600 30,200 31,100 5,100 700 \$86,700 \$28,400 24.7%	\$120,900 \$20,600 31,700 32,600 5,300 800 \$91,000 \$29,900 24.7%	\$152,900 \$21,600 33,300 52,400 5,600 800 \$113,700 \$39,200 25.6%	\$133,600 \$22,700 35,000 36,100 5,900 800 \$100,500 \$33,100	\$140,300 \$23,900 36,800 37,900 6,200 900 \$105,700	\$147,300 \$25,100 38,600 39,800 6,500 900 \$110,900 \$36,400	\$26,300 40,500 41,800 6,800 1,000 \$116,400	\$167,300 \$27,700 46,600 43,900 7,200 1,000 \$126,400	\$180,900 \$29,000 53,500 46,100 7,500 1,000 \$137,100 \$43,800	\$1,608,000 \$266,700 423,300 441,300 69,100 9,800 \$1,210,200	\$1,849,200 \$306,600 486,800 507,400 79,600 11,200 \$1,391,600	\$329,600 523,300 545,400 85,600 12,000 \$1,495,900	\$2,057,900 \$341,300 541,700 564,600 88,600 12,500 \$1,548,700	\$2,109,300 \$349,800 555,200 578,700 90,800 12,800 \$1,587,300
\$14,600 22,500 23,200 3,800 600 \$64,700 \$21,400 24,9%	\$17,000 26,000 26,900 4,400 600 \$74,900 \$24,600 24.7%	\$18,600 28,600 29,500 4,800 700 \$82,200 \$27,100 24.8%	\$19,600 30,200 31,100 5,100 700 \$86,700 \$28,400 24.7%	\$20,600 31,700 32,600 5,300 800 \$91,000 \$29,900 24.7%	\$21,600 33,300 52,400 5,600 800 \$113,700 \$39,200 25.6%	\$22,700 35,000 36,100 5,900 800 \$100,500	\$23,900 36,800 37,900 6,200 900 \$105,700 \$34,600	\$25,100 38,600 39,800 6,500 900 \$110,900	\$26,300 40,500 41,800 6,800 1,000 \$116,400	\$27,700 46,600 43,900 7,200 1,000 \$126,400	\$29,000 53,500 46,100 7,500 1,000 \$137,100 \$43,800	\$266,700 423,300 441,300 69,100 9,800 \$1,210,200	\$306,600 486,800 507,400 79,600 11,200 \$1,391,600	\$329,600 523,300 545,400 85,600 12,000 \$1,495,900	\$341,300 541,700 564,600 88,600 12,500 \$1,548,700	\$349,800 555,200 578,700 90,800 12,800 \$1,587,300
22,500 23,200 3,800 600 \$64,700 \$21,400 24.9% \$3,000 1,700	26,000 26,900 4,400 600 \$74,900 \$24,600 24.7%	28,600 29,500 4,800 700 \$82,200 \$27,100 24.8%	30,200 31,100 5,100 700 \$86,700 \$28,400 24.7%	31,700 32,600 5,300 800 \$91,000 \$29,900 24.7%	33,300 52,400 5,600 800 \$113,700 \$39,200 25.6%	35,000 36,100 5,900 800 \$100,500 \$33,100	36,800 37,900 6,200 900 \$105,700 \$34,600	38,600 39,800 6,500 900 \$110,900 \$36,400	40,500 41,800 6,800 1,000 \$116,400	46,600 43,900 7,200 1,000 \$126,400	53,500 46,100 7,500 1,000 \$137,100 \$43,800	423,300 441,300 69,100 9,800 \$1,210,200	486,800 507,400 79,600 11,200 \$1,391,600	523,300 545,400 85,600 12,000 \$1,495,900 \$492,000	541,700 564,600 88,600 12,500 \$1,548,700 \$509,200	555,200 578,700 90,800 12,800 \$1,587,300 \$522,000
22,500 23,200 3,800 600 \$64,700 \$21,400 24.9% \$3,000 1,700	26,000 26,900 4,400 600 \$74,900 \$24,600 24.7%	28,600 29,500 4,800 700 \$82,200 \$27,100 24.8%	30,200 31,100 5,100 700 \$86,700 \$28,400 24.7%	31,700 32,600 5,300 800 \$91,000 \$29,900 24.7%	33,300 52,400 5,600 800 \$113,700 \$39,200 25.6%	35,000 36,100 5,900 800 \$100,500 \$33,100	36,800 37,900 6,200 900 \$105,700 \$34,600	38,600 39,800 6,500 900 \$110,900 \$36,400	40,500 41,800 6,800 1,000 \$116,400	46,600 43,900 7,200 1,000 \$126,400	53,500 46,100 7,500 1,000 \$137,100 \$43,800	423,300 441,300 69,100 9,800 \$1,210,200	486,800 507,400 79,600 11,200 \$1,391,600	523,300 545,400 85,600 12,000 \$1,495,900 \$492,000	541,700 564,600 88,600 12,500 \$1,548,700 \$509,200	555,200 578,700 90,800 12,800 \$1,587,300 \$522,000
23,200 3,800 600 \$64,700 \$21,400 24.9% \$3,000 1,700	26,900 4,400 600 \$74,900 \$24,600 24.7%	29,500 4,800 700 \$82,200 \$27,100 24.8%	31,100 5,100 700 \$86,700 \$28,400 24.7%	\$2,600 5,300 800 \$91,000 \$29,900 24.7%	52,400 5,600 800 \$113,700 \$39,200 25.6%	36,100 5,900 800 \$100,500 \$33,100	37,900 6,200 900 \$105,700 \$34,600	39,800 6,500 900 \$110,900 \$36,400	41,800 6,800 1,000 \$116,400 \$38,400	43,900 7,200 1,000 \$126,400 \$40,900	46,100 7,500 1,000 \$137,100 \$43,800	441,300 69,100 9,800 \$1,210,200 \$397,800	507,400 79,600 11,200 \$1,391,600 \$457,600	545,400 85,600 12,000 \$1,495,900 \$492,000	564,600 88,600 12,500 \$1,548,700 \$509,200	578,700 90,800 12,800 \$1,587,300 \$522,000
3,800 600 \$64,700 \$21,400 24.9% \$3,000 1,700	\$74,900 \$24,600 24.7%	4,800 700 \$82,200 \$27,100 24.8%	5,100 700 \$86,700 \$28,400 24.7%	5,300 800 \$91,000 \$29,900 24.7%	\$113,700 \$39,200 25.6%	5,900 800 \$100,500 	6,200 900 \$105,700 \$34,600	6,500 900 \$110,900 \$36,400	6,800 1,000 \$116,400 \$38,400	7,200 1,000 \$126,400 \$40,900	7,500 1,000 \$137,100 	69,100 9,800 \$1,210,200 \$397,800	79,600 11,200 \$1,391,600 \$457,600	85,600 12,000 \$1,495,900 \$492,000	88,600 12,500 \$1,548,700 \$509,200	90,800 12,800 \$1,587,300 \$522,000
\$64,700 \$21,400 24.9% \$3,000 1,700	\$74,900 \$24,600 24.7%	\$82,200 \$27,100 24.8%	\$86,700 \$28,400 24.7%	\$91,000 \$29,900 24.7%	\$113,700 \$39,200 25.6%	\$100,500 \$33,100	900 \$105,700 \$34,600	900 \$110,900 \$36,400	1,000 \$116,400 \$38,400	1,000 \$126,400 \$40,900	1,000 \$137,100 \$43,800	9,800 \$1,210,200 \$397,800	\$1,200 \$1,391,600 \$457,600	12,000 \$1,495,900 \$492,000	12,500 \$1,548,700 \$509,200	12,800 \$1,587,300 \$522,000
\$64,700 \$21,400 24.9% \$3,000 1,700	\$74,900 \$24,600 24.7%	\$82,200 \$27,100 24.8%	\$86,700 \$28,400 24.7%	\$91,000 \$29,900 24.7%	\$113,700 \$39,200 25.6%	\$100,500	\$105,700 \$34,600	\$110,900	\$116,400	\$126,400	\$137,100	\$1,210,200	\$1,391,600	\$1,495,900	\$1,548,700	\$1,587,300
\$21,400 24.9% \$3,000 1,700	\$24,600 24.7%	\$27,100 24.8%	\$28,400 24.7%	\$29,900 24.7%	\$39,200 25.6%	\$33,100	\$34,600	\$36,400	\$38,400	\$40,900	\$43,800	\$397,800	\$457,600	\$492,000	\$509,200	\$522,000
\$3,000 1,700	24.7% \$1,500	24.8%	24.7%	24.7%	25.6%						,					
\$3,000 1,700	\$1,500					24.8%	24.7%	24.7%	24.8%	24.4%	24.2%	24.7%	24.7%	24.7%	24.7%	24.7%
1,700		\$1,500	\$1 500	£4,000												
1,700		\$1,500	\$1 500	£4 000												
,	2,000			\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$15,500	\$16,000	\$16,500	\$17,000	\$17,500
900		2,200	2,300	2,400	3,100	2,700	2,800	2,900	3,100	3,300	3,600	32,100	37,000	39,800	41,200	42,200
	1,000	1,100	1,200	1,200	1,500	1,300	1,400	1,500	1,500	1,700	1,800	16,100	18,500	19,900	20,600	21,100
900	900	900	900	900	900	900	900	900	900	900	900	10,800	10,800	10,800	10,800	10,800
600	600	600	600	600	600	600	600	600	600	600	600	7,200	6,700	6,700	6,700	6,700
1,500	0	0	500	0	0	500	0	0	500	0	0	3,000	3,100	3,200	3,300	3,400
100	100	100	100	100	100	100	100	100	100	100	100	1,200	1,200	1,200	1,200	1,200
2,500	2,500	2,500	2,500	2,500	2,500	3,500	3,500	3,500	3,500	3,500	3,500	36,000	37,100	38,200	39,300	40,500
500	200	200	200	200	200	200	200	200	200	200	200	2,700	2,800	2,900	3,000	3,100
1,000	300	300	300	300	300	300	300	300	300	300	300	4,300	4,400	4,500	4,600	4,700
5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	5,600	67,200	69,200	71,300	73,400	75,600
1,500	500	500	500	500	500	500		500	500	500	500	7,000	7,200	7,400	7,600	7,800
5,000	5,000	5,000	5,000	5,000	7,500	6,000	6,000	6,000	6,000	6,000	6,000	68,500	70,600	72,700	74,900	77,100
400					1,000	1,000						7,800	8,000	8,200		8,700
300	300	300	300	300	300	300	300	300	300	300	300	3,600	3,700	3,800	3,900	4,000
\$25,500	\$20,900	\$21,200	\$22,100	\$21,300	\$25,100	\$24,500	\$24,200	\$24,100	\$24,700	\$24,500	\$24,900	\$283,000	\$296,300	\$307,100	\$315,900	\$324,400
(\$4,100)	\$3,700	\$5,900	\$6,300	\$8,600	\$14,100	\$8,600	\$10,400	\$12,300	\$13,700	\$16,400	\$18,900	\$114,800	\$161,300	\$184,900	\$193,300	\$197,600
(\$1,000)	\$900	\$1,500	\$1,600	\$2,200	\$3,500	\$2,200	\$2,600	\$3,100	\$3,400	\$4,100	\$4,700	\$28,800	\$40,300	\$46,200	\$48,300	\$49,400
			\$4,700	\$6,400												
(	1,500 5,000 400 300 \$25,500 \$4,100)	1,500 500 5,000 5,000 400 400 300 300 \$25,500 \$20,900 \$4,100) \$3,700 (\$1,000) \$900	1,500 500 500 5,000 5,000 5,000 400 400 400 300 300 300 325,500 \$20,900 \$21,200 \$4,100 \$3,700 \$5,900	1,500         500         500         500           5,000         5,000         5,000         5,000           4,00         4,00         4,00         4,00         6,00           300         300         300         300         300           \$25,500         \$20,900         \$21,200         \$22,100         \$22,100           \$4,100         \$3,700         \$5,900         \$6,300           \$5,900         \$1,500         \$1,600	1,500         500         500         500         500           5,000         5,000         5,000         5,000         5,000           400         400         400         600         70           300         300         300         300         300           3225,500         \$20,900         \$21,200         \$22,100         \$21,300           \$4,100         \$3,700         \$5,900         \$6,300         \$8,600	1,500         500         500         500         500         500         500         500         500         500         500         500         500         7,500	1,500         500         500         500         500         500         500         500         500         500         500         500         500         500         500         500         500         500         6,000         6,000         7,500         6,000         400         400         400         400         1,000         1,000         300	1,500         6,000         6,000         6,000         6,000         6,000         1,000         1,000         1,000         1,000         1,000         300 <td>1,500         6,000         6,000         6,000         6,000         6,000         7,000         1,000         1,000         1,000         7,000         300<td>1,500         6,000         6,000         6,000         6,000         6,000         700         600         300         \$24,500         \$24,200         \$24,100         \$24,700           \$4,100         \$3,700         \$5,900         \$6,300         \$8,600         \$14,100         \$8,600         \$10,400         \$12,300         \$13,700</td><td>1,500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500         500         500         500         500         500         500         500         500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500</td><td>1,500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500         500         500         500         500         500         500         500         500         500         500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500</td><td>1,500         500         500         500         500         500         500         500         500         500         500         7,000           5,000         5,000         5,000         5,000         7,500         6,000</td><td>1,500         500         500         500         500         500         500         500         500         500         500         7,000         7,200           5,000         5,000         5,000         5,000         5,000         6,000</td><td>1,500         500         500         500         500         500         500         500         500         500         500         500         500         500         7,000         8,000         8,</td><td>1,500         7,000         8,000         8,000         8,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000</td></td>	1,500         6,000         6,000         6,000         6,000         6,000         7,000         1,000         1,000         1,000         7,000         300 <td>1,500         6,000         6,000         6,000         6,000         6,000         700         600         300         \$24,500         \$24,200         \$24,100         \$24,700           \$4,100         \$3,700         \$5,900         \$6,300         \$8,600         \$14,100         \$8,600         \$10,400         \$12,300         \$13,700</td> <td>1,500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500         500         500         500         500         500         500         500         500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500</td> <td>1,500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500         500         500         500         500         500         500         500         500         500         500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500</td> <td>1,500         500         500         500         500         500         500         500         500         500         500         7,000           5,000         5,000         5,000         5,000         7,500         6,000</td> <td>1,500         500         500         500         500         500         500         500         500         500         500         7,000         7,200           5,000         5,000         5,000         5,000         5,000         6,000</td> <td>1,500         500         500         500         500         500         500         500         500         500         500         500         500         500         7,000         8,000         8,</td> <td>1,500         7,000         8,000         8,000         8,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000</td>	1,500         6,000         6,000         6,000         6,000         6,000         700         600         300         \$24,500         \$24,200         \$24,100         \$24,700           \$4,100         \$3,700         \$5,900         \$6,300         \$8,600         \$14,100         \$8,600         \$10,400         \$12,300         \$13,700	1,500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500         500         500         500         500         500         500         500         500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500	1,500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500         500         500         500         500         500         500         500         500         500         500         6,000         6,000         6,000         6,000         6,000         6,000         6,000         6,000         500	1,500         500         500         500         500         500         500         500         500         500         500         7,000           5,000         5,000         5,000         5,000         7,500         6,000	1,500         500         500         500         500         500         500         500         500         500         500         7,000         7,200           5,000         5,000         5,000         5,000         5,000         6,000	1,500         500         500         500         500         500         500         500         500         500         500         500         500         500         7,000         8,000         8,	1,500         7,000         8,000         8,000         8,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000         3,000

## STRATHCONA EMPORIUM OF FINE WINE & LIQUOR CASH FLOW PROJECTION YEAR 1

	at startup	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	YEAR 1 TOTAL	YEAR 2 TOTAL	YEAR 3 TOTAL	YEAR 4 TOTAL	YEAR 5 TOTAL
OPENING CASH	\$100,000	\$20,000	\$12,300	\$12,400	\$13,300	\$14,400	\$17,200	\$14,200	\$17,000	\$21,200	\$16,800	\$23,500	\$32,200	\$100,000	\$42,800	\$120,100	\$215,100	\$316,400
BUSINESS ESTABLISHMENT CASH:																		
Bank loan received (5-year @ 8%)	\$250,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$250,000	\$0	\$0	\$0	\$0
Payback of loan principal (5-yr, 8%, straightline)	0	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(4,200)	(50,400)	(50,400)	(50,400)	(50,400)	(50,400)
Leasehold improvements & furnishings	(100,000)	0	0	0	0	0	0	0	0	0	0	0	0	(100,000)	0	0	0	0
Inventory expansion	(230,000)	0	0	0	0	0	(10,000)	0	0	(10,000)	0	0	0	(250,000)	0	0	0	0
Net Business Establishment Cash	(\$80,000)	(\$4,200)	(\$4,200)	(\$4,200)	(\$4,200)	(\$4,200)	(\$14,200)	(\$4,200)	(\$4,200)	(\$14,200)	(\$4,200)	(\$4,200)	(\$4,200)	(\$150,400)	(\$50,400)	(\$50,400)	(\$50,400)	(\$50,400)
CASH FROM OPERATIONS:																		
Sales revenues	\$0	\$86,100	\$99,500	\$109,300	\$115,100	\$120,900	\$152,900	\$133,600	\$140,300	\$147,300	\$154,800	\$167,300	\$180,900	\$1,608,000	\$1,849,200	\$1,987,900	\$2,057,900	\$2,109,300
Direct costs	0	(64,700)	(74,900)	(82,200)	(86,700)	(91,000)	(113,700)	(100,500)	(105,700)	(110,900)	(116,400)	(126,400)	(137,100)	(1,210,200)	(1,391,600)	(1,495,900)	(1,548,700)	(1,587,300)
Fixed expenses	0	(25,500)	(20,900)	(21,200)	(22,100)	(21,300)	(25,100)	(24,500)	(24,200)	(24,100)	(24,700)	(24,500)	(24,900)	(283,000)	(296,300)	(307,100)	(315,900)	(324,400)
add back depreciation	0	600	600	600	600	600	600	600	600	600	600	600	600	7,200	6,700	6,700	6,700	6,700
Net Operational Cash	\$0	(\$3,500)	\$4,300	\$6,500	\$6,900	\$9,200	\$14,700	\$9,200	\$11,000	\$12,900	\$14,300	\$17,000	\$19,500	\$122,000	\$168,000	\$191,600	\$200,000	\$204,300
Corporate taxes paid	\$0	\$0	\$0	(\$1,400)	(\$1,600)	(\$2,200)	(\$3,500)	(\$2,200)	(\$2,600)	(\$3,100)	(\$3,400)	(\$4,100)	(\$4,700)	(\$28,800)	(\$40,300)	(\$46,200)	(\$48,300)	(\$49,400)
Net change to cash position in period	(\$80,000)	(\$7,700)	\$100	\$900	\$1,100	\$2,800	(\$3,000)	\$2,800	\$4,200	(\$4,400)	\$6,700	\$8,700	\$10,600	(\$57,200)	\$77,300	\$95,000	\$101,300	\$104,500
CASH POSITION AT END OF PERIOD	\$20,000	\$12,300	\$12,400	\$13,300	\$14,400	\$17,200	\$14,200	\$17,000	\$21,200	\$16,800	\$23,500	\$32,200	\$42,800	\$42,800	\$120,100	\$215,100	\$316,400	\$420,900

## STRATHCONA EMPORIUM OF FINE WINE & LIQUOR

BALANCE SHEET PROJECTION

YEAR 1

	Opening	end																
	Balance	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
ASSETS:																		
Cash	\$20,000	\$12,300	\$12,400	\$13,300	\$14,400	\$17,200	\$14,200	\$17,000	\$21,200	\$16,800	\$23,500	\$32,200	\$42,800	\$42,800	\$120,100	\$215,100	\$316,400	\$420,900
Leasehold Improvements & Furnishings	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000	100,000
less Accumulated Depreciation	0	(600)	(1,200)	(1,800)	(2,400)	(3,000)	(3,600)	(4,200)	(4,800)	(5,400)	(6,000)	(6,600)	(7,200)	(7,200)	(13,900)	(20,600)	(27,300)	(34,000)
Inventory	230,000	230,000	230,000	230,000	230,000	230,000	240,000	240,000	240,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000	250,000
Tax credits	0	1,000	100	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ASSETS	\$350,000	\$342,700	\$341,300	\$341,500	\$342,000	\$344,200	\$350,600	\$352,800	\$356,400	\$361,400	\$367,500	\$375,600	\$385,600	\$385,600	\$456,200	\$544,500	\$639,100	\$736,900
LIABILITIES:																		
Debt Financing - Balance on Principal	\$250,000	\$245,800	\$241,600	\$237,400	\$233,200	\$229,000	\$224,800	\$220,600	\$216,400	\$212,200	\$208,000	\$203,800	\$199,600	\$199,600	\$149,200	\$98,800	\$48,400	\$0
TOTAL LIABILITIES	\$250,000	\$245,800	\$241,600	\$237,400	\$233,200	\$229,000	\$224,800	\$220,600	\$216,400	\$212,200	\$208,000	\$203,800	\$199,600	\$199,600	\$149,200	\$98,800	\$48,400	\$0
EQUITY:																		
Common Equity	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000
Retained Earnings	0	(3,100)	(300)	4,100	8,800	15,200	25,800	32,200	40,000	49,200	59,500	71,800	86,000	86,000	207,000	345,700	490,700	636,900
TOTAL EQUITY	\$100,000	\$96,900	\$99,700	\$104,100	\$108,800	\$115,200	\$125,800	\$132,200	\$140,000	\$149,200	\$159,500	\$171,800	\$186,000	\$186,000	\$307,000	\$445,700	\$590,700	\$736,900
Total equity & liabilities	\$350,000	\$342,700	\$341,300	\$341,500	\$342,000	\$344,200	\$350,600	\$352,800	\$356,400	\$361,400	\$367,500	\$375,600	\$385,600	\$385,600	\$456,200	\$544,500	\$639,100	\$736,900
Ratio of total debt to total equity	2.50	2.54	2.42	2.28	2.14	1.99	1.79	1.67	1.55	1.42	1.30	1.19	1.07	1.07	0.49	0.22	0.08	0.00