FINANCIALS

ADDITIONAL FINANCIALS CAN BE PROVIDED UPON REQUEST

STARTUP EXPENSES	TOTALS
LEASEHOLD IMPROVEMENTS	\$1,500.00
CAPITAL EQUIPMENT	\$5.938.00
LOCATION/ADMINISTRATION EXPENSES	\$3,500.00
OPENING INVENTORY	\$8,030.00
ADVERTISING/PROMOTIONAL EXPENSES	\$11,500.00
ALCOHOL LICENSE	\$1.820.00
CONTINGENCY FUND	\$5,000.00
WORKING CAPITAL	\$75,000.00

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Start-up Summary

The start-up expenses include:

- Legal expenses for obtaining licenses and permits as well as the accounting services totaling \$2,800.
- Marketing promotion expenses for the grand opening in the amount of \$1,500.
- Insurance (general liability, workers' compensation and property casualty) coverage at a total premium of \$2,400.
- Deposit and Pre-paid rent expenses for one month in the total amount of \$1,566.66.
- Premises remodeling in the amount of \$15,000.
- Other start-up expenses including office supplies and phone and utility deposits \$2,500.

The required start-up assets of \$37,050 which include:

- Operating capital in the total amount of \$19,800, which includes employees and owner's salaries of \$4,800 for the first two months and cash reserves for the first three months of operation (approximately \$5,000 per month).
- Start-up inventory of \$5,000, which includes:
 - o Coffee beans (12 regular brands and five decaffeinated brands) \$1,500
 - Coffee filters, baked goods, salads, sandwiches, tea, beverages, etc. \$1,800
 - o Retail supplies (napkins, coffee bags, cleaning, etc.) \$1,500
 - Office supplies \$200
- Equipment for the total amount of \$12,250
 - o Espresso machine \$300
 - o Coffee maker \$300
 - Coffee grinder \$150
 - Food service equipment (microwave, toasters, dishwasher, refrigerator, blender, etc.) \$5,000
 - Storage hardware (bins, utensil rack, shelves, food case) \$1,500
 - o Counter area equipment (counter top, sink, ice machine, etc.) \$1,500
 - Serving area equipment (plates, glasses, flatware) \$1,000
 - Store equipment (cash register, security, signage) \$1,000
 - Office equipment (PC, fax/printer, phone, furniture, file cabinets) \$1,000
 - Other miscellaneous expenses \$500

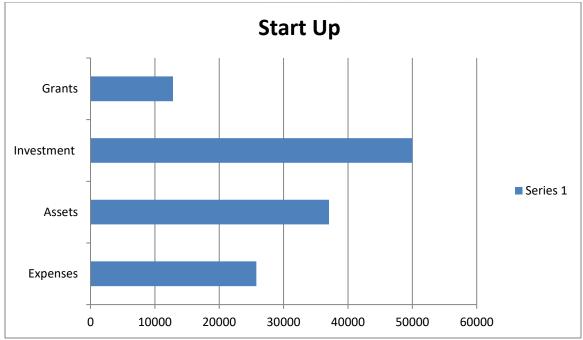


Funding for the company comes from two major sources--owners' investments and investors. Two major owners, Christopher Redding and Serena Spates, have contributed \$20,000. All other investors have contributed \$30,000, which brings the total investments to \$50,000. The remaining \$12,816.66 needed to cover the start-up expenses and assets will come from grant funding.

Table: Start-up

Start-up	
Requirements	
Start-up Expenses	
Legal Marketing Insurance Deposit/Rent Remodeling Other Total Start-up Expenses	\$2,800 \$1,500 \$2,400 \$1,566.66 \$15,000 \$2,500 \$25,766.66
Start-up Assets	
Cash Required Start-up Inventory Other Current Assets Long-term Assets Total Assets	\$19,800 \$5,000 \$0 \$12,250 \$37,050
Total Requirements	\$62,816.66





Let's Talk Innovation (dba Let's Talk Café) Cash Flow Statement

	For the Year Ending	12/31/2022	Dates are estimates depending on when we obtain CO
Cas	sh at Beginning of Year	19,080	
Operations			
Cash receipts from			
Customers		175,000	
Other Operations			
Cash paid for	•		
Inventory purchases		(22,500)	
General operating and administrative expe	nses	(22,500)	
Wage expenses		(21,600)	
Interest		-	
Income taxes		(6,000)	
Net Cash Flow from Operations	,	102,400	•
•		•	
Investing Activities			
Cash receipts from			
Sale of property and equipment		-	
Collection of principal on loans			
Sale of investment securities			
Cash paid for			
Purchase of property and equipment		-	
Making loans to other entities			
Purchase of investment securities			
Net Cash Flow from Investing Activities	,	0	
		-	
Financing Activities			
Cash receipts from			
Issuance of stock			
Borrowing			
Cash paid for	ı		
Repurchase of stock (treasury stock)			
Repayment of loans			
Dividends			
Net Cash Flow from Financing Activities	,	0	•
	,		,
Net Increase in Cash		102,400	

Cash at End of Year 121,480

Let's Talk Innovation (dba Let's Talk Café) 3-Year Cash Flow

For the Year Ending	12/21/2023	12/31/2024	12/31/2025
Cash at Beginning of Year	121,480	110,500	221,375
Cash at End of Year	110,500	221,375	333,138
Operations	2023	2024	2025
Cash receipts from			
Customers	192,500	221,375	254,581
Other operations			
Cash paid for			
Inventory purchases	(33,000)	(36,300)	(39,930)
General operating and administrative expenses	(15,000)	(20,000)	(20,000)
Wage expenses	(28,000)	(43,200)	(43,200)
Interest	- -		
Income taxes	(6,000)	(11,000)	(39,688)
Net Cash Flow from Operations	110,500	110,875	111,763
Investing Activities			
Cash receipts from			
Sale of property and equipment	- -	-	
Collection of principal on loans			
Sale of investment securities			
Cash paid for			
Purchase of property and equipment	- -	-	
Making loans to other entities			
Purchase of investment securities			
Net Cash Flow from Investing Activities	0	0	0
Financing Activities			
Cash receipts from			
Issuance of stock			
Borrowing			
Cash paid for			
Repurchase of stock (treasury stock)			
Repayment of loans		-	
Dividends		-	
Net Cash Flow from Financing Activities	0	0	0
Net Cash Flow	110,500	110,875	111,763
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Let's Talk Innovation (dba Let's Talk Café)

12-Month Cash Flow

Period Beginning	1/1/22	2/1/22	3/1/22	4/1/22	5/1/22	6/1/22	7/1/22	8/1/22	9/1/22	10/1/22	11/1/22	12/1/22
Period Ending	1/31/22	2/28/22	3/31/22	4/30/22	5/31/22	6/30/22	7/31/22	8/31/22	9/30/22	10/31/22	11/30/22	12/31/22
Cash at Beginning of Period	19,080	18,980	18,880	18,780	30,824	42,869	54,913	66,958	79,002	91,047	103,091	115,136
Cash at End of Period	18,980	18,880	18,780	30,824	42,869	54,913	66,958	79,002	91,047	103,091	115,136	121,480
	·		·			·						
Operations	Jan'22	Feb'22	Mar'22	Apr'22	May'22	Jun'22	Jul'22	Aug'22	Sep'22	Oct'22	Nov'22	Dec'22
Cash receipts from				40.444	40.444	10 111	40.444	40.444	40 444 [10.111	10.111	10 = 11
Customers	0	0	0	19,444	19,444	19,444	19,444	19,444	19,444	19,444	19,444	19,744
Other operations												
Cash paid for	0	0	0	(0.500)	(0.500)	(0.500)	(0.500)	(0.500)	(0.500)	(0.500)	(0.500)	(0.500)
Inventory purchases	0	0	0	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
General operating and admin expenses	(100)	(100)	(100)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
Wage expenses	0	0	0	(2,400)	(2,400)	(2,400)	(2,400)	(2,400)	(2,400)	(2,400)	(2,400)	(2,400)
Interest												(6,000)
Income taxes	(400)	(400)	(400)	12.044	12.011	12.011	12.011	40.044	10.011	10.044	10.011	(6,000)
Net Cash Flow from Operations	(100)	(100)	(100)	12,044	12,044	12,044	12,044	12,044	12,044	12,044	12,044	6,344
Investing Activities Cash receipts from Sale of property and equipment Collection of principal on loans Sale of investment securities Cash paid for Purchase of property and equipment												
Making loans to other entities												
Purchase of investment securities												
Net Cash Flow from Investing Activities	0	0	0	0	0	0	0	0	0	0	0	0
Financing Activities Cash receipts from												
Issuance of stock												
Borrowing Cash paid for												
Repurchase of stock (treasury stock)												
Repayment of loans												
Distribute and a												
Dividends												
Net Cash Flow from Financing Activities	0	0	0	0	0	0	0	0	0	0	0	0