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# IRANIAN-CANADIAN RESTAURANT

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Business Plan



AUGUST 20, 2016  
ENGLISH MONTREAL SCHOOL BOARD  
Montreal-Quebec



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# My Business Plan

## Executive Summary

Restaurant will be a very popular service, restaurant that combine color, art and great food and service in a culture art Canadian atmosphere. My plan is to establish a Canadian-Iranian Food Restaurant in Montreal. Restaurant is often used in reference to foods and alcohols drinks, foods that are permissible for people to eat or drink alcohols under Canadian law. I have a decision to establish a modern Canadian-Iranian restaurant with new visions. One of the reasons my restaurant is so successful is because it is the only restaurant in the area of a five-mile radius that serves authentic Iranian-Canadian food. We purchase fresh produce daily and prepare several dishes that represent the cuisine of Iran and Canada. The legal form that we have chosen is corporation. I have researched that there exists some traditional restaurant in Canada that are operating in old manner and traditionally. Restaurant Mission is to introduce delicious and remarkable Canadian-Iranian food and alcohols drinks in a place with combination of modern and traditional views. The Canadian-Iranian food and alcohols drinks I sell meets the highest standards of quality, freshness and seasonality and combines both modern-creative and traditional styles of cooking. We all love to eat out every once in a while. Combining two different cultures of Iranian & Canadian. Giving new food flavors with planet of good food and drink for you.

# Company description and Industry

## The Industry

My industry is “Restaurant and Full Service”. Most Canadians regard eating in a restaurant as a luxury. The average Canadian visits a restaurant 2 time per week. Canada's restaurant industry generates \$75 billion in annual sales, which equals almost 4% of Canada's economic activity. The restaurant industry directly employs more than 1.2 million people, or 6.9% of the Canada's workforce - making it the country's fourth-largest employer. Canada's restaurants employ 512,200 young people under the age of 25 - that's one in five youth jobs. Restaurants provide more first jobs than any other industry. Twenty-two per cent of Canadians got their career start in a restaurant or foodservice business. With more than 91,300 locations, the restaurant industry contributes to urban and rural communities across Canada. Restaurateurs contribute nearly \$300 million annually to charitable causes. Going out to a restaurant is the number one preferred activity for spending time with family and friends.

## About My Services

"Iranian- Canadian" aims at the best quality and low price. We try our best to prepare a food that has the perfect taste and meets the needs of our customers. There are many different types of traditional Persian food (Iranian) and fortunately most of them are possible to be prepared to Montreal because all the ingredients exist here. Different types of Kebab, Ghormeh Sabzi, Ash Reshteh, Kashkbademjan, Gheimh, Dizie, Chelogoosht, etc. are among our products. Seasonal salad and Shirazi salad are served with food. There are also many traditional Iranian drinks that can be served before or with food. Fresh ingredients are used and hygiene of the kitchen and health of workers is very important to us. Waiters and waitresses should be able to speak Persian and English and French. We decided to decorate our traditional restaurant so that employees who serve customers must all wear traditional costumes. Iranian desserts are served in "Iranian-Canadian" as Sholezard, Baklava, Halva, Zolbia and many other delicious desserts.

## Industry Trends:

What is popular in Montreal?

Montréal has one of Canada's most cosmopolitan restaurant scenes with trendy new eateries popping up regularly, their menus heavily influenced by flavors from around the globe, and often with an added touch of French flair. Montréal's top dining destinations are plentiful, especially as young chefs move out of the Plateau to hip destinations in Mile End and the Ville ray to open new restaurants. Downtown, convenient to many hotels, finds most of its restaurants clustered between rues Guy and Peel and on the side streets that run between boulevard René-Lévesque and rue Sherbrook. Rue St-Denis and boulevard St-Laurent, between rues Sherbrook and Jean Talon, have long been, and continue to be, convenient and fashionable areas, with everything from sandwich shops to high-price gourmet shrines. Old Montréal, too, has a collection of well-regarded restaurants, most of them clustered on rue St-Paul, avenue McGill, and place Jacques-Cartier. You can usually order à la carte, but make sure to look for the table d'hôte, a two- to four-course package deal. It's often more economical, offers interesting specials, and may also take less time to prepare. For a splurge, consider a *menu degustation*, a five- to seven-course tasting menu that generally includes soup, salad, fish, sherbet (to cleanse the palate), a meat dish, dessert, and coffee or tea. A *menu degustation* for two, along with a good bottle of wine, will cost around C\$200 and last four hours. Most restaurants will have an English menu or, at the very least, a bilingual menu but some might only be in French. If you don't understand what a dish is, don't be too shy to ask; a good server will be happy to explain. If you feel brave enough to order in French, remember that in Montréal an *entree* is an appetizer, and what Americans call an *entrée* is a *plat principal*, or main dish.

## Customer Analysis

Although my restaurant will be accessible and great of everybody, we will target specifically young couples. I like people coming to enjoy in my beauty restaurant. In majority my customer are rich and upper class same Doctor, Engineer, Lawyer, senior managers and business men. While my restaurant will be accessible and great for everybody, we will target specifically young couples. I like people coming to enjoy in my beauty restaurant. I like people eating delicious and clean food.

Market Segment	Customer 1	Customer 2	Customer 3	Customer 4	Customer 5
Age	27	38	44	53	61
Gender	Men	Women	Women	Women	Men
Income	The upper class	The upper class	The middle class	The upper class	The retirement class
Family	Single	Partner	Married	Divorce	Single
Profession	Doctor	Engineer	Lawyer	Senior Managers	Business men
Education	University	College	University	University	College
Location	Sherbrook	Atwater	Old Port	Plateau	Lachine



S.W.O.T.

<b><i>Strenghts</i></b>	<b><i>Weaknesses</i></b>
Technologies	No\$
Unique/Patent	No Experience
Industrie Contact	Lacking Management Skills
Accounting Experience	Price
Quality Services	New In Industrie
Location	No Accounting Skills
Language	
Culture	
Knowledge	
<b><i>Opportunities</i></b>	<b><i>Threats</i></b>
Little Competition	Lots of competition
Chance To Expend	No growth
Potential for free publicity	Declinning trend
Trendy	Bad location
Temperature	Completion is established
	Loyol Customer



# Marketing Plan

## My Target Market

Although my restaurant will be accessible and great for everybody, we will target specifically young couples. I like people coming to enjoy in my beauty restaurant. I like people eating delicious and clean food. The Canadian-Iranian food and alcohols drinks I sell meets the highest standards of quality, freshness and seasonality and combines both modern-creative and traditional styles of cooking. We all love to eat out every once in a while. Combining two different cultures of Iranian & Canadian. Giving new food flavors with planet of good food and drink for you.

## Competitive Analysis

His restaurant industry is highly competitive with respect to price, value and promotions, service, location, and food quality. There are a substantial number of restaurant operations that compete with us for customer traffic, some of which have significantly greater resources to aggressively market to consumers, which could result in our concepts losing market share. Consumers are highly focused on value and if other restaurants are able to promote and deliver a higher degree of value, our guest traffic levels may suffer, impacting revenues. In addition, with improving product offerings at quick-service restaurants and grocery stores, coupled with the present state of the economy, consumers may choose to trade down to these alternatives, which could also negatively affect revenues.

features	benefits
Shakes	Focus on the customers' comfort, not the tip at the end of the night
Cakes and pies	Going beyond "service with a smile"
Sundaes	Top-notch service
Sodas and Juices	The health benefits foods and drinks
Alchols drinks	It promotes a greater sense of family
Hot drinks	It boosts your well-being
Kid's meals	It promotes cultural diversity
Griddle meals (pancakes, waffles, french toast)	Unlimited free soda and water
Egg meals (eggs, omelets, scrambles, etc.)	25 percent off any menu item
Quick breakfasts (cereal, granola, fruit salad, muffin, etc.)	Relaxing music
Smoothies	Cleaning place
Starter soups and salads	Nice environment
Other starters	Friendly employer
Meal Salads	Healthy place
Burgers	Stylish
Sandwiches	Big place
Hot dogs	Confidence
Blue plate specials (meatloaf, chicken pot pie, beef stroganoff)	Variety of food

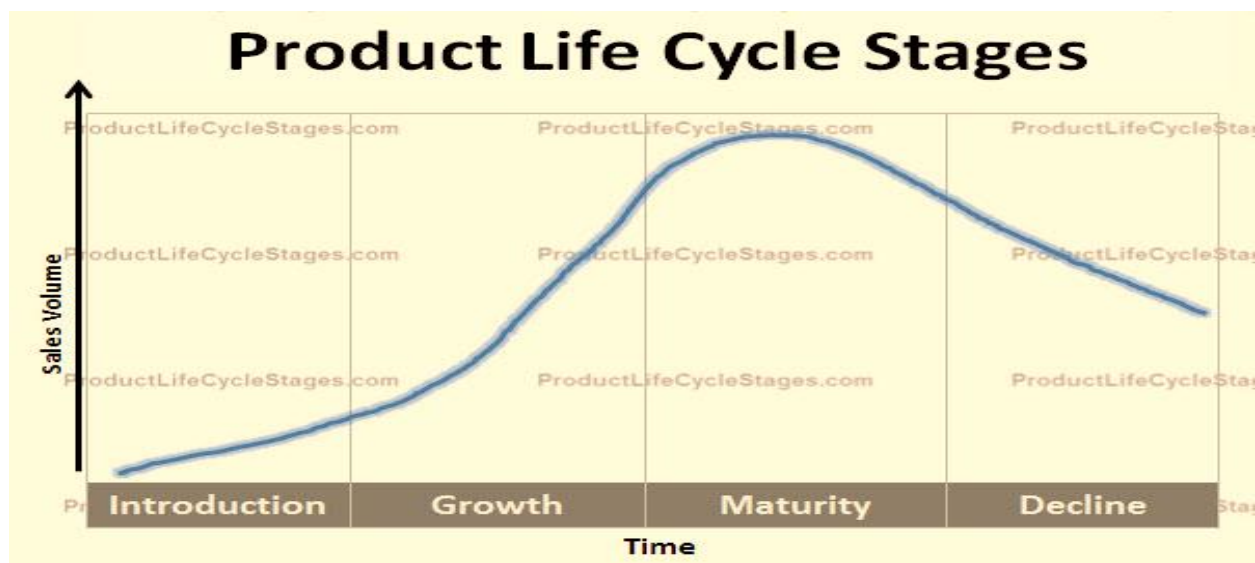
# Marketing Mix

Product Life Cycle:

Pricing Strategy

Price

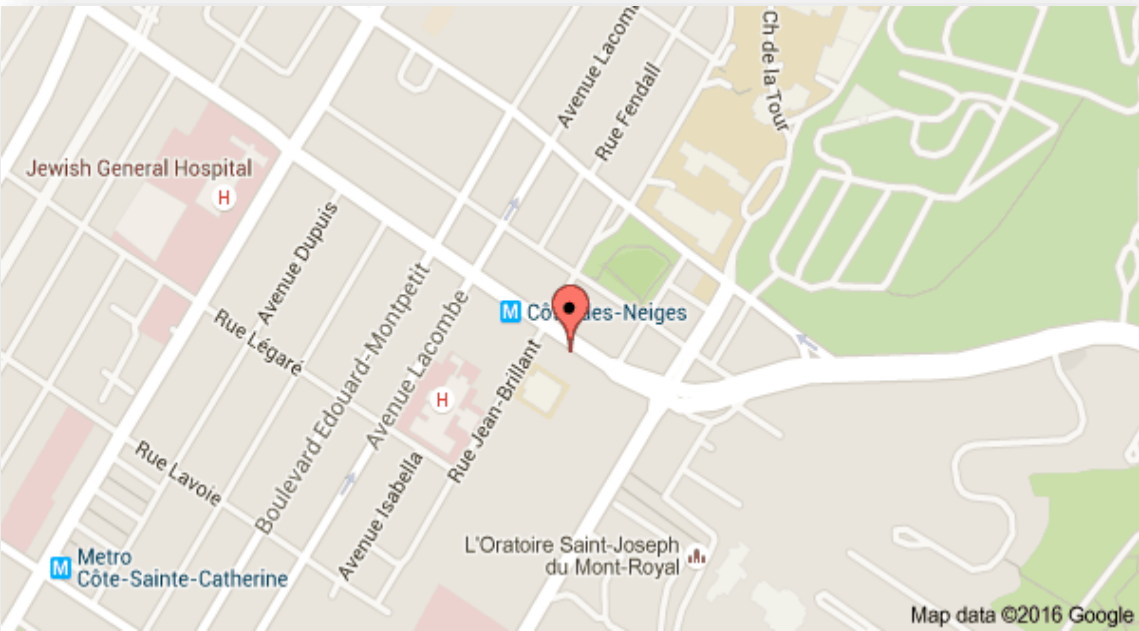
When we talk about prices, we must take into account many factors. The most important of them is the cost of production. This cost can be divided into other factors such as: materials, some of them imported from the Iran if necessary. The cost of electricity or any other means of energy used to prepare the food the amortization of initial investment such as kitchen tools, dishes, restoration hardware, etc. Sales taxes of the rent for the restaurant staff salaries. These costs are estimated for the month first, but with a powerful management of them, profitability will increase because non-profit, we are unable to continue our business. But we know that for months he can have no benefit because of marketing strategies. Our customers can pay for their food using debit cards, cash or visa card or cash.





Place and location:

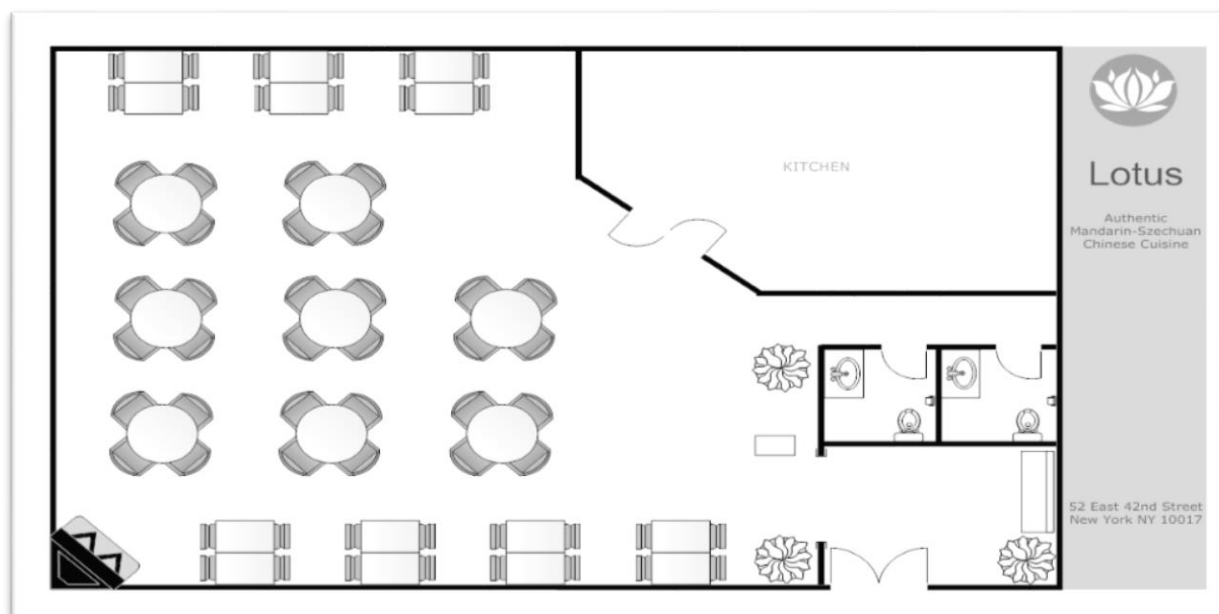
Where is your location for your business?



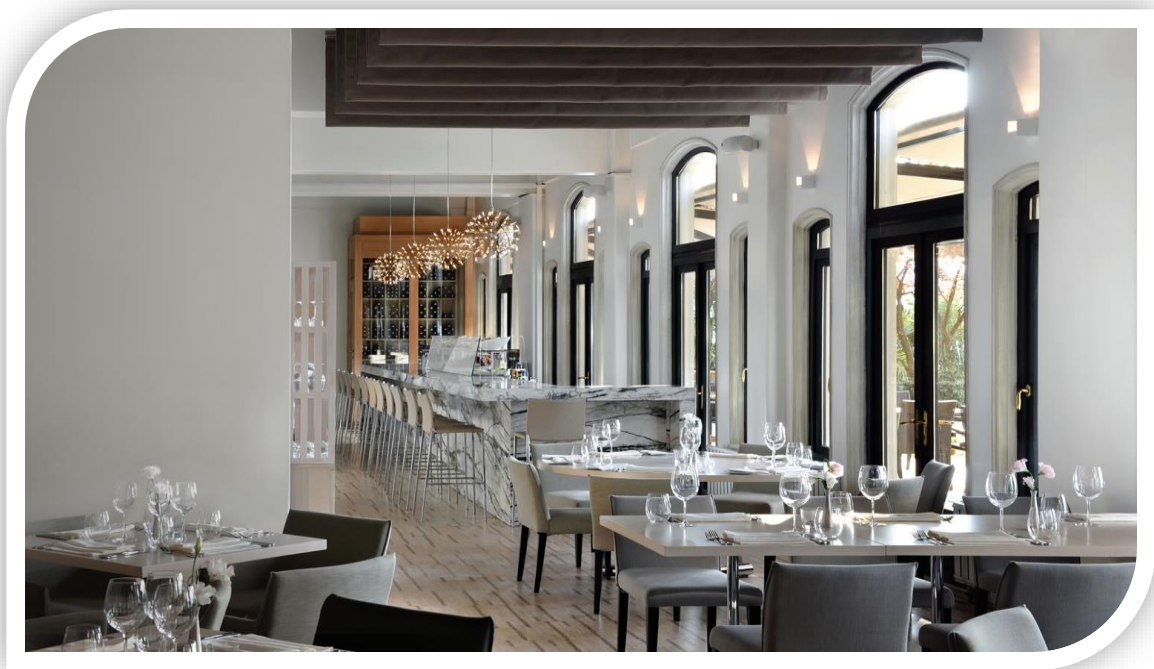
5216, Ch. Côte-des-Neiges

Montréal, H3T 1X8

(514) 737-1092











# Management and Human Resources

Distribution Channel

Target market

## GOALS & OBJECTIVES

Excellent service paired with quality food is a base plan to keep diners returning. An example of a restaurant service goal might be to provide the best front-of-house service of any area restaurants.

Objectives would then define what this experience would look like. Perhaps diners would be greeted within two minutes of entry and seated within 10 minutes. Objectives could also include an edict that diners receive water and bread at their tables no later than five minutes after seating.

Our foremost priority is to provide excellent food services to the students and staff of the University of Winnipeg and the surrounding community by establishing a successful, dynamic social enterprise.

Our Goals & Objectives include:

- Offering wholesome, fairly priced, ethnically diverse food options
- Creating an attractive and diverse menu
- Providing excellent customer services that enhances the rapport with students through responsiveness to needs and requests
- Establishing high quality jobs for target food service employees, including good wages and benefits, career advancement opportunities, access to training and capacity building, participation in decision-making and opportunities for ownership
- Developing a catering service that supports skill development of the catering staff and meets the needs of the University community

**Demographic:** the place is busy and the restaurant is popular with a young demographic.

**Geographic:** geographically is very good place to find clients and near to downtown.

**Psychographic:** people choose my restaurant because in the principal street and near to subway and the bus 165. Then, my location is second downtown in Montreal and near the university a public place.

**Behavioristic:** my Restaurant will be a very popular service, restaurant that combine color, art and great food and service in a culture art Canadian atmosphere. My plan is to establish a Canadian-Iranian Food Restaurant in Montreal. Restaurant is often used in reference to foods and alcohols drinks, foods that are permissible for people to eat or drink alcohols under Canadian law. I have a decision to establish a modern Canadian-Iranian restaurant with new visions. One of the reasons my restaurant is so successful is because it is the only restaurant in the area of a five-mile radius that serves authentic Iranian-Canadian food. We purchase fresh produce daily and prepare several dishes that represent the cuisine of Iran and Canada.

## Promotion

### Type of advertisements

Direct and Use Mobile Ads- Online Reservation Tools- Offer Coupons and Discounts- Partner Up with Delivery Services- Have a Sleek, Functional Online Menu- Time Those Tweets- Develop Your Restaurant's Brand Identity- Set Up Google Alerts- Monitor Your Social Media Presence- Send Out an Email Newsletter- Loyalty Programs- Yelp- Set Up Your Google+ Account and Exclusive distribution.

**1) Loyalty Programs:** Popular foodie apps that offer integrated loyalty programs include:

- Belly
- Level Up
- Loyal Blocks
- Parka

**2) Set Up Your Google+ Account**

**3) Send Out an Email Newsletter**

**4) Monitor Your Social Media Presence**

**5) Share Positive Press**

**6) Set Up Google Alerts**

**7) Food Blogger Outreach**

**8) Develop Your Restaurant's Brand Identity**

**9) Have a Sleek, Functional Online Menu**

**10) Partner Up with Delivery Service**

**11) Offer Coupons and Discounts**

**12) Online Reservation Tools**

**13) Use Mobile Ads**

**14) Fish Bowl Business Card Giveaways**

## Budget

Project	Finance
Capital: 41'000 \$ Field: Restauration Location: Rental (2'600 \$ par month) Equipment et Marketing : 6000 \$	First compete: 11'000 \$ Loan: 38'600 \$
<b>Total : 49'600 \$</b>	<b>Total : 49'600 \$</b>

## Operation plan

### Location



Mohammed



- The approximate size of the business location is 500 square meter .
- This restaurant has parking , entrances, and is easy for handicap people to access.
- This restaurant has Outdoor signage
- COST OF THE LOCATION PER MONTH

## Equipment

- Refrigerator : 900\$ ; CRM ( BANK) 1.000. \$; Chiller( owen) 3.000. \$; Account machine 1.500. \$;
- Pos MACHINE

### Cooking Equipment

- Oven & Ranges
- Fryers
- Convection Ovens
- Microwave Ovens
- Browse All Cooking Equipment

### Commercial Refrigeration's

- Reach-In Coolers
- Reach-In Freezers
- Food Prep Tables
- Merchandisers
- Browse All Refrigeration Equipment

### Don't forget...

- Food Preparation
- Sinks & Faucets
- Shelving
- Transportation Racks & Carts
- Ice Machines & Accessories

## Employees

9 employers including with management.

## Salaries

### Total estimated cost per month:

➤ Cashier	C\$20,354 - C\$24,362
➤ Cook Food	C\$22,225 - C\$26,539
➤ Crew Leader	C\$19,992 - C\$45,813
➤ Fast Food Worker	C\$20,588 - C\$25,527
➤ Grill Cook	C\$17,757 - C\$35,587
➤ Operations Supervisor	C\$35,360 - C\$100,326
➤ Restaurant Assistant Manager	C\$21,903 - C\$39,295
➤ Restaurant Manager	C\$29,960 - C\$59,721
➤ Retail Store Manager	C\$21,705 - C\$43,554
➤ Senior Brand Manager	C\$75,002 - C\$122,768
➤ Strategic Sourcing Manager	C\$62,564 - C\$108,367

When we talk about price, we must consider many factors. The most important of them is the cost of production. This cost can be itself divided into other factors such as:

- Necessary materials, some of them imported from Iran if necessary.
- The cost of electricity or other means of energy used to prepare food.



- The amortization of the initial investment such as kitchen tools, tableware, catering equipment, etc.
- Sales taxes
- Staff salaries
- The restaurant rent

These costs are estimated for the first months but with a powerful management of them, profitability will increase because non-profit, we cannot continue our case. But we know that for the first few months there may be no profit because of marketing strategies. Customers can pay for their food using debit cards, cash or Visa card or cash.

## Personnel

### Waiter and waitress

- 1) Check patrons' identification in order to ensure that they meet minimum age requirements for consumption of alcoholic beverages.
- 2) Collect payments from customers.
- 3) Write patrons' food orders on order slips, memorize orders, or enter orders into computers for transmittal to kitchen staff.
- 4) Take orders from patrons for food or beverages.
- 5) Check with customers to ensure that they are enjoying their meals and take action to correct any problems.
- 6) Serve food and/or beverages to patrons; prepare and serve specialty dishes at tables as required.
- 7) Prepare checks that itemize and total meal costs and sales taxes.
- 8) Remove dishes and glasses from tables or counters, and take them to kitchen for cleaning.



- 9) Present menus to patrons and answer questions about menu items, making recommendations upon request.
- 10) Inform customers of daily specials.
- 11) Clean tables and/or counters after patrons have finished dining.
- 12) Prepare hot, cold, and mixed drinks for patrons, and chill bottles of wine.
- 13) Explain how various menu items are prepared, describing ingredients and cooking methods.
- 14) Prepare tables for meals, including setting up items such as linens, silverware, and glassware.
- 15) Perform food preparation duties such as preparing salads, appetizers, and cold dishes, portioning desserts, and brewing coffee.
- 16) Stock service areas with supplies such as coffee, food, tableware, and linens.
- 17) Garnish and decorate dishes in preparation for serving.
- 18) Fill salt, pepper, sugar, cream, condiment, and napkin containers.
- 19) Escort customers to their tables.
- 20) Describe and recommend wines to customers.
- 21) Bring wine selections to tables with appropriate glasses, and pour the wines for customers.

#### Formal tableware

##### **Top: From left to Right**

- Bread plate with butter knife (top left of dinner plate)
- Coffee cup (top right of dinner plate)
- Water glass
- Wine glass
- Liqueur glass

### **Bottom: From Left to Right**

- Salad fork
- Dinner fork
- Dessert fork
- Dinner plate with salad or soup bowl on it
- Knife (can add a butter knife)
- Soup spoon
- Small spoon

Table linens, whether a full tablecloth or individual placemats are essential to give your table an elegant, soft and inviting look. Fabric tends to absorb sound, so it can also make the dinner table more intimate.

### **Store hours**

11 am – 10:30 pm (Sun.The) , 11 am- 11pm ( Sat.Fri)

### **Production Process (Follow Through)**

How is the customer going to be served?

While food quality is incredibly important, it is the experience diners have from the minute they walk in the door to the minute they exit that counts. Restaurants should remember to keep the customer's needs at the forefront of every dining experience. Here are a few tips for accomplishing this:

### **Speak Appropriately**

- Greet your diners the minute they walk in the door.
- Use respectful titles – sir, ma'am and miss work well.
- Don't interrupt.
- Listen intently and pay attention to what they want.
- Be thoroughly versed on your menu. Ask questions and repeat their orders to make sure you get it right.

How is the food going to be prepared?

## Menu planning

Before the restaurant even begins operations , the Chef de Cuisine would plan the menu in consultation with the owner/general manager and the restaurant manager. In addition to other concerns such as marketability, inventory, equipment, portioning, plating design etc., one of the aspects that the Chef would have to consider is the prep and finishing time for each menu item. With the all the pre-prepared ingredients in place, or what's called the Mise en place, each course should not take more than 6 minutes to fire. Anything that takes longer than that is cut out of the menu.

## Prep work

Before the service starts, the kitchen staff would do as much of the cutting, dicing, slicing, peeling, arranging, organizing, defrosting, tenderizing etc. as possible.

The mise en place is the reason why when you visit an industrial kitchen in full swing, you'll rarely see the chefs moving from their spot. If you see chefs running about, that usually means somebody screwed up.

## Reservations and hosts/hostesses

Chefs love reservations. They love advance orders even more. That means they'll be able to predict the order volume without having to use their crystal ball, prepare the mise en place without much fuss, and devote their efforts to cooking the dishes well. So if you want a pleasant dining experience, pre-order your food. A good host/hostess would stagger the reservations and walk-ins to ensure the kitchen doesn't get swamped. Ever wonder why some restaurant hostesses say they're full even though you can clearly see empty tables around? Take a good look at the tables currently seated. If you see a lot of people waiting for their food, that's because the kitchen's deep in the shit. To prevent the shit from getting, well, shittier, the hostess would put a halt on the walk-ins until things get back under control.

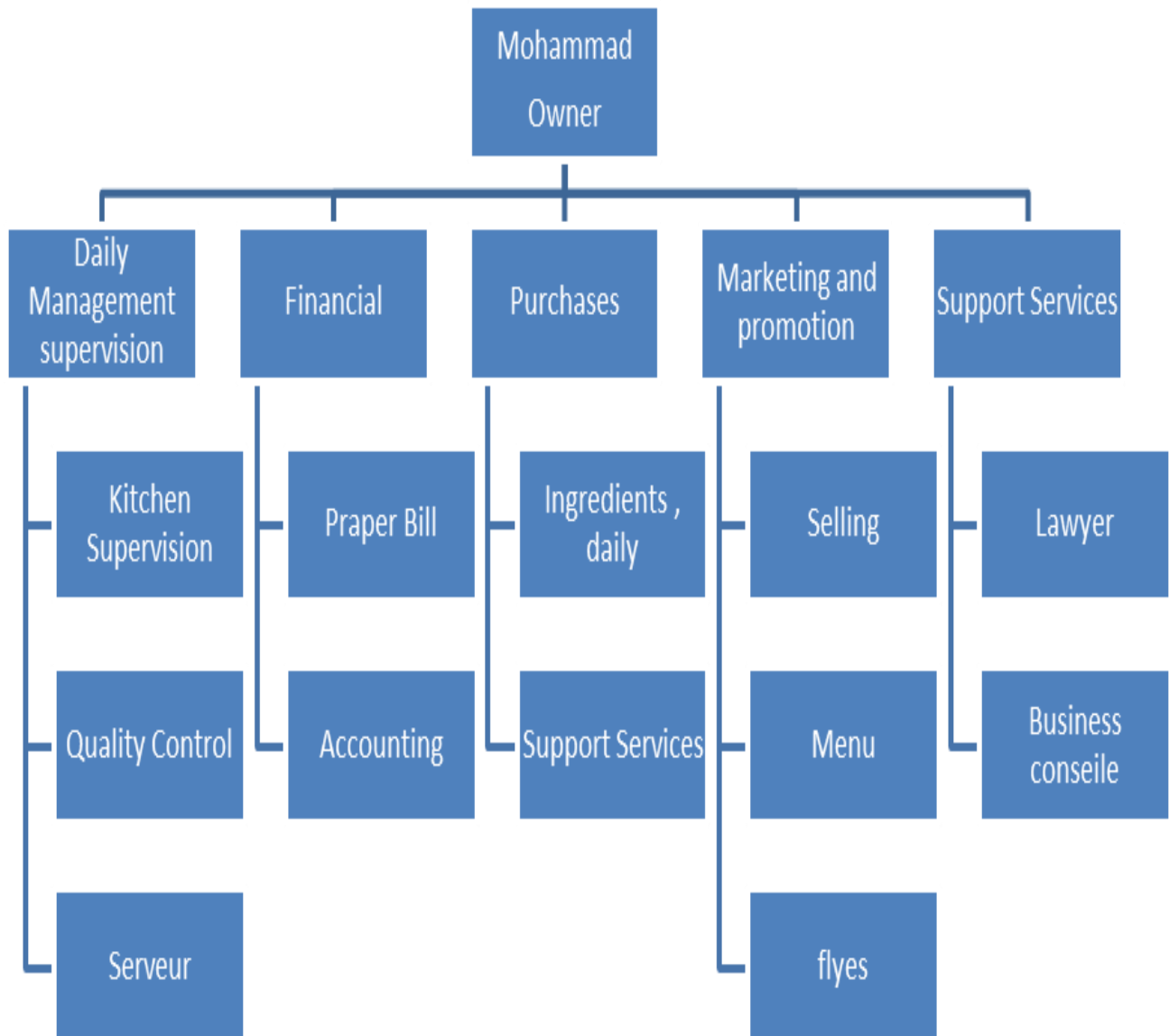
## Supplies

### *Training Kitchen and Restaurant Equipment List*

<b>Unit</b>	<b>Price</b>
➤ Cooking Equipment	
➤ Sink position at left	
➤ Sink position at right	
➤ Refrigeration	
➤ Kitchenware Pots	
➤ Pans	
➤ Baking accessories:	
➤ Knives	
➤ Divers	
➤ Electrical appliances	
➤ China/Dinnerware/Cutlery (Flatware)	
➤ Cutlery (Flatware)	
➤ Glassware	
➤ Beverage/Barware	
➤ Table Top/Dining Room	
➤ Occupational Clothes	
➤ Storage/Transport/Waste	
➤ Food storage container	
➤ Sanitation/Maintenance	
➤ K. IT/Presentation/POS	
➤ Restaurant Point-of Sale	
➤ System (POS) SAFETY EQUIPMENT	<b><u>Total:\$100,000</u></b>

The cost of outfitting a commercial kitchen for a small food business usually ranges from about \$15,000 to about \$100,000 as of 2016, depending on the size of your space.

## ORGANIZATION CHART



# Financial Plan

## GOALS & OBJECTIVES:

Excellent service paired with quality food is a base plan to keep diners returning. An example of a restaurant service goal might be to provide the best front-of-house service of any area restaurants.

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Our Goals & Objectives include:

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- Creating an attractive and diverse menu
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- Developing a catering service that supports skill development of the catering staff and meets the needs of the University community

## ADVISORS REQUIRED

Dan Barber is the co-owner and executive chef of Blue Hill and Blue Hill at Stone Barns, and the author of the critically acclaimed, *The Third Plate*. Dan Barber is a chef and owner of several restaurants including Blue Hill in Manhattan and Blue Hill at Stone Barns in Pedantic Hills, New York. Food and Wine Magazine named him one of the Best New Chefs in 2002. In May 2009, he was named to Time Magazine of the book, *The Third Plate* (The Penguin Press). His opinions on food and agricultural policy have appeared in the New York Times, along with many other publications. Appointed by President Barack Obama to serve on the President's Council on Physical Fitness, Sports and Nutrition, Dan continues the work that he began as a member of Stone Barns Center for Food and Agriculture's board of directors: to blur the line between the dining experience and the educational, bringing the principles of good farming directly to the table. Barber has received multiple James Beard awards including Best Chef: New York City (2006) and the country's Outstanding Chef (2009). In 2009 he was named one of Time magazine's 100 most influential people in the world.

Source: <https://www.bluehillfarm.com/team/dan-barber>

## MENTORS:

Externes
Avocat
Contrôle de la qualité
Comptable





<b>RESTO MOHAMMAD</b>	<b>RESTAURANT</b>															
<b>Projected Cash Flow</b>																
<b>Jan 1 2016 to Dec 31 2017</b>																
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total			
<b>Sales</b>	\$ 70,000	\$ 75,000	\$ 80,000	\$ 60,000	\$ 80,000	\$ 60,000	\$ 81,440	\$ 91,440	\$ 90,122	\$ 90,000	\$ 80,000	\$ 70,000	\$928,002			
<b>Cash Receipts</b>																
From cash sales	70,000	75,000	80,000	60,000	80,000	60,000	81,440	91,440	90,122	90,000	80,000	70,000	928,002			
From credit sales													-			
From owner advance													-			
Other Loans advances													-			
<b>Total cash receipts</b>	70,000	75,000	80,000	60,000	80,000	60,000	81,440	91,440	90,122	90,000	80,000	70,000	928,002			
<b>Cash Disbursements</b>																
Purchases of stock	21,000	22,500	24,000	18,000	24,000	18,000	24,432	27,432	27,037	27,000	24,000	21,000	278,401			
Wages	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	240,000			
DAS	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000			
Rent	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000			
Taxes & lisc	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000			
Utilities	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000			
Insurance & alarm	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000			
Repair & maintenance	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000			
Advertising, promo & roy	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000			
Commissions	-	-	-	-	-	-	-	-	-	-	-	-	-			
Tel & internet	200	200	200	200	200	200	200	200	200	200	200	200	2,400			
Travel	100	100	100	100	100	100	100	100	100	100	100	100	1,200			
LIVRAISON	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000			
Office expense	200	200	200	200	200	200	200	200	200	200	200	200	2,400			
Computer supplies	100	300	300	300	300	300	300	300	300	300	300	300	3,400			
Professional fees	-	-	-	-	-	-	-	-	-	-	-	-	-			
Interest, CC and bank fee	125	125	125	125	125	125	125	125	125	125	125	125	1,500			
Interest on term debt	215	215	215	215	215	215	215	215	215	215	215	215	2,580			
Income taxes	1,816	2,443	3,108	448	3,108	448	3,300	4,630	4,455	4,438	3,108	1,778	33,083			
Mortgage payments													-			
Other loan payments								-	-	-	-	-	-			
Capital Purchases													-			
Owner withdrawals													-			
<b>Total cash disbursements</b>	62,256	64,583	66,748	58,088	66,748	58,088	67,372	71,702	71,131	71,078	66,748	62,418	786,964			
<b>Cash position</b>																
Opening balance	10,000	17,744	28,160	41,412	43,323	56,575	58,487	72,555	92,293	111,284	130,205	143,457				
Surplus (shortage)	7,744	10,417	13,252	1,912	13,252	1,912	14,068	19,738	18,991	18,922	13,252	7,582				
<b>Closing balance</b>	\$ 17,744	\$ 28,160	\$ 41,412	\$ 43,323	\$ 56,575	\$ 58,487	\$ 72,555	\$ 92,293	\$ 111,284	\$ 130,205	\$ 143,457	\$ 151,038				

RESTO MOHAMMAD		RESTAURANT																					
Projected Income Statement																							
Jan 1 2016 to Dec 31 2017																							
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total									
Sales		\$ 70,000	\$ 75,000	\$ 80,000	\$ 60,000	\$ 80,000	\$ 60,000	\$ 81,440	\$ 91,440	\$ 90,122	\$ 90,000	\$ 80,000	\$ 70,000	\$ 928,002	100.00%								
Cost of sales																							
Opening Inventory		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	1.08%								
Purchases of stock %		21,000	22,500	24,000	18,000	24,000	18,000	24,432	27,432	27,037	27,000	24,000	21,000	278,401	30.00%								
Available for sale		31,000	32,500	34,000	28,000	34,000	28,000	34,432	37,432	37,037	37,000	34,000	31,000	288,401	31.08%								
Less ending inventory		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	1.08%								
		21,000	22,500	24,000	18,000	24,000	18,000	24,432	27,432	27,037	27,000	24,000	21,000	278,401	30.00%								
Contribution margin		1	1	1	1	1	1	1	1	1	1	1	1	1									
Expenses																							
Wages		20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	20,000	240,000	25.86%								
DAS		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000	3.88%								
Rent		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000	3.23%								
Taxes & lisc		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	1.29%								
Utilities		5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000	6.47%								
Insurance & alarm		3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000	3.88%								
Repair & maintenance		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	1.29%								
Advertising, promo & royalties		2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	2.59%								
Commissions %		-	-	-	-	-	-	-	-	-	-	-	-	-	0.00%								
Tel & internet		200	200	200	200	200	200	200	200	200	200	200	200	2,400	0.26%								
Travel		100	100	100	100	100	100	100	100	100	100	100	100	1,200	0.13%								
LIVRAISON		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	1.29%								
Office expense		200	200	200	200	200	200	200	200	200	200	200	200	2,400	0.26%								
Computer supplies		100	300	300	300	300	300	300	300	300	300	300	300	3,400	0.37%								
Professional fees														-	0.00%								
Interest, CC and bank fees		125	125	125	125	125	125	125	125	125	125	125	125	1,500	0.16%								
Interest on term debt		215	215	215	215	215	215	215	215	215	215	215	215	2,580	0.28%								
Amortization														-	0.00%								
Total expenses		39,440	39,640	39,640	39,640	39,640	39,640	39,640	39,640	39,640	39,640	39,640	39,640	475,480	51.24%								
Income before IT		9,560	12,860	16,360	2,360	16,360	2,360	17,368	24,368	23,445	23,360	16,360	9,360	174,121	18.76%								
Income taxes		1,816	2,443	3,108	448	3,108	448	3,300	4,630	4,455	4,438	3,108	1,778	33,083	3.56%								
Net Income		7,744	10,417	13,252	1,912	13,252	1,912	14,068	19,738	18,991	18,922	13,252	7,582	141,038	15.20%								
Break even		\$56,343	\$56,629	\$56,629	\$56,629	\$56,629	\$56,629	\$56,629	\$56,629	\$56,629	\$56,629	\$56,629	\$56,629	\$679,257									

RESTO MOHAMMAD	RESTAURANT													
Balance Sheet														
As at December 31, 2017	Opening	31-Jan	29-Feb	31-Mar	30-Apr	31-May	30-Jun	31-Jul	31-Aug	30-Sep	31-Oct	30-Nov	31-Dec	
ASSETS														
Current														
Cash	\$ 10,000	\$ 17,744	\$ 28,160	\$ 41,412	\$ 43,323	\$ 56,575	\$ 58,487	\$ 72,555	\$ 92,293	\$ 111,284	\$ 130,205	\$ 143,457	\$ 151,038	
Accounts receivables														
Inventory	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	
Prepaid expenses	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	
Total current assets	23,000	30,744	41,160	54,412	56,323	69,575	71,487	85,555	105,293	124,284	143,205	156,457	164,038	
Capital assets														
Land		-	-	-	-	-	-	-	-	-	-	-	-	
Building	-	-	-	-	-	-	-	-	-	-	-	-	-	
Computers	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	
Equipment	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	
Furniture and fixtures	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	
Leasehold improvements	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	
Less: Accumulated depreciation		-	-	-	-	-	-	-	-	-	-	-	-	
Total capital assets	34,000	34,000	34,000	34,000	34,000	34,000	34,000	34,000	34,000	34,000	34,000	34,000	34,000	
Other assets														
Goodwill														
TOTAL	\$ 57,000	\$ 64,744	\$ 75,160	\$ 88,412	\$ 90,323	\$ 103,575	\$ 105,487	\$ 119,555	\$ 139,293	\$ 158,284	\$ 177,205	\$ 190,457	\$ 198,038	
LIABILITIES AND OWNERS EQUITY														
Current														
Bank indebtedness loan	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	
Accounts payable and accrued liabilities														
Sales taxes payable														
Income taxes payable														
Current portion of long-term debt	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	
Total current liabilities	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	
Long term liabilities														
Long-term debt	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	
Loans from shareholders	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	
Owners equity														
Capital stock	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	
Retained earnings	-	7,744	18,160	31,412	33,323	46,575	48,487	62,555	82,293	101,284	120,205	133,457	141,038	
Total owners equity	3,000	10,744	21,160	34,412	36,323	49,575	51,487	65,555	85,293	104,284	123,205	136,457	144,038	
Total liabilities and owners equity	\$ 57,000	\$ 64,744	\$ 75,160	\$ 88,412	\$ 90,323	\$ 103,575	\$ 105,487	\$ 119,555	\$ 139,293	\$ 158,284	\$ 177,205	\$ 190,457	\$ 198,038	
Balance Yes if 0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Debt to equity														
Total debt	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000	
Total equity	9000	16743.6	27160.2	40411.8	42323.4	55575	57486.6	71554.68	91292.76	110283.534	129205.134	142456.734	150038.334	
debt to equity ratio	5.33	2.87	1.77	1.19	1.13	0.86	0.83	0.67	0.53	0.44	0.37	0.34	0.32	
Working capital ratio	2.88	3.84	5.15	6.80	7.04	8.70	8.94	10.69	13.16	15.54	17.90	19.56	20.50	
Quick ratio	1.63	2.59	3.90	5.55	5.79	7.45	7.69	9.44	11.91	14.29	16.65	18.31	19.25	

<b>YOUR CO NAME</b>	<b>RESTAURANT SECOND YEAR</b>													
<b>Projected Cash Flow</b>														
<b>Jan2017 to Dec2018</b>														
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
<b>Sales</b>	\$ 60,000	\$ 40,000	\$ 45,000	\$ 90,000	\$ 45,000	\$ 85,000	\$ 35,000	\$ 38,000	\$ 39,000	\$ 40,000	\$ 42,000	\$ 44,000	\$ 603,000	
<b>Cash Receipts</b>														
From cash sales	60,000	40,000	45,000	90,000	45,000	85,000	35,000	38,000	39,000	40,000	42,000	44,000	603,000	
From credit sales													-	
From owner advance													-	
Other Loans advances													-	
<b>Total cash receipts</b>	60,000	40,000	45,000	90,000	45,000	85,000	35,000	38,000	39,000	40,000	42,000	44,000	603,000	
<b>Cash Disbursements</b>														
Purchases of stock	30,000	20,000	22,500	45,000	22,500	42,500	17,500	19,000	19,500	20,000	21,000	22,000	301,500	
Wages	15,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	125,000	
DAS	2,250	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,750	
Rent	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000	
Taxes & lisc	-	-	-	-	-	-	-	-	-	-	-	-	-	
Utilities	300	300	300	300	300	300	300	300	300	300	300	300	3,600	
Insurance & alarm	400	400	400	400	400	400	400	400	400	400	400	400	4,800	
Repair & maintenance	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	
Advertising, promo & ro	-	-	-	-	-	-	-	-	-	-	-	-	-	
Commissions	-	-	-	-	-	-	-	-	-	-	-	-	-	
Tel & internet	100	100	100	100	100	100	100	100	100	100	100	100	1,200	
Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	
Meals & entertainment	-	-	-	-	-	-	-	-	-	-	-	-	-	
Office expense	100	100	100	100	100	100	100	100	100	100	100	100	1,200	
Computer supplies	100	100	100	100	100	100	100	100	100	100	100	100	1,200	
Professional fees	-	-	-	-	-	-	-	-	-	-	-	-	-	
Interest, CC and bank fe	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	
Interest on term debt	215	215	215	215	215	215	215	215	215	215	215	215	2,580	
Income taxes	1,229	421	896	5,171	896	4,696	-	54	231	326	421	611	15,650	
Mortgage payments													-	
Other loan payments								-	-	-	-	-	-	
Capital Purchases													-	
Owner withdrawals													-	
<b>Total cash disbursements</b>	54,194	37,636	40,611	67,386	40,611	64,411	34,661	36,446	37,041	37,636	38,826	40,016	529,480	
<b>Cash position</b>														
Opening balance	151,038	156,844	159,208	163,596	186,210	190,598	211,187	211,525	213,079	215,037	217,401	220,574		
Surplus (shortage)	5,806	2,364	4,389	22,614	4,389	20,589	339	1,554	1,959	2,364	3,174	3,984		
<b>Closing balance</b>	\$ 156,844	\$ 159,208	\$ 163,596	\$ 186,210	\$ 190,598	\$ 211,187	\$ 211,525	\$ 213,079	\$ 215,037	\$ 217,401	\$ 220,574	\$ 224,558		

YOUR CO NAME		RESTAURANT SECOUND YEARS																									
Projected Income Statement																											
Jan 1 2017to Dec 31 2018																											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total													
Sales		\$ 60,000	\$ 40,000	\$ 45,000	\$ 90,000	\$ 45,000	\$ 85,000	\$ 35,000	\$ 38,000	\$ 39,000	\$ 40,000	\$ 42,000	\$ 44,000	\$ 603,000	100.00%												
Cost of sales																											
Opening Inventory		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	1.66%												
Purchases of stock %		30,000	20,000	22,500	45,000	22,500	42,500	17,500	19,000	19,500	20,000	21,000	22,000	301,500	50.00%												
Available for sale		40,000	30,000	32,500	55,000	32,500	52,500	27,500	29,000	29,500	30,000	31,000	32,000	311,500	51.66%												
Less ending inventory		10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	1.66%												
		30,000	20,000	22,500	45,000	22,500	42,500	17,500	19,000	19,500	20,000	21,000	22,000	301,500	50.00%												
Contribution margin		1	1	1	1	1	1	1	1	1	1	1	1	1													
Expenses																											
Wages		15,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	125,000	20.73%												
DAS		2,250	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,750	3.11%												
Rent		2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000	4.98%												
Taxes & lisc														-	0.00%												
Utilities		300	300	300	300	300	300	300	300	300	300	300	300	3,600	0.60%												
Insurance & alarm		400	400	400	400	400	400	400	400	400	400	400	400	4,800	0.80%												
Repair & maintenance		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	1.99%												
Advertising, promo & royalties														-	0.00%												
Commissions %		-	-	-	-	-	-	-	-	-	-	-	-	-	0.00%												
Tel & internet		100	100	100	100	100	100	100	100	100	100	100	100	1,200	0.20%												
Travel														-	0.00%												
Meals & entertainment														-	0.00%												
Office expense		100	100	100	100	100	100	100	100	100	100	100	100	1,200	0.20%												
Computer supplies		100	100	100	100	100	100	100	100	100	100	100	100	1,200	0.20%												
Professional fees														-	0.00%												
Interest, CC and bank fees		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	1.99%												
Interest on term debt		215	215	215	215	215	215	215	215	215	215	215	215	2,580	0.43%												
Amortization		567	567	567	567	567	567	567	567	567	567	567	567	6,800	1.13%												
Total expenses		23,532	17,782	17,782	17,782	17,782	17,782	17,782	17,782	17,782	17,782	17,782	17,782	219,130	36.34%												
Income before IT		6,468	2,218	4,718	27,218	4,718	24,718	- 282	1,218	1,718	2,218	3,218	4,218	82,370	13.66%												
Income taxes		1,229	421	896	5,171	896	4,696	- 54	231	326	421	611	801	15,650	2.60%												
Net Income		5,239	1,797	3,822	22,047	3,822	20,022	- 228	987	1,392	1,797	2,607	3,417	66,720	11.06%												
Break even		\$47,063	\$35,563	\$35,563	\$35,563	\$35,563	\$35,563	\$35,563	\$35,563	\$35,563	\$35,563	\$35,563	\$35,563	\$438,260													

YOUR CO NAME	RESTAURANT SECOND YEAR												
Balance Sheet													
As at Month End	Opening	31-Jan	29-Feb	31-Mar	30-Apr	31-May	30-Jun	31-Jul	31-Aug	30-Sep	31-Oct	30-Nov	31-Dec
ASSETS													
Current													
Cash	\$ 151,038	\$ 156,844	\$ 159,208	\$ 163,596	\$ 186,210	\$ 190,598	\$ 211,187	\$ 211,525	\$ 213,079	\$ 215,037	\$ 217,401	\$ 220,574	\$ 224,558
Accounts receivables	-												
Inventory	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000
Prepaid expenses	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total current assets	164,038	169,844	172,208	176,596	199,210	203,598	224,187	224,525	226,079	228,037	230,401	233,574	237,558
Capital assets													
Land		-	-	-	-	-	-	-	-	-	-	-	-
Building		-	-	-	-	-	-	-	-	-	-	-	-
Computers	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Equipment	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000
Furniture and fixtures	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Leasehold improvements	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Less: Accumulated depreciation	-	567	1,133	1,700	2,267	2,833	3,400	3,967	4,533	5,100	5,667	6,233	6,800
Total capital assets	34,000	33,433	32,867	32,300	31,733	31,167	30,600	30,033	29,467	28,900	28,333	27,767	27,200
Other assets													
Goodwill													
TOTAL	\$ 198,038	\$ 203,277	\$ 205,074	\$ 208,896	\$ 230,943	\$ 234,765	\$ 254,787	\$ 254,558	\$ 255,545	\$ 256,937	\$ 258,734	\$ 261,341	\$ 264,758
LIABILITIES AND OWNERS EQUITY													
Current													
Bank indebtedness loan	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 5,000
Accounts payable and accrued liabilities													
Sales taxes payable													
Income taxes payable													
Current portion of long-term debt	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Total current liabilities	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000
Long term liabilities													
Long-term debt	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000	40,000
Loans from shareholders	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000
Owners equity													
Capital stock	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000
Retained earnings	141,038	146,277	148,074	151,896	173,943	177,765	197,787	197,558	198,545	199,937	201,734	204,341	207,758
Total owners equity	144,038	149,277	151,074	154,896	176,943	180,765	200,787	200,558	201,545	202,937	204,734	207,341	210,758
Total liabilities and owners equity	\$ 198,038	\$ 203,277	\$ 205,074	\$ 208,896	\$ 230,943	\$ 234,765	\$ 254,787	\$ 254,558	\$ 255,545	\$ 256,937	\$ 258,734	\$ 261,341	\$ 264,758
Balance Yes if 0	0	0	0	0	0	0	0	0	0	0	0	0	0
Debt to equity													
Total debt	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000	48000
Total equity	150038	155277.35	157074.2	160896.05	182942.9	186764.75	206786.6	206558.45	207545.3	208937.15	210734	213340.85	216757.7
debt to equity ratio	0.32	0.31	0.31	0.30	0.26	0.26	0.23	0.23	0.23	0.23	0.23	0.22	0.22
Working capital ratio	20.50	21.23	21.53	22.07	24.90	25.45	28.02	28.07	28.26	28.50	28.80	29.20	29.69
Quick ratio	19.25	19.98	20.28	20.82	23.65	24.20	26.77	26.82	27.01	27.25	27.55	27.95	28.44

# Appendices and Exhibits

## APPENDIX 1: Copy of lease

### RESTAURANT LEASE AGREEMENT

This Lease agreement is made on this \_\_\_\_\_ day of \_\_\_\_\_ (Month), \_\_\_\_\_ (Year) by and between

\_\_\_\_\_ [ENTER NAME HERE] (hereinafter "Restaurant Owner")

**AND**

\_\_\_\_\_ [ENTER NAME HERE] (hereinafter "Lessee").

In consideration for the shared promises and agreements contained herein, and for other good and valuable consideration, the parties hereby agree as follows:

1. The Restaurant Owner leases to the Lessee, and the Lessee rents from the Restaurant Owner the following stated grounds:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

2. The tenure of the Lease shall be for \_\_\_\_\_ beginning \_\_\_\_\_ and ending \_\_\_\_\_.

3. The Lessee shall pay to Restaurant Owner as rent \$ \_\_\_\_\_ per year in equal monthly installments of \$ \_\_\_\_\_ payable in advance \_\_\_\_\_ (Time Period).

4. This Lease is subject to all present or prospect mortgages affecting the property.

5. Lessee shall use and inhabit the building only as a \_\_\_\_\_ (Lessee Rental Status) subject at all times to the approval of the Restaurant Owner.

6. The Lessee shall not make any amendments, additions or improvements to the building without the prior written permission of the Restaurant Owner.

7. The pro Party-owner, at his own cost, shall equip the following utilities or facilities for the benefit of the occupant:

\_\_\_\_\_  
\_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

8. The leaseholder, at his own cost, shall provide the following:

\_\_\_\_\_  
\_\_\_\_\_

9. The leaseholder shall purchase at his own cost public liability insurance in the amount of \$ \_\_\_\_\_ as well as fire and exposure insurance in the amount of \$ \_\_\_\_\_ for the property and shall provide satisfactory proof thereof to the property-owner and shall continue same in force and effect throughout the Lease period hereof.

10. The leaseholder shall not let or commit waste to the property.

11. The leaseholder shall meet the terms, policies, order codes and laws of all governmental establishments having authority over the property.

12. The Lessee shall not allow or engage in any activity that will affect an increase in the rate of insurance for the Building in which the property is not contained nor shall the leaseholder allow or commit any annoyance thereon.

13. The lessee shall not sublet or allocate the neither property nor consent to any other person or business to use or occupy the property without the earlier written approval of the Restaurant Owner, which permission may not be unduly withdrawn.

14. At the end of the period of this Lease, the lessee shall give in and deliver up the property in the same condition (subject to any additions, alterations or improvements, if any) as presently exists, realistic wear and tear expelled.

15. Upon evasion in any term or condition of this Lease, the owner shall have the right to embark on any or all other remedies allowable by Law.

16. This Lease shall be binding upon, and inure to the benefit of, the parties, their beneficiaries, successors, and assigns.

Signed on \_\_\_\_\_ day of \_\_\_\_\_ (Month) \_\_\_\_\_ (Year)

\_\_\_\_\_  
*Lessee*

\_\_\_\_\_  
*Restaurant Owner*



## Appendix 2 Bank Letter

Iranian- Canadian restaurant  
3270 rue Barclay  
H3s1k1 No: 307  
438 989-2103

11/04/2016

BMO bank  
Robert Belle, President  
3367, BMO Atwater  
H3K21 No: 708  
439 098-768

Subject: Business proposal

Dear Mr. Robert Belle

You have submitted to me a proposal about a month ago. The aim of this letter is to request a small business loan of \$50,000 to improve and upgrade my restaurant.

One of the reasons my restaurant is so successful is because it is the only restaurant in the area of a five mile radius that serves authentic Iranian-Canadian food. We purchase fresh produce daily and prepare several dishes that represent the cuisine of Iran and Canada.

To meet the growing demand for our specialty, I need to expand the kitchen, add some new stove tops and refrigerators as well as expand the dining area. The shop next door has agreed to sell me their premises for expansion at a fair market price.

There are several other different ethnic restaurants in the area that are also prospering, and I believe that the market for India cuisine is growing. My restaurant is crowded every night especially on the weekends. I have already invested most of my profits in the restaurant and require the loan to expand in order to meet demand.

Please see the attached business plan that outlines my financial projection for the next five years and clearly states my assets to date.

If you have any questions, I can be reached at 438 989-2103 or at [mohammadfarughhajizadeh@hotmail.com](mailto:mohammadfarughhajizadeh@hotmail.com). Thank you for your attention to my loan application.

Sincerely,

Mohammad Farugh  
Iranian-Canadian restaurant

## Appendix 3: Net worth Statement

<b>Assets</b>	
<b>Cash</b>	
<b>Chequing Account</b>	<b>\$10,000</b>
<b>Savings Account</b>	<b>\$50,000</b>
<b>Cash On Hand</b>	<b>\$6,000</b>
<b>Other</b>	<b>\$0</b>
<b>Non-Registered Investments</b>	
<b>GIC (Guaranteed Investment Certificate)</b>	<b>\$20,000</b>
<b>Mutual Fund</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Registered Investments</b>	
<b>RRSP (Registered Retirement Savings Plan)</b>	<b>\$0</b>
<b>RRIF (Registered Retirement Income Fund)</b>	<b>\$0</b>
<b>RESP (Registered Education Savings Plan)</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>TFSA (Tax Free Savings Account)</b>	
<b>TFSA (Tax Free Savings Account)</b>	<b>\$0</b>
<b>Locked-In Investments</b>	
<b>LIRA (Locked-In Retirement Account)</b>	<b>\$0</b>

<b>LRIF (Locked-In Retirement Income Fund)</b>	<b>\$0</b>
<b>Pension Plan</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Cash Value of Life Insurance</b>	
<b>Life Insurance Policy</b>	<b>\$3,000</b>
<b>Other</b>	<b>\$0</b>
<b>Properties</b>	
<b>Home</b>	<b>\$90,000</b>
<b>Cottage</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Vehicles</b>	
<b>Car</b>	<b>\$27,000</b>
<b>Boat</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Total Assets</b>	<b>\$206,000</b>
<b>Liabilities</b>	
<b>Credit Card</b>	
<b>MasterCard</b>	<b>\$9,000</b>
<b>VISA</b>	<b>\$6,000</b>

<b>Retail Credit Cards</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Line of Credit</b>	
<b>Line of Credit</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Loans</b>	
<b>Personal Loans</b>	<b>\$0</b>
<b>Student Loans</b>	<b>\$12,000</b>
<b>Car Loans</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Mortgage</b>	
<b>Mortgage</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Other</b>	
<b>Money owed to others</b>	<b>\$0</b>
<b>Overdraft</b>	<b>\$0</b>
<b>Other</b>	<b>\$0</b>
<b>Total Liabilities</b>	<b>\$27,000</b>
<b>Your Net Worth</b>	<b>+\$179,000</b>

