

Type of Expenditure	Inline Shopping	Food Court Unit Center-Unit	Method of Payment	When Due	To Whom Payment is to be Made
Initial Franchise Fee	\$20,000 to \$35,000	\$25,000	Lump sum	Upon signing the agreement	Sbarro
Development Fee	Unknown	Unknown	Lump sum	Upon signing the agreement	Sbarro
Lease	\$25,000 to \$50,000	\$25,000 to \$50,000	As arranged	Upon signing the lease	Landlord
Leasehold Improvements	\$100,000 to \$200,000	\$100,000 to \$175,000	As arranged	As incurred	Contractors and Suppliers
Purchase of Initial Equipment Package	\$80,000 to \$175,000	\$80,000 to \$125,000	As arranged	Before opening, on ordering the equipment	Contractors and Suppliers
POS/Computer System	\$5,000 to \$30,000	\$5,000 to \$30,000	As arranged	As arranged	Suppliers
Permits & Licenses	\$2,000 to \$5,000	\$2,000 to \$5,000	As arranged	As incurred	Authorities
Outside Signs Equipment Package	\$10,000 to \$25,000	\$10,000 to \$12,000	As arranged	Before order is placed	Suppliers
Insurance Package	\$800	\$1,500 to \$2,500	As arranged	Before opening	Insurers
Opening Inventory & Supplies	\$7,000	\$7,000	As arranged	Within 1 week of opening	Suppliers
Training Expenses to \$10,000	\$8,000 to \$10,000	\$8,000	As arranged	During training	Food, Lodging and Transportation Providers
Utility Installations & Deposits	\$200 to \$2,000	\$200 to \$2,000	As arranged	As incurred	Suppliers
Architectural Fees	\$12,000 to \$15,000	\$12,000 to \$15,000	Lump sum or as arranged	Lump sum or as incurred	Architect
Project Design and Vendor Coordination	\$0 to \$10,500	\$0 to \$10,500	As arranged	As incurred	Sbarro
Legal & Accounting	\$2,500 to \$5,000	\$2,500 to \$5,000	As arranged	Before opening	Service Providers
Additional Funds (1 to 3 months)	\$10,000 to \$15,000	\$10,000 to \$15,000	As arranged	As incurred	Various Third Parties
Totals	\$282,500 to \$585,300	\$288,200 to \$489,000			