

**Adirondack General Store**  
**899 E Shore Drive, Adirondack, NY 12808**  
**Future Revenue Projections 2026-2028**

Based on the historical financial data from the **GS 3-year Summary**, here is the 3-year financial proforma for 2026–2028.

Category	2026	2027	2028
<b>Avg. Gross Sales/Day</b>	\$2,974.93	\$3,064.18	\$3,156.10
<b>Total Gross Sales</b>	\$594,985.68	\$612,835.25	\$631,220.31
<b>Net Sales (Est.)</b>	\$592,431.30	\$610,204.24	\$628,510.37
<b>COGS</b>	(\$255,930.32)	(\$263,608.23)	(\$271,516.48)
<b>Gross Profit</b>	<b>\$336,500.98</b>	<b>\$346,596.01</b>	<b>\$356,993.89</b>
<b>Operating Expenses</b>	(\$183,742.04)	(\$187,416.88)	(\$191,165.21)
<b>Other Income</b>	\$30,972.33	\$30,972.33	\$30,972.33
<b>EBITDA / Net Income</b>	<b>\$183,731.28</b>	<b>\$190,151.47</b>	<b>\$196,801.01</b>

**Proforma Assumptions**

- **Sales Growth:** Projected at **3% annually** starting from the 2025 average of \$2,888.28 per day.
- **Operations:** Based on a standard seasonal operation of **200 days per year**.
- **COGS:** Calculated using historical averages (Café: **39.67%**, Non-Café: **46.33%**) applied to the projected sales mix (47% Café / 53% Non-Café).
- **Payroll:** 2026 payroll reflects a **15% reduction** from historical averages (approx. \$136,105) due to the loss of the head chef, with a **2% annual inflationary increase** thereafter.
- **Fixed Expenses:** Other operating expenses are based on historical averages with a **2% annual inflationary increase**.
- **Other Income:** Includes historical averages for the **Liquor Closet** (\$3,105), **Catering** (\$14,667), and **Rental Income** (\$13,200).

### 3-Year Financial Proforma (2026–2028)

Category	2026	2027	2028
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<b>Total Gross Sales</b>	\$594,985.68	\$612,835.25	\$631,220.31
<b>Net Sales (Est.)</b>	\$592,431.30	\$610,204.24	pro forma.37
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<b>Gross Profit</b>	<b>\$336,500.98</b>	<b>\$346,596.01</b>	<b>\$356,993.89</b>
<b>Operating Expenses</b>	(\$183,742.04)	(\$187,416.88)	(\$191,165.21)
<b>Other Income (Liquor, Catering, Rent)</b>	\$30,972.33	\$30,972.33	\$30,972.33
<b>EBITDA / Net Income</b>	<b>\$183,731.28</b>	<b>\$190,151.47</b>	<b>\$196,801.01</b>

#### Key Takeaways

- **Efficiency Gains:** The reduction in payroll costs in 2026 significantly boosts the bottom line, with EBITDA projected to reach over **\$183,000** in the first pro forma year.
- **Revenue Growth:** Steady 3% growth in daily sales, combined with a 200-day operating schedule, pushes gross sales toward **\$631,000** by 2028.

Here is a simplified 3-Year Financial Proforma for the Adirondack General Store, summarizing the projected performance for 2026–2028.