

VENDING MACHINE BUSINESS PLAN

This Vending Machine Business Strategic Plan (the "Plan") is entered into and effective as of the _____ day of _____, 20____, by and between the undersigned owners/partners.

I. EXECUTIVE SUMMARY

1.1 Business Name

The legal name of the Business is: _____

1.2 Mission Statement

The mission of the Business is:

1.3 Vision Statement

The vision of the Business is:

1.4 Business Objectives

The primary short-term and long-term objectives of the Business are:

II. COMPANY OVERVIEW

2.1 Legal Structure

The Business is organized as follows (check one):

- ☐ Sole Proprietorship
- ☐ General Partnership
- ☐ Limited Liability Company (LLC)
- ☐ C-Corporation
- ☐ S-Corporation
- ☐ Other: _____

2.2 Ownership Information

The Business is owned by the following individuals/entities:

Name: _____ Percentage Ownership: _____ %

Name: _____ Percentage Ownership: _____ %

Name: _____ Percentage Ownership:
_____ %

2.3 Principal Place of Business

The principal office address of the Business is:

Street Address: _____

City: _____ State:

_____ Zip Code:

III. PRODUCTS AND SERVICES

3.1 Vending Machine Types

The Business intends to deploy the following types of machines (check all that apply):

- ☐ Snack Machines (Glass Front)
- ☐ Beverage/Soda Machines (Stack or Glass Front)
- ☐ Combo Machines (Snack and Drink)
- ☐ Coffee/Hot Beverage Machines
- ☐ Frozen Food/Ice Cream Machines
- ☐ Specialty Retail Machines (Electronics, PPE, Beauty Supplies)
- ☐ Bulk Vending (Gumballs, Toys)

3.2 Product Mix Strategy

The strategy for product selection and inventory management is:

IV. MARKET ANALYSIS

4.1 Target Locations

The Business will target the following types of locations for machine placement:

- ☐ Office Buildings/Corporate Parks
- ☐ Manufacturing/Warehousing Facilities
- ☐ Schools/Universities
- ☐ Gyms/Fitness Centers
- ☐ Retail Stores/Malls
- ☐ Hospitals/Medical Centers
- ☐ Apartment Complexes
- ☐ Other: _____

4.2 SWOT Analysis

Strengths of the Business:

Weaknesses of the Business:

Opportunities in the Market:

Threats to the Business:

V. OPERATIONAL PLAN

5.1 Equipment Acquisition

The Business will acquire machines via:

- ☐ Purchase of New Equipment
- ☐ Purchase of Refurbished/Used Equipment
- ☐ Leasing/Financing
- ☐ Route Acquisition (Buying existing locations)

5.2 Technology and Payment Systems

The Business will utilize the following technology (check all that apply):

- ☐ Cash/Coin Acceptors

- ☐ Credit/Debit Card Readers (Cashless)
- ☐ Mobile Payment (Apple Pay/Google Pay)
- ☐ Remote Telemetry/Inventory Monitoring
- ☐ Vending Management Software (VMS)

5.3 Maintenance and Restocking

The plan for routine maintenance and restocking schedule is:

VI. FINANCIAL PLAN

6.1 Startup Capital Requirements

The estimated total capital required to launch/expand is: \$

6.2 Funding Sources

Capital will be obtained through:

- ☐ Personal Savings
- ☐ Bank Loans/SBA Loans
- ☐ Private Investors
- ☐ Equipment Financing
- ☐ Other: _____

6.3 Commission Structure

The standard commission rate offered to location owners (if applicable) shall be:

_____ % of Gross Sales or \$
_____ Flat Monthly Fee.

VII. LEGAL AND ADMINISTRATIVE

7.1 Licenses and Permits

The Business shall obtain and maintain all necessary licenses, including but not limited to:

- ☐ Business License/Tax Certificate
- ☐ Sales Tax Permit/Resale Certificate
- ☐ Health Department Permits (if handling fresh food)
- ☐ Vending Machine Decals/Stickers (State specific)

7.2 Insurance

The Business shall maintain the following insurance coverage:

- ☐ General Liability Insurance
- ☐ Property/Equipment Insurance
- ☐ Commercial Auto Insurance
- ☐ Workers' Compensation (if applicable)

VIII. GENERAL PROVISIONS

8.1 Governing Law

This Plan and the operations of the Business shall be governed by and construed in accordance with the laws of the State of _____ .

8.2 Confidentiality

The undersigned agree that the details of this Strategic Plan, including financial projections, location lists, and supplier contracts, are confidential and proprietary to the Business.

8.3 Severability

If any provision of this Plan is held to be invalid, illegal, or unenforceable in whole or in part, the remaining provisions shall not be affected and shall continue to be valid, legal, and enforceable as though the invalid provisions had not been included in this Plan.

8.4 Entire Agreement

This document constitutes the entire strategic plan of the Business as of the date first written above and supersedes all prior agreements, understandings, negotiations, and discussions, whether oral or written, of the parties.

8.5 Amendments

This Plan may be amended or modified only by a written instrument executed by the authorized owners of the Business.

IX. ADOPTION AND EXECUTION

The undersigned, being the owners/authorized representatives of the Business, hereby adopt this Strategic Plan on the date set forth below.

Owner/Partner 1

Signature: _____

Date: _____ day of _____, 20____

Print Name: _____

Title: _____

Owner/Partner 2

Signature: _____

Date: _____ day of _____, 20____

Print Name: _____

Title: _____

Owner/Partner 3

Signature: _____

Date: _____ day of _____, 20____

Print Name: _____

Title: _____

X. NOTARY ACKNOWLEDGMENT

State of _____

County of _____

On this _____ day of _____, 20____, before me,

_____ (Name of Notary Public), the undersigned Notary Public, personally appeared _____ (Name(s) of Signer(s)), known to me or proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

WITNESS my hand and official seal.

Signature of Notary Public: _____

(Seal)

My Commission Expires: _____ day of _____, 20____