

ABC Restaurant
Actuals and Budget Income Statement - Summary
Period , 20XX

| | Total |
|---------------------------------------|----------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| Cash - First Bank of Wilben (x0602) | 27,390 |
| Suspense - Cash in transit | 244 |
| Suspense - Credit cards (V/MC/D/EBT) | 7,233 |
| Suspense - Credit cards (AMEX) | 453 |
| Total Bank Accounts | 35,320 |
| Other current assets | |
| Prepaid - W/C Insurance | 633 |
| Prepaid - Other | 938 |
| Total Other current assets | 1,571 |
| Total Current Assets | 36,891 |
| Fixed Assets | |
| Property, plant and equipment | 242,209 |
| Leasehold improvements | 210,876 |
| Automobile | 24,025 |
| Total Fixed assets | 477,110 |
| Accumulated Depreciation | |
| Property, plant and equipment | 75,085 |
| Leasehold improvements | 62,143 |
| Automobile | 9,610 |
| Total Accumulated Depreciation | 146,838 |
| Total Fixed Assets | 330,272 |
| Other Assets | |
| Payroll clearing - EE checks | 599 |
| Suspense - Other | 512 |
| I/C due from (to) Location 2 | 633 |
| I/C due from (to) Location 3 | 19,569 |
| I/C due from (to) Location 4 | 22,833 |
| I/C due from (to) Management company | (316) |
| Total Other Assets | 43,829 |
| TOTAL ASSETS | 410,992 |

ABC Restaurant
Actuals and Budget Income Statement - Summary
Period , 20XX

| | Total |
|--|----------------|
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| A/P - Trade | 12,125 |
| Total Accounts Payable | 12,125 |
| Credit Cards | |
| Credit card payable (x0244) | 14,295 |
| Total Credit Cards | 14,295 |
| Other Current Liabilities | |
| Accrued Expenses | 0 |
| Sales Tax Payable | 11,707 |
| Total Other Current Liabilities | 11,707 |
| Total Current Liabilities | 38,128 |
| Total Liabilities | 38,128 |
| Equity | |
| Equity - Owner 1 | 175,000 |
| Equity - Owner 2 | 175,000 |
| Retained Earnings | 22,865 |
| Total Equity | 372,865 |
| TOTAL LIABILITIES AND EQUITY | 410,992 |

ABC Restaurant
Income Statement - Summary
Period 6, 20XX

06/02/2015
06/29/2015

(Gross sales)

12/30/2014
06/29/2015

| Period-to-date | | Category | Year-to-date | |
|-----------------------|--------------|---|----------------|--------------|
| Actual | PCT | | Actual | PCT |
| 106,750 | | Gross Sales | 678,305 | |
| (4,987) | -4.7% | Comps, Promos and Voids | (29,909) | -4.4% |
| 101,763 | 95.3% | Net Sales | 648,396 | 95.6% |
| 34,263 | 32.1% | Cost of Goods Sold | 200,310 | 29.5% |
| 40,246 | 37.7% | Labor | 237,139 | 35.0% |
| 74,509 | 69.8% | Prime Costs | 437,449 | 64.5% |
| Other Expenses | | | | |
| 401 | 0.4% | Advertising and marketing | 2,464 | 0.4% |
| 452 | 0.4% | Building | 2,852 | 0.4% |
| 259 | 0.2% | Cleaning and janitorial | 1,562 | 0.2% |
| 78 | 0.1% | Community and employee relations | 467 | 0.1% |
| 128 | 0.1% | Computer | 758 | 0.1% |
| 9,795 | 9.2% | General and administrative | 57,866 | 8.5% |
| 2,676 | 2.5% | Insurance | 15,451 | 2.3% |
| 1,469 | 1.4% | Kitchen | 8,604 | 1.3% |
| 215 | 0.2% | Licenses and dues | 1,323 | 0.2% |
| 9,889 | 9.3% | Occupancy | 60,517 | 8.9% |
| 428 | 0.4% | Paper products | 2,480 | 0.4% |
| 5,376 | 5.0% | Restaurant | 33,315 | 4.9% |
| 31,166 | 29.2% | Overhead expenses | 187,659 | 27.7% |
| 72 | 0.1% | Other income and expense | 423 | 0.1% |
| 105,747 | 99.1% | Expenses | 625,531 | 92.2% |
| (3,984) | -3.7% | Operating income (loss) before taxes | 22,865 | 3.4% |

ABC Restaurant
Income Statement - Detailed
Period 6, 20XX

06/02/2015
06/29/2015

(Gross sales)

12/30/2014
06/29/2015

| Period-to-date | | Category | Year-to-date | |
|----------------|---------------|--|-----------------|---------------|
| Actual | PCT | | Actual | PCT |
| 61,491 | 57.6% | Sales - Food | 361,085 | 53.2% |
| 0 | 0.0% | Sales - Beverage (Non-Alcohol) | 2,095 | 0.3% |
| 0 | 0.0% | Sales - Beverage (Alcohol) - Beer | 45,696 | 6.7% |
| 8,896 | 8.3% | Sales - Beverage (Alcohol) - Wine | 52,940 | 7.8% |
| 36,363 | 34.1% | Sales - Beverage (Alcohol) - Liquor | 216,488 | 31.9% |
| 0 | 0.0% | Sales - Other | 0 | 0.0% |
| 0 | 0.0% | Sales - Merchandise | 0 | 0.0% |
| 106,750 | 100.0% | Total - Gross Sales | 678,305 | 100.0% |
| | | Comps and Promos | | |
| 0 | 0.0% | Comps - EE Meals | 0 | 0.0% |
| (3,188) | -3.0% | Comps - All others | (19,768) | -2.9% |
| (120) | -0.1% | Promos & Discounts - Regular | (730) | -0.1% |
| (1,679) | -1.6% | Voids | (9,411) | -1.4% |
| (4,987) | -4.7% | Total - Comps, Promos and Voids | (29,909) | -4.4% |
| 101,763 | 95.3% | Total - Net Sales | 648,396 | 95.6% |
| | | Cost of Sales | | |
| 20,766 | 33.8% | COGS - Food | 121,349 | 33.6% |
| 153 | 0.0% | COGS - Beverage (Non-Alcohol) | 905 | 43.2% |
| 3,228 | 0.0% | COGS - Beverage (Alcohol) - Beer | 18,860 | 41.3% |
| 2,402 | 27.0% | COGS - Beverage (Alcohol) - Wine | 13,723 | 25.9% |
| 7,623 | 21.0% | COGS - Beverage (Alcohol) - Liquor | 44,906 | 20.7% |
| 91 | 0.0% | COGS - Retail/Other | 566 | 0.0% |
| 0 | 0.0% | COGS - Miscellaneous | 0 | 0.0% |
| 34,263 | 32.1% | Total - Cost of Goods Sold | 200,310 | 29.5% |
| | | Labor | | |
| 30,190 | 28.3% | Labor:Labor - Hourly (regular) | 176,154 | 26.0% |
| 1,572 | 1.5% | Labor:Labor - Hourly (overtime) | 9,252 | 1.4% |
| 0 | 0.0% | Labor:Labor - Manager | 0 | 0.0% |
| 2,647 | 2.5% | Consulting - General | 14,849 | 2.2% |
| 5,837 | 5.5% | Labor:Payroll taxes | 36,883 | 5.4% |
| 40,246 | 37.7% | Total - Labor | 237,139 | 35.0% |
| 74,509 | 69.8% | Total Prime Costs | 437,449 | 64.5% |
| | | Other Expenses | | |
| | | <u>Advertising and marketing</u> | | |

ABC Restaurant
Income Statement - Detailed
Period 6, 20XX

06/02/2015
06/29/2015

(Gross sales)

12/30/2014
06/29/2015

| Period-to-date | | Category | Year-to-date | |
|---|-------------|---|--------------|-------------|
| Actual | PCT | | Actual | PCT |
| 0 | 0.0% | Advertising - Co-op | 0 | 0.0% |
| 0 | 0.0% | Advertising - Local | 0 | 0.0% |
| 0 | 0.0% | Advertising - Other | 0 | 0.0% |
| 0 | 0.0% | Marketing - Electronic Media | 0 | 0.0% |
| 0 | 0.0% | Marketing - Menu | 0 | 0.0% |
| 401 | 0.4% | Marketing - Other | 2,464 | 0.4% |
| 0 | 0.0% | Printing Supplies | 0 | 0.0% |
| 0 | 0.0% | Printing | 0 | 0.0% |
| <u>401</u> | <u>0.4%</u> | <u>Total Advertising and marketing</u> | <u>2,464</u> | <u>0.4%</u> |
| <u>Building</u> | | | | |
| 349 | 0.3% | Repairs and maintenance - Equipment | 2,217 | 0.3% |
| 103 | 0.1% | Repairs and maintenance - Building | 635 | 0.1% |
| <u>452</u> | <u>0.4%</u> | <u>Total Building</u> | <u>2,852</u> | <u>0.4%</u> |
| <u>Cleaning and janitorial</u> | | | | |
| 141 | 0.1% | Cleaning Supplies | 865 | 0.1% |
| 118 | 0.1% | Janitorial Services | 698 | 0.1% |
| 0 | 0.0% | Laundry and Linen | 0 | 0.0% |
| <u>259</u> | <u>0.2%</u> | <u>Total Cleaning and janitorial</u> | <u>1,562</u> | <u>0.2%</u> |
| <u>Community and employee relations</u> | | | | |
| 0 | 0.0% | Donations and Community Relations | 0 | 0.0% |
| 78 | 0.1% | Employee Relations | 467 | 0.1% |
| <u>78</u> | <u>0.1%</u> | <u>Total Community and employee relations</u> | <u>467</u> | <u>0.1%</u> |
| <u>Computer</u> | | | | |
| 128 | 0.1% | POS Maintenance | 758 | 0.1% |
| <u>128</u> | <u>0.1%</u> | <u>Total Computer</u> | <u>758</u> | <u>0.1%</u> |
| <u>General and administrative</u> | | | | |
| 297 | 0.3% | Accounting and financial consulting fees | 1,843 | 0.3% |
| 76 | 0.1% | Automobile Expense and Mileage | 440 | 0.1% |
| 26 | 0.0% | Bank Charges | 150 | 0.0% |
| 3,533 | 3.3% | Bank Charges - Merchant fees | 21,584 | 3.2% |
| 161 | 0.2% | Cash Over/short | 927 | 0.1% |
| (22) | 0.0% | Cash Over/short (merchant) | (121) | 0.0% |
| 93 | 0.1% | Computer Hardware | 538 | 0.1% |
| 0 | 0.0% | Computer Software | 0 | 0.0% |
| 2,647 | 2.5% | Consulting - General | 14,849 | 2.2% |
| 152 | 0.1% | Contract Services | 953 | 0.1% |

ABC Restaurant
Income Statement - Detailed
Period 6, 20XX

06/02/2015
06/29/2015

(Gross sales)

12/30/2014
06/29/2015

| Period-to-date | | Category | Year-to-date | |
|----------------|-------------|---|---------------|-------------|
| Actual | PCT | | Actual | PCT |
| 1,564 | 1.5% | Depreciation and Amortization | 9,294 | 1.4% |
| 0 | 0.0% | Meals and Entertainment - Meals | 0 | 0.0% |
| 18 | 0.0% | Meals and Entertainment - Entertainment | 109 | 0.0% |
| 0 | 0.0% | Miscellaneous Expense | 0 | 0.0% |
| 254 | 0.2% | Office Supplies and Expense | 1,473 | 0.2% |
| 26 | 0.0% | Other General and Administrative | 164 | 0.0% |
| 71 | 0.1% | Payroll Processing | 447 | 0.1% |
| 23 | 0.0% | Postage and Courier | 139 | 0.0% |
| 0 | 0.0% | Recruiting and Relocation and Training | 0 | 0.0% |
| 0 | 0.0% | Sales tax | 0 | 0.0% |
| 0 | 0.0% | Security | 0 | 0.0% |
| 0 | 0.0% | Telephone - Landline | 0 | 0.0% |
| 503 | 0.5% | Telephone - Cellular | 2,875 | 0.4% |
| 0 | 0.0% | Travel - Air | 0 | 0.0% |
| 34 | 0.0% | Travel - Lodging | 204 | 0.0% |
| 93 | 0.1% | Travel - Ground | 554 | 0.1% |
| 246 | 0.2% | Travel - Other | 1,443 | 0.2% |
| <u>9,795</u> | <u>9.2%</u> | Total General and administrative | <u>57,866</u> | <u>8.5%</u> |
| | | <u>Insurance</u> | | |
| 1,005 | 0.9% | Insurance - GL & Property | 5,977 | 0.9% |
| 1,097 | 1.0% | Insurance - Workers compensation | 6,095 | 0.9% |
| 574 | 0.5% | Insurance - Other | 3,379 | 0.5% |
| <u>2,676</u> | <u>2.5%</u> | Total Insurance | <u>15,451</u> | <u>2.3%</u> |
| | | <u>Kitchen</u> | | |
| 0 | 0.0% | Grease Removal | 0 | 0.0% |
| 1,469 | 1.4% | Kitchen Supplies | 8,604 | 1.3% |
| 0 | 0.0% | Smallwares | 0 | 0.0% |
| <u>1,469</u> | <u>1.4%</u> | Total Kitchen | <u>8,604</u> | <u>1.3%</u> |
| | | <u>Licenses and dues</u> | | |
| 215 | 0.2% | Dues and Subscriptions | 1,323 | 0.2% |
| 0 | 0.0% | Licenses and Permits | 0 | 0.0% |
| <u>215</u> | <u>0.2%</u> | Total Licenses and dues | <u>1,323</u> | <u>0.2%</u> |
| | | <u>Occupancy</u> | | |
| 8,177 | 7.7% | Rent - Base | 49,763 | 7.3% |
| 0 | 0.0% | Rent - CAM | 0 | 0.0% |
| 0 | 0.0% | Rent - Other | 0 | 0.0% |
| 119 | 0.1% | Utilities - Cable and television | 726 | 0.1% |

ABC Restaurant
Income Statement - Detailed
Period 6, 20XX

06/02/2015
06/29/2015

(Gross sales)

12/30/2014
06/29/2015

| Period-to-date | | Category | Year-to-date | |
|-----------------------|---------------------|---|----------------------|--------------------|
| Actual | PCT | | Actual | PCT |
| 1,403 | 1.3% | Utilities - Electric | 8,853 | 1.3% |
| 50 | 0.0% | Utilities - Gas | 312 | 0.0% |
| 83 | 0.1% | Utilities - Trash/Sewer | 539 | 0.1% |
| 57 | 0.1% | Utilities - Water | 324 | 0.0% |
| <u>9,889</u> | <u>9.3%</u> | Total Occupancy | <u>60,517</u> | <u>8.9%</u> |
| | | <u>Paper Products</u> | | |
| 428 | 0.4% | Paper Products and Related Supplies | 2,480 | 0.4% |
| <u>428</u> | <u>0.4%</u> | Total Paper products | <u>2,480</u> | <u>0.4%</u> |
| | | <u>Restaurant</u> | | |
| 3,361 | 3.1% | D.J. and Restaurant music | 21,399 | 3.2% |
| 0 | 0.0% | Interior Décor | 0 | 0.0% |
| 1,921 | 1.8% | Music and restaurant entertainment | 11,372 | 1.7% |
| 94 | 0.1% | Uniforms | 543 | 0.1% |
| <u>5,376</u> | <u>5.0%</u> | Total Restaurant | <u>33,315</u> | <u>4.9%</u> |
| <u>31,166</u> | <u>29.2%</u> | Total - Overhead expenses | <u>187,659</u> | <u>27.7%</u> |
| | | <u>Other income and expense</u> | | |
| 0 | 0.0% | Interest income | 0 | 0.0% |
| 0 | 0.0% | Interest expense | 0 | 0.0% |
| 72 | 0.1% | Other income and expense | 423 | 0.1% |
| 0 | 0.0% | Finance charges and late fees | 0 | 0.0% |
| <u>72</u> | <u>0.1%</u> | Total - Other income and expense | <u>423</u> | <u>0.1%</u> |
| <u>105,747</u> | <u>99.1%</u> | Total expenses | <u>625,531</u> | <u>92.2%</u> |
| <u>(3,984)</u> | <u>-3.7%</u> | Operating income (loss) before taxes | <u>22,865</u> | <u>3.4%</u> |