

APPENDIX C: FINANCIAL FORECAST

Year 1

		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday		
Breakfast	Covers	30	20	20	20	25	25	30		
	Check Average	\$15.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$15.00		
	Total	\$450.00	\$160.00	\$160.00	\$160.00	\$200.00	\$200.00	\$450.00		
Lunch	Covers	30	15	15	20	25	30	40		
	Check Average	\$20.00	\$8.00	\$8.00	\$8.00	\$8.00	\$10.00	\$20.00		
	Total	\$600.00	\$120.00	\$120.00	\$160.00	\$200.00	\$300.00	\$800.00		
Bev only	Covers	20	20	20	25	25	25	30		
	Check Average	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$15.00	\$20.00		
	Total	\$200.00	\$200.00	\$200.00	\$250.00	\$250.00	\$375.00	\$600.00		
Dine-In Dinner	Covers	40	25	30	35	40	50	60		
	Check Average	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00		
	Total	\$1,000.00	\$625.00	\$750.00	\$875.00	\$1,000.00	\$1,250.00	\$1,500.00		
Delivery	Orders	25	30	25	25	25	40	35		
	Check Average	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00		
	Total	\$875.00	\$1,050.00	\$875.00	\$875.00	\$875.00	\$1,400.00	\$1,225.00		
		\$3,125.00	\$2,155.00	\$2,105.00	\$2,320.00	\$2,525.00	\$3,525.00	\$4,575.00	Weekly Gross	\$20,330.00
								Annual Gross	\$1,036,830.00	
Cook/baker hours		16	16	16	16	16	16	16		
Cook pay		\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50		
		\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00	\$280.00		
Counter/Server/Prep hours		20	18	18	18	18	18	20		
Counter pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00		
		\$300.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$300.00		
Utility/Dishwasher hours		4	4	4	4	4	4	4		
Utility/Dishwasher pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00		
		\$60.00	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00	\$60.00		
Delivery hours		8	8	8	8	12	16	12		
Delivery pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00		
		\$120.00	\$120.00	\$120.00	\$120.00	\$180.00	\$240.00	\$180.00		
Manager Salary	\$70,000	\$280	\$280	\$280	\$280	\$280	\$280	\$280		
Labor		\$1,040.00	\$1,010.00	\$1,010.00	\$1,010.00	\$1,070.00	\$1,130.00	\$1,100.00		
Payroll Taxes & workers' comp%	12.00%	\$124.80	\$121.20	\$121.20	\$121.20	\$128.40	\$135.60	\$132.00		
Food cost%	25.00%	\$781.25	\$538.75	\$526.25	\$580.00	\$631.25	\$881.25	\$1,143.75		
Packaging cost%	2.00%	\$62.50	\$43.10	\$42.10	\$46.40	\$50.50	\$70.50	\$91.50		
Utilities		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$2,250.00	
Delivery vehicle		\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00		
Fuel		\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00		
Total cost:		\$2,133.55	\$1,838.05	\$1,824.55	\$1,882.60	\$2,005.15	\$2,342.35	\$2,592.25		
Monthly Debt Service	\$5,000	\$167	\$167	\$167	\$167	\$167	\$167	\$167		
Pre-Rent Daily Net		\$824.78	\$150.28	\$113.78	\$270.73	\$353.18	\$1,015.98	\$1,816.08	\$4,544.83	
Monthly Rent	\$4,400.00	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67		
Rent component of total cost		0.07	0.08	0.08	0.08	0.07	0.06	0.06		
Taxes	\$12,000.00	\$32.88	\$32.88	\$32.88	\$32.88	\$32.88	\$32.88	\$32.88		
Daily Net		\$645.24	-\$29.26	-\$65.76	\$91.19	\$173.64	\$836.44	\$1,636.54		
Weekly Net		\$3,288.01								
Monthly Net		\$13,152.04								
Annual Net		\$157,824.48								
Manager profit share	10.00%			Owner Net	\$142,042.03					
Manager incentive comp		\$15,782.45								
Manager total comp		\$85,782.45								

Year 2

		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday		
Breakfast	Covers	50	30	30	40	45	50	60		
	Check Average	\$15.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$15.00		
	Total	\$750.00	\$240.00	\$240.00	\$320.00	\$360.00	\$400.00	\$900.00		
Lunch	Covers	50	20	20	30	35	50	60		
	Check Average	\$20.00	\$8.00	\$8.00	\$8.00	\$8.00	\$10.00	\$20.00		
	Total	\$1,000.00	\$160.00	\$160.00	\$240.00	\$280.00	\$500.00	\$1,200.00		
Bev only	Covers	30	30	30	35	35	40	40		
	Check Average	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$15.00	\$20.00		
	Total	\$300.00	\$300.00	\$300.00	\$350.00	\$350.00	\$600.00	\$800.00		
Dine-In Dinner	Covers	60	30	40	50	60	50	80		
	Check Average	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$27.50	\$27.50		
	Total	\$1,500.00	\$750.00	\$1,000.00	\$1,250.00	\$1,500.00	\$1,375.00	\$2,200.00		
Delivery	Orders	35	40	35	40	45	60	50		
	Check Average	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00		
	Total	\$1,225.00	\$1,400.00	\$1,225.00	\$1,400.00	\$1,575.00	\$2,100.00	\$1,750.00		
		\$4,775.00	\$2,850.00	\$2,925.00	\$3,560.00	\$4,065.00	\$4,975.00	\$6,850.00	Weekly gross:	\$30,000.00
									Annual gross:	\$1,530,000.00
Cook/baker hours		24	24	24	24	24	32	32		
Cook pay		\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50		
		\$420.00	\$420.00	\$420.00	\$420.00	\$420.00	\$560.00	\$560.00		
Counter/Server/Prep hours		20	18	18	18	18	18	20		
Counter pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00		
		\$300.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$300.00		
Utility/Dishwasher hours		8	8	8	8	8	8	8		
Utility/Dishwasher pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00		
		\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00		
Delivery hours		8	8	8	8	12	16	12		
Delivery pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00		
		\$120.00	\$120.00	\$120.00	\$120.00	\$180.00	\$240.00	\$180.00		
Manager Salary	\$75,000	\$300	\$300	\$300	\$300	\$300	\$300	\$300		
Labor		\$1,260.00	\$1,230.00	\$1,230.00	\$1,230.00	\$1,290.00	\$1,490.00	\$1,460.00		
Payroll Taxes & workers' comp%	12.00%	\$151.20	\$147.60	\$147.60	\$147.60	\$154.80	\$178.80	\$175.20		
Food cost%	25.00%	\$1,193.75	\$712.50	\$731.25	\$890.00	\$1,016.25	\$1,243.75	\$1,712.50		
Packaging cost%	2.00%	\$95.50	\$57.00	\$58.50	\$71.20	\$81.30	\$99.50	\$137.00		
Utilities		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$2,250.00	
Delivery vehicle		\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00		
Fuel		\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00		
Total cost:		\$2,825.45	\$2,272.10	\$2,292.35	\$2,463.80	\$2,667.35	\$3,137.05	\$3,609.70		
Monthly Debt Service	\$5,000	\$167	\$167	\$167	\$167	\$167	\$167	\$167		
Pre-Rent Daily Net		\$1,782.88	\$411.23	\$465.98	\$929.53	\$1,230.98	\$1,671.28	\$3,073.63	\$9,565.53	
Monthly Rent	\$4,400.00	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67		
Rent component of total cost		0.05	0.06	0.06	0.06	0.05	0.05	0.04		
Taxes	\$12,000.00	\$32.88	\$32.88	\$32.88	\$32.88	\$32.88	\$32.88	\$32.88		
Daily Net		\$1,603.34	\$231.69	\$286.44	\$749.99	\$1,051.44	\$1,491.74	\$2,894.09		
Weekly Net		\$8,308.71								
Monthly Net		\$33,234.84								
Annual Net		\$398,818.08								
Manager profit share %	20.00%									
Manager incentive comp		\$79,763.62		Owner Net	\$319,054.46					
Manager total comp		\$154,763.62								

		Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
Breakfast	Covers	50	30	30	40	45	50	60
	Check Average	\$15.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$15.00
	Total	\$750.00	\$240.00	\$240.00	\$320.00	\$360.00	\$400.00	\$900.00
Lunch	Covers	60	30	30	35	40	50	60
	Check Average	\$20.00	\$8.00	\$8.00	\$8.00	\$8.00	\$10.00	\$20.00
	Total	\$1,200.00	\$240.00	\$240.00	\$280.00	\$320.00	\$500.00	\$1,200.00
Bev only	Covers	30	30	30	35	35	40	40
	Check Average	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00	\$15.00	\$20.00
	Total	\$300.00	\$300.00	\$300.00	\$350.00	\$350.00	\$600.00	\$800.00
Dine-in Dinner	Covers	100	40	45	50	60	100	100
	Check Average	\$30.00	\$25.00	\$25.00	\$25.00	\$25.00	\$30.00	\$30.00
	Total	\$3,000.00	\$1,000.00	\$1,125.00	\$1,250.00	\$1,500.00	\$3,000.00	\$3,000.00
Delivery	Orders	40	45	40	45	50	70	60
	Check Average	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00	\$35.00
	Total	\$1,400.00	\$1,575.00	\$1,400.00	\$1,575.00	\$1,750.00	\$2,450.00	\$2,100.00
		\$6,650.00	\$3,355.00	\$3,305.00	\$3,775.00	\$4,280.00	\$6,950.00	\$8,000.00

Cook/baker hours		24	24	24	24	24	24	24
Cook pay		\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50	\$17.50
		\$420.00	\$420.00	\$420.00	\$420.00	\$420.00	\$420.00	\$420.00
Counter/Server/Prep hours		20	18	18	18	18	18	20
Counter pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00
		\$300.00	\$270.00	\$270.00	\$270.00	\$270.00	\$270.00	\$300.00
Utility/Dishwasher hours		8	8	8	8	8	8	8
Utility/Dishwasher pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00
		\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00	\$120.00
Delivery hours		8	12	12	12	12	16	16
Delivery pay		\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00
		\$120.00	\$180.00	\$180.00	\$180.00	\$180.00	\$240.00	\$240.00
Manager Salary	\$75,000	\$300	\$300	\$300	\$300	\$300	\$300	\$300
Labor		\$1,260.00	\$1,290.00	\$1,290.00	\$1,290.00	\$1,290.00	\$1,350.00	\$1,380.00
Payroll Taxes & workers' comp%	12.00%	\$151.20	\$154.80	\$154.80	\$154.80	\$154.80	\$162.00	\$165.60
Food cost%	25.00%	\$1,662.50	\$838.75	\$826.25	\$943.75	\$1,070.00	\$1,737.50	\$2,000.00
Packaging cost%	2.00%	\$133.00	\$67.10	\$66.10	\$75.50	\$85.60	\$139.00	\$160.00
Utilities		\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00	\$75.00
Delivery vehicle		\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Fuel		\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00	\$25.00
Total cost:		\$3,331.70	\$2,475.65	\$2,462.15	\$2,589.05	\$2,725.40	\$3,513.50	\$3,830.60
Monthly Debt Service	\$5,000	\$167	\$167	\$167	\$167	\$167	\$167	\$167

Pre-Rent Daily Net		\$3,151.63	\$712.68	\$676.18	\$1,019.28	\$1,387.93	\$3,269.83	\$4,002.73	\$14,220.28
Monthly Rent	\$4,400.00	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67	\$146.67	
Rent component of total cost		0.04	0.06	0.06	0.06	0.05	0.04	0.04	
Taxes	\$3,000.00	\$8.22	\$7.12	\$7.12	\$7.12	\$7.12	\$7.12	\$7.12	
Daily Net		\$3,004.97	\$566.02	\$529.52	\$872.62	\$1,241.27	\$3,123.17	\$3,856.07	
Weekly Net		\$13,193.62							
Monthly Net		\$52,774.47							
Annual Net		\$633,293.60							
Manager profit share %	20.00%			Owner Net	\$506,634.88				
Manager incentive comp		\$126,658.72							
Manager total comp		\$201,658.72							