

Enterprise: Cecily
 Type: Wine Bar
 Days of Operation: Monday - Sunday
 Hours of Operation: 11 am - 12 am
 Location: Greenpoint, Brooklyn

P&L 10 YEAR DETAIL
 In \$ (unless otherwise noted)

Annual growth rate (from Yr 1 r	Yr 1	%	Yr 2**	%	Yr 3	%	Yr 4	%	Yr 5	%	Yr 6	%	Yr 7	%	Yr 8	%	Yr 9	%	Yr 10	%
Sales			38.3%		6.0%		5.5%		5.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Sales*			0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%		0.0%	
COGS			0.0%		4.0%		4.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Expenses (see payroll sheet for			3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%	
Rent Esct.			0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%	

SALES

Dine in - Food																				
Snacks & Bowls	540,390	26.7%	659,617	26.7%	699,194	26.7%	734,153	26.7%	756,178	26.7%	786,425	26.7%	810,018	26.7%	834,318	26.7%	859,348	26.7%	885,128	26.7%
Large Format	180,003	8.9%	219,717	8.9%	232,900	8.9%	244,545	8.9%	251,881	8.9%	261,957	8.9%	269,815	8.9%	277,910	8.9%	286,247	8.9%	294,834	8.9%
Sweets	102,807	5.1%	125,490	5.1%	133,019	5.1%	139,670	5.1%	143,860	5.1%	149,815	5.1%	154,103	5.1%	158,726	5.1%	163,483	5.1%	168,392	5.1%
Dine in - Food	823,200	40.7%	1,004,823	40.7%	1,065,113	40.7%	1,118,368	40.7%	1,151,919	40.7%	1,197,996	40.7%	1,233,936	40.7%	1,270,954	40.7%	1,309,083	40.7%	1,348,395	40.7%

Dine in - Beverage																				
Wine BTG	169,086	8.4%	206,392	8.4%	218,775	8.4%	229,714	8.4%	236,606	8.4%	246,070	8.4%	253,452	8.4%	261,055	8.4%	268,887	8.4%	276,954	8.4%
Wine BTB	404,737	21.3%	525,771	21.3%	567,317	21.3%	585,183	21.3%	602,738	21.3%	626,848	21.3%	645,653	21.3%	665,023	21.3%	684,974	21.3%	705,523	21.3%
Beer	58,399	2.9%	71,284	2.9%	75,561	2.9%	79,339	2.9%	81,719	2.9%	84,988	2.9%	87,537	2.9%	90,163	2.9%	92,868	2.9%	95,654	2.9%
Liquor	105,175	5.2%	128,380	5.2%	136,082	5.2%	142,886	5.2%	147,173	5.2%	153,060	5.2%	157,652	5.2%	162,381	5.2%	167,253	5.2%	172,270	5.2%
N/A Bev	45,654	2.3%	55,727	2.3%	59,071	2.3%	62,024	2.3%	63,885	2.3%	66,440	2.3%	68,434	2.3%	70,487	2.3%	72,601	2.3%	74,779	2.3%
Dine in - Beverage	809,052	40.0%	987,553	40.0%	1,046,806	40.0%	1,099,147	40.0%	1,132,121	40.0%	1,177,406	40.0%	1,212,728	40.0%	1,249,110	40.0%	1,286,583	40.0%	1,325,181	40.0%

Events																				
Weekday	60,840	7.0%	171,600	7.0%	181,896	7.0%	190,991	7.0%	196,721	7.0%	204,589	7.0%	210,727	7.0%	217,049	7.0%	223,560	7.0%	230,267	7.0%
Weekend	90,480	10.3%	255,200	10.3%	270,512	10.3%	284,038	10.3%	292,559	10.3%	304,261	10.3%	313,389	10.3%	322,791	10.3%	332,474	10.3%	342,449	10.3%
Events	151,320	17.3%	426,800	17.3%	452,408	17.3%	475,028	17.3%	489,279	17.3%	508,850	17.3%	524,116	17.3%	539,839	17.3%	556,035	17.3%	572,716	17.3%

CSA & Retail																				
CSA	-	1.5%	38,040	1.5%	40,322	1.5%	42,339	1.5%	43,609	1.5%	45,353	1.5%	46,714	1.5%	48,115	1.5%	49,558	1.5%	51,045	1.5%
Retail	-	0.4%	8,784	0.4%	9,311	0.4%	9,777	0.4%	10,070	0.4%	10,473	0.4%	10,787	0.4%	11,110	0.4%	11,444	0.4%	11,787	0.4%
CSA & Retail	-	1.9%	46,824	1.9%	49,633	1.9%	52,115	1.9%	53,679	1.9%	55,826	1.9%	57,500	1.9%	59,225	1.9%	61,002	1.9%	62,832	1.9%
Total Sales	1,783,572	100.0%	2,466,000	100.0%	2,613,960	100.0%	2,744,658	100.0%	2,826,998	100.0%	2,940,078	100.0%	3,028,281	100.0%	3,119,129	100.0%	3,212,703	100.0%	3,309,084	100.0%

COST OF GOODS

Dine in - Food																				
Dine in - Food	220,716	26.8%	269,413	26.8%	280,190	26.3%	291,397	26.1%	300,139	26.1%	312,145	26.1%	321,509	26.1%	331,154	26.1%	341,089	26.1%	351,322	26.1%
Dine in - Beverage	204,578	25.3%	249,715	25.3%	259,703	24.8%	270,081	24.6%	278,194	24.6%	289,322	24.6%	298,001	24.6%	306,942	24.6%	316,150	24.6%	325,634	24.6%
Events	28,454	18.8%	80,256	18.8%	83,466	18.4%	86,805	18.3%	89,409	18.3%	92,985	18.3%	96,775	18.3%	98,648	18.3%	101,608	18.3%	104,656	18.3%
CSA & Retail	0	0.0%	22,585	48.2%	23,489	47.3%	24,428	46.9%	25,301	46.9%	26,167	46.9%	26,952	46.9%	27,761	46.9%	28,594	46.9%	29,452	46.9%
TOTAL COGS	453,749	25.2%	621,969	25.2%	646,848	24.7%	672,722	24.5%	692,903	24.5%	720,619	24.5%	747,338	24.5%	764,505	24.5%	787,440	24.5%	811,063	24.5%
GROSS PROFIT	1,329,823	74.8%	1,844,032	74.8%	1,967,113	75.3%	2,071,937	75.5%	2,134,095	75.5%	2,219,459	75.5%	2,286,043	75.5%	2,354,624	75.5%	2,425,263	75.5%	2,498,020	75.5%

EXPENSES

SALARIES AND WAGES																				
Salary	301,667	16.2%	420,000	17.0%	436,800	16.7%	454,272	16.6%	472,443	16.7%	488,616	16.6%	501,215	16.6%	516,251	16.6%	531,739	16.6%	547,691	16.6%
Hourly - Service	126,683	5.8%	165,242	6.7%	175,323	6.7%	201,228	7.3%	220,056	7.8%	228,658	7.7%	233,457	7.7%	240,461	7.7%	247,675	7.7%	255,105	7.7%
Hourly - Kitchen	211,585	9.6%	236,313	9.6%	248,496	9.5%	260,679	9.5%	272,862	9.7%	281,048	9.6%	289,479	9.6%	298,164	9.6%	307,109	9.6%	316,322	9.6%
Commission	291	0.5%	12,804	0.5%	13,573	0.5%	14,251	0.5%	14,678	0.5%	15,266	0.5%	15,723	0.5%	16,195	0.5%	16,681	0.5%	17,181	0.5%
Profit Share	0	0.0%	14,510	0.6%	30,630	1.2%	31,363	1.1%	33,670	1.2%	47,944	1.6%	50,738	1.7%	51,764	1.7%	54,086	1.7%	57,357	2.2%
Payroll Taxes	47,325	2.7%	64,377	2.6%	99,530	3.8%	105,797	3.9%	111,508	3.9%	116,328	4.0%	119,967	4.0%	123,514	4.0%	127,302	4.0%	133,106	4.0%
Employee Benefits	7,200	0.4%	14,832	0.6%	15,277	0.6%	15,735	0.6%	16,207	0.6%	16,694	0.6%	17,194	0.6%	17,710	0.6%	18,241	0.6%	18,789	0.6%
Total Salaries & Wages	694,749	39.0%	928,077	37.6%	1,019,629	39.0%	1,083,325	39.5%	1,141,425	40.4%	1,190,554	40.5%	1,227,774	40.5%	1,264,079	40.5%	1,302,833	40.6%	1,361,951	41.2%

DIRECT EXPENSES

Cleaning Supplies																				
Cleaning Supplies	10,900	0.6%	12,360	0.5%	12,731	0.5%	13,113	0.5%	13,506	0.5%	13,911	0.5%	14,329	0.5%	14,758	0.5%	15,201	0.5%	15,657	0.5%
Décor	6,540	0.4%	7,416	0.3%	7,638	0.3%	7,868	0.3%	8,104	0.3%	8,347	0.3%	8,597	0.3%	8,855	0.3%	9,121	0.3%	9,394	0.3%
Garbage Removal & Composting	16,800	0.9%	17,304	0.7%	17,823	0.7%	18,358	0.7%	18,909	0.7%	19,476	0.7%	20,060	0.7%	20,662	0.7%	21,282	0.7%	21,920	0.7%
License & Permits	4,944	0.3%	5,092	0.2%	5,245	0.2%	5,402	0.2%	5,565	0.2%	5,731	0.2%	5,903	0.2%	6,080	0.2%	6,263	0.2%	6,452	0.2%
Laundry & Dry Cleaning	8,175	0.5%	9,270	0.4%	9,548	0.4%	9,835	0.4%	10,130	0.4%	10,433	0.4%	10,746	0.4%	11,069	0.4%	11,401	0.4%	11,743	0.4%
Bar & Restaurant Supplies	5,450	0.3%	6,180	0.3%	6,365	0.2%	6,556	0.2%	6,753	0.2%	6,956	0.2%	7,164	0.2%	7,379	0.2%	7,601	0.2%	7,829	0.2%
Smallwares & Kitchen Supplies	5,450	0.3%	6,180	0.3%	6,365	0.2%	6,556	0.2%	6,753	0.2%	6,956	0.2%	7,164	0.2%	7,379	0.2%	7,601	0.2%	7,829	0.2%
Research & Development	3,270	0.2%	3,708	0.2%	3,819	0.1%	3,934	0.1%	4,052	0.1%	4,173	0.1%	4,299	0.1%	4,428	0.1%	4,560	0.1%	4,697	0.1%
Repairs and Maintenance																				

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Sales			38.3%		6.0%		5.5%		5.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Sales*			0.0%		6.0%		5.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
COGS			0.0%		4.0%		4.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Expenses (see payroll sheet for			3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%	
Rent Escl.			0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%	
EBITDA	145,104	8.1%	306,304	12.4%	313,631	12.0%	336,699	12.3%	319,630	11.3%	338,252	11.5%	345,224	11.4%	360,576	11.6%	368,784	11.5%	364,478	11.0%

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COGS			0.0%		4.0%		4.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Expenses (see payroll sheet for			3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%	
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Annual growth rate (from Yr 1 r	Yr 1	%	Yr 2**	%	Yr 3	%	Yr 4	%	Yr 5	%	Yr 6	%	Yr 7	%	Yr 8	%	Yr 9	%	Yr 10	%
Sales			38.3%		6.0%		5.5%		5.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Sales*			0.0%		6.0%		5.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
COGS			0.0%		4.0%		4.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Expenses (see payroll sheet for			3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%	
Rent Escd.			0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%	

Enterprise: Cecily
 Type: Wine Bar
 Days of Operation: Monday - Sunday
 Hours of Operation: 11 am - 12 am
 Location: Greenpoint, Brooklyn

P&L 10 YEAR DETAIL
 In \$ (unless otherwise noted)

Annual growth rate (from Yr 1 r	Yr 1	%	Yr 2**	%	Yr 3	%	Yr 4	%	Yr 5	%	Yr 6	%	Yr 7	%	Yr 8	%	Yr 9	%	Yr 10	%
Sales			38.3%		6.0%		5.5%		5.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Sales*			0.0%		6.0%		5.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
COGS			0.0%		4.0%		4.0%		3.0%		4.0%		3.0%		3.0%		3.0%		3.0%	
Expenses (see payroll sheet for			3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%		3.0%	
Rent Escd.			0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%		5.0%		0.0%	