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|--|--|---|
| Worksheet / Report | Description | Modifiable fields |
| Business Profile & Data Input | This worksheet allows you to input the necessary data that is used by all the linked worksheets. The benefit of entering data in this way is that you only enter the data once, instead of entering the data for each worksheet separately. Additionally, This worksheet contains an intelligent user form that allows you to enter all the data using multiple screens. Regardless of which way you choose to enter the data, the functionality remains the same. | All data fields (Yellow fields), except total fields. |
| Startup Costs and Fund Allocations | This worksheet allows you to identify and allocate (designate) all of the costs and expenses associated with the startup of your business. | All data fields, except total fields. |
| Calculators | This worksheet contains various calculators and business modeling tools used in determining cost ratios, business valuations, business solvency, etc. You will find these calculators very useful. | All yellow filled cells |
| Basic Business Financial Model | This report is a basic report reflecting all of the major reports including: Income Statement, Balance Sheet, Ratio, and Cash Flow reports. | Most data in the Company data, Income Statement, and Balance sheet sections. Other data field contain formulas or are linked and extracted from other data fields within various worksheets of this workbook. |
| Income Statement | This worksheet is a financial statement form that reports the business operations results (revenue and expenses) for a set period, one year. Also called an earnings report, profit and loss statement, statement of income, and statement of operations. | Sales, Cost of Sales, and Operating Expense data fields can be modified. All other fields contain formulas and linked data. |
| Income Statement (Linked) | This worksheet is a linked financial statement form that reports the business operations results (revenue and expenses) for a set period, one year. Also called an earnings report, profit and loss statement, statement of income, and statement of operations. This form is directly linked to the Business Profile & Data Input worksheet. | Sales, Cost of Sales, and Operating Expense data fields can be modified. All other fields contain formulas and linked data. |
| Balance Sheet | A balance sheet is a financial statement that gives an accounting picture of assets owned by a company/entrepreneur and of claims against those assets on a specific date. One part of the balance sheet lists assets, while another part shows liabilities and the owner's equity. ASSETS must always equal LIABILITIES + NET WORTH. The balance sheet is a snapshot of the company's position at one point in time. | All data fields in yellow-filled cells. No other cells. |
| Staffing Schedule | This worksheet allows you to calculate your monthly and annual staffing requirements and annual labor costs. | All data fields in yellow-filled cells. No other cells. |
| Weekly Sales Summary Report | This worksheet allows you to get a base summary of your weekly sales, broken down by day, by shift (Breakfast, lunch, dinner, and special event). All the data shown and calculated on this report is linked to and extracted from the Weekly Sales Detail report. | No Fields. All fields are linked to the data contained in the Weekly Sales Detail Report. |
| Weekly Sales Detail Report | This worksheet allows you to get a base summary of your weekly sales, broken down by day, by service (Breakfast, lunch, dinner, and special event) and by category. | All data fields in yellow-filled cells. No other cells. |
| 5 Year Operations Summary | This worksheets summarizes all the data from the Operation Worksheets - Year 1 through Year 5. | None. All data field values are import from other Operation wroksheets. |
| Year 1 - Operations Worksheet | These operations wroksheets allow you to forecast your operation's performance from 1 to 5 years. | No Fields. These operations worksheet are fully linked worksheets. They are based on the data input values contained in the Bus Profile & Data Input worksheet. |
| Year 2 - Operations Worksheet | | |
| Year 3 - Operations Worksheet | | |
| Year 4 - Operations Worksheet | | |
| Year 5 - Operations Worksheet | | |
| Operations Worksheet (Blank) | This worksheet is a non-linked, blank version of the operations worksheet above. | All fields yellow fields |
| Graph Charts | These graphs are all linked to the data presented in various worksheets, including the Income Statement, Income Statement (Linked), 5 Year Operations Summary, Cost of Goods Sold, and Weekly Sales Summary worksheets. | N/A |
| Glossary of Terms | This worksheet provides a robust list of business acronyms and terms with full definitions. Most terms used throughout this workbook are defined in detailed within the glossary of terms. | N/A |

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Note: You can enter your business, operational, and financial data one of two ways 1) the automated data entry tool or 2) the manual data entry tool. The automated data entry tool will enter the data in the appropriate fields below.

Data Entry Form: The Data Entry Form is an alternate way of entering the data you wish to populate into the model. The Data Entry Form and the manual data entry tool work equally well. The Data Entry Form eliminates the need to scroll to the desired category of data. To enter data into the Data Entry Form, click on the Data Entry Form button on the right. Please note that when the Data Entry Form is activated, the values presently contained in the form below.

Saving data: After entering the data, click the "OK" button to save the data entered. The form below will be updated with the information entered, and the Data entry Form will remain open.

Clearing data: To clear the input data for the entire form, click the "Clear Form (All)" button. This will erase all data entered in the form. To clear the form and the data in the form below, click the "Clear Form (All)" button, then the "Ok" button. To clear a particular section of the active entry form, click on the corresponding form section button. For example, the "Clear Sales/Cost Ratios" button only clears the data in this section.

Closing Form: Click the "Close" button to close the the form. If you click the "Close" button anytime before the data has been entered will be lost.

To erase all the data in the form below, click on the Data Entry Form button (right), click on the "Clear Form (All)" button, then click the "Ok" command button. Click "Close" to close the user form.

General Business & Operations Information

| | | | | |
|--------------------------------------|----------------------------|-----------------------------|--|--|
| Company & Operation Facility Profile | Company name | Edi-Bus Consulting Services | | |
| | Business name (DBA) | Foss Creek Bar & Grill | | |
| | Address 1 | 12345 Main Street | | |
| | Address 2 | n/a | | |
| | City | Anytown | | |
| | State | CA | | |
| | Zip Code | 95000 | | |
| | Country | USA | | |
| | | | | |
| | Square Footage of Facility | 5,000 | | |
| | Seating Capacity | 195 | | |
| | Vacant Seat Factor | 66% | | |
| | Property Value | \$ 2,200,000 | | |
| | Land Value | \$ 1,800,000 | | |
| | Leasehold Improvements | \$ 125,000 | | |
| Building Value | \$ 400,000 | | | |
| | | | | |

User Form 1

Business & Facility Profile | Operation Profile | Sales & Operating Expenditures | Forecast Variables

Sales & Cost Ratios | Fixed & Variable Expenses | Wages & Salaries

Total Revenue (\$)

2200193

Yr. Sales By Category (%)

| | |
|---------------|------|
| Food | 0.58 |
| Wine | 0.19 |
| Bev/Beer/Misc | 0.4 |
| Liquor | 0.12 |
| Other | 0.6 |

Cost Ratios (%)

Total COGs

| | |
|----------|-------|
| Food | 0.277 |
| Wine | 0.33 |
| Beer | 0.4 |
| Liquor | 0.25 |
| Beverage | 0.4 |
| Other | |

Variable Expenses (%)

| | |
|------------------------|-------|
| Salaries & Wages | 0.292 |
| Employee Benefits | 0.15 |
| Advertising | 0.035 |
| Music & Entertainment | 0.007 |
| Marketing Programs | 0.019 |
| Utilities | 0.021 |
| Supplies | 0.026 |
| Linens | |
| Dues & Subscriptions | |
| Auto Expenses | 0.018 |
| Office Supplies | |
| General Admin Expenses | 0.043 |
| Repairs & Maintenance | 0.017 |
| Travel | 0 |
| Occupancy/Lease Costs | 0.053 |

For percentages enter decimal values (example: .274 for 27.4%)

Identify the baseline expenses and ratios you wish to use as a guideline for managing your business expenditures. The system will use this data to alert you when the expenditures for a given category have either exceeded the desirable expense to sales ratio or fallen below average standards.

OK

Clear Form (All)

Close

Clear Bus & Fac Profile

Clear Operation Profile

Clear Sales/Cost Ratios

Clear Fixed/Variable Exp

Clear Wages/Salaries

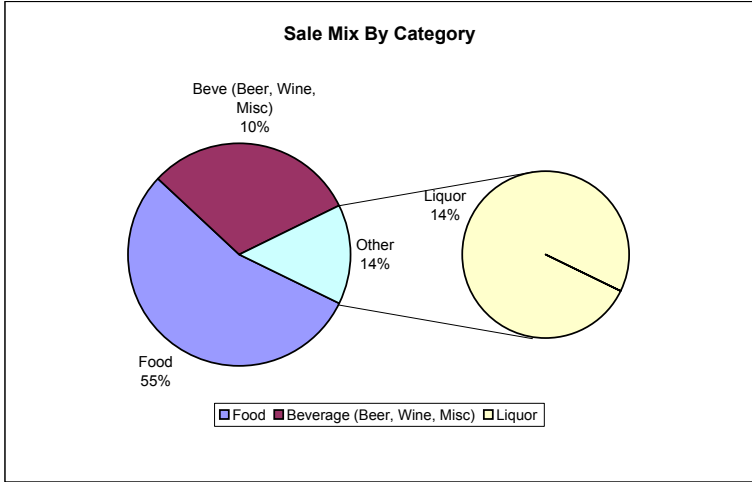
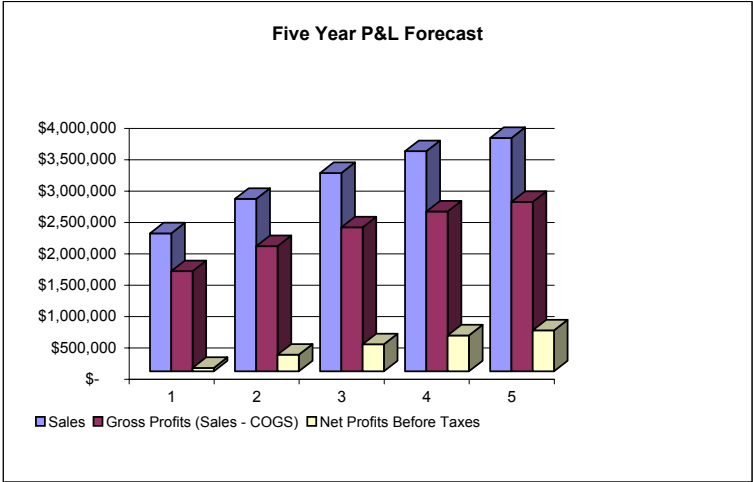
Clear Forecast Variables



All data graphs below are dependent on the data contained in their associated worksheet. If a particular worksheet does not contain data, the respective graph will not display any data.

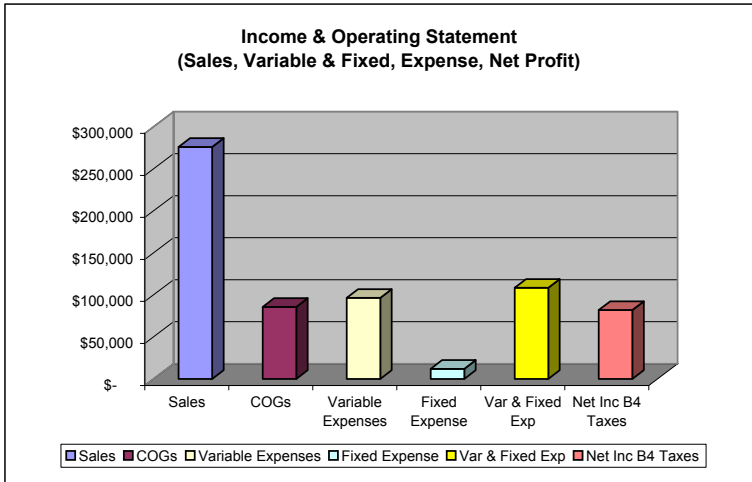
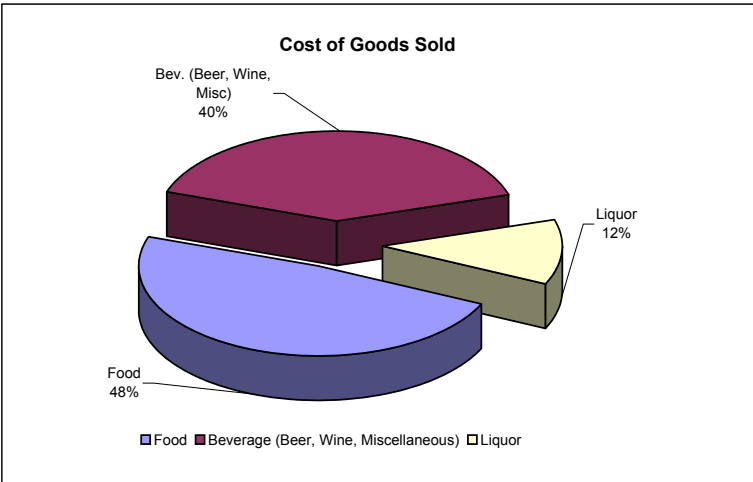
The Five Year P&L Forecast Graph is based on the Sales, Cost of Goods Sold, and Net profit Before Taxes data contained in the Basic Business Financial Model worksheet.

The Sales Mix By Category Graph is based on the category Sales data contained in the Income Statement worksheet.

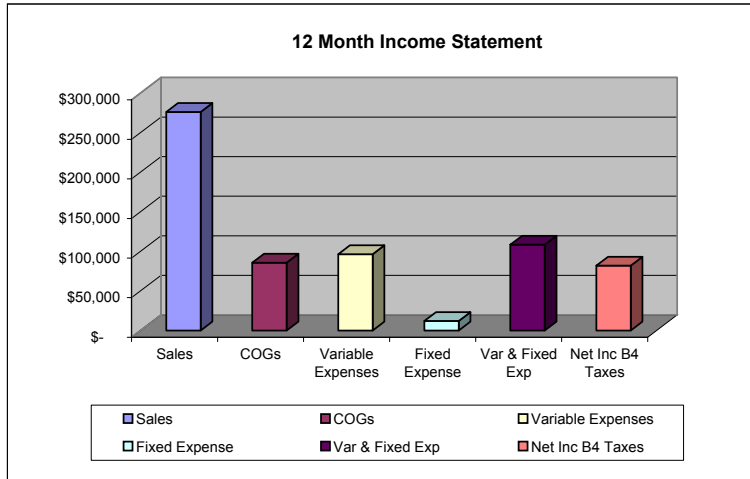


The Cost of Good Sold Graph is based on the Cost of Sales data contained in the Income Statement worksheet.

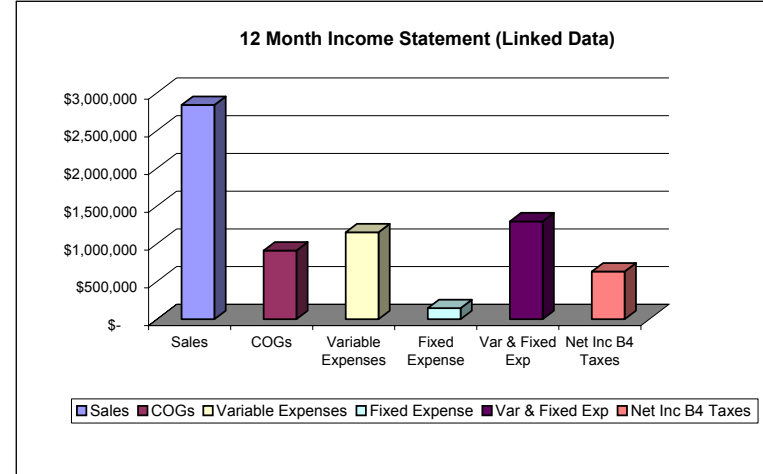
Income Statement Graph is based on the Sales, Cost of Goods Sold, and Net profit Before Taxes data contained in the Basic Business Financial Model worksheet.



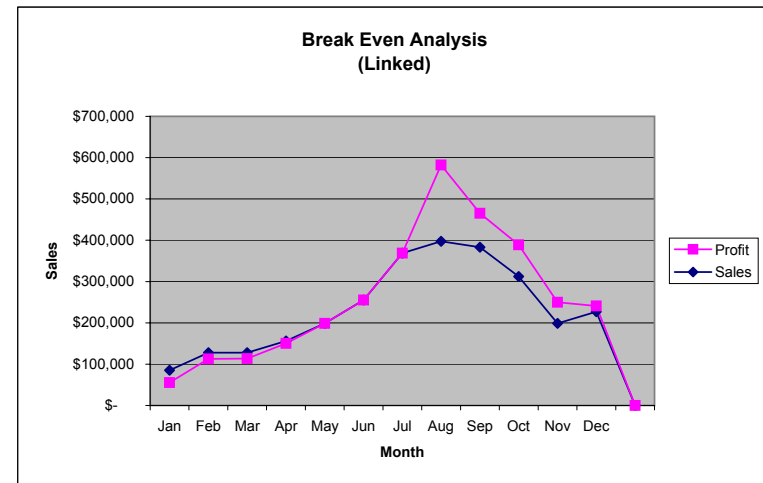
The Income Statement graph is based on the data contained in the Income Statement worksheet.



The Income Statement graph below is based on the data contained in the Income Statement (Linked) worksheet.



The Weekly Sales Summary graph is based on the daily Sales performance data contained in the Income Statement (Linked) worksheet.



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All data contained in the Weekly Sales Summary By Service is based on the Weekly Sales Detail worksheet. If the Weekly Sales Detail worksheet does not contain any data, the data fields in the summary report will be empty.

| Weekly Sales Summary By Service | | | | | | |
|---------------------------------|----------------|---------------------|---------------|------------|-------------|-------------------|
| Day | Meal/Shift | Cust Count (Covers) | Check Average | Meal/Shift | Daily Total | % of Weekly Sales |
| Monday | Breakfast | | | | \$ - | |
| | Lunch | | | | | |
| | Dinner | | | | | |
| | Special Events | | | | | |
| Tuesday | Breakfast | | | | \$ - | |
| | Lunch | | | | | |
| | Dinner | | | | | |
| | Special Events | | | | | |
| Wednesday | Breakfast | | | | \$ - | |
| | Lunch | | | | | |
| | Dinner | | | | | |
| | Special Events | | | | | |
| Thursday | Breakfast | | | | \$ - | |
| | Lunch | | | | | |
| | Dinner | | | | | |
| | Special Events | | | | | |
| Friday | Breakfast | | | | \$ - | |
| | Lunch | | | | | |
| | Dinner | | | | | |
| | Special Events | | | | | |
| Saturday | Breakfast | | | | \$ - | |
| | Lunch | | | | | |
| | Dinner | | | | | |
| | Special Events | | | | | |
| Sunday | Breakfast | | | | \$ - | |
| | Lunch | | | | | |
| | Dinner | | | | | |
| | Special Events | | | | | |
| Total Weekly Sales | | | | | \$ - | 0% |



Annual Sales/Cost of Sales Projection Worksheet

| FOOD SALES VOLUME | | | | | | | | | | | |
|-------------------|------------------|-------------------|--------------------------------|--------------------|-------------------------|-----------------------------|---------------------------|------------------|-------------------|-------------------|-------------------|
| Meals | Seating Capacity | Avg Turnover Rate | Possible Daily Volume (Covers) | Vacant Seat Factor | Discounted Daily Volume | Average Food Check per Seat | Total Food Sales per Meal | Days Open Weekly | Weekly Food Sales | Weeks Open Yearly | Yearly Food Sales |
| Breakfast | | x | = 0 | x | 0 | x | = \$ - | x | = \$ - | x | = \$ - |
| Brunch | | x | = 0 | x | 0 | x | = \$ - | x | = \$ - | x | = \$ - |
| Lunch | | x | = 0 | x | 0 | x | = \$ - | x | = \$ - | x | = \$ - |
| Dinner | | x | = 0 | x | 0 | x | = \$ - | x | = \$ - | x | = \$ - |
| | | | Total Daily Covers | | 0 | Total Sales | \$ - | | \$ - | x | = \$ - |

| FOOD COSTS | | | | | | | | |
|--------------|-------------------|--------------------------|------------------|------------------|-------------------|-------------------|------------------|---------------|
| | Total Daily Sales | Target Food Cost Ratio % | Daily Food Costs | Days Open Weekly | Weekly Food Costs | Weeks Open Yearly | Yearly Food Cost | |
| Breakfast | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| Brunch | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| Lunch | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| Dinner | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| TOTAL | \$ - | Total Costs | \$ - | | | \$ - | x | = \$ - |

| WINE SALES VOLUME | | | | | | | |
|-------------------|---------------------------------|---------------------------|------------------|-----------------------|-------------------|-----------------------|--|
| | Average Beverage Check per Seat | Total Wine Sales per Meal | Days Open Weekly | Weekly Beverage Sales | Weeks Open Yearly | Yearly Beverage Sales | |
| Breakfast | | \$ - | x | 0 | = \$ - | x | |
| Brunch | | \$ - | x | 0 | = \$ - | x | |
| Lunch | | \$ - | x | 0 | = \$ - | x | |
| Dinner | | \$ - | x | 0 | = \$ - | x | |
| | Total Sales | \$ - | | \$ - | x | = \$ - | |

| WINE COST | | | | | | | | |
|--------------|-------------------|--------------------------|----------------------|------------------|-----------------------|-------------------|----------------------|---------------|
| | Total Daily Sales | Target Wine Cost Ratio % | Daily Beverage Costs | Days Open Weekly | Weekly Beverage Costs | Weeks Open Yearly | Yearly Beverage Cost | |
| Breakfast | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| Brunch | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| Lunch | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| Dinner | \$ - | x | = \$ - | x | 0 | = \$ - | x | = \$ - |
| TOTAL | \$ - | Total Costs | \$ - | | | \$ - | x | = \$ - |



| Facility Square Footage | | | Sales By Category | | | | | | | | | | | | | | | |
|--------------------------------|-----------------|---------------------|-------------------|------|------------------------|--------|------------------------|------|------------------------|------|------------------------|----------|------------------------|------------------|--------------|------------------------|-------------------|----|
| Seating Capacity | | | | | | | | | | | | | | | | | | |
| Day | Meal/Shift | Cust Count (Covers) | Check Average | Food | % of Daily Shift Sales | Liquor | % of Daily Shift Sales | Beer | % of Daily Shift Sales | Wine | % of Daily Shift Sales | Beverage | % of Daily Shift Sales | Meal/Shift Total | Daily Totals | % of Daily Total Sales | % of Weekly Sales | |
| Monday | Breakfast | | | | | | | | | | | | | | | | | |
| | Lunch | | | | | | | | | | | | | | | | | |
| | Dinner | | | | | | | | | | | | | | | | | |
| | Special event | | | | | | | | | | | | | | | | | |
| | Category Totals | 0 | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | \$ - | | | |
| Sales Mix | | | | | | | | | | | | | | | \$ - | | | |
| Tuesday | Breakfast | | | | | | | | | | | | | | | | | |
| | Lunch | | | | | | | | | | | | | | | | | |
| | Dinner | | | | | | | | | | | | | | | | | \$ |
| | Special event | | | | | | | | | | | | | | | | | |
| | Category Totals | 0 | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | \$ - | | | |
| Sales Mix | | | | | | | | | | | | | | | \$ - | | | |
| Wednesday | Breakfast | | | | | | | | | | | | | | | | | |
| | Lunch | | | | | | | | | | | | | | | | | |
| | Dinner | | | | | | | | | | | | | | | | | |
| | Special event | | | | | | | | | | | | | | | | | |
| | Category Totals | 0 | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | \$ - | | | |
| Sales Mix | | | | | | | | | | | | | | | \$ - | | | |
| Thursday | Breakfast | | | | | | | | | | | | | | | | | |
| | Lunch | | | | | | | | | | | | | | | | | |
| | Dinner | | | | | | | | | | | | | | | | | |
| | Special event | | | | | | | | | | | | | | | | | |
| | Category Totals | 0 | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | \$ - | | | |
| Sales Mix | | | | | | | | | | | | | | | \$ - | | | |
| Friday | Breakfast | | | | | | | | | | | | | | | | | |
| | Lunch | | | | | | | | | | | | | | | | | |
| | Dinner | | | | | | | | | | | | | | | | | |
| | Special event | | | | | | | | | | | | | | | | | |
| | Category Totals | 0 | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | \$ - | | | |
| Sales Mix | | | | | | | | | | | | | | | \$ - | | | |
| Saturday | Breakfast | | | | | | | | | | | | | | | | | |
| | Lunch | | | | | | | | | | | | | | | | | |
| | Dinner | | | | | | | | | | | | | | | | | |
| | Special event | | | | | | | | | | | | | | | | | |
| | Category Totals | 0 | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | \$ - | | | |
| Sales Mix | | | | | | | | | | | | | | | \$ - | | | |
| Sunday | Breakfast | | | | | | | | | | | | | | | | | |
| | Lunch | | | | | | | | | | | | | | | | | |
| | Dinner | | | | | | | | | | | | | | | | | |
| | Special event | | | | | | | | | | | | | | | | | |
| | Category Totals | 0 | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | \$ - | | | |
| Sales Mix | | | | | | | | | | | | | | | \$ - | | | |
| Total Weekly Sales By Category | | | | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | | 0% |
| Weekly Sales Mix | | | | | | | | | | | | | | | | 0% | | |
| Total Weekly Sales | | | | | | | | | | | | | | | \$ | - | | |
| Weekly Sales Per Seat | | | | | | | | | | | | | | | | | | |
| Weekly Sales Per Square Foot | | | | | | | | | | | | | | | | | | |



| Number of Employees | Total Weekly Hours | Total Weekly Gross Wages | Benefit % of Wages | Total Benefits | W Comp % of Wages | Total Workman's Comp | Total Weekly Wages (Loaded) | # of Weeks of Operation per Year | Total Annual Wages | Target Labor Cost Ratio | Sales/Revenue Required To Meet Target Labor Cost Ratio |
|---------------------|--------------------|--------------------------|--------------------|----------------|-------------------|----------------------|-----------------------------|----------------------------------|--------------------|-------------------------|--|
| 44 | 1426.00 | \$ 13,030.27 | 15.0% | \$ 1,954.54 | 11.0% | \$ 1,433.33 | \$ 16,418.14 | 49 | \$ 804,488.82 | 27.7% | \$ 2,904,291.78 |

| Exempt Staff | Annual Salary | Rate / Mo | | | | | | | Total Weekly Hours | Weekly Gross Wages | Benefits | Workman's Comp | Total Weekly Wages (Loaded) | |
|---------------------|---------------|-----------|------|------|------|------|------|------|----------------------------|---------------------------|---------------------------------|-----------------------|-----------------------------|-----------------------------|
| General Manager | \$ 60,000.00 | \$ 28.85 | | | | | | | 40 | \$ 1,153.85 | \$ 173.08 | \$ 126.92 | \$ 1,453.85 | |
| Assistant Manager | \$ 26,000.00 | \$ 12.50 | | | | | | | 40 | \$ 500.00 | \$ 75.00 | \$ 55.00 | \$ 630.00 | |
| Food & Bev Mgr | \$ 30,000.00 | \$ 14.42 | | | | | | | 40 | \$ 576.92 | \$ 86.54 | \$ 63.46 | \$ 726.92 | |
| Catering Mgr. | \$ 26,000.00 | \$ 12.50 | | | | | | | 40 | \$ 500.00 | \$ 75.00 | \$ 55.00 | \$ 630.00 | |
| Executive Chef | | \$ - | | | | | | | 40 | \$ - | \$ - | \$ - | \$ - | |
| | | \$ - | | | | | | | | \$ - | \$ - | \$ - | \$ - | |
| Non-Exempt Staff | Rate / Hr | Sun | Mon | Tue | Wed | Thu | Fri | Sat | Total Weekly Hours | Gross Wages | Benefits | Workman's Comp | Total Wages (Loaded) | |
| Lead Cook (Day) | \$ 13.00 | 8.00 | | | 8.00 | 8.00 | 8.00 | 8.00 | 40.00 | \$ 520.00 | \$ 78.00 | \$ 57.20 | \$ 655.20 | |
| Line Cook 1 (Day) | \$ 11.00 | 8.00 | | 8.00 | | 8.00 | 8.00 | 8.00 | 40.00 | \$ 440.00 | \$ 66.00 | \$ 48.40 | \$ 554.40 | |
| Line Cook 2 (Day) | \$ 11.00 | 8.00 | | 8.00 | 8.00 | | 8.00 | 8.00 | 40.00 | \$ 440.00 | \$ 66.00 | \$ 48.40 | \$ 554.40 | |
| Pantry Cook (Day) | \$ 11.00 | | | | 8.00 | 8.00 | 8.00 | 8.00 | 32.00 | \$ 352.00 | \$ 52.80 | \$ 38.72 | \$ 443.52 | |
| Prep Cook (Day) | \$ 8.00 | 8.00 | | 8.00 | | 8.00 | 8.00 | 8.00 | 40.00 | \$ 320.00 | \$ 48.00 | \$ 35.20 | \$ 403.20 | |
| Bartender (Day) | \$ 10.00 | 8.00 | | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 48.00 | \$ 480.00 | \$ 72.00 | \$ 52.80 | \$ 604.80 | |
| Bar Assist (Day) | \$ 8.00 | 4.00 | | 4.00 | 4.00 | 6.00 | 6.00 | 6.00 | 30.00 | \$ 240.00 | \$ 36.00 | \$ 26.40 | \$ 302.40 | |
| Cocktail 1 | \$ 6.75 | 4.00 | | 3.00 | 3.00 | 4.00 | 4.00 | 4.00 | 22.00 | \$ 148.50 | \$ 22.28 | \$ 16.34 | \$ 187.11 | |
| Waiter 1 (Day) | \$ 6.75 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 243.00 | \$ 36.45 | \$ 26.73 | \$ 306.18 | |
| Waiter 2 (Day) | \$ 6.75 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 243.00 | \$ 36.45 | \$ 26.73 | \$ 306.18 | |
| Waiter 3 (Day) | \$ 6.75 | 4.00 | | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 | 24.00 | \$ 162.00 | \$ 24.30 | \$ 17.82 | \$ 204.12 | |
| Waiter 4 (Day) | \$ 6.75 | 4.00 | | | | 4.00 | 4.00 | 4.00 | 16.00 | \$ 108.00 | \$ 16.20 | \$ 11.88 | \$ 136.08 | |
| Busser 1 (Day) | \$ 6.75 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 243.00 | \$ 36.45 | \$ 26.73 | \$ 306.18 | |
| Busser 2 (Day) | \$ 6.75 | 4.00 | | | | 4.00 | 4.00 | 4.00 | 16.00 | \$ 108.00 | \$ 16.20 | \$ 11.88 | \$ 136.08 | |
| Dish 1 (Day) | \$ 7.50 | 8.00 | | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 48.00 | \$ 360.00 | \$ 54.00 | \$ 39.60 | \$ 453.60 | |
| Dish 2 (Day) | \$ 7.50 | 8.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 4.00 | 36.00 | \$ 270.00 | \$ 40.50 | \$ 29.70 | \$ 340.20 | |
| Other (Day) | \$ - | | 8.00 | | | | | | 8.00 | \$ - | \$ - | \$ - | \$ - | |
| Other (Day) | \$ - | | 8.00 | | | | | | 8.00 | \$ - | \$ - | \$ - | \$ - | |
| Other (Day) | \$ - | | 8.00 | | | | | | 8.00 | \$ - | \$ - | \$ - | \$ - | |
| Lead Cook (Night) | \$ 13.00 | 8.00 | | | 8.00 | 8.00 | 8.00 | 8.00 | 40.00 | \$ 520.00 | \$ 78.00 | \$ 57.20 | \$ 655.20 | |
| Line Cook 1 (Night) | \$ 11.00 | 8.00 | | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 48.00 | \$ 528.00 | \$ 79.20 | \$ 58.08 | \$ 665.28 | |
| Line Cook 2 (Night) | \$ 11.00 | 8.00 | | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 48.00 | \$ 528.00 | \$ 79.20 | \$ 58.08 | \$ 665.28 | |
| Line Cook 3 (Night) | \$ 11.00 | | | 8.00 | | 8.00 | 8.00 | 8.00 | 32.00 | \$ 352.00 | \$ 52.80 | \$ 38.72 | \$ 443.52 | |
| Prep Cook (Night) | \$ 8.00 | 8.00 | | 8.00 | | 8.00 | 8.00 | 8.00 | 32.00 | \$ 256.00 | \$ 38.40 | \$ 28.16 | \$ 322.56 | |
| Bartender 1 (Night) | \$ 10.00 | 8.00 | | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 48.00 | \$ 480.00 | \$ 72.00 | \$ 52.80 | \$ 604.80 | |
| Bartender 1 (Night) | \$ 10.00 | | | | | 6.00 | 6.00 | 6.00 | 12.00 | \$ 120.00 | \$ 18.00 | \$ 13.20 | \$ 151.20 | |
| Bar Assist (Night) | \$ 8.00 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 288.00 | \$ 43.20 | \$ 31.68 | \$ 362.88 | |
| Cocktail 1 | \$ 6.75 | 4.00 | | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 | 24.00 | \$ 162.00 | \$ 24.30 | \$ 17.82 | \$ 204.12 | |
| Cocktail 2 | \$ 6.75 | | | | | 4.00 | 4.00 | 4.00 | 8.00 | \$ 54.00 | \$ 8.10 | \$ 5.94 | \$ 68.04 | |
| Waiter 1 (Night) | \$ 6.75 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 243.00 | \$ 36.45 | \$ 26.73 | \$ 306.18 | |
| Waiter 2 (Night) | \$ 6.75 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 243.00 | \$ 36.45 | \$ 26.73 | \$ 306.18 | |
| Waiter 3 (Night) | \$ 6.75 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 243.00 | \$ 36.45 | \$ 26.73 | \$ 306.18 | |
| Waiter 4 (Night) | \$ 6.75 | 4.00 | | 4.00 | 4.00 | 4.00 | 4.00 | 4.00 | 24.00 | \$ 162.00 | \$ 24.30 | \$ 17.82 | \$ 204.12 | |
| Waiter 5 (Night) | \$ 6.75 | | | | | 4.00 | 4.00 | 4.00 | 12.00 | \$ 81.00 | \$ 12.15 | \$ 8.91 | \$ 102.06 | |
| Waiter 6 (Night) | \$ 6.75 | | | | | 4.00 | 4.00 | 4.00 | 8.00 | \$ 54.00 | \$ 8.10 | \$ 5.94 | \$ 68.04 | |
| Busser 1 (Night) | \$ 6.75 | 6.00 | | 6.00 | 6.00 | 6.00 | 6.00 | 6.00 | 36.00 | \$ 243.00 | \$ 36.45 | \$ 26.73 | \$ 306.18 | |
| Busser 2 (Night) | \$ 6.75 | 6.00 | | 4.00 | 4.00 | 6.00 | 6.00 | 6.00 | 32.00 | \$ 216.00 | \$ 32.40 | \$ 23.76 | \$ 272.16 | |
| Busser 3 (Night) | \$ 6.75 | | | | | 4.00 | 4.00 | 4.00 | 8.00 | \$ 54.00 | \$ 8.10 | \$ 5.94 | \$ 68.04 | |
| Dish 1 (Night) | \$ 7.50 | 8.00 | | 8.00 | 8.00 | 8.00 | 8.00 | 8.00 | 48.00 | \$ 360.00 | \$ 54.00 | \$ 39.60 | \$ 453.60 | |
| Dish 2 (Night) | \$ 7.50 | 6.00 | | 6.00 | 6.00 | 6.00 | 8.00 | 8.00 | 40.00 | \$ 300.00 | \$ 45.00 | \$ 33.00 | \$ 378.00 | |
| Dish 3 (Night) | \$ 7.50 | 6.00 | | | | 6.00 | 6.00 | 6.00 | 18.00 | \$ 135.00 | \$ 20.25 | \$ 14.85 | \$ 170.10 | |
| Other (Night) | | | | | | | | | | | | | | |
| Other (Night) | \$ - | | | | | | | | | | | | | |
| Totals | | | | | | | | | 44 | 1426.00 | \$ 13,030.27 | \$ 1,954.54 | \$ 1,433.33 | \$ 16,418.14 |
| | | | | | | | | | Number of Employees | Total Weekly Hours | Total Weekly Gross Wages | Total Benefits | Total Workman's Comp | Total Wages (Loaded) |



| Description | | Annual Period | | | | |
|---------------------------------------|----------------------------------|---------------|------|------|------|------|
| | | 2008 | 2009 | 2010 | 2011 | 2012 |
| Current Assets | Current Year | | | | | |
| | Cash/Cash Equivalents | | | | | |
| | Short Term Marketable Securities | | | | | |
| | Accounts Receivable | | | | | |
| | Inventories | | | | | |
| | Prepaid Expenses | | | | | |
| | Land/Real estate/Buildings | | | | | |
| | Machinery and Equipment | | | | | |
| | Furniture & Fixtures | | | | | |
| Other Current Assets | | | | | | |
| Total Current Assets | | \$ - | \$ - | \$ - | \$ - | \$ - |
| NonCurrent Assets | Fixed Assets | | | | | |
| | Accumulated Depreciation | | | | | |
| | Net Fixed Assets | | | | | |
| | Vehicles | | | | | |
| | Longterm Investments | | | | | |
| | Investments in Other Companies | | | | | |
| | Intangibles and Other Assets | | | | | |
| | Total Non Current Assets | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Assets | | \$ - | \$ - | \$ - | \$ - | \$ - |
| Current Liabilities | Accounts Payable | | | | | |
| | Accrued Expenses | | | | | |
| | Taxes Payable | | | | | |
| | Notes Payable Short Term | | | | | |
| | Short Term Portion of LT Debt | | | | | |
| | Other Current Liabilities | | | | | |
| | Total Current Liabilities | \$ - | \$ - | \$ - | \$ - | \$ - |
| | Longterm Debt / Loans / Leases | | | | | |
| | Paid in Capital | | | | | |
| | Preferred Stock | | | | | |
| | Common Stock | | | | | |
| Retained Earnings | | | | | | |
| Other Longterm Liabilities | | | | | | |
| Total Non Current Liabilities | \$ - | \$ - | \$ - | \$ - | \$ - | |
| Total Liabilities | | \$ - | \$ - | \$ - | \$ - | \$ - |
| Equity | Preferred Equity | | | | | |
| | Common Equity | | | | | |
| | Additional Paid in Capital | | | | | |
| | Retained Earnings | | | | | |
| | Adj for Foreign Currency Transl | | | | | |
| | Treasury Stock | | | | | |
| | Total Shareholder Equity | \$ - | \$ - | \$ - | \$ - | \$ - |
| Total Liabilities & Equity | \$ - | \$ - | \$ - | \$ - | \$ - | |
| Total Assets = Liab + Equity | | \$ - | \$ - | \$ - | \$ - | \$ - |



| A | |
|------------------------------------|--|
| Accelerated Depreciation | A method of calculating depreciation with larger amounts in the first year(s). |
| Accounting Period | The time period for which accounts are prepared, usually one year. |
| Accounting Ratio | The result of dividing one financial statement item by another. Ratios help analysts interpret financial statements by focusing on specific relationships. |
| Accounts Payables (AP) | AP's are trade accounts of businesses representing obligations to pay for goods and services received. |
| Accounts Receivables (AR) | AR's are current asset representing money due for services performed or merchandise sold on credit. |
| Amortization | 1. The gradual reduction of a debt by means of equal periodic payments sufficient to meet current interest and liquidate the debt at maturity. When the debt involves real property, often the periodic payments include a sum sufficient to pay taxes and hazard insurance on the property. 2. The process of spreading the cost of an intangible asset over the expected useful life of the asset. For example: a company pays \$100,000 for a patent, they amortize the cost over the 16 year useful life of the patent. 3. The deduction of capital expenses over a specific period of time. Similar to depreciation, it is a method of measuring the "consumption" of the value of long-term assets like equipment or buildings. |
| Angel Investor | A private wealthy individual that has no association with a venture capital firm, investment fund, etc. The "angel" invests his/her private money into what he/she believes to be promising opportunities, i.e., normally startup companies. Sometimes two or more "angels" will jointly invest into opportunities to spread the risk. |
| Appreciation | A separate account for which specific dollar amounts are authorized and appropriated. |
| Account Receivables (AR) | A current asset representing money due for services performed or merchandise sold on credit. |
| Assessed Value | The estimated value of property used for tax purposes. |
| Asset | An asset is anything owned by an individual or a business, which has commercial or exchange value. Assets may consist of specific property or claims against others, in contrast to obligations due others. (See also Liabilities). |
| B | |
| Balance Sheet | An itemized statement that lists the total assets and the total liabilities of a given business to portray its net worth at a given moment of time. The amounts shown on a balance sheet are generally the historic cost of items and not their current values. |
| Bond | A commonly used form of long term debt. |
| Bookkeeping | The art, practice, or labor involved in the systematic recording of the transactions affecting a business. |
| Break-Even Analysis | An analysis method used to determine the number of jobs or products that need to be sold to reach a break-even point in a business. |
| Break-even Equation | The equation that determines BREAK-EVEN POINT. Let p = unit selling price, v = unit variable cost, FC = total fixed costs, x = sales in units. The equation: $px = vx + FC$. |
| Break-even Point | The volume point at which revenues and costs are equal; a combination of sales and costs that will yield a no profit/no loss operation. |
| Business Plan | A description of a business (normally over a 1-5 year period). A basic business plan includes: product(s) and/or service(s), the market, competitor analysis, the key people involved, financing needs, and the financial rewards if the business plan is implemented successfully. A well-prepared business plan plays two important roles, firstly, it is a useful management tool that can help management plot a course for the company, and secondly, it is a vital sales tool that will impress funding sources, e.g., venture capitalists or the board of directors, with management's planning ability and general competence. Other things being equal, a well prepared business plan will increase a company's chances of obtaining a financial commitment to fund the business. |
| Business Valuation | Determines the price that a hypothetical buyer would pay for a business under a given set of circumstances. |
| C | |
| CAGR | see COMPOUND ANNUAL GROWTH RATE. |
| Capital Asset | A long-term asset that is not purchased or sold in the normal course of business. Generally, it includes fixed assets, e.g., land, buildings, furniture, equipment, fixtures and furniture. |
| Capital Expenditure (CAPEX) | The amount used during a particular period to acquire or improve long-term assets such as property, plant or equipment. |
| Capital Funds | The total of capital debentures, if any, capital stock, if any, surplus, undivided profits, unallocated reserves, guaranty fund, and guaranty fund surplus. |
| Capital Gain | The excess of selling price over purchase price, which may be given special treatment for tax purposes provided the sale takes place more than a given number of months after purchase. |