

CORNER BAR & GRILL

Management Scorecard

For the Period Ending September 30, 2012

Current	Target	Sales-Food, Alcohol		Current	%	Target	%
25.5% Food Cost Current	25.0% Food Cost Target	Food Sales	167,228	73.7%	178,000	72.7%	
32.1% Alcohol Cost Current	23.4% Alcohol Cost Target	Food Sales-Catering	2,738	1.2%	2,000	0.8%	
36.3% Labor Cost Current	28.0% Labor Cost Target	Total Food Sales	169,966	74.9%	180,000	73.5%	
\$31.14 Avg Sale per Cover Actual	\$40.83 Avg Sale per Cover Target	Liquor Sales	48,707	21.5%	50,000	20.4%	
\$37.98 G Sales/Labor Hr Current	\$42.98 G Sales/Labor Hr Target	Beer Sales	6,831	3.0%	10,000	4.1%	
\$7,561 G Sales per Day Current	\$8,167 G Sales per Day Target	Wine Sales	1,317	0.6%	5,000	2.0%	
		Total Alcohol Sales	56,854	25.1%	65,000	26.5%	
		Total Sales-Food, Alcohol	226,820	100.0%	245,000	100.0%	
		Cost-Food, Alcohol					
		Food Cost	43,316	25.5%	45,000	25.0%	
		Liquor Cost	24,957	51.2%	9,000	18.0%	
		Beer Cost	2,020	29.6%	2,000	20.0%	
		Wine Cost	2,408	182.9%	1,300	26.0%	
		Total Alcohol Cost	29,385	51.7%	12,300	18.9%	
		Total Cost-Food, Alcohol	72,700	32.1%	57,300	23.4%	
		Labor Cost					
		Labor Cost	82,339	36.3%	68,600	28.0%	
		Total Prime Cost					
		Total Prime Cost	155,040	68.4%	125,900	51.4%	
		Gross Profit after Prime Cost					
		Gross Profit after Prime Cost	71,781	31.6%	119,100	48.6%	
		Other KPIs					
		Total Covers	7,284		6,000		
		Average Sale per Cover	\$31.14		\$40.83		
		FOH Labor Hours	3,162		3,200		
		BOH Labor Hours	2,810		2,500		
		Total Labor Hours	5,972		5,700		
		Gross Sales per Labor Hour	\$37.98		\$42.98		
		Gross Sales per Day					
		Gross Sales per Day	7,561		8,167		

Notes: