

**Current Menu Pricing Strategy as  
of May 2023**

**Menu with 28% Increase in prices  
strategy**

<b>120 Seats Lunch and Dinner Service</b>		<b>PP Check Avg</b>	<b>Rev %</b>	<b>120 Seats Lunch and Dinner Service</b>		<b>PP Check Avg</b>
Lunch Avg F&B (80 covers x 350 day	1,120,000.00	40.00	29.1%	Lunch Avg F&B (80 covers x 350 days)	1,428,000.00	51.20
Dinner Avg F&B (120 covrs x 350 da	2,730,000.00	65.00	70.9%	Dinner Avg F&B (120 covrs x 350 days)	3,494,400.00	83.20
<b>F&amp;B Gross Sales</b>	<b>3,850,000.00</b>			<b>F&amp;B Gross Sales</b>	<b>4,922,400.00</b>	
<b>Revenue From F&amp;B</b>			<b>Rev Split</b>	<b>Revenue From F&amp;B</b>		<b>Rev Split</b>
Food	2,387,000.00		62.0%	Food	3,051,888.00	62.0%
Beverage	1,463,000.00		38.0%	Beverage	1,870,512.00	38.0%
<b>Total Revenue</b>	<b>3,850,000.00</b>			<b>Total Revenue</b>	<b>4,922,400.00</b>	
<b>COG Fom F&amp;B</b>		<b>COG F&amp;B</b>		<b>COG Fom F&amp;B</b>		<b>COG F&amp;B</b>
COG Food	739,970	31.0%		COG Food	716,100	23.5%
Cog Beverage	307,230	21.0%		Cog Beverage	307,230	16.4%
<b>Total COG</b>	<b>1,047,200</b>	<b>27.2%</b>		<b>Total COG</b>	<b>1,023,330</b>	<b>20.8%</b>
<b>Staff Wages</b>				<b>Staff Wages</b>		
Health Insurance	955,500.00	24.8%		Health Insurance	1,523,125.00	30.9%
Taxes + Benefits other than Health	11,052.00	0.3%		Taxes + Benefits other than Health	73,680	1.5%
<b>Labor Cost</b>	<b>1,109,877</b>	<b>28.8%</b>		<b>Labor Cost</b>	<b>1,825,274</b>	<b>37.1%</b>
<b>Prime Cost</b>	<b>2,157,077</b>	<b>56.0%</b>		<b>Prime Cost</b>	<b>2,848,603.75</b>	<b>57.9%</b>
Occupancy (\$11 x 5,000 sq ft)	660,000	17.1%		Occupancy (\$11 x 5,000 sq ft)	660,000.00	13.4%
General	693,000	18.0%		General	693,000.00	14.1%
<b>Total Exp</b>	<b>3,510,077</b>	<b>91.2%</b>		<b>Total Exp</b>	<b>4,201,603.75</b>	<b>85.4%</b>
<b>Net Profit</b>	<b>339,923</b>	<b>8.8%</b>		<b>Net Profit</b>	<b>720,796</b>	<b>14.6%</b>

\* Guest can still tip, but tip sharing  
gets a bit muddy state to state

## Current Wage Structure

## Wage Structure for Pay Equity

[illegible]

**Labor Worksheet**  
**350 days of operation per year**

**Yearly Wages With Increases For Pay Equity**

# of Employee	# hours per employee per shift	Shift Per Year	Wages per hour	Total Hourly wages per day	Total Tips per Day	<b>Average Pay Per Year</b>
FOH Service	5	250	48.00	288.00	0	72,000.00
FOH Bar	8	250	38.00	304.00	0	76,000.00
BOH Coook	7	270	31.25	250.00	0	67,500.00
Host	5	250	22.00	110.00	0	27,500.00
FOH Support	8	250	21.00	168.00	0	42,000.00
BOH Support	8	270	21.00	168.00	0	42,000.00

**Yearly Wages Current Pay Structure**

# of Employee	# hours per employee per shift		Wages per hour	Total Hourly wages per day	Total Tips per Day	<b>Avg Pay per year</b>
FOH Service	5	250	15.00	90.00	180.90	67,725.00
FOH Bar	8	250	15.00	120.00	180.90	75,225.00
BOH Cook	7	270	25.00	175.00	0	47,250.00
Host	5	250	22.00	110.00	0	27,500.00
FOH Support	7	250	21.00	147.00	40.00	46,750.00
BOH Support	8	270	21.00	168.00	0	42,000.00

## Guest Out of Pocket Examples

### Restaurant \$41 Lunch with 3% service charge Tipping Optional Current Out of Pocket Lunch

Check Total	41.00
Pre Tax Total	41.00
3% Sevice Charge	1.23
15% Tip	6.15
Tax 7.5%	3.08

**Guest Out of Pocket** **51.46**  
Average Out of Pocket for Two  
people 102.91

### Restaurant \$41 Lunch with 21% service charge Tipping Optional Current Out of Pocket Lunch

Check Total	41.00
Pre Tax Total	41.00
21% Sevice Charge	8.61
15% Tip	6.15
Tax 7.5%	3.08

**Guest Out of Pocket** **58.84**  
Average Out of Pocket for  
Two people 117.67

### Restaurant \$52.5 Lunch No Tipping No Service Charge 28% Pice increase Ptice Increase Out of Pocket Lunch

Check Total	52.50
Pre Tax Total	52.50
No Service Charge	0
No Tip	0
Tax 7.5%	3.94

**Guest Out of Pocket** **56.44**  
Average Out of Pocket for Two  
people 112.88

### Restaurant \$65 Dinner with 3% Service Charge With Tipping

#### Current Out of Pocket Dinner

Check Total	65.00
Pre Tax Total	65.00
3% Service Charge	1.95
15% Tip	9.75
Tax 7.5%	4.88

**Guest Out of Pocket** **81.58**  
Average Out of Pocket for Two  
people 163.15

### Restaurant \$65 Dinner with 21% Service Charge Tipping Optional

#### Current Out of Pocket Dinner

Check Total	65.00
Pre Tax Total	65.00
21% Service Charge	13.65
15% Tip	9.75
Tax 7.5%	4.88

**Guest Out of Pocket** **93.28**  
Average Out of Pocket for  
Two people 186.55

### Restaurant \$83.20 Dinner No Tipping No Service Charge 28% Pice increase

#### Price Imcrease Out of Pocket Dinner

Check Total	83.20
Pre Tax Total	83.20
No Service Charge	-
No Tip	
Tax 7.5%	6.24

**Guest Out of Pocket** **89.44**  
Average Out of Pocket for Two  
people 178.88