Current Menu Pricing Strategy as of May 2023

Menu with 28% Increase in prices strategy

		PP Check				PP Check
120 Seats Lunch and Dinner Service		Avg	Rev %	120 Seats Lunch and Dinner Service		Avg
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
F&B Gross Sales	3,850,000.00			F&B Gross Sales	4,922,400.00	
			Rev			Rev
Revenue From F&B			Split	Revenue From F&B		Split
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%
Total Revenue	3,850,000.00			Total Revenue	4,922,400.00	
						COG
COG Fom F&B		COG F&B		COG Fom F&B		F&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%
Total COG	1,047,200	27.2%		Total COG	1,023,330	20.8%
Staff Wages	955,500.00	24.8%		Staff Wages	1,523,125.00	30.9%
Health Insurance	11,052.00	0.3%		Health Insurance	73,680	1.5%
Taxes + Benefits other than Health	143,325.00	3.7%		Taxes + Benefits other than Health	228,469	4.6%
Labor Cost	1,109,877	28.8%		Labor Cost	1,825,274	37.1%
Prime Cost	2,157,077	56.0%		Prime Cost	2,848,603.75	57.9%
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%
Total Exp	3,510,077	91.2%		Total Exp	4,201,603.75	85.4%
Net Profit	339,923	8.8%		Net Profit	720,796	14.6%

^{*} Guest can still tip, but tip sharing gets a bit muddy state to state

Labor Worksheet 350 days of operation per year

Current Wage Structure

	# of	# hours							
	Employee	per	total hours		Total				
	Shifts per	employee	per shift per	Wages per	wages per	Total Hourly	Total Mgmt		
	day	per shift	department	hour	day	Wages x 250	Salaries		
FOH Server	8	6	48	15.00	720.00	180,000.00	65,000.00	Owner/Gm	
FOH Bar	3	8	24	15.00	360.00	90,000.00	65,000.00	Owner / Chef	
Host	2	4	8	21.00	168.00	42,000.00	55,000.00	Manager	
FOH Support	2	8	16	19.00	304.00	76,000.00			
BOH Cook	6	7	42	25.00	1,050.00	262,500.00			
BOH Support	3	8	24	20.00	480.00	120,000.00			
					3,082.00	770,500.00	185,000.00	955,500.00	
								11,052.00	Health Ins.
								143,325.00	FICA
								1,109,877.00	

Wage Structure for Pay Equity

	# of	# hours						
	Employee	per	total hours		Total			
	Shifts per	employee	per shift per	Wages per	wages per	Total Hourly	Total Mgmt	
	day	per shift	department	hour	day	Wages x 250	Salaries	
FOH Server	8	6	48	48.00	2,304.00	576,000.00	65,000.00	Owner/Gm
FOH Bar	3	8	24	30.00	720.00	180,000.00	65,000.00	Owner / Chef
Host	2	4	8	22.00	176.00	44,000.00	55,000.00	Manager
FOH Support	2	8	16	21.00	336.00	84,000.00		
BOH Cook	6	7	42	31.25	1,312.50	328,125.00		
BOH Support	3	8	24	21.00	504.00	126,000.00		
					5,352.50	1,338,125.00	185,000.00	1,523,125.00

73,680.00 Health Ins. 228,468.75 FICA

1,825,273.7500

Labor Worksheet 350 days of operation per year

Yearly Wages With Increases For Pay Equity

# of	# hours per			Total Hourly		
Employee	employee		Wages per	wages per	Total Tips per	Average Pay
Shifts per day	per shift	Shift Per Year	hour	day	Day	Per Year
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	# hours per			Total Hourly		
Employee	employee		Wages per	wages per	Total Tips per	Avg Pay per
Shifts per day	per shift		hour	day	Day	year
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 Resta

Restaurant \$41 Lunch with 3% service charge Tipping Optional Current Out of Pocket Lunch		Restaurant \$41 Lunch with 21% service charge Tipping Optional Current Out of Pocket Lunch		Restaurant \$52.5 Lunch No Tipping No Service Charge 28% Pice increase Ptice Increase Out of Pocket Lunch		
Check Total	41.00	Check Total	41.00	Check Total	52.50	
Pre Tax Total	41.00	Pre Tax Total	41.00	Pre Tax Total	52.50	
3% Sevice Charge	1.23	21% Sevice Charge	8.61	No Service Charge	0	
15% Tip	6.15	15% Tip	6.15	No Tip	0	
Tax 7.5%	3.08	Tax 7.5%	3.08	Tax 7.5%	3.94	
Guest Out of Pocket Average Out of Pocket for Two people	51.46 102.91	Guest Out of Pocket Average Out of Pocket for Two people	58.84 117.67	Guest Out of Pocket Average Out of Pocket for Two people	56.44 112.88	
Restaurant \$65 Dinner with 3% Service Charge With Tipping		Restaurant \$65 Dinner with 21% Service Charge Tipping Optional		Restaurant \$83.20 Dinner No Tipping No Service Charge 28% Pice increase		
Current Out of Pocket Dinner		Current Out of Pocket Dinner		Price Imcrease Out of Pocket Dir	ner	
Check Total	65.00	Check Total	65.00	Check Total	83.20	
Pre Tax Total	65.00	Pre Tax Total	65.00	Pre Tax Total	83.20	
3% Service Charge	1.95	21% Service Charge	13.65	No Service Charge	-	
15% Tip	9.75	15% Tip	9.75	No Tip		
Tax 7.5%	4.88	Tax 7.5%	4.88	Tax 7.5%	6.24	
Guest Out of Pocket Average Out of Pocket for Two	81.58	Guest Out of Pocket Average Out of Pocket for	93.28	Guest Out of Pocket Average Out of Pocket for Two	89.44	
people	163.15	Two people	186.55	people	178.88	