

# Neighborhood Bar & Grill

## 5 Year Profit & Loss Projections

|                           | Year 1                 |                | Year 2                 |                | Year 3                 |                | Year 4                 |                | Year 5                 |                |
|---------------------------|------------------------|----------------|------------------------|----------------|------------------------|----------------|------------------------|----------------|------------------------|----------------|
| <b>Income</b>             |                        |                |                        |                |                        |                |                        |                |                        |                |
| Food                      | \$ 1,762,426.54        | 79.41%         | \$ 1,868,172.14        | 79.41%         | \$ 1,961,580.74        | 79.41%         | \$ 2,040,043.97        | 79.41%         | \$ 2,101,245.29        | 79.41%         |
| Non-Alcoholic Beverages   | \$ 153,714.66          | 6.93%          | \$ 162,937.54          | 6.93%          | \$ 171,084.42          | 6.93%          | \$ 177,927.80          | 6.93%          | \$ 183,265.63          | 6.93%          |
| Alcoholic Beverages       | \$ 282,281.51          | 12.72%         | \$ 299,218.41          | 12.72%         | \$ 314,179.33          | 12.72%         | \$ 326,746.50          | 12.72%         | \$ 336,548.89          | 12.72%         |
| Retail Items              | \$ 20,891.63           | 0.94%          | \$ 22,145.13           | 0.94%          | \$ 23,252.39           | 0.94%          | \$ 24,182.48           | 0.94%          | \$ 24,907.96           | 0.94%          |
| <b>Total</b>              | <b>\$ 2,219,314.35</b> | <b>100.00%</b> | <b>\$ 2,352,473.21</b> | <b>100.00%</b> | <b>\$ 2,470,096.87</b> | <b>100.00%</b> | <b>\$ 2,568,900.75</b> | <b>100.00%</b> | <b>\$ 2,645,967.77</b> | <b>100.00%</b> |
| <b>COG</b>                |                        |                |                        |                |                        |                |                        |                |                        |                |
| Food                      | \$ (492,245.73)        | -27.93%        | \$ (496,933.79)        | -26.60%        | \$ (521,780.48)        | -26.60%        | \$ (542,651.70)        | -26.60%        | \$ (558,931.25)        | -26.60%        |
| Non-Alcoholic Beverages   | \$ (43,578.11)         | -28.35%        | \$ (43,993.14)         | -27.00%        | \$ (46,192.79)         | -27.00%        | \$ (48,040.50)         | -27.00%        | \$ (49,481.72)         | -27.00%        |
| Alcoholic Beverages       | \$ (85,954.72)         | -30.45%        | \$ (86,773.34)         | -29.00%        | \$ (91,112.00)         | -29.00%        | \$ (94,756.48)         | -29.00%        | \$ (97,599.18)         | -29.00%        |
| Retail Items              | \$ (9,871.30)          | -47.25%        | \$ (9,965.31)          | -45.00%        | \$ (10,463.57)         | -45.00%        | \$ (10,882.12)         | -45.00%        | \$ (11,208.58)         | -45.00%        |
| <b>Total</b>              | <b>\$ (631,649.86)</b> | <b>-28.46%</b> | <b>\$ (637,665.57)</b> | <b>-27.11%</b> | <b>\$ (669,548.85)</b> | <b>-27.11%</b> | <b>\$ (696,330.80)</b> | <b>-27.11%</b> | <b>\$ (717,220.73)</b> | <b>-27.11%</b> |
| <b>Labor</b>              |                        |                |                        |                |                        |                |                        |                |                        |                |
| FOH/Service Labor         | \$ (139,816.80)        | -6.30%         | \$ (145,382.84)        | -6.18%         | \$ (151,910.96)        | -6.15%         | \$ (157,216.73)        | -6.12%         | \$ (161,139.44)        | -6.09%         |
| BOH/Kitchen Labor         | \$ (279,633.61)        | -12.60%        | \$ (290,765.69)        | -12.36%        | \$ (303,821.92)        | -12.30%        | \$ (314,433.45)        | -12.24%        | \$ (322,778.87)        | -12.18%        |
| Management                | \$ (209,725.21)        | -9.45%         | \$ (218,074.27)        | -9.27%         | \$ (227,866.44)        | -9.23%         | \$ (235,825.09)        | -9.18%         | \$ (241,709.16)        | -9.14%         |
| Worker's Comp             | \$ (9,437.63)          | -0.43%         | \$ (9,813.34)          | -0.42%         | \$ (10,253.99)         | -0.42%         | \$ (10,612.13)         | -0.41%         | \$ (11,076.91)         | -0.41%         |
| Payroll Taxes             | \$ (84,938.71)         | -3.83%         | \$ (88,320.08)         | -3.75%         | \$ (92,285.91)         | -3.74%         | \$ (95,509.16)         | -3.72%         | \$ (97,892.21)         | -3.70%         |
| Benefits                  | \$ (18,875.27)         | -0.85%         | \$ (19,626.68)         | -0.83%         | \$ (20,507.98)         | -0.83%         | \$ (21,224.26)         | -0.83%         | \$ (21,753.82)         | -0.82%         |
| <b>Total</b>              | <b>\$ (742,427.23)</b> | <b>-33.45%</b> | <b>\$ (771,982.90)</b> | <b>-32.82%</b> | <b>\$ (806,647.19)</b> | <b>-32.66%</b> | <b>\$ (834,820.81)</b> | <b>-32.50%</b> | <b>\$ (855,650.41)</b> | <b>-32.34%</b> |
| <b>Operating Expenses</b> |                        |                |                        |                |                        |                |                        |                |                        |                |
| Cleaning Supplies         | \$ (23,104.31)         | -1.04%         | \$ (24,490.56)         | -1.04%         | \$ (25,715.09)         | -1.04%         | \$ (26,743.70)         | -1.04%         | \$ (27,546.01)         | -1.04%         |
| Contract Cleaning         | \$ (47,848.42)         | -2.16%         | \$ (50,719.32)         | -2.16%         | \$ (53,255.29)         | -2.16%         | \$ (55,385.50)         | -2.16%         | \$ (57,047.07)         | -2.16%         |
| Pest Control              | \$ (9,187.96)          | -0.41%         | \$ (9,739.24)          | -0.41%         | \$ (10,226.20)         | -0.41%         | \$ (10,635.25)         | -0.41%         | \$ (10,954.31)         | -0.41%         |
| Flowers & Decorations     | \$ (12,672.28)         | -0.57%         | \$ (13,432.62)         | -0.57%         | \$ (14,104.25)         | -0.57%         | \$ (14,668.42)         | -0.57%         | \$ (15,108.48)         | -0.57%         |
| Kitchen Smallwares        | \$ (12,483.64)         | -0.56%         | \$ (13,232.66)         | -0.56%         | \$ (13,894.29)         | -0.56%         | \$ (14,450.07)         | -0.56%         | \$ (14,883.57)         | -0.56%         |
| Laundry & Linen           | \$ (44,696.99)         | -2.01%         | \$ (47,378.81)         | -2.01%         | \$ (49,747.75)         | -2.01%         | \$ (51,737.66)         | -2.01%         | \$ (53,289.79)         | -2.01%         |
| Licenses & Permits        | \$ (18,686.63)         | -0.84%         | \$ (19,807.82)         | -0.84%         | \$ (20,798.22)         | -0.84%         | \$ (21,630.14)         | -0.84%         | \$ (22,279.05)         | -0.84%         |
| Menus & Wine Lists        | \$ (8,659.76)          | -0.39%         | \$ (9,179.35)          | -0.39%         | \$ (9,638.32)          | -0.39%         | \$ (10,023.85)         | -0.39%         | \$ (10,324.57)         | -0.39%         |
| Miscellaneous             | \$ (9,769.42)          | -0.44%         | \$ (10,355.59)         | -0.44%         | \$ (10,873.37)         | -0.44%         | \$ (11,308.30)         | -0.44%         | \$ (11,647.55)         | -0.44%         |
| Paper Supplies            | \$ (16,578.28)         | -0.75%         | \$ (17,572.97)         | -0.75%         | \$ (18,451.62)         | -0.75%         | \$ (19,189.69)         | -0.75%         | \$ (19,765.38)         | -0.75%         |
| Security System           | \$ (6,653.50)          | -0.30%         | \$ (7,052.71)          | -0.30%         | \$ (7,405.35)          | -0.30%         | \$ (7,701.56)          | -0.30%         | \$ (7,932.61)          | -0.30%         |
| Tableware & Smallwares    | \$ (20,100.33)         | -0.91%         | \$ (21,306.35)         | -0.91%         | \$ (22,371.67)         | -0.91%         | \$ (23,266.53)         | -0.91%         | \$ (23,964.53)         | -0.91%         |
| Uniforms                  | \$ (13,360.27)         | -0.60%         | \$ (14,161.89)         | -0.60%         | \$ (14,869.98)         | -0.60%         | \$ (15,464.78)         | -0.60%         | \$ (15,928.73)         | -0.60%         |
| Entertainment             | \$ -                   | 0.00%          | \$ -                   | 0.00%          | \$ -                   | 0.00%          | \$ -                   | 0.00%          | \$ -                   | 0.00%          |
| Music Service             | \$ (600.00)            | -0.03%         | \$ (618.00)            | -0.03%         | \$ (636.54)            | -0.03%         | \$ (655.64)            | -0.03%         | \$ (675.31)            | -0.03%         |
| Music Licensing           | \$ (900.00)            | -0.04%         | \$ (927.00)            | -0.04%         | \$ (954.81)            | -0.04%         | \$ (983.45)            | -0.04%         | \$ (1,012.96)          | -0.04%         |
| Cable TV & Internet       | \$ (2,364.00)          | -0.11%         | \$ (2,434.92)          | -0.10%         | \$ (2,507.97)          | -0.10%         | \$ (2,583.21)          | -0.10%         | \$ (2,660.70)          | -0.10%         |
| Marketing & Advertising   | \$ (49,002.46)         | -2.21%         | \$ (51,942.61)         | -2.21%         | \$ (54,539.74)         | -2.21%         | \$ (56,721.33)         | -2.21%         | \$ (58,422.97)         | -2.21%         |