

CATEGORY	ACTUAL WEEK 1		ACTUAL WEEK 2		ACTUAL WEEK 3		ACTUAL WEEK 4		ACTUAL WEEK 5		PERIOD TOTAL	
	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Sales \$	%
Food Sales	\$47,218.91	71.5%	\$45,937.63	66.3%	\$46,810.03	70.3%	\$52,525.31	71.7%	\$54,167.12	70.6%	\$246,659.00	70.1%
Wine Sales	\$3,203.35	4.8%	\$2,525.30	3.6%	\$2,929.15	4.4%	\$3,606.20	4.9%	\$3,786.85	4.9%	\$16,050.85	4.6%
Liquor Sales	\$3,887.01	5.9%	\$3,826.25	5.5%	\$3,993.25	6.0%	\$4,815.75	6.6%	\$5,064.25	6.6%	\$21,586.51	6.1%
Beer Sales	\$11,683.77	17.7%	\$11,657.38	16.8%	\$11,346.75	17.0%	\$11,284.50	15.4%	\$13,056.20	17.0%	\$59,028.60	16.8%
Merchandise Sales	\$73.97	0.1%	\$108.00	0.2%	\$957.37	1.4%	\$408.47	0.6%	\$134.99	0.2%	\$1,682.80	0.5%
Other Sales			\$367.00	0.5%							\$367.00	0.1%
Mug Club Sales			\$4,865.00	7.0%	\$525.00	0.8%	\$630.00	0.9%	\$560.00	0.7%	\$6,580.00	1.9%
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TOTAL SALES	\$66,067.01	100.0%	\$69,286.56	100.0%	\$66,561.55	100.0%	\$73,270.23	100.0%	\$76,769.41	100.0%	\$351,954.76	100.0%
=====											\$0.00	0.0%
Food Cost	\$14,234.25	30.1%	\$13,486.12	29.4%	\$14,405.49	30.8%	\$15,000.04	28.6%	\$16,499.57	30.5%	\$73,625.47	29.8%
Wine Cost	\$858.65	26.8%	\$689.22	27.3%	\$998.61	34.1%	\$908.81	25.2%	\$886.76	23.4%	\$4,342.05	27.1%
Liquor Cost	\$840.10	21.6%	\$784.70	20.5%	\$1,362.01	34.1%	\$842.94	17.5%	\$997.82	19.7%	\$4,827.57	22.4%
Merchandise Cost	(\$148.97)	-	\$144.46	133.8%	\$96.02	10.0%	\$1,375.73	336.8%	(\$603.06)	-	\$864.18	51.4%
		201.4%								446.7%		
Mug Club Cost	\$182.00		(\$143.00)	-2.9%	\$3,160.00	601.9%	\$446.00	70.8%	(\$55.00)	-9.8%	\$3,408.00	51.8%
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Beer Inventory Cost	\$566.57	4.8%	\$30.88	0.3%					(\$88.40)	-0.7%	\$509.05	0.9%
Beer Non Inventory Cost	\$196.94	1.7%	\$86.20	0.7%	\$16.76	0.1%	\$147.30	1.3%	\$99.74	0.8%	\$546.94	0.9%
Beer Payroll Cost	\$1,140.00	9.8%	\$1,140.00	9.8%	\$1,140.00	10.0%	\$1,140.00	10.1%	\$1,140.00	8.7%	\$5,700.00	9.7%
TOTAL Beer Cost	\$1,903.51	16.3%	\$1,257.08	10.8%	\$1,156.76	10.2%	\$1,287.30	11.4%	\$1,151.34	8.8%	\$6,755.99	11.4%
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COST OF GOODS SOLD	\$17,869.54	27.0%	\$16,218.58	23.4%	\$21,178.89	31.8%	\$19,860.82	27.1%	\$18,877.43	24.6%	\$93,823.26	26.7%
=====											\$0.00	0.0%
GROSS Profit	\$48,197.47	73.0%	\$53,067.98	76.6%	\$45,382.66	68.2%	\$53,409.41	72.9%	\$57,891.98	75.4%	\$258,131.50	73.3%
-											\$0.00	0.0%
BOH Labor (food)	\$6,522.72	13.8%	\$6,618.42	14.4%	\$6,639.17	14.2%	\$6,307.42	12.0%	\$6,759.33	12.5%	\$32,847.06	13.3%
-											\$0.00	0.0%
FOH Labor											\$0.00	0.0%
Server Wages	\$1,652.44	2.5%	\$1,560.04	2.3%	\$1,618.33	2.4%	\$1,714.96	2.3%	\$1,748.61	2.3%	\$8,294.38	2.4%
Bar Wages	\$518.25	0.8%	\$620.29	0.9%	\$602.26	0.9%	\$565.59	0.8%	\$529.31	0.7%	\$2,835.70	0.8%
Host Wages	\$1,208.32	1.8%	\$1,147.80	1.7%	\$1,174.08	1.8%	\$1,236.42	1.7%	\$1,374.34	1.8%	\$6,140.96	1.7%

C&D Brewing Profit and Loss Recap

CATEGORY	ACTUAL WEEK 1		ACTUAL WEEK 2		ACTUAL WEEK 3		ACTUAL WEEK 4		ACTUAL WEEK 5		PERIOD TOTAL	
	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Sales \$	%
Bus/SA Wages	\$588.62	0.9%	\$769.46	1.1%	\$682.79	1.0%	\$769.47	1.1%	\$808.40	1.1%	\$3,618.74	1.0%
Total FOH Labor	\$3,967.63	6.0%	\$4,097.59	5.9%	\$4,077.46	6.1%	\$4,286.44	5.9%	\$4,460.66	5.8%	\$20,889.78	5.9%
-											\$0.00	0.0%
BOH Key Hourly Labor											\$0.00	0.0%
FOH Key Hourly Labor	\$706.08	1.1%	\$679.44	1.0%	\$621.79	0.9%	\$522.74	0.7%	\$705.00	0.9%	\$3,235.05	0.9%
Administrative Labor	\$246.40	0.4%	\$389.40	0.6%	\$305.07	0.5%	\$290.95	0.4%	\$246.73	0.3%	\$1,478.55	0.4%
Training Labor	\$416.93	0.6%	\$72.98	0.1%	\$187.36	0.3%	\$621.56	0.8%	\$597.16	0.8%	\$1,895.99	0.5%
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TOTAL Labor	\$11,859.76	18.0%	\$11,857.83	17.1%	\$11,830.85	17.8%	\$12,029.11	16.4%	\$12,768.88	16.6%	\$60,346.43	17.1%
=====											\$0.00	0.0%
Manager Meals	\$214.85	0.3%	\$333.77	0.5%	\$315.23	0.5%	\$237.84	0.3%	\$308.78	0.4%	\$1,410.47	0.4%
Management Parking											\$0.00	0.0%
Misc. Employee Benefits	\$87.20	0.1%	\$204.73	0.3%	\$244.77	0.4%	\$266.21	0.4%	\$264.90	0.3%	\$1,067.81	0.3%
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TOTAL Emp Benefits	\$302.05	0.5%	\$538.50	0.8%	\$560.00	0.8%	\$504.05	0.7%	\$573.68	0.7%	\$2,478.28	0.7%
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Contract Cleaning	\$3,950.00	6.0%			\$398.00	0.6%			\$3,700.00	4.8%	\$8,048.00	2.3%
Lot Cleaning											\$0.00	0.0%
Cleaning Supplies	\$237.51	0.4%	\$308.67	0.4%	\$326.83	0.5%	\$204.03	0.3%	\$321.05	0.4%	\$1,398.09	0.4%
Menus			\$62.00	0.1%					\$1,218.40	1.6%	\$1,280.40	0.4%
Gift Card Expenses											\$0.00	0.0%
Kitchen Utensils							\$127.55	0.2%			\$127.55	0.0%
China, Glass, Silverware					\$26.04	0.0%	\$149.80	0.2%	\$129.60	0.2%	\$305.44	0.1%
Decorations											\$0.00	0.0%
Paper Supplies	\$123.19	0.2%	\$202.83	0.3%	\$326.02	0.5%	\$123.19	0.2%	\$567.83	0.7%	\$1,343.06	0.4%
Supplies: Misc	\$463.14	0.7%	\$177.46	0.3%	\$956.17	1.4%	\$780.84	1.1%	\$2,165.16	2.8%	\$4,542.77	1.3%
BOH - Uniforms	\$73.37	0.1%	\$75.26	0.1%	\$81.03	0.1%	\$74.73	0.1%	\$83.06	0.1%	\$387.45	0.1%
Linens	\$142.81	0.2%	\$191.25	0.3%	\$240.94	0.4%	\$197.23	0.3%	\$395.00	0.5%	\$1,167.23	0.3%
Customer Parking											\$0.00	0.0%
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TOTAL Direct Op Exp	\$5,059.02	7.7%	\$1,279.47	1.8%	\$2,355.03	3.5%	\$1,657.37	2.3%	\$8,580.10	11.2%	\$18,930.99	5.4%

C&D Brewing Profit and Loss Recap

CATEGORY	ACTUAL WEEK 1		ACTUAL WEEK 2		ACTUAL WEEK 3		ACTUAL WEEK 4		ACTUAL WEEK 5		PERIOD TOTAL	
	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Sales \$	%
-----											\$0.00	0.0%
Cable					\$279.66	0.4%					\$279.66	0.1%
Entertainment											\$0.00	0.0%
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TOTAL Music & Ent.					\$279.66	0.4%					\$279.66	0.1%
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Brewer Events											\$0.00	0.0%
Food & Beer Events											\$0.00	0.0%
Promotions			\$5.00	0.0%	\$808.00	1.2%	\$176.00	0.2%	\$130.52	0.2%	\$1,119.52	0.3%
Loyalty Coupons											\$0.00	0.0%
Miscellaneous Other Cpn.	\$255.00	0.4%	\$125.00	0.2%	\$150.00	0.2%	\$450.00	0.6%	\$477.50	0.6%	\$1,457.50	0.4%
Mug Club Coupons	\$275.00	0.4%	\$647.73	0.9%	\$150.00	0.2%	\$171.98	0.2%	\$250.00	0.3%	\$1,494.71	0.4%
Research											\$0.00	0.0%
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TOTAL Marketing Exp.	\$530.00	0.8%	\$777.73	1.1%	\$1,108.00	1.7%	\$797.98	1.1%	\$858.02	1.1%	\$4,071.73	1.2%
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Comps-Cust. Satisfaction	\$450.20	0.7%	\$315.72	0.5%	\$111.81	0.2%	\$198.43	0.3%	\$160.26	0.2%	\$1,236.42	0.4%
Comps-Tasters	\$158.50	0.2%	\$152.50	0.2%	\$52.75	0.1%	\$114.50	0.2%	\$100.00	0.1%	\$578.25	0.2%
Comps-Bar Comps	\$202.70	0.3%	\$132.25	0.2%	\$111.90	0.2%	\$136.40	0.2%	\$168.45	0.2%	\$751.70	0.2%
Comp. GC Redeemed	\$369.90	0.6%	\$180.41	0.3%	\$495.19	0.7%	\$531.48	0.7%	\$853.14	1.1%	\$2,430.12	0.7%
-----											\$0.00	0.0%
TOTAL Comps	\$1,181.30	1.8%	\$780.88	1.1%	\$771.65	1.2%	\$980.81	1.3%	\$1,281.85	1.7%	\$4,996.49	1.4%
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Fuel					\$243.40	0.4%			\$68.40	0.1%	\$311.80	0.1%
Removal of Waste							\$1,682.04	2.3%			\$1,682.04	0.5%
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TOTAL Utilities					\$243.40	0.4%	\$1,682.04	2.3%	\$68.40	0.1%	\$1,993.84	0.6%
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Chris Finn Labor											\$0.00	0.0%
FOH - R&M							\$24.86	0.0%	\$2,856.00	3.7%	\$2,880.86	0.8%
BOH / Plumbing R&M	\$280.00	0.4%	\$326.91	0.5%					\$1,330.62	1.7%	\$1,937.53	0.6%
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C&D Brewing Profit and Loss Recap

CATEGORY	ACTUAL WEEK 1		ACTUAL WEEK 2		ACTUAL WEEK 3		ACTUAL WEEK 4		ACTUAL WEEK 5		PERIOD TOTAL	
	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Amount \$	%	Sales \$	%
TOTAL Leashold Exp.	\$280.00	0.4%	\$326.91	0.5%			\$24.86	0.0%	\$4,186.62	5.5%	\$4,818.39	1.4%
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Postage	\$12.87	0.0%			\$12.00	0.0%					\$24.87	0.0%
Telephone											\$0.00	0.0%
Office Supplies	\$51.24	0.1%	\$37.55	0.1%	\$725.34	1.1%	\$16.22	0.0%			\$830.35	0.2%
Cash Over/Short	(\$0.59)	0.0%	\$19.42	0.0%	\$207.84	0.3%	\$431.81	0.6%	(\$7.34)	0.0%	\$651.14	0.2%
Misc G&A Exp.					\$50.00	0.1%			\$120.00	0.2%	\$170.00	0.0%
Training Costs:NW Train	\$80.48	0.1%			\$34.98	0.1%	\$68.46	0.1%	\$270.40	0.4%	\$454.32	0.1%
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TOTAL General & Admin	\$145.18	0.2%	\$18.13	0.0%	\$614.48	0.9%	(\$347.13)	-0.5%	\$397.74	0.5%	\$828.40	0.2%
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Brewery Repairs			\$2,491.39	3.6%			\$1,540.00	2.1%	\$572.78	0.7%	\$4,604.17	1.3%
Brewery Cleaning Supplies											\$0.00	0.0%
Brewery Lab Supplies											\$0.00	0.0%
Brewery Supplies											\$0.00	0.0%
Brewery Training											\$0.00	0.0%
Brewery G&A											\$0.00	0.0%
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TOTAL Brewery Exp.			\$2,491.39	3.6%			\$1,540.00	2.1%	\$572.78	0.7%	\$4,604.17	1.3%
=====											\$0.00	0.0%
TOTAL EXPENSES	\$37,226.85	56.3%	\$34,289.42	49.5%	\$38,941.96	58.5%	\$38,729.91	52.9%	\$48,165.50	62.7%	\$197,171.64	56.0%
=====											\$0.00	0.0%
PACE	\$28,840.16	43.7%	\$34,997.14	50.5%	\$27,619.59	41.5%	\$34,540.32	47.1%	\$28,603.91	37.3%	\$154,783.12	44.0%
=====											\$0.00	0.0%
CostCalculation	Actual Cost		Actual Cost		Actual Cost		Actual Cost		Actual Cost		Actual Cost	