

### Emerson's Southurger - Pro Forma Operating Budget

| REVENUES  |            | Week               | Month               | Year                  | % Sales        |
|---|------------|--------------------|---------------------|-----------------------|----------------|
| Estimated Food Sales                                |            | \$25,438.10        | \$105,992.08        | \$1,271,905.00        | 65.20%         |
| Estimated Beverage Sales                            |            | \$13,576.00        | \$56,566.67         | \$678,800.00          | 34.80%         |
| <b>Total Sales</b>                                  |            | <b>\$39,014.10</b> | <b>\$162,558.75</b> | <b>\$1,950,705.00</b> | <b>100.00%</b> |
| Food Cost   | 26%        | \$6,613.91         | \$27,557.94         | \$330,695.30          | 16.95%         |
| Beverage Cost                                       | 22%        | \$2,986.72         | \$12,444.67         | \$149,336.00          | 7.66%          |
| <b>Cost of Sales</b>                                | <b>(1)</b> | <b>\$9,600.63</b>  | <b>\$40,002.61</b>  | <b>\$480,031.30</b>   | <b>24.61%</b>  |
| <b>Gross Profit</b>                                 |            | <b>\$29,413.47</b> | <b>\$122,556.14</b> | <b>\$1,470,673.70</b> | <b>75.39%</b>  |
| FIXED OPERATING COSTS                               |            |                    |                     |                       |                |
| Rent  |            | \$2,230.22         | \$9,300.00          | \$111,600.00          | 5.72%          |
| Utilities   |            | \$431.65           | \$1,800.00          | \$21,600.00           | 1.11%          |
| Telephone/Internet                                  |            | \$47.96            | \$200.00            | \$2,400.00            | 0.12%          |
| POS Equipment                                       |            | \$95.92            | \$400.00            | \$4,800.00            | 0.25%          |
| Advertising   |            | \$1,169.49         | \$4,876.76          | \$58,521.15           | 3.00%          |
| Insurance   |            | \$239.81           | \$1,000.00          | \$12,000.00           | 0.62%          |
| Exterminator  |            | \$47.96            | \$200.00            | \$2,400.00            | 0.12%          |
| General Manager                                     |            | \$1,438.85         | \$6,000.00          | \$72,000.00           | 3.69%          |
| Asst Manager  |            | \$959.23           | \$4,000.00          | \$48,000.00           | 2.46%          |
| Chef/Kitchen Manager                                |            | \$1,079.14         | \$4,500.00          | \$54,000.00           | 2.77%          |
| 60% Kitchen/Service Wages                           |            | \$6,512.82         | \$27,136.75         | \$325,641.00          | 16.69%         |
| Payroll Taxes                                       | 15.34%     | \$2,198.52         | \$9,160.48          | \$109,925.81          | 5.64%          |
| Worker's Compensation Insurance                     |            | \$119.90           | \$500.00            | \$6,000.00            | 0.31%          |
| Licenses and Fees                                   |            | \$143.88           | \$600.00            | \$7,200.00            | 0.37%          |
| Accountant Fees                                     |            | \$119.90           | \$500.00            | \$6,000.00            | 0.31%          |
| Payroll Fees  |            | \$47.96            | \$200.00            | \$2,400.00            | 0.12%          |
| Trash/Garbage Hauling                               |            | \$95.92            | \$400.00            | \$4,800.00            | 0.25%          |
| Other Expenses (Music etc)                          |            | \$95.92            | \$400.00            | \$4,800.00            | 0.25%          |
| <b>Fixed Costs</b>                                  | <b>(3)</b> | <b>\$17,075.07</b> | <b>\$71,174.00</b>  | <b>\$854,087.96</b>   | <b>43.78%</b>  |
| VARIABLE OPERATING COSTS                            |            |                    |                     |                       |                |
| Maintenance and Repairs                             |            | \$119.90           | \$500.00            | \$6,000.00            | 0.31%          |
| Water and Sewer                                     |            | \$59.95            | \$250.00            | \$3,000.00            | 0.15%          |
| Credit Card Charges                                 |            | \$741.27           | \$3,088.62          | \$37,063.40           | 1.90%          |
| Cleaning Supplies                                   |            | \$239.81           | \$1,000.00          | \$12,000.00           | 0.62%          |
| Tableware and Glassware Replacement                 |            | \$47.96            | \$200.00            | \$2,400.00            | 0.12%          |
| Laundry   |            | \$47.96            | \$200.00            | \$2,400.00            | 0.12%          |
| Paper Supplies                                      |            | \$95.92            | \$400.00            | \$4,800.00            | 0.25%          |
| Miscellaneous                                       |            | \$95.92            | \$400.00            | \$4,800.00            | 0.25%          |
| 40% Kitchen/Service Wages                           |            | \$4,341.88         | \$18,091.17         | \$217,094.00          | 11.13%         |
| Worker's Compensation Insurance                     |            | \$47.96            | \$200.00            | \$2,400.00            | 0.12%          |
| Social Security (6.2%) & Medicare (1.45%) Tip Taxes |            | \$830.38           | \$3,459.94          | \$41,519.23           | 2.13%          |
| <b>Variable Costs</b>                               | <b>(2)</b> | <b>\$6,668.93</b>  | <b>\$27,789.72</b>  | <b>\$333,476.62</b>   | <b>17.10%</b>  |
| Operating Profit before Depreciation                |            | \$5,669.48         | \$23,592.43         | \$283,109.11          |                |
| <b>Depreciation</b>                                 | <b>(4)</b> | <b>\$0.00</b>      | <b>\$0.00</b>       | <b>\$0.00</b>         |                |
| <b>Net Income</b>                                   |            | <b>\$5,669.48</b>  | <b>\$23,592.43</b>  | <b>\$283,109.11</b>   | <b>19.25%</b>  |

The numbers in this file are projections and cannot be guaranteed.