

Blue Water LLC

Annual Operating Projection - Detail

First Full Year of Operations

	MONTHLY AVE		ANNUAL	
Sales:				
Food	\$ 128,622	76.7%	\$ 1,543,464	76.7%
Liquor	5,762	3.4%	69,147	3.4%
Beer	8,271	4.9%	99,255	4.9%
Wine	24,970	14.9%	299,637	14.9%
TOTAL SALES	167,625	100.0%	2,011,503	100.0%
Cost of Sales:				
Food	41,159	32.0%	493,908	32.0%
Liquor	1,152	20.0%	13,829	20.0%
Beer	1,820	22.0%	21,836	22.0%
Wine	8,739	35.0%	104,873	35.0%
TOTAL COST OF SALES	52,871	31.5%	634,447	31.5%
Gross Profit	114,755	68.5%	1,377,056	68.5%
Payroll:				
Salaries & Wages -				
Management	13,750	8.2%	165,000	8.2%
Hourly Employees	31,146	18.6%	373,755	18.6%
Total Salaries & Wages	44,896	26.8%	538,755	26.8%
Employee Benefits -				
Payroll Taxes - Mgt. Incentive	4,849	2.9%	58,186	2.9%
Worker's Comp.	1,796	1.1%	21,550	1.1%
Group Medical Insurance	1,000	0.6%	12,000	0.6%
Other	425	0.3%	5,100	0.3%
Total Employee Benefits	8,070	4.8%	96,836	4.8%
TOTAL PAYROLL	52,966	31.6%	635,591	31.6%
PRIME COST	105,836	63.1%	1,270,038	63.1%
Other Controllable Expenses:				
Direct Operating Expenses				
Auto Expense	300	0.2%	3,600	0.2%
Catering & Banquet Expenses	200	0.1%	2,400	0.1%
Cleaning Supplies	600	0.4%	7,200	0.4%
Contract Cleaning	750	0.4%	9,000	0.4%
Extermination	600	0.4%	7,200	0.4%
Flowers & Decorations	500	0.3%	6,000	0.3%
Kitchen Utensils	600	0.4%	7,200	0.4%
Laundry & Linen	750	0.4%	9,000	0.4%
Licenses & Permits	400	0.2%	4,800	0.2%
Menus & Wine Lists	300	0.2%	3,600	0.2%
Miscellaneous	500	0.3%	6,000	0.3%
Paper Supplies	1,929	1.2%	23,152	1.2%
Security System	250	0.1%	3,000	0.1%
Tableware & Smallwares	600	0.4%	7,200	0.4%
Uniforms	200	0.1%	2,400	0.1%
Total Direct Operating Expenses	8,479	5.1%	101,752	5.1%
Music & Entertainment -				
Musicians	0	0.0%	0	0.0%
Musak & Sound System	250	0.1%	3,000	0.1%
Other	0	0.0%	0	0.0%
Total Music & Entertainment	250	0.1%	3,000	0.1%
Marketing -				
Selling & Promotions	2,000	1.2%	24,000	1.2%
Advertising	1,000	0.6%	12,000	0.6%
Printed Materials	0	0.0%	0	0.0%
Research	250	0.1%	3,000	0.1%
Total Marketing	3,000	1.8%	36,000	1.8%
Utilities -				
Electrical	2,500	1.5%	30,000	1.5%
Gas	800	0.5%	9,600	0.5%

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Water	700	0.4%	8,400	0.4%
Trash Removal	50	0.0%	600	0.0%
Total Utilities	<u>4,050</u>	<u>2.4%</u>	<u>48,600</u>	<u>2.4%</u>
General & Administrative -				
Accounting Services	1,200	0.7%	14,400	0.7%
Bank Charges	50	0.0%	600	0.0%
Bank Deposit Services	500	0.3%	6,000	0.3%
Cash (Over) / Short	50	0.0%	600	0.0%
Credit Card Charges	2,766	1.7%	33,190	1.7%
Dues & Subscriptions	400	0.2%	4,800	0.2%
Miscellaneous	500	0.3%	6,000	0.3%
Office Supplies	200	0.1%	2,400	0.1%
Payroll Processing	200	0.1%	2,400	0.1%
Postage	250	0.1%	3,000	0.1%
Legal & Professional Fees	750	0.4%	9,000	0.4%
Protective Services	800	0.5%	9,600	0.5%
Telephone	600	0.4%	7,200	0.4%
Training Costs	550	0.3%	6,600	0.3%
Total General & Administrative	<u>8,816</u>	<u>5.3%</u>	<u>105,790</u>	<u>5.3%</u>
Repairs & Maintenance -				
Building Repairs & Maint.	500	0.3%	6,000	0.3%
Equipment Repairs & Maint.	700	0.4%	8,400	0.4%
Grounds, Landscaping & Parking Lot	600	0.4%	7,200	0.4%
Total Repairs & Maintenance	<u>1,800</u>	<u>1.1%</u>	<u>21,600</u>	<u>1.1%</u>
CONTROLLABLE PROFIT	35,394	21.1%	424,723	21.1%
Occupancy Costs & Depreciation				
Occupancy Costs -				
Rent & Common Area Maintenance	8,000	4.8%	96,000	4.8%
Percentage Rent	1,058	0.6%	12,690	0.6%
Common Area Maintenance (CAM)	500	0.3%	6,000	0.3%
Equipment Rental	1,000	0.6%	12,000	0.6%
Real Estate Taxes	1,500	0.9%	18,000	0.9%
Personal Property Taxes	400	0.2%	4,800	0.2%
Insurance on Building & Contents	1,200	0.7%	14,400	0.7%
Liquor Liability	400	0.2%	4,800	0.2%
Total Occupancy Costs	<u>14,058</u>	<u>8.4%</u>	<u>168,690</u>	<u>8.4%</u>
Depreciation & Amortization -				
Building	0	0.0%	0	0.0%
Leasehold Improvements	694	0.4%	8,330	0.4%
Furniture & Equipment	2,548	1.5%	30,571	1.5%
Pre-Opening Costs	2,738	1.6%	32,850	1.6%
Total Depreciation	<u>5,979</u>	<u>3.6%</u>	<u>71,751</u>	<u>3.6%</u>
TOTAL OCCUPANCY & DEPREC.	<u>20,037</u>	<u>12.0%</u>	<u>240,441</u>	<u>12.0%</u>
Other (Income) Expense -				
Vending & Telephone Commissions	(200)	(0.1%)	(2,400)	(0.1%)
Grease Sales	(100)	(0.1%)	(1,200)	(0.1%)
Misc Other Income	(100)	(0.1%)	(1,200)	(0.1%)
Interest	3,554	2.1%	42,647	2.1%
Misc Other Expense	200	0.1%	2,400	0.1%
Total Other (Income) Expense	<u>3,354</u>	<u>2.0%</u>	<u>40,247</u>	<u>2.0%</u>
NET INCOME BEFORE INCOME TAXES	\$ 12,003	7.2%	\$ 144,035	7.2%
ADD BACK:				
Depreciation & Amortization	5,979	3.6%	71,751	3.6%
DEDUCT:				
Loan Principle Amortization	(3,119)	(22.3%)	(37,429)	(1.9%)
CASH FLOW BEFORE INCOME TAXES	\$ 14,863	8.9%	\$ 178,357	8.9%