

Blue Water LLC

Annual Operating Projection - Summary

First Full Year of Operations

	MONTHLY AVE		ANNUAL	
Sales:				
Food	\$ 128,622	76.7%	\$ 1,543,464	76.7%
Beverage	39,003	23.3%	468,039	23.3%
TOTAL SALES	167,625	100.0%	2,011,503	100.0%
Cost of Sales:				
Food	41,159	32.0%	493,908	32.0%
Beverage	11,712	30.0%	140,538	30.0%
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	44,896	26.8%	538,755	26.8%
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	8,479	5.1%	101,752	5.1%
Music & Entertainment	250	0.1%	3,000	0.1%
Marketing	3,000	1.8%	36,000	1.8%
Utilities	4,050	2.4%	48,600	2.4%
General & Administrative Expenses	8,816	5.3%	105,790	5.3%
Repairs & Maintenance	1,800	1.1%	21,600	1.1%
TOTAL OTHER CONTROLLABLE EXP.	26,395	15.7%	316,742	15.7%
CONTROLLABLE PROFIT	35,394	21.1%	424,723	21.1%
Occupancy Costs & Depreciation				
Occupancy Costs	14,058	8.4%	168,690	8.4%
Depreciation & Amortization	5,979	3.6%	71,751	3.6%
Other (Income) Expenses				
Other (Income)	(400)	(0.2%)	(4,800)	(0.2%)
Interest Expense	3,554	2.1%	42,647	2.1%
Other Expense	200	0.1%	2,400	0.1%
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:				
Investment Amortization	(3,119)	(1.9%)	(37,429)	(1.9%)
CASH FLOW BEFORE INCOME TAXES	\$ 14,863	8.9%	\$ 178,357	8.9%

KEY RATIOS:

Sales Per Square Foot	\$575
Sales Per Seat	\$13,410
Sales to Investment	2.5