

Blue Water LLC

Sales Projection Worksheet - Typical Week

Number of Seats **150**

		Table Turns	Covers	Daily Sales By Category				Total	% of Week
				Food	Liquor	Beer	Wine		
Monday	Breakfast	0.0	0	0	0	0	0	0	
	Lunch	0.7	105	874	47	68	142	1,131	
	Dinner	1.0	150	1,905	101	146	405	2,558	
	Day Totals			2,779	149	215	547	3,689	9.0%
Tuesday	Breakfast	0.0	0	0	0	0	0	0	
	Lunch	0.8	120	999	54	78	162	1,293	
	Dinner	1.1	165	2,096	111	161	446	2,813	
	Day Totals			3,095	165	239	608	4,106	10.0%
Wednesday	Breakfast	0.0	0	0	0	0	0	0	
	Lunch	0.9	135	1,124	61	88	182	1,455	
	Dinner	1.2	180	2,286	122	176	486	3,069	
	Day Totals			3,410	182	263	668	4,524	11.0%
Thursday	Breakfast	0.0	0	0	0	0	0	0	
	Lunch	1.0	150	1,249	68	98	203	1,616	
	Dinner	1.5	225	2,858	152	219	608	3,836	
	Day Totals			4,106	219	317	810	5,453	13.2%
Friday	Breakfast	0.0	0	0	0	0	0	0	
	Lunch	1.2	180	1,499	81	117	243	1,940	
	Dinner	2.0	300	3,810	203	293	810	5,115	
	Day Totals			5,309	284	410	1,053	7,055	17.1%
Saturday	Breakfast	0.0	0	0	0	0	0	0	
	Lunch	1.5	225	1,873	101	146	304	2,424	
	Dinner	2.5	375	4,763	253	366	1,013	6,394	
	Day Totals			6,636	354	512	1,316	8,818	21.4%
Sunday	Breakfast	0.0	0	0	0	0	0	0	
	Lunch	1.5	225	1,873	101	146	304	2,424	
	Dinner	2.0	300	3,810	203	293	810	5,115	
	Day Totals			5,683	304	439	1,114	7,539	18.3%
WEEK TOTALS (restaurant only)	Totals in \$			31,017	1,657	2,394	6,116	41,183	
	Sales Mix %			75.3%	4.0%	5.8%	14.8%	100.0%	
Special Events (banquets, parties, catering)	Ave. # of Banquets, Parties/ Week		1.5						
	Ave. # of Guests		75						
	Per Person Average \$		\$20.00						
	Sales Mix %		80%	10%	3%	7%	100%		
Special Event Sales Per Week		1,800	225	68	158	2,250			
WEEK TOTALS - All Sales	Totals in \$			32,817	1,882	2,461	6,273	43,433	
	Sales Mix %			75.6%	4.3%	5.7%	14.4%	100.0%	

RECAP: Key Sales Numbers:	
Annual Sales	\$2,258,529
Average Monthly Sales	\$188,211
Annual Sales Per Square Foot	\$645
Annual Sales Per Seat	\$15,057

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Calculate Per Person Check Average:

Breakfast	Ave. Price Point	% Ordered	# of Orders	Ave. CK Food	Ave CK Bev	Ave CK
Food -						
Entrée	0.00	0%	0.0	0.00		
Appetizer	0.00	0%	0.0	0.00		
Dessert	0.00	0%	0.0	0.00		
Beverages -						
Non-Alcoholic	0.00	0%	0.0	0.00		
Tap Water	0.00	0%	0.0			
Liquor	0.00	0%	0.0		0.00	
Beer	0.00	0%	0.0		0.00	
Wine	0.00	0%	0.0		0.00	
TOTALS		FALSE		0.00	0.00	0.00

Lunch	Ave. Price Point	% Ordered	# of Orders	Ave. CK Food	Ave CK Bev	Ave CK
Food -						
Entrée	7.00	100%	1.0	7.00		
Appetizer	5.00	10%	1.0	0.50		
Dessert	3.50	15%	1.0	0.53		
Beverages -						
Non-Alcoholic	1.50	20%	1.0	0.30		
Tap Water	0.00	20%	1.0			
Liquor	4.50	10%	1.0		0.45	
Beer	3.25	20%	1.0		0.65	
Wine	4.50	30%	1.0		1.35	
TOTALS		100%		8.33	2.45	10.78

Dinner	Ave. Price Point	% Ordered	# of Orders	Ave. CK Food	Ave CK Bev	Ave CK
Food -						
Entrée	10.50	100%	1.0	10.50		
Appetizer	6.00	20%	1.0	1.20		
Dessert	4.00	20%	1.0	0.80		
Beverages -						
Non-Alcoholic	1.00	20%	1.0	0.20		
Tap Water	0.00	20%	1.0			
Liquor	4.50	10%	1.5		0.68	
Beer	3.25	20%	1.5		0.98	
Wine	4.50	30%	2.0		2.70	
TOTALS		100%		12.70	4.35	17.05