



Bistro Rocks Financial Projections

BR - Profit & Loss			
	Monthly	Annually	%
Income			
Beverage Sales	89,440	1,073,280	67%
Food Sales	43,333	520,000	33%
Total Sales	132,773	1,593,280	100%
Cost of Goods Sold			
Purchases - Beverage (PC 20)	17,888	214,656	13.5%
Purchases - Food (30%)	13,000	156,000	9.8%
Bar Supplies (2% of Beverage Sales)	1,789	21,466	1.3%
Kitchen Supplies	400	4,800	0.3%
Salary & Wages	33,105	397,260	24.9%
Payroll Taxes (7.65%)	2,590	31,080	2.0%
Payroll Taxes - Tips (Estimated 15% of Sales)	1,591	19,092	1.2%
Sales Tax (8.25%)	11,619	139,428	8.8%
Total Cost of Sales	81,982	983,782	62%
Gross Profit	50,791	609,498	38%
General & Administrative Expenses	30,639	367,668	23%
Net Profit	20,152	241,824	15%
Income Not Projected			
Day Business			
Drink Orders for Non-Diners before 10 PM			

BR - General & Administrative Expenses			
	Monthly	Annually	%
Expenses			
Accounting	1,000	12,000	0.8%
Advertising	2,000	24,000	1.5%
Bank Charges (30% of Sales x 2%)	796	9,552	0.6%
Cash Short/Over	200	2,400	0.2%
Contract Services	400	4,800	0.3%
Donations	200	2,400	0.2%
Dues & Substitutions	200	2,400	1.0%
Insurance - Workman's Comp (8%)	2,590	31,080	2.0%
Insurance - Liability	3,000	36,000	2.3%
Legal	500	6,000	0.4%
Linen	500	6,000	0.4%
Licenses	600	7,200	0.5%
Maintenance	200	2,400	0.2%
Maintenance Supplies	200	2,400	0.2%
Marketing Costs	200	2,400	0.2%
Music Supplies	200	2,400	0.2%
Office Supplies	200	2,400	0.2%
Miscellaneous	200	2,400	0.2%
Rent - Estimated at \$3.00 Sq. Ft.	10,653	127,836	8.0%
Repairs	200	2,400	0.2%
Security	200	2,400	0.2%
Travel & Auto	200	2,400	0.2%
Telephone	200	2,400	0.2%
Electric	3,000	36,000	2.3%
Gas	2,000	24,000	1.5%
Water	1,000	12,000	0.8%
Total Expenses	30,639	367,668	23%
Subsidiary Salary & Wages			
Waitresses	4,784	57,408	3.6%
Bartenders	5,824	69,888	4.4%
Door Hosts	4,853	58,236	3.7%
General Manager	4,000	48,000	3.0%
Assistant Manager	2,500	30,000	1.9%
Kitchen	7,644	91,728	5.8%
Custodial	3,000	36,000	2.3%
Office	500	6,000	0.4%
Total Wages	33,105	397,260	25%