

Please see graph attached

When viewing attached graph, please note:

- From January 2014 – September 2021 (7 years, 8 months of data - before I was GM) we surpassed \$30,000 in food sales 4 times – August 2019 (Stacy Daze), July 2020, August 2020 (first months reopened after Covid shutdown) and April 2021.
- From October 2021 – Present day (1 year - since I have been GM) we have surpassed \$30,000 in food sales 8 times – October 2021, March 2022, April 2022, May 2022, June 2022, July 2022, August 2022, and September 2022. **We have surpassed \$30,000 in sales every single month since March of this year (indicated by red arrows).**
- **We are on trend to have our highest year in food sales yet.** As of the end of September, we are at \$298,904 in food sales. Our highest recorded year for food sales was in 2017 at \$315,784. **We can anticipate surpassing \$315,784 in food sales easily before the end of October.**

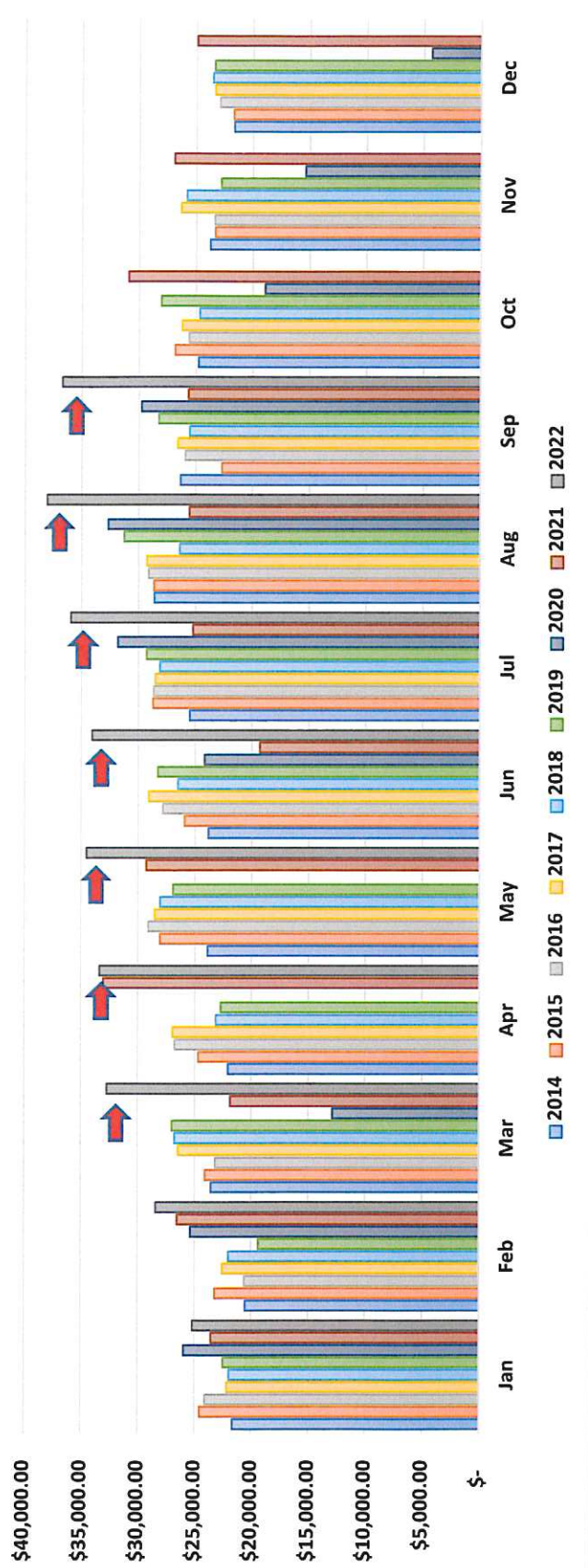
What do we gain?

- Creating an Assistant Manager position specifically for Back of House will eliminate our current Kitchen Supervisor position, with a current pay rate of \$19/hr.
- I have recently created a great working relationship with the GM of the Wayzata Muni, who currently records \$4M in annual sales and has 25 years of experience running restaurants. He is eager to help me succeed and available for more meetings.
- I will be able to put more time into price management and turning a profit because my Assistant Managers will handle the floor, call-ins, training, etc.
- I will be able to focus more on cross-utilization of products and product management.
- I will have the time and ability to cross-reference cost of goods in the current market on all cost of goods to make sure we're getting the best price per product.
- Having the ability to focus on the above points will increase sales, decrease cost of goods, and therefore increase gross profits.
- I will be able to have days off without getting phone calls/being distracted by the Sports Grill, which will enable me to create better work/life balance. This is needed for my family and personal wellbeing.

Additional Points:

- We have transitioned from a bar atmosphere, which the building was originally constructed for, to more of a family friendly atmosphere where families/groups can come to sit down and eat.
- I increased food prices on our smaller menu effective October 1, 2022.
- I increased most liquor, tap beer, and cocktail prices by \$0.25 each effective October 5, 2022.
- We are entering into fall which means – DeadEnd Hayride crowd, Bingo, Meat Raffle, Darts League, Pool League, Cribbage League, Holiday Parties.

Monthly Food Sales Jan 2014-Jul 2022



Numerical Data:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
2014	\$ 21,652.00	\$ 20,541.00	\$ 23,548.00	\$ 22,071.00	\$ 23,856.00	\$ 23,811.00	\$ 25,502.00	\$ 28,623.00	\$ 26,352.00	\$ 24,783.00	\$ 23,765.00	\$ 21,679.00	\$ 286,183.00
2015	\$ 24,536.00	\$ 23,220.00	\$ 24,080.00	\$ 24,655.00	\$ 28,063.00	\$ 25,910.00	\$ 28,686.00	\$ 28,648.00	\$ 22,687.00	\$ 26,806.00	\$ 23,337.00	\$ 21,684.00	\$ 302,312.00
2016	\$ 24,110.00	\$ 20,615.00	\$ 23,192.00	\$ 26,760.00	\$ 29,112.00	\$ 27,812.00	\$ 28,674.00	\$ 29,142.00	\$ 25,934.00	\$ 25,636.00	\$ 23,387.00	\$ 22,948.00	\$ 307,322.00
2017	\$ 22,127.00	\$ 22,560.00	\$ 26,450.00	\$ 26,917.00	\$ 28,506.00	\$ 29,068.00	\$ 28,480.00	\$ 29,267.00	\$ 26,558.00	\$ 26,194.00	\$ 26,298.00	\$ 23,359.00	\$ 315,784.00
2018	\$ 21,957.00	\$ 22,011.00	\$ 26,753.00	\$ 23,154.00	\$ 28,060.00	\$ 26,504.00	\$ 28,112.00	\$ 26,406.00	\$ 25,554.00	\$ 24,664.00	\$ 25,832.00	\$ 23,565.00	\$ 302,572.00
2019	\$ 22,478.00	\$ 19,365.00	\$ 26,991.00	\$ 22,699.00	\$ 26,928.00	\$ 28,256.00	\$ 29,285.00	\$ 31,266.00	\$ 28,228.00	\$ 28,027.00	\$ 22,807.00	\$ 23,410.00	\$ 309,740.00
2020	\$ 25,949.00	\$ 25,366.00	\$ 12,848.00			\$ 24,140.00	\$ 31,807.00	\$ 32,667.00	\$ 29,755.00	\$ 18,896.00	\$ 15,374.00	\$ 4,276.00	\$ 221,078.00
2021	\$ 23,523.00	\$ 26,526.00	\$ 21,840.00	\$ 33,029.00	\$ 29,276.00	\$ 19,285.00	\$ 25,213.00	\$ 25,534.00	\$ 25,641.00	\$ 30,897.00	\$ 26,878.00	\$ 24,920.00	\$ 312,562.00
2022	\$ 25,194.00	\$ 28,413.00	\$ 32,717.00	\$ 33,375.00	\$ 34,524.00	\$ 34,043.00	\$ 35,925.00	\$ 38,012.00	\$ 36,701.00				\$ 298,904.00