

Fritze's BAR-B-Q, LLC

PROFIT AND LOSS

January 2015 - December 2017

| | JAN - DEC 2015 | JAN - DEC 2016 | JAN - DEC 2017 | TOTAL |
|--|---------------------|---------------------|---------------------|-----------------------|
| Income | | | | |
| Billable Expense Income | | | 69.65 | \$69.65 |
| Converted Gratuity Income | | | 9,907.55 | \$9,907.55 |
| Delivery Fee | | 441.00 | 229.00 | \$670.00 |
| Discounts given | -12,513.05 | -23,602.36 | -49,202.30 | \$ -85,317.71 |
| Employee Meals | | 51.00 | 389.00 | \$440.00 |
| Total Discounts given | -12,513.05 | -23,551.36 | -48,813.30 | \$ -84,877.71 |
| Discounts/Refunds Given | 749.12 | 201.86 | | \$950.98 |
| Interest Income | 0.09 | | | \$0.09 |
| Order Surcharges | 543.65 | 1,191.30 | | \$1,734.95 |
| Promo - Cost | -3,097.86 | -5,886.73 | 111.00 | \$ -8,873.59 |
| Refunds | -1,560.58 | -2,876.15 | -748.69 | \$ -5,185.42 |
| Revenue | | | | \$0.00 |
| Beer | 3,343.34 | 3,369.06 | 2,348.88 | \$9,061.28 |
| Catering | 106,953.30 | 163,526.87 | 106,923.96 | \$377,404.13 |
| Delivery | 2,618.68 | 2,322.81 | 0.00 | \$4,941.49 |
| Food & Beverages | 673,789.85 | 643,977.39 | 619,946.62 | \$1,937,713.86 |
| Over/Short | -372.57 | 70.80 | -2,004.74 | \$ -2,306.51 |
| Total Revenue | 786,332.60 | 813,266.93 | 727,214.72 | \$2,326,814.25 |
| Sales of Product Income | | 50.00 | 50.00 | \$100.00 |
| Service/Fee | | 525.00 | 780.14 | \$1,305.14 |
| Spoilage Cost | | 1,993.86 | | \$1,993.86 |
| Transfer Items to Catering | | 0.00 | 0.00 | \$0.00 |
| Unapplied Cash Payment Income | -370.00 | | | \$ -370.00 |
| Uncategorized Income | 100.34 | | 5,071.58 | \$5,171.92 |
| Total Income | \$770,184.31 | \$785,355.71 | \$693,871.65 | \$2,249,411.67 |
| Cost of Goods Sold | | | | |
| Comfort Cost | | 592.49 | 5,308.62 | \$5,901.11 |
| Cost | 608.62 | | | \$608.62 |
| Beer Cost | 1,919.60 | 1,618.10 | 1,421.70 | \$4,959.40 |
| Catering Cost | 9,949.44 | 18,356.57 | 19,862.82 | \$48,168.83 |
| Comp Alcohol | 82.12 | -7.50 | -3.00 | \$71.62 |
| Food & Soft Beverages | 2,648.29 | 25,545.92 | 21,061.68 | \$49,255.89 |
| Baked Goods Cost | 14,298.67 | 14,079.74 | 11,902.69 | \$40,281.10 |
| Beverage Cost | 7,914.61 | 11,925.73 | 8,312.66 | \$28,153.00 |
| Dessert Cost | 2,588.11 | -46.09 | | \$2,542.02 |
| Dry and Canned Cost | 30,957.10 | 31,607.17 | 17,857.20 | \$80,421.47 |
| Eggs/Dairy Cost | 6,144.85 | 6,466.29 | 4,956.44 | \$17,567.58 |
| Meats Cost | 161,194.00 | 149,266.62 | 117,729.49 | \$428,190.11 |
| Poultry Cost | 24,157.44 | 26,545.52 | 21,602.75 | \$72,305.71 |
| Produce Cost | 28,886.61 | 28,060.57 | 23,031.29 | \$79,978.47 |
| Seasons/Spices Cost | 1,898.26 | 3,426.42 | 1,188.60 | \$6,513.28 |
| Total Food & Soft Beverages | 280,687.94 | 296,877.89 | 227,642.80 | \$805,208.63 |

| | JAN - DEC 2015 | JAN - DEC 2016 | JAN - DEC 2017 | TOTAL |
|---|---------------------|---------------------|---------------------|-----------------------|
| Paper & Disposables | 20,173.90 | 1,296.68 | 7,533.94 | \$29,004.52 |
| Restraunt Supplies | | 929.36 | 2,359.34 | \$3,288.70 |
| Kitchen Supplies | 3,009.27 | 249.27 | 8,005.09 | \$11,263.63 |
| Total Restraunt Supplies | 3,009.27 | 1,178.63 | 10,364.43 | \$14,552.33 |
| Spoilage | -177.21 | 1,993.86 | -26,869.33 | \$ -25,052.68 |
| Wine Cost | 153.86 | | | \$153.86 |
| Total Cost | 316,407.54 | 321,314.23 | 239,953.36 | \$877,675.13 |
| Non-Food Products | 86.50 | | | \$86.50 |
| Total Cost of Goods Sold | \$316,494.04 | \$321,906.72 | \$245,261.98 | \$883,662.74 |
| GROSS PROFIT | \$453,690.27 | \$463,448.99 | \$448,609.67 | \$1,365,748.93 |
| Expenses | | | | |
| Advertising | 6,977.15 | 11,188.25 | 10,017.87 | \$28,183.27 |
| Company Meals | 224.03 | | -586.40 | \$ -362.37 |
| Contract Labor | 12,441.99 | 28,506.20 | 27,120.94 | \$68,069.13 |
| Direct Operating Expenses | | | 826.06 | \$826.06 |
| Auto/Truck/Van Expenses | 4,544.03 | 5,207.52 | 2,909.03 | \$12,660.58 |
| Equipment Lease | 5,085.01 | 4,815.19 | 5,557.89 | \$15,458.09 |
| Equipment Supplies | 1,037.40 | 324.95 | 644.37 | \$2,006.72 |
| Guest Supplies | 292.70 | | | \$292.70 |
| Kitchen Cleaning & Maint | 704.31 | 980.09 | 245.70 | \$1,930.10 |
| Kitchen Utensils | 436.47 | 1,446.74 | 26.28 | \$1,909.49 |
| Linen Services | 2,538.85 | 3,520.84 | 1,948.41 | \$8,008.10 |
| Pest Control | 595.40 | 654.94 | 654.94 | \$1,905.28 |
| Surcharge | 216.88 | 121.00 | 147.00 | \$484.88 |
| Uniforms | 1,334.85 | 1,430.18 | | \$2,765.03 |
| Total Direct Operating Expenses | 16,785.90 | 18,501.45 | 12,959.68 | \$48,247.03 |
| Donation | 750.00 | | | \$750.00 |
| Employee Gifts | 1,650.00 | | | \$1,650.00 |
| Entertainment | 600.00 | | | \$600.00 |
| laundry | | | 70.09 | \$70.09 |
| Medical Expenses | 110.00 | | | \$110.00 |
| Meds - Benefits - Owner | 104.42 | | | \$104.42 |
| Office/General Administrative Expenses | 330.18 | | 263.68 | \$593.86 |
| Accounting Services | 255.00 | 555.00 | 570.00 | \$1,380.00 |
| Bank Charges | 208.51 | 300.00 | 510.10 | \$1,018.61 |
| Overdraft fees | 393.00 | 90.00 | 240.00 | \$723.00 |
| Total Bank Charges | 601.51 | 390.00 | 750.10 | \$1,741.61 |
| Bookkeeping Service | 11,321.77 | 7,521.12 | 11,979.20 | \$30,822.09 |
| Fees/Penalties | 402.03 | 125.84 | 555.82 | \$1,083.69 |
| Insurance - Liability & General | 11,954.67 | 12,624.25 | 12,685.95 | \$37,264.87 |
| License / Permits | 1,523.75 | 35.00 | 465.00 | \$2,023.75 |
| Membership Dues/Subscriptions | 439.41 | 1,452.60 | 1,118.47 | \$3,010.48 |
| Merchant Fees | 16,891.78 | 20,133.14 | 15,755.59 | \$52,780.51 |
| Office Expenses | 857.40 | 683.94 | 846.65 | \$2,387.99 |
| Office Printing & Supplies | 716.50 | 659.57 | 566.93 | \$1,943.00 |
| Postage / Shipping | 123.76 | 263.04 | | \$386.80 |
| Total Office/General Administrative Expenses | 45,417.76 | 44,443.50 | 45,557.39 | \$135,418.65 |
| Payroll Expenses | | | | \$0.00 |

| | JAN - DEC 2015 | JAN - DEC 2016 | JAN - DEC 2017 | TOTAL |
|-------------------------------------|----------------------|----------------------|---------------------|-----------------------|
| Benefits/Fees/Taxes - Owner | 6,012.25 | 8,971.31 | 2,246.74 | \$17,230.30 |
| Benefits/Fees/Taxes - Staff | 22,742.65 | 31,428.18 | 8,709.10 | \$62,879.93 |
| Commissions | 6,440.00 | 4,610.24 | 1,812.10 | \$12,862.34 |
| Misc Rounding Adj | 11.10 | -1.01 | -0.06 | \$10.03 |
| Taxes | | | 8,106.98 | \$8,106.98 |
| Vacation buy back | 432.00 | | | \$432.00 |
| Wages | | | | \$0.00 |
| Comfort - 35% | | | 10,367.48 | \$10,367.48 |
| Commission | | 7,198.32 | 647.89 | \$7,846.21 |
| Gratuities Earned | | | 0.00 | \$0.00 |
| Overtime | | | 889.06 | \$889.06 |
| Regular Pay | | | 25,090.55 | \$25,090.55 |
| Salary | | | 37,659.59 | \$37,659.59 |
| Total Wages | | 7,198.32 | 74,654.57 | \$81,852.89 |
| Wages - Management- Restaurant | 163,830.82 | 209,489.03 | 138,369.56 | \$511,689.41 |
| Wages - Owners | 61,720.21 | 71,953.82 | 43,863.75 | \$177,537.78 |
| Workers Comp Deductible | 26.00 | | | \$26.00 |
| Total Payroll Expenses | 261,215.03 | 333,649.89 | 277,762.74 | \$872,627.66 |
| Payroll Shipping | 171.00 | | | \$171.00 |
| Purchases | | | 300.00 | \$300.00 |
| Rent | 35,256.64 | 34,744.81 | 42,304.22 | \$112,305.67 |
| Repair & Maintenance | 3,749.11 | 6,389.40 | 1,839.34 | \$11,977.85 |
| Taxes Paid | 625.25 | | | \$625.25 |
| 941 Back Taxes 2011 & 2012 | 17,617.07 | | | \$17,617.07 |
| Penalties | | | 5,177.47 | \$5,177.47 |
| Property Taxes (Personal) | 458.38 | | | \$458.38 |
| Property Taxes (Real) | 5,832.75 | | 6,989.35 | \$12,822.10 |
| TBAC / Occupancy Tax | | 175.00 | | \$175.00 |
| Total Taxes Paid | 24,533.45 | 175.00 | 12,166.82 | \$36,875.27 |
| Training / Continuing Ed | 265.00 | 1,595.00 | 10.99 | \$1,870.99 |
| Travel | | 486.06 | | \$486.06 |
| Unapplied Cash Bill Payment Expense | 3.25 | -3.25 | | \$0.00 |
| Uncategorized Expense | 288.82 | | 129.00 | \$417.82 |
| Utilities | | | | \$0.00 |
| Electric/Water/Gas/Sewer | 17,592.21 | 17,216.25 | 17,566.68 | \$52,375.14 |
| Phone/Internet | 3,500.36 | 3,555.56 | 3,650.92 | \$10,706.84 |
| Waste Removal | 2,623.66 | 2,629.92 | 2,451.31 | \$7,704.89 |
| Total Utilities | 23,716.23 | 23,401.73 | 23,668.91 | \$70,786.87 |
| Total Expenses | \$434,259.78 | \$503,078.04 | \$453,321.59 | \$1,390,659.41 |
| NET OPERATING INCOME | \$19,430.49 | \$ -39,629.05 | \$ -4,711.92 | \$ -24,910.48 |
| Other Expenses | | | | |
| 1 Research and Development Expense | 69.48 | 1,400.22 | | \$1,469.70 |
| Amortization | 2,517.00 | | | \$2,517.00 |
| Depreciation | 8,267.00 | | | \$8,267.00 |
| Other Miscellaneous Expense | 1,061.52 | | 213.41 | \$1,274.93 |
| Reconciliation Discrepancies | 0.64 | | -0.16 | \$0.48 |
| Theft / Damages | | 1,359.75 | | \$1,359.75 |
| Total Other Expenses | \$11,915.64 | \$2,759.97 | \$213.25 | \$14,888.86 |
| NET OTHER INCOME | \$ -11,915.64 | \$ -2,759.97 | \$ -213.25 | \$ -14,888.86 |

| | JAN - DEC 2015 | JAN - DEC 2016 | JAN - DEC 2017 | TOTAL |
|------------|-------------------|----------------------|---------------------|----------------------|
| NET INCOME | \$7,514.85 | \$ -42,389.02 | \$ -4,925.17 | \$ -39,799.34 |