

# OpCo Pro Forma (Projections/Sample)

Cost of Sales	Patrons	Patrons	Patrons	Cost per OZ	Monthly Total	Yearly Total
	Day	Month	OZ.			
at 100% to plan						
Beer Patrons (80% of total patrons)	209	6257	24	\$0.12	\$18,021	\$216,247
Wine Patrons (10% of patrons)	26	782	6	\$0.40	\$1,877	\$22,526
Liquor Sales (10% of patrons)	26	782	6	\$0.72	\$3,379	\$40,546
10% Waste					\$2,328	\$27,932
<b>Cost of Sales Total</b>					<b>\$25,604</b>	<b>\$307,251</b>

Recurring Costs Per Month			100%	90%	80%
	sq ft	10% increase after 5 Years			
Lease (building sq ft * \$ per sq. ft yearly)	6500	\$42.00	\$22,750	\$22,750	\$22,750
Salaried Management Pay			\$12,000	\$12,000	\$12,000
FOH Payrol \$5/hour *# of monthly hours	\$ 5.00	1532	\$7,660	\$7,660	\$7,660
Employer Payroll Tax liability 20% of payroll			\$3,932	\$3,932	\$3,932
Credit Card service & transaction Fees 3.2%	\$ 0.032		\$4,340	\$3,906	\$3,515
Liability Insurance & Workman's Comp			\$1,800	\$1,800	\$1,800
Marketing			\$4,500	\$4,500	\$4,500
Utilities			\$1,800	\$1,800	\$1,800
Cleaning Supplies/Janitor Service/Rags			\$500	\$500	\$500
Misc Building Supplies(Light bulbs, etc)			\$750	\$650	\$600
C02 Gas Supplier			\$500	\$500	\$500
Repairs/Maintenace			\$450	\$450	\$450
City Licenses & Fees			\$500	\$500	\$500
Accountant			\$350	\$350	\$250
Payroll services			\$500	\$500	\$500
Entertainment/Bands			\$2,500	\$2,500	\$2,500
Miscellaneous			\$2,000	\$2,000	\$1,800
<b>Projections</b>			<b>100%</b>	<b>90%</b>	<b>80%</b>
Average Patrons per Day			<b>261</b>	<b>235</b>	<b>209</b>
Average Patrons per Month			<b>7821</b>	<b>7039</b>	<b>6257</b>
Total Monthly Recurring Costs			\$66,832	\$66,298	\$65,557
Total Monthly Cost of Goods Alcohol			\$25,604	\$23,044	\$20,483
Total Monthly Costs of Goods Food & labor			\$32,574	\$29,317	\$26,385
<b>Total Monthly Costs</b>			<b>\$125,011</b>	<b>\$118,659</b>	<b>\$112,426</b>
Total Monthly Gross Alcohol Sales			\$85,175	\$76,658	\$68,275
Total Monthly Gross Food Sales			\$50,448	\$45,403	\$40,863
Total Monthly Bowling Sales(4 Lanes rented for 25-35 hours weekly)			\$26,880	\$24,192	\$21,504
Total Monthly Golf Simulators( 4 units rented 25-35 hr weekly)			\$22,500	\$20,250	\$18,000
Total Monthly Gross Sales			\$162,504	\$146,253	\$130,642
<b>Yearly Gross Sales</b>			<b>\$1,950,043</b>	<b>\$1,755,039</b>	<b>\$1,567,708</b>
Total Monthly Net Profit Bowling			\$26,880	\$24,192	\$21,504
Total Monthly Net Profit Golf Simulators			\$22,500	\$20,250	\$18,000
Total Monthly Net Profit Alcohol Sales			\$59,571	\$53,614	\$47,792
Total Monthly Net Profit Food Sales			\$17,874	\$16,086	\$14,478
<b>Total Monthly Net Profit</b>			<b>\$59,993</b>	<b>\$47,844</b>	<b>\$36,216</b>
<b>Total Yearly Net Profit</b>			<b>\$719,915</b>	<b>\$574,133</b>	<b>\$434,595</b>
<b>Net Profit Margin</b>			<b>37%</b>	<b>33%</b>	<b>28%</b>