



◆ DEANO'S ◆

GRILL & TAPWORKS

Financial Highlights

PERIOD 13 2023

Deano's Grill & Tapworks

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Deano's Grill and Tapworks 101

Wichita	Budget	
Weekly AVG.	\$61,282	
Total Food & Beverage Sales	145,494	59.4%
Retail Sales	0	0.0%
Liquor Sales	51,183	20.9%
Beer Sales	43,381	17.7%
Wine Sales	5,070	2.1%
Total Alcohol Sales	99,634	40.6%
Total Sales	245,128	100.0%
Meat	7,420	5.1%
Seafood	3,346	2.3%
Poultry	6,693	4.6%
Produce	6,547	4.5%
Food Other	17,168	11.8%
Dairy	4,074	2.8%
Beverage	1,746	1.2%
Total Food Cost	46,995	32.3%
Liquor	9,981	19.5%
Beer	13,101	30.2%
Wine	1,420	28.0%
Non-Alcohol	1,993	2.0%
Total Alcohol Cost	26,494	26.6%
Total COS	73,489	30.0%
Total Gross Profit	171,639	70.0%
Service Labor	4,903	2.0%
Kitchen Labor	24,513	10.0%
Bar Labor	735	0.3%
Training Labor	1,226	0.5%
Management Labor	25,000	10.2%
Vacation	1,226	0.5%
Bonuses	3,677	1.5%
Taxes	9,805	4.0%
Benefits	3,677	1.5%
Workers Comp.	390	0.2%
Total Labor Before Comps	75,151	30.7%
Employee Comps 3,4,8	1,226	0.5%
Total Labor	76,377	31.2%
Operating Supplies	8,825	3.6%
R&M	3,677	1.5%
Uniforms/Linen	2,451	1.0%
Credit Card Fees	7,599	3.1%
ODO	981	0.4%
General Administration	2,942	1.2%
Cash O/S	0	0.0%
Telephone	0	0.0%
Utilities	7,844	3.2%
Promo Comps 2,5,6,7	2,451	1.0%
Other Income	0	0.0%
Total Other	36,769	15.0%
Total Controllable Income	58,494	23.9%
Advertising	2,500	1.0%
In House Promo	1,716	0.7%
Total Promo/Advertising	4,216	1.7%
Marginal Income	54,278	22.1%
Rent Base	7,704	3.1%
Rent-Percentage	735	0.3%
Licns/Taxes/Property Taxes	2,000	0.8%
Insurance	601	0.2%
Interest Expense	0	0.0%
Depreciation	2,429	1.0%
Total Occupancy	13,469	5.5%
Managers In Training	1,250	0.5%
Corporate Manager Fee	7,354	3.0%
Net Income Before Amort	32,205	13.1%
Amortization/PO	0	0.0%
Pre-Tax Income	32,205	13.1%
Depreciation	2,429	1.0%
Amortization/PO	0	0.0%
Capital Improvements	0	0.0%
Principal Payments	0	0.0%
Net Cash Flow	34,634	14.1%
ROI	22.5%	

Mid-Period

\$69,225	
84,479	61.0%
0	0.0%
30,068	21.7%
21,430	15.5%
2,473	1.8%
53,970	39.0%
138,449	100.0%
4,194	5.0%
2,100	2.5%
3,828	4.5%
2,423	2.9%
8,539	10.1%
3,281	3.9%
434	0.5%
24,800	29.4%
7,106	23.6%
6,244	29.1%
666	26.9%
1,306	2.4%
15,322	28.4%
40,123	29.0%
98,326	71.0%
2,640	1.9%
11,933	8.6%
601	0.4%
360	0.3%
8,992	6.5%
0	0.0%
2,885	2.1%
4,466	3.2%
1,812	1.3%
195	0.1%
33,884	24.5%
802	0.6%
34,685	25.1%
4,683	3.4%
4,907	3.5%
692	0.5%
4,529	3.3%
283	0.2%
2,504	1.8%
0	0.0%
0	0.0%
0	0.0%
3,417	2.5%
1,887	1.4%
0	0.0%
22,901	16.5%
40,740	29.4%
1,561	1.1%
1,516	1.1%
3,077	2.2%
37,663	27.2%
3,119	2.3%
450	0.3%
1,964	1.4%
330	0.2%
0	0.0%
1,215	0.9%
7,077	5.1%
625	0.5%
4,153	3.0%
25,807	18.6%
0	0.0%
25,807	18.6%
1,215	0.9%
0	0.0%
0	0.0%
0	0.0%
27,022	19.5%

Actual

\$66,223	
157,592	59.5%
0	0.0%
58,764	22.2%
43,680	16.5%
4,854	1.8%
107,298	40.5%
264,890	100.0%
8,317	5.3%
3,671	2.3%
7,068	4.5%
4,437	2.8%
15,896	10.1%
6,116	3.9%
3,534	2.2%
49,039	31.1%
14,383	24.5%
13,313	30.5%
1,263	26.0%
2,369	2.2%
31,329	29.2%
80,368	30.3%
184,522	69.7%
5,695	2.1%
22,406	8.5%
1,133	0.4%
1,533	0.6%
18,722	7.1%
0	0.0%
5,770	2.2%
9,770	3.7%
5,310	2.0%
1,204	0.5%
71,544	27.0%
1,811	0.7%
73,355	27.7%
9,250	3.5%
8,392	3.2%
1,813	0.7%
11,008	4.2%
2,081	0.8%
4,703	1.8%
0	0.0%
0	0.0%
0	0.0%
7,223	2.7%
3,668	1.4%
0	0.0%
48,138	18.2%
63,030	23.8%
3,123	1.2%
3,890	1.5%
7,012	2.6%
56,018	21.1%
6,238	2.4%
899	0.3%
3,928	1.5%
661	0.2%
0	0.0%
2,429	0.9%
14,155	5.3%
1,250	0.5%
7,947	3.0%
32,666	12.3%
0	0.0%
32,666	12.3%
2,429	0.9%
0	0.0%
0	0.0%
0	0.0%
35,095	13.2%

3%

1.2%

-2%

-2.6%

1%

-0.4%

6%

-3.5%

5%

-1.0%

5%

-0.9%

Deano's Grill & Tapworks - Wichita

P & L in detail

Period 13 2023

12/4/2023 to 12/31/2023

SALES

Lunch Sales	\$103,106.20
Dinner Sales	\$161,784.23
Total Lunch and Dinner Sales	\$264,890.43

Liquor Sales	\$58,764.05
Wine Sales	\$4,854.00
Beer Sales	\$43,680.35
Total Alcohol Sales	\$107,298.40

MISC	\$0.00
Customer Count	11879

COMPS

Comp 2	Promo	\$2,942.44
Comp 5	XDINE	\$0.00
Comp 6	Walk	\$28.38
Comp 7	Liquor	\$697.55
Total Comp 2,5,6, & 7		\$3,668.37

Comp 3	Manager	\$745.56
Comp 4	Employee	\$965.41
Comp 8	Trainer	\$932.21
Comp 9	Hype/Investor	\$2,528.69
Total Comp 3,4, & 8		\$5,171.87
& in house promo		

EXPENSES

Corporate Officer fee	\$7,947.00
Manager Health Insurance	\$595.80
R & M	\$8,392.00

2023				
Deano's Grill and Tapworks 101				
	Budget		Actual	
	\$54,930		268896	
Total Food & Beverage Sales	1,752,309	61.3%	1,986,525	61.6%
Retail Sales	0	0.0%	110	0.0%
Liquor Sales	587,576	20.6%	668,192	20.7%
Beer Sales	463,874	16.2%	475,260	14.7%
Wine Sales	52,604	1.8%	96,663	3.0%
Total Alcohol Sales	1,104,054	38.7%	1,240,116	38.4%
Total Sales	2,856,363	100.0%	3,226,751	100.0%
Meat	89,368	5.1%	101,768	5.1%
Seafood	40,303	2.3%	50,969	2.6%
Poultry	80,606	4.6%	92,603	4.7%
Produce	78,854	4.5%	62,881	3.2%
Food Other	206,772	11.8%	203,242	10.2%
Dairy	49,065	2.8%	77,009	3.9%
Beverage	21,028	1.2%	32,413	1.6%
Total Food Cost	565,996	32.3%	620,884	31.3%
Liquor	114,577	19.5%	160,337	24.0%
Beer	140,090	30.2%	156,297	32.9%
Wine	14,729	28.0%	16,143	16.7%
Non-Alcohol	22,081	2.0%	26,948	2.2%
Total Alcohol Cost	291,477	26.4%	359,725	29.0%
Total COS	857,473	30.0%	980,610	30.4%
Total Gross Profit	1,998,890	70.0%	2,246,141	69.6%
Service Labor	57,127	2.0%	70,339	2.2%
Kitchen Labor	285,636	10.0%	307,641	9.5%
Bar Labor	8,569	0.3%	13,845	0.4%
Training Labor	14,282	0.5%	7,931	0.2%
Management Labor	325,000	11.4%	255,834	7.9%
Vacation	14,282	0.5%	881	0.0%
Bonuses	42,845	1.5%	56,310	1.7%
Taxes	114,255	4.0%	128,203	4.0%
Benefits	40,673	1.4%	57,198	1.8%
Workers Comp.	4,679	0.2%	6,558	0.2%
Total Labor Before Comps	907,348	31.8%	904,740	28.0%
Employee Comps 3,4,8	14,282	0.5%	25,514	0.8%
Total Labor	921,630	32.3%	930,254	28.8%
Operating Supplies	99,352	3.5%	104,333	3.2%
R&M	42,845	1.5%	63,282	2.0%
Uniforms/Linen	28,564	1.0%	30,100	0.9%
Credit Card Fees	81,811	2.9%	110,247	3.4%
ODO	10,991	0.4%	15,044	0.5%
General Administration	34,276	1.2%	41,981	1.3%
Cash O/S	0	0.0%	347	0.0%
Telephone	0	0.0%	0	0.0%
Utilities	86,450	3.0%	99,493	3.1%
Promo Comps 2,5,6,7	28,564	1.0%	39,562	1.2%
Other Income	0	0.0%	0	0.0%
Total Other	412,854	14.5%	504,389	15.6%
Total Controllable Income	664,406	23.3%	811,498	25.1%
Advertising	30,000	1.1%	46,844	1.5%
In House Promo	19,995	0.7%	39,946	1.2%
Total Promo/Advertising	49,995	1.8%	86,790	2.7%
Marginal Income	614,411	21.5%	724,708	22.5%
Rent Base	92,448	3.2%	74,857	2.3%
Rent-Percentage	8,569	0.3%	10,915	0.3%
Licns/Taxes/Property Taxes	24,000	0.8%	47,465	1.5%
Insurance	7,813	0.3%	7,342	0.2%
Intrest Expense	0	0.0%	0	0.0%
Depreciation	31,577	1.1%	31,577	28.6%
Total Occupancy	164,407	5.8%	172,156	5.3%
Managers In Training	16,250	0.6%	16,250	0.5%
Corporate Manager Fee	85,691	3.0%	96,803	3.0%
Net Income Before Amort	348,063	12.2%	439,499	13.6%
Amortization/PO	0	0.0%	0	0.0%
Pre-Tax Income	348,063	12.2%	439,499	13.6%
Depreciation	31,577	1.1%	31,577	1.0%
Amortization/PO	0	0.0%	0	0.0%
Capital Improvements	0	0.0%	4,416	0.1%
Principal Payments	0	0.0%	0	0.0%
Net Cash Flow	379,640	13.3%	466,660	14.5%

Deano's Grill & Tapworks – Wichita

Notes to Financial Statements

Period 13

Accounting Policies

1. Accounting Periods – The accounting periods are 13 four week periods ending on Sunday. **This particular period (Period 13) started December 4, 2023 and December 31, 2023.**
2. Fixed assets – Leasehold improvements are depreciated using the straight-line method over 17 years. Furniture, Fixtures, and Equipment are still in the process of detailing. However, this will be depreciated using the straight-line method over 7 years. There are no tax and book differences at the year's end.
3. Payroll EMPLOYER taxes went down in 2023. They currently sit at the following:
 - FUTA ER 0.6%
 - MED ER 1.45%
 - SOC SEC ER 6.2%
 - KANSAS SUI ER 0.67%
4. Preopening costs were completed in Period 10 2013. Total preopening expenses paid (not including the aforementioned) equal \$451,707.20. The AAA debt was paid in full by the end of 2014.
5. Rent is paid to Cambridge Market, LLC. For 2023, the monthly rent payment is \$6,238.12. (\$13.50/sf)
6. 2023 CAM fees (Cambridge Market fees for property tax and maintenance) are slated to be at \$3,927.72. 2022 ended in a shortfall of 332.21. CAM was \$7.50 per square foot since 2016. It is now \$8.50 per square foot.
7. The loan was paid in full to Intrust Bank for the preopening expenses.
 - Loan amount \$375,150
 - Date of opening 06-17-2013
 - Paid off: 06-20-2020**
8. Corporate Management fee is based on 3% of total sales.
9. The total gain in period 13 is \$35,095
10. Anticipated bonuses were paid in Period 13 = \$5,770. The managers received a bonus off the marginal income and DRIVE TO 55 period bonus.
11. Investor cards have been loaded through A & M management.
12. We plan to distribute quarterly in 2023.

Deano's Grill & Tapworks
Inventory Statement

Period 13

11701 Food Other	6142.13
11702 Meat	2308.09
11703 Seafood	645.48
11704 Poultry	1328.18
11705 Produce	1212.17
11706 Dairy	1405.33
11712 Beverage	1349.66
Total Food	14391.04
11707 Liquor	4547.46
11709 Beer	10113.18
11710 Wine	993.63
11711 Non Alc	1217.66
Total Liq	16871.93

Deano's Grill & Tapworks
 Cost of Goods Sold - Food

	Period 12	Period 13	Difference	Up or Down	Explanation
Meat	5.74	5.28	0.46	Down	
Seafood	2.03	2.33	-0.3	Up	
Chicken	4.9	4.48	0.42	Down	
Produce	3.16	2.82	0.34	Down	
Food Other	11.27	10.09	1.18	Down	
Dairy	3.92	3.88	0.04	Down	
Beverage	2.18	2.24	-0.06	Up	
Total Difference	33.2	31.12	2.08	Down	

Cost of Goods Sold - Alcohol

Liquor	24.72	24.48	0.24	Down	
Beer	30.14	30.48	-0.34	Up	
Wine	27.18	26.02	1.16	Down	
Non-Alcoholic	1.98	2.21	-0.23	Up	
Total Difference	28.93	29.2	-0.27	Up	

Operating Supplies	7899	9250	-1351	Up	4,500 Grease Trap
Repair & Maintenance	3227	8392	-5165	Up	
Uniforms & Linen	3260	1813	1447	Down	
ODO	1638	2081	-443	Up	
General Administration	3396	4703	-1307	Up	
Over & Short	0	0	0	Same	
Utilities	7479	7223	256	Down	

◆ DEANO'S ◆

GRILL & TAPWORKS

Discrepancies Report Total

Period 13 2023

GTR	A/P	PAY	EOP	Total
0	0	0	0	0

◆ DEANO'S ◆

GRILL & TAPWORKS

Voids Statement

Managers	Period 13
Stephan Buchannan	908.84
Kylie Johnston	0.00
Ashleigh Richards	819.13
Jordan McKenzie	204.21
Megan Kelley	2.89
Macy Catlin	380.30
Total	2315.37

Deano's	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Period 1		182264	148952	163010	177577	176810	187695	196815	168665	202424	273921
Period 2		175843	146705	219544	190718	178325	188122	189033	168201	206652	251777
Period 3		180706	156946	163068	193722	190922	195400	160146	204717	242943	287077
Period 4		139512	136334	130345	167140	152692	172344	30789	209807	220849	239141
Period 5		122899	143803	127151	155725	147381	161293	76477	199794	215505	248282
Period 6		111068	128476	131819	137717	152139	162088	137984	199207	194879	232236
Period 7		113402	123354	123885	121955	149731	148940	99592	191423	190427	211537
Period 8		114719	144856	129088	146052	154883	156877	109156	192663	209451	239620
Period 9		117204	137107	127044	135971	148484	163366	133031	183584	217288	233880
Period 10		134551	152414	144416	142526	162038	171282	155201	198761	236100	242567
Period 11		149645	165694	149694	158825	176953	175003	152778	198632	229654	251884
Period 12	173283	148766	143248	154728	169844	184826	183252	133286	212568	245128	249938
Period 13	167323	139223	203899	182726	185312	196826	189770	149523	209612	302525	264890
YEAR	340606	1829802	1931788	1946518	2083084	2172010	2255433	1723811	2537634	2913825	3226750



2023

YTD

	Period 1	Period 2	Period 3	Period 4	Period 5	Period 6	Period 7	Period 8	Period 9	Period 10	Period 11	Period 12	Period 13
Cash Flow	49,196	44,296	53,950	21,962	42,552	27,444	16,998	29,194	51,321	22,822	35,047	36,781	35,095
Cash Flow	34,437	31,007	37,765	15,373	29,786	19,211	11,899	20,436	35,925	15,975	24,533	25,747	24,567
A&M	13,775	12,403	15,106	6,149	11,915	7,684	4,759	8,174	14,370	6,390	9,813	10,299	9,827
RN LLC	12,053	10,853	13,218	5,381	10,425	6,724	4,165	7,153	12,574	5,591	8,587	9,011	8,598
SW	689	620	755	307	596	384	238	409	718	320	491	515	491
LI	2,411	2,171	2,644	1,076	2,085	1,345	833	1,431	2,515	1,118	1,717	1,802	1,720
AM	1,377	1,240	1,511	615	1,191	768	476	817	1,437	639	981	1,030	983
FH	689	620	755	307	596	384	238	409	718	320	491	515	491
JD	689	620	755	307	596	384	238	409	718	320	491	515	491
RK	689	620	755	307	596	384	238	409	718	320	491	515	491
JS	344	310	378	154	298	192	119	204	359	160	245	257	246
DS	689	620	755	307	596	384	238	409	718	320	491	515	491
BL	689	620	755	307	596	384	238	409	718	320	491	515	491
RR	344	310	378	154	298	192	119	204	359	160	245	257	246

Cashflow	14,759	13,289	16,185	6,589	12,766	8,233	5,099	8,758	15,396	6,847	10,514	11,034	10,529
A&M	5,904	5,316	6,474	2,635	5,106	3,293	2,040	3,503	6,159	2,739	4,206	4,414	4,211
RN LLC	5,166	4,651	5,665	2,306	4,468	2,882	1,785	3,065	5,389	2,396	3,680	3,862	3,685
SW	295	266	324	132	255	165	102	175	308	137	210	221	211
LI	1,033	930	1,133	461	894	576	357	613	1,078	479	736	772	737
AM	590	532	647	264	511	329	204	350	616	274	421	441	421
FH	295	266	324	132	255	165	102	175	308	137	210	221	211
JD	295	266	324	132	255	165	102	175	308	137	210	221	211
RK	295	266	324	132	255	165	102	175	308	137	210	221	211
JS	148	133	162	66	128	82	51	88	154	68	105	110	105
DS	295	266	324	132	255	165	102	175	308	137	210	221	211
BL	295	266	324	132	255	165	102	175	308	137	210	221	211
RR	148	133	162	66	128	82	51	88	154	68	105	110	105