



**◆ DEANO'S ◆**  
**GRILL & TAPWORKS**

Financial Highlights<sup>†</sup>

PERIOD 1 2024

# Deano's Grill & Tapworks

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Period 1		
Deano's Grill and Tapworks 101		
Wichita	Budget	
Weekly AVG.	\$68,480	
Total Food & Beverage Sales	165,090	60.3%
Retail Sales	25	0.0%
Liquor Sales	56,646	20.7%
Beer Sales	46,598	17.0%
Wine Sales	5,562	2.0%
Total Alcohol Sales	108,806	39.7%
Total Sales	273,921	100.0%
Meat	7,310	4.4%
Seafood	4,069	2.5%
Poultry	7,335	4.4%
Produce	5,258	3.2%
Food Other	16,955	10.3%
Dairy	6,688	4.0%
Beverage	2,567	1.6%
Total Food Cost	50,162	30.4%
Liquor	14,012	24.7%
Beer	13,699	29.4%
Wine	1,337	24.0%
Non-Alcohol	2,139	2.0%
Total Alcohol Cost	31,188	28.7%
Total COS	81,350	29.7%
Total Gross Profit	192,571	70.3%
Service Labor	5,947	2.2%
Kitchen Labor	23,722	8.7%
Bar Labor	1,016	0.4%
Training Labor	1,837	0.7%
Management Labor	19,510	7.1%
Vacation	0	0.0%
Bonuses	4,340	1.6%
Taxes	9,488	3.5%
Benefits	6,029	2.2%
Workers Comp.	1,212	0.4%
Total Labor Before Comps	73,102	26.7%
Employee Comps 3,4,8	2,018	0.7%
Total Labor	75,120	27.4%
Operating Supplies	7,008	2.6%
R&M	5,254	1.9%
Uniforms/Linen	1,951	0.7%
Credit Card Fees	9,242	3.4%
ODO	1,068	0.4%
General Administration	2,917	1.1%
Cash O/S	28	0.0%
Telephone	0	0.0%
Utilities	7,710	2.8%
Promo Comps 2,5,6,7	3,327	1.2%
Other Income	0	0.0%
Total Other	38,500	14.1%
Total Controllable Income	78,950	28.8%
Advertising	3,157	1.2%
In House Promo	3,308	1.2%
Total Promo/Advertising	6,465	2.4%
Marginal Income	72,485	26.5%
Rent Base	6,238	2.3%
Rent-Percentage	496	0.2%
Licns/Taxes/Property Taxes	4,260	1.6%
Insurance	619	0.2%
Interest Expense	0	0.0%
Depreciation	2,429	0.9%
Total Occupancy	14,042	5.1%
Managers In Training	1,250	0.5%
Corporate Manager Fee	8,218	3.0%
Net Income Before Amort	48,976	17.9%
Amortization/PO	0	0.0%
Pre-Tax Income	48,976	17.9%
Depreciation	2,429	0.9%
Amortization/PO	0	0.0%
Capital Improvements	0	0.0%
Principal Payments	0	0.0%
Net Cash Flow	51,405	18.8%
ROI	33.4%	

Mid-Period	
\$56,990	
	68,931 60.5%
	0 0.0%
	24,497 21.5%
	18,628 16.3%
	1,925 1.7%
	45,050 39.5%
	113,981 100.0%
	2,963 4.3%
	1,754 2.5%
	3,459 5.0%
	2,212 3.2%
	7,235 10.5%
	2,728 4.0%
	-171 -0.2%
	20,181 29.3%
	6,566 26.8%
	6,231 33.5%
	473 24.6%
	955 2.1%
	14,226 31.6%
	34,407 30.2%
	79,574 69.8%
	2,907 2.6%
	11,319 9.9%
	459 0.4%
	158 0.1%
	1,549 1.4%
	0 0.0%
	2,781 2.4%
	6,688 5.9%
	1,382 1.2%
	195 0.2%
	27,438 24.1%
	897 0.8%
	28,335 24.9%
	3,309 2.9%
	2,171 1.9%
	1,108 1.0%
	5,504 4.8%
	924 0.8%
	1,612 1.4%
	0 0.0%
	0 0.0%
	3,758 3.3%
	1,780 1.6%
	0 0.0%
	20,166 17.7%
	31,073 27.3%
	1,421 1.2%
	800 0.7%
	2,221 1.9%
	28,852 25.3%
	3,119 2.7%
	524 0.5%
	1,964 1.7%
	330 0.3%
	0 0.0%
	1,215 1.1%
	7,152 6.3%
	625 0.5%
	3,419 3.0%
	17,656 15.5%
	0 0.0%
	17,656 15.5%
	1,215 1.1%
	0 0.0%
	0 0.0%
	0 0.0%
	18,870 16.6%
	16.4%

Actual	
\$60,426	
	146,800 60.7%
	0 0.0%
	52,245 21.6%
	38,581 16.0%
	4,078 1.7%
	94,903 39.3%
	241,702 100.0%
	7,907 5.4%
	4,001 2.7%
	7,475 5.1%
	4,730 3.2%
	14,886 10.1%
	5,646 3.8%
	1,915 1.3%
	46,559 31.7%
	13,267 25.4%
	12,265 31.8%
	1,017 24.9%
	2,070 2.2%
	28,619 30.2%
	75,178 31.1%
	166,525 68.9%
	5,917 2.4%
	23,700 9.8%
	1,003 0.4%
	668 0.3%
	19,323 8.0%
	0 0.0%
	5,561 2.3%
	10,442 4.3%
	5,133 2.1%
	401 0.2%
	72,149 29.9%
	1,964 0.8%
	74,113 30.7%
	7,187 3.0%
	7,324 3.0%
	2,720 1.1%
	11,008 4.6%
	954 0.4%
	5,858 2.4%
	64 0.0%
	0 0.0%
	7,149 3.0%
	3,381 1.4%
	0 0.0%
	45,645 18.9%
	46,766 19.3%
	2,952 1.2%
	2,793 1.2%
	5,745 2.4%
	41,021 17.0%
	6,700 2.8%
	1,049 0.4%
	1,981 0.8%
	661 0.3%
	0 0.0%
	2,429 1.0%
	12,819 5.3%
	1,250 0.5%
	7,251 3.0%
	19,701 8.2%
	0 0.0%
	19,701 8.2%
	2,429 1.0%
	0 0.0%
	0 0.0%
	0 0.0%
	22,130 9.2%
	19.2%

1%  
-3%  
0%  
3%  
-1%  
-2%

-1.3%  
-1.5%  
-1.4%  
3.2%  
-9.5%  
-9.6%

1  
1

Deano's Grill & Tapworks - Wichita  
P & L in detail  
Period 1 2024  
1/1/2024 to 1/28/2024

SALES

Lunch Sales	\$93,834.71
Dinner Sales	\$147,867.77
<b>Total Lunch and Dinner Sales</b>	<b>\$241,702.48</b>

Liquor Sales	\$52,244.76
Wine Sales	\$4,077.50
Beer Sales	\$38,580.50
<b>Total Alcohol Sales</b>	<b>\$94,902.76</b>

MISC	\$0.00
Customer Count	10834

COMPS

Comp 2	Promo	\$2,857.03
Comp 5	XDINE	\$0.00
Comp 6	Walk	\$64.21
Comp 7	Liquor	\$468.05
<b>Total Comp 2,5,6, &amp; 7</b>		<b>\$3,389.29</b>

Comp 3	Manager	\$656.05
Comp 4	Employee	\$1,084.74
Comp 8	Trainer	\$223.32
Comp 9	Hype/Investor	\$1,722.78
<b>Total Comp 3,4, &amp; 8 &amp; in house promo</b>		<b>\$3,686.89</b>

EXPENSES

Corporate Officer fee	\$7,251.00
Manager Health Insurance	\$603.60
R & M	\$7,324.00

2024				
Deano's Grill and Tapworks 101		Budget	Actual	
		\$61,673	20142	
Total Food & Beverage Sales	1,974,427	61.6%	146,800	60.7%
Retail Sales	110	0.0%	0	0.0%
Liquor Sales	660,611	20.8%	52,245	21.6%
Beer Sales	474,961	14.8%	38,581	16.0%
Wine Sales	96,879	3.0%	4,078	1.7%
Total Alcohol Sales	1,232,452	38.4%	94,903	39.3%
Total Sales	3,206,988	100.0%	241,702	100.0%
Meat	100,871	5.1%	7,907	5.4%
Seafood	50,644	2.6%	4,001	2.7%
Poultry	92,228	4.7%	7,475	5.1%
Produce	64,991	3.3%	4,730	3.2%
Food Other	204,514	10.4%	14,886	10.1%
Dairy	74,967	3.8%	5,646	3.8%
Beverage	30,625	1.6%	1,915	1.3%
Total Food Cost	618,839	31.3%	46,559	31.7%
Liquor	155,934	23.6%	13,267	25.4%
Beer	156,085	32.9%	12,265	31.8%
Wine	16,300	16.8%	1,017	24.9%
Non-Alcohol	26,572	2.2%	2,070	2.2%
Total Alcohol Cost	354,891	28.8%	28,619	30.2%
Total COS	973,730	30.4%	75,178	31.1%
Total Gross Profit	2,233,258	69.6%	166,525	68.9%
Service Labor	69,546	2.2%	5,917	2.4%
Kitchen Labor	309,748	9.7%	23,700	9.8%
Bar Labor	13,448	0.4%	1,003	0.4%
Training Labor	7,624	0.2%	668	0.3%
Management Labor	262,112	8.2%	19,323	8.0%
Vacation	2,106	0.1%	0	0.0%
Bonuses	54,217	1.7%	5,581	2.3%
Taxes	128,237	4.0%	10,442	4.3%
Benefits	55,565	1.7%	5,133	2.1%
Workers Comp.	5,744	0.2%	401	0.2%
Total Labor Before Comps	908,347	28.3%	72,149	29.9%
Employee Comps 3,4,8	24,928	0.8%	1,964	0.8%
Total Labor	933,275	29.1%	74,113	30.7%
Operating Supplies	103,908	3.2%	7,187	3.0%
R&M	58,567	1.8%	7,324	3.0%
Uniforms/Linen	30,738	1.0%	2,720	1.1%
Credit Card Fees	106,838	3.3%	11,008	4.6%
ODO	13,944	0.4%	954	0.4%
General Administration	40,220	1.3%	5,858	2.4%
Cash O/S	347	0.0%	64	0.0%
Telephone	0	0.0%	0	0.0%
Utilities	100,114	3.1%	7,149	3.0%
Promo Comps 2,5,6,7	38,345	1.2%	3,381	1.4%
Other Income	0	0.0%	0	0.0%
Total Other	493,021	15.4%	45,845	18.9%
Total Controllable Income	806,962	25.2%	46,766	19.3%
Advertising	46,222	1.4%	2,952	1.2%
In House Promo	37,773	1.2%	2,793	1.2%
Total Promo/Advertising	83,994	2.6%	5,745	2.4%
Marginal Income	722,968	22.5%	41,021	17.0%
Rent Base	76,323	2.4%	6,700	2.8%
Rent-Percentage	10,751	0.3%	1,049	0.4%
Licns/Taxes/Property Taxes	45,537	1.4%	1,981	0.8%
Insurance	7,283	0.2%	681	0.3%
Intrest Expense	0	0.0%	0	0.0%
Depreciation	31,577	1.0%	2,429	22.1%
Total Occupancy	171,471	5.3%	12,819	5.3%
Managers In Training	16,250	0.5%	1,250	0.5%
Corporate Manager Fee	96,210	3.0%	7,251	3.0%
Net Income Before Amort	439,037	13.7%	19,701	8.2%
Amortization/PO	0	0.0%	0	0.0%
Pre-Tax Income	439,037	13.7%	19,701	8.2%
Depreciation	31,577	1.0%	2,429	1.0%
Amortization/PO	0	0.0%	0	0.0%
Capital Improvements	0	0.0%	0	0.0%
Principal Payments	0	0.0%	0	0.0%
Net Cash Flow	470,614	14.7%	22,130	9.2%
ROI	128%			

Deano's Grill and Tapworks 101  
2024  
Michigan

Period 1

Actual

	60.7%	146,930	Total Food & Beverage Sales	\$146,860	68.7%
0.0%	0	Retail Sales	\$9	0.0%	
21.6%	52,245	Liquor Sales	\$52,245	21.6%	
16.0%	38,581	Beer Sales	\$38,581	16.0%	
1.7%	4,078	Wine Sales	\$4,078	1.7%	
39.3%	94,903	Total Alcohol Sales	\$94,903	39.3%	
100.0%	241,702	Total Sales	\$241,702	100.0%	
5.4%	7,907	Meat	\$7,907	5.4%	
2.7%	4,001	Seafood	\$4,001	2.7%	
5.1%	7,475	Poultry	\$7,475	5.1%	
3.2%	4,730	Produce	\$4,730	3.2%	
10.1%	14,886	Food Other	\$14,886	10.1%	
3.8%	5,646	Dairy	\$5,646	3.8%	
1.3%	1,915	Beverage	\$1,915	1.3%	
31.7%	46,559	Total Food Cost	\$46,559	31.7%	
25.4%	13,267	Liquor	\$13,267	25.4%	
31.8%	12,265	Beer	\$12,265	31.8%	
24.9%	1,017	Wine	\$1,017	24.9%	
2.2%	2,070	Non-Alcohol	\$2,070	2.2%	
30.3%	28,619	Total Alcohol Cost	\$28,619	30.3%	
31.1%	75,178	Total COGS	\$75,178	31.1%	
68.9%	166,525	Total Gross Profit	\$166,525	68.9%	
2.4%	5,917	Service Labor	\$5,917	2.4%	
9.8%	23,700	Kitchen Labor	\$23,700	9.8%	
0.4%	1,003	Bar Labor	\$1,003	0.4%	
0.3%	668	Training Labor	\$668	0.3%	
8.0%	19,323	Management Labor	\$19,323	8.0%	
0.0%	0	Vacation	\$0	0.0%	
2.3%	5,561	Bonuses	\$5,561	2.3%	
4.3%	10,442	Taxes	\$10,442	4.3%	
2.1%	5,133	Benefits	\$5,133	2.1%	
0.2%	491	Workers Comp.	\$491	0.2%	
29.9%	72,149	Total Labor Before Comps	\$72,149	29.9%	
0.8%	1,964	Employee Corps 3A,B	\$1,964	0.8%	
30.7%	74,113	Total Labor	\$74,113	30.7%	
3.0%	7,187	Operating Supplies	\$7,187	3.0%	
1.1%	7,324	R&M	\$7,324	1.1%	
1.1%	2,720	Uniforms/Lease	\$2,720	1.1%	
4.6%	11,008	Credit Card Fees	\$11,008	4.6%	
0.4%	954	ODO	\$954	0.4%	
2.4%	5,858	General Administration	\$5,858	2.4%	
0.0%	64	Cash O/S	\$64	0.0%	
0.0%	0	Telephone	\$0	0.0%	
3.0%	7,149	Utilities	\$7,149	3.0%	
1.4%	3,381	Other Income	\$3,381	1.4%	
0.0%	0	Promo Comps 2,5,6,7	\$0	0.0%	
18.9%	45,645	Total Other	\$45,645	18.9%	
19.3%	46,766	Total Controllable Income	\$46,766	19.3%	
1.2%	2,952	Advertising	\$2,952	1.2%	
1.2%	2,793	In House Promo	\$2,793	1.2%	
2.4%	5,745	Total Promo/Advertising	\$5,745	2.4%	
17.0%	41,021	Marginal Income	\$41,021	17.0%	
2.8%	6,700	Rent Base	\$6,700	2.8%	
0.4%	1,049	Rent-Percentage	\$1,049	0.4%	
0.8%	1,981	Licns/Taxes/Property Taxes	\$1,981	0.8%	
0.3%	561	Insurance	\$561	0.3%	
0.0%	0	Interest Expense	\$0	0.0%	
22.1%	2,429	Depreciation	\$2,429	22.1%	
5.3%	12,819	Total Occupancy	\$12,819	5.3%	
0.5%	1,250	Managers In Training	\$1,250	0.5%	
3.0%	7,251	Corporate Manager Fee	\$7,251	3.0%	
8.2%	19,701	Net Income Before Amort	\$19,701	8.2%	
0.0%	0	Amortization/PO	\$0	0.0%	
8.2%	19,701	Pre-Tax Income	\$19,701	8.2%	
1.0%	2,429	Depreciation	\$2,429	1.0%	
0.0%	0	Amortization/PO	\$0	0.0%	
0.0%	0	Capital Improvements	\$0	0.0%	
0.0%	0	Principal Payments	\$0	0.0%	
9.2%	22,130	Net Cash Flow	\$22,130	9.2%	
				19.2%	

Deano's Grill & Tapworks – Wichita

Notes to Financial Statements

Period 1

Accounting Policies

1. Accounting Periods – The accounting periods are 13 four week periods ending on Sunday. **This particular period (Period 1) started January 1, 2024 and January 28, 2024.**
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 in 2024. They currently sit at the following:
  - FUTA ER 0.6%
  - MED ER 1.45%
  - SOC SEC ER 6.2%
  - KANSAS SUI ER 0.79%
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 2024, the monthly rent payment is \$6,700.00. (\$14.50/sf). This is an increase of \$462.08 per month. This will be the base rent until 12/32/28.
6. 2024 CAM fees (Cambridge Market fees for property tax and maintenance) are slated to be at \$3,927.70. 2022 ended in an excess of 1,947.90; which was put on p1 p & l as a credit. CAM was \$7.50 per square foot since 2016. 2023 & 2024 sit at \$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 1 is \$22,130.
10. Anticipated bonuses were paid in Period 1 = \$5,561. 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 2024.

Deano's Grill & Tapworks  
Inventory Statement

Period 1

11701 Food Other	5951.78
11702 Meat	1989.91
11703 Seafood	419.18
11704 Poultry	967.94
11705 Produce	954.02
11706 Dairy	1526.69
11712 Beverage	1826.74
Total Food	13636.26
11707 Liquor	4687.53
11709 Beer	8422.56
11710 Wine	1082.27
11711 Non Alc	945.79
Total Liq	15138.15



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

	Period 13	Period 1 Difference	Up or Down	Explanation
Meat	5.28	5.39	-0.11	Up
Seafood	2.33	2.73	-0.4	Up
Chicken	4.48	5.09	-0.61	Up
Produce	2.82	3.22	-0.4	Up
Food Other	10.09	10.14	-0.05	Up
Dairy	3.88	3.85	0.03	Down
Beverage	2.24	1.3	0.94	Down
Total Difference	31.12	31.72	-0.6	Up

Cost of Goods Sold - Alcohol

Liquor	24.48	25.39	-0.91	Up	Prices need to increase on p2
Beer	30.48	31.79	-1.31	Up	Prices need to increase on p2
Wine	26.02	24.93	1.09	Down	
Non-Alcoholic	2.21	2.18	0.03	Down	
Total Difference	29.2	30.16	-0.96	Up	

Operating Supplies

Repair & Maintenance

Uniforms & Linen

ODO

General Administration

Over & Short

Utilities

Operating Supplies	9250	7187	2063	Down
Repair & Maintenance	8392	7324	1068	Down
Uniforms & Linen	1813	2720	-907	Up
ODO	2081	954	1127	Down
General Administration	4703	5858	-1155	Up
Over & Short	0	64	-64	Up
Utilities	7223	7149	74	Down

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# ◆ DEANO'S ◆

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## GRILL & TAPWORKS

Discrepancies Report Total

Period 1 2024

GTR	A/P	PAY	EOP	Total
0	1	0	0	1

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# ◆ DEANO'S ◆

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## GRILL & TAPWORKS

### Voids Statement

Managers	Period 1
Stephan Buchannan	631.55
Ashleigh Richards	524.30
Jordan McKenzie	467.80
Megan Kelley	100.72
Macy Catlin	423.96
Total	2148.33

Deano's	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Period 1		182264	148952	163010	177577	176810	187695	196815	188665	202424	273921	241702
Period 2		175843	146705	219544	190718	178325	188122	189033	188201	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	148052	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	189844	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	241702

