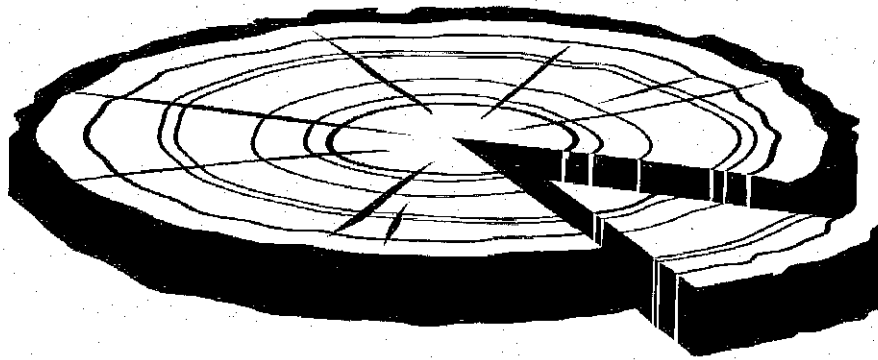


OAK & PINE



WOOD FIRED PIZZERIA & WINE BAR

FINANCIAL HIGHLIGHTS

PERIOD 1 2024

OAK & PIE

INDEX

1. Current Period P & L
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Period 1 Oak and Pie 301 Wichita		
Weekly AVG.	Budget \$48,214	
Total Food & Beverage Sales	163,921	85.0%
Retail Sales	0	0.0%
Liquor Sales	11,996	6.2%
Beer Sales	8,090	4.2%
Wine Sales	8,847	4.6%
Total Alcohol Sales	28,933	15.0%
Total Sales	192,855	100.0%
Meat	5,086	3.1%
Seafood	1,660	1.0%
Poultry	3,900	2.4%
Produce	4,827	2.9%
Food Other	13,994	8.5%
Dairy	10,986	6.7%
Beverage	4,353	2.7%
Total Food Cost	44,806	27.3%
Liquor	2,812	23.4%
Beer	2,980	36.8%
Wine	3,344	37.8%
Non-Alcohol	1,377	4.8%
Total Alcohol Cost	10,513	36.3%
Total COS	55,319	28.7%
Total Gross Profit	137,536	71.3%
Service Labor	6,177	3.2%
Kitchen Labor	26,531	13.8%
Bar Labor	0	0.0%
Training Labor	755	0.4%
Management Labor	18,609	9.6%
Vacation	0	0.0%
Bonuses	3,718	1.9%
Taxes	7,842	4.1%
Benefits	4,088	2.1%
Workers Comp.	1,376	0.7%
Total Labor Before Comps	69,096	35.8%
Employee Comps 3,4,8	2,397	1.2%
Total Labor	71,493	37.1%
Operating Supplies	3,514	1.8%
R&M	3,068	1.6%
Uniforms/Linen	1,419	0.7%
Credit Card Fees	7,568	3.9%
ODO	362	0.2%
General Administration	2,607	1.4%
Cash O/S	180	0.1%
Telephone	0	0.0%
Utilities	3,725	1.9%
Promo Comps 2,5,6,7	6,167	3.2%
Other Income	0	0.0%
Total Other	28,611	14.8%
Total Controllable Income	37,432	19.4%
Advertising	3,157	1.6%
In House Promo	1,462	0.8%
Total Promo/Advertising	4,619	2.4%
Marginal Income	32,813	17.0%
Rent Base	9,881	5.1%
Rent-Percentage	0	0.0%
Licns/Taxes/Property Taxes	4,508	2.3%
Insurance	653	0.3%
Interest Expense	2,437	1.3%
Depreciation	2,429	1.3%
Total Occupancy	19,909	10.3%
Managers In Training	1,250	0.6%
Corporate Manager Fee	5,786	3.0%
Net Income Before Amort	5,869	3.0%
Amortization/PO	0	0.0%
Pre-Tax Income	5,869	3.0%
Depreciation	2,429	1.3%
Amortization/PO	0	0.0%
Capital Improvements	0	0.0%
Principal Payments	0	0.0%
Net Cash Flow	8,298	4.3%
ROI	7.2%	

Mid-Period \$41,129	
70,469	85.7%
0	0.0%
5,125	6.2%
3,630	4.4%
3,033	3.7%
11,789	14.3%
82,258	100.0%
1,862	2.6%
798	1.1%
1,591	2.3%
1,607	2.3%
7,114	10.1%
4,783	6.8%
646	0.9%
18,401	26.1%
966	18.8%
1,145	31.5%
827	27.3%
194	1.6%
3,133	26.6%
21,533	26.2%
60,724	73.8%
2,264	2.8%
11,248	13.7%
332	0.4%
80	0.1%
10,672	13.0%
0	0.0%
2,944	3.6%
5,750	7.0%
1,247	1.5%
313	0.4%
34,850	42.4%
957	1.2%
35,807	43.5%
2,437	3.0%
1,543	1.9%
898	1.1%
4,415	5.4%
317	0.4%
2,306	2.8%
82	0.1%
0	0.0%
1,758	2.1%
1,876	2.3%
0	0.0%
15,630	19.0%
9,287	11.3%
1,476	1.8%
1,733	2.1%
3,209	3.9%
6,078	7.4%
4,941	6.0%
0	0.0%
2,113	2.6%
398	0.5%
1,219	1.5%
1,215	1.5%
9,885	12.0%
625	0.8%
2,468	3.0%
-6,900	-8.4%
0	0.0%
-6,900	-8.4%
1,215	1.5%
0	0.0%
0	0.0%
0	0.0%
0	0.0%
-5,685	-6.9%
-4.9%	

Actual \$42,098	
143,417	85.2%
0	0.0%
10,209	6.1%
7,844	4.7%
6,921	4.1%
24,975	14.8%
168,391	100.0%
4,252	3.0%
1,740	1.2%
3,142	2.2%
3,532	2.5%
13,992	9.8%
9,901	6.9%
1,888	1.3%
38,448	26.8%
2,035	19.9%
2,409	30.7%
1,868	27.0%
480	1.9%
6,791	27.2%
45,239	26.9%
123,152	73.1%
4,374	2.6%
23,188	13.8%
736	0.4%
210	0.1%
21,107	12.5%
0	0.0%
5,888	3.5%
8,777	5.2%
2,722	1.6%
840	0.5%
67,842	40.3%
1,696	1.0%
69,539	41.3%
4,833	2.9%
2,986	1.8%
1,495	0.9%
7,241	4.3%
666	0.4%
3,215	1.9%
-9,827	-5.8%
0	0.0%
4,528	2.7%
3,782	2.2%
0	0.0%
18,919	11.2%
34,694	20.6%
2,952	1.8%
3,089	1.8%
6,041	3.6%
28,653	17.0%
9,882	5.9%
0	0.0%
4,586	2.7%
797	0.5%
2,437	1.4%
2,429	1.4%
20,130	12.0%
1,250	0.7%
5,052	3.0%
2,221	1.3%
0	0.0%
2,221	1.3%
2,429	1.4%
0	0.0%
0	0.0%
0	0.0%
4,650	2.8%
4.0%	

Oak & Pie - Wichita
P & L in detail
Period 1 2024
1/1/2024 to 1/28/2024

SALES

Lunch Sales	\$65,080.53
Dinner Sales	\$103,310.75
Total Lunch and Dinner Sales	\$168,391.28

Liquor Sales	\$10,209.36
Wine Sales	\$6,921.00
Beer Sales	\$7,844.30
Total Alcohol Sales	\$24,974.66

MISC	\$0.00
Customer Count	6159

COMPS

Comp 2	Promo	\$3,358.23
Comp 5	Online	\$0.00
Comp 6	Walk	\$149.89
Comp 7	Liquor	\$259.49
Total Comp 2,5,6, & 7		\$3,767.61

Comp 3	Manager	\$647.33
Comp 4	Employee	\$973.77
Comp 8	Trainer	\$74.99
Comp 9	White	\$2,585.37 > in house promo
Total Comp 3,4, 8, & 9		\$2,133.00

EXPENSES

Corporate Officer fee	\$5,052.00
Manager Health Insurance	\$519.82
R & M	\$2,986.00

2024				
Oak and Pie 301	Budget		Actual	
	\$48,059		140,333	
Total Food & Beverage Sales	2,121,287	84.9%	143,417	85.2%
Retail Sales	0	0.0%	0	0.0%
Liquor Sales	149,570	6.0%	10,209	6.1%
Beer Sales	110,480	4.4%	7,844	4.7%
Wine Sales	117,744	4.7%	6,921	4.1%
Total Alcohol Sales	377,795	15.1%	24,975	14.8%
Total Sales	2,499,082	100.0%	168,391	100.0%
Meat	67,403	3.2%	4,252	3.0%
Seafood	27,849	1.3%	1,740	1.2%
Poultry	62,486	2.9%	3,142	2.2%
Produce	65,359	3.1%	3,532	2.5%
Food Other	196,510	9.3%	13,992	9.8%
Dairy	148,594	7.0%	9,901	6.9%
Beverage	28,525	1.3%	1,888	1.3%
Total Food Cost	596,727	28.1%	38,448	26.8%
Liquor	32,910	22.0%	2,035	19.9%
Beer	34,678	31.4%	2,409	30.7%
Wine	36,924	31.4%	1,868	27.0%
Non-Alcohol	6,533	1.7%	480	1.9%
Total Alcohol Cost	111,046	29.4%	6,791	27.2%
Total COS	707,773	28.3%	45,239	26.9%
Total Gross Profit	1,791,310	71.7%	123,152	73.1%
Service Labor	65,687	2.6%	4,374	2.6%
Kitchen Labor	302,635	12.1%	23,188	13.8%
Bar Labor	5,397	0.2%	738	0.4%
Training Labor	30,941	1.2%	210	0.1%
Management Labor	295,726	11.8%	21,107	12.5%
Vacation	0	0.0%	0	0.0%
Bonuses	38,686	1.5%	5,888	3.5%
Taxes	118,980	4.8%	8,777	5.2%
Benefits	28,071	1.1%	2,722	1.6%
Workers Comp.	8,254	0.3%	840	0.5%
Total Labor Before Comps	894,377	35.8%	67,842	40.3%
Employee Comps 3,4,8	24,835	1.0%	1,698	1.0%
Total Labor	919,212	36.8%	69,539	41.3%
Operating Supplies	86,248	3.5%	4,833	2.9%
R&M	55,813	2.2%	2,986	1.8%
Uniforms/Linen	24,801	1.0%	1,495	0.9%
Credit Card Fees	83,130	3.3%	7,241	4.3%
ODO	7,577	0.3%	666	0.4%
General Administration	39,842	1.6%	3,215	1.9%
Cash O/S	400	0.0%	(9,827)	-5.8%
Telephone	0	0.0%	0	0.0%
Utilities	62,316	2.5%	4,528	2.7%
Promo Comps 2,5,6,7	49,974	2.0%	3,782	2.2%
Other Income	0	0.0%	0	0.0%
Total Other	410,100	16.4%	18,919	11.2%
Total Controllable Income	481,998	18.5%	34,694	20.6%
Advertising	38,097	1.5%	2,952	1.8%
In House Promo	36,004	1.4%	3,088	1.8%
Total Promo/Advertising	74,101	3.0%	6,041	3.6%
Marginal Income	387,898	15.5%	28,653	17.0%
Rent Base	118,578	4.7%	9,882	5.9%
Rent-Percentage	0	0.0%	0	0.0%
Licns/Taxes/Property Taxes	53,525	2.1%	4,586	2.7%
Insurance	8,140	0.3%	797	0.5%
Intrest Expense	29,244	1.2%	2,437	1.4%
Depreciation	31,577	1.3%	2,429	33.5%
Total Occupancy	241,065	9.6%	20,130	12.0%
Managers In Training	16,250	0.7%	1,250	0.7%
Corporate Manager Fee	74,972	3.0%	5,052	3.0%
Net Income Before Amort	55,611	2.2%	2,221	1.3%
Amortization/PO	0	0.0%	0	0.0%
Pre-Tax Income	55,611	2.2%	2,221	1.3%
Depreciation	31,577	1.3%	2,429	1.4%
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	87,188	3.5%	4,650	2.8%
ROI	\$8%			

	YTD	Total Food & Beverage Sales	
85.2%	143,417	\$143,417	85.2%
0.0%	0	\$0	0.0%
6.1%	10,209	\$10,209	6.1%
4.7%	7,844	\$7,844	4.7%
4.1%	6,921	\$6,921	4.1%
14.8%	24,975	\$24,975	14.8%
100.0%	169,391	\$169,391	100.0%
3.0%	4,252	\$4,252	3.0%
1.2%	1,740	\$1,740	1.2%
2.2%	3,142	\$3,142	2.2%
2.5%	3,532	\$3,532	2.5%
9.8%	13,992	\$13,992	9.8%
6.9%	9,901	\$9,901	6.9%
1.3%	1,888	\$1,888	1.3%
26.8%	38,448	\$38,448	26.8%
19.9%	2,035	\$2,035	19.9%
30.7%	2,409	\$2,409	30.7%
27.0%	1,868	\$1,868	27.0%
1.9%	480	\$480	1.9%
27.2%	6,791	\$6,791	27.2%
26.9%	45,239	\$45,239	26.9%
73.1%	123,152	\$123,152	73.1%
2.6%	4,374	\$4,374	2.6%
13.8%	23,188	\$23,188	13.8%
0.4%	736	\$736	0.4%
0.1%	210	\$210	0.1%
12.5%	21,107	\$21,107	12.5%
0.0%	0	\$0	0.0%
3.5%	5,888	\$5,888	3.5%
5.2%	8,777	\$8,777	5.2%
1.6%	2,722	\$2,722	1.6%
0.5%	840	\$840	0.5%
40.3%	67,842	\$67,842	40.3%
1.0%	1,696	\$1,696	1.0%
41.3%	69,539	\$69,539	41.3%
2.9%	4,833	\$4,833	2.9%
1.8%	2,986	\$2,986	1.8%
0.9%	1,495	\$1,495	0.9%
4.3%	7,241	\$7,241	4.3%
0.4%	666	\$666	0.4%
1.9%	3,215	\$3,215	1.9%
-5.8%	(9,877)	-\$9,877	-5.8%
0.0%	0	\$0	0.0%
2.7%	4,528	\$4,528	2.7%
2.2%	3,782	\$3,782	2.2%
0.0%	0	\$0	0.0%
11.2%	18,919	\$18,919	11.2%
20.6%	34,694	\$34,694	20.6%
1.8%	2,952	\$2,952	1.8%
1.8%	3,089	\$3,089	1.8%
3.6%	6,041	\$6,041	3.6%
17.0%	28,653	\$28,653	17.0%
5.9%	9,882	\$9,882	5.9%
0.0%	0	\$0	0.0%
2.7%	4,586	\$4,586	2.7%
0.5%	797	\$797	0.5%
1.4%	2,437	\$2,437	1.4%
33.5%	2,429	\$2,429	33.5%
12.0%	20,130	\$20,130	12.0%
0.7%	1,250	\$1,250	0.7%
3.0%	5,052	\$5,052	3.0%
1.3%	2,221	\$2,221	1.3%
0.0%	0	\$0	0.0%
1.3%	2,221	\$2,221	1.3%
1.4%	2,429	\$2,429	1.4%
0.0%	0	\$0	0.0%
0.0%	0	\$0	0.0%
0.0%	0	\$0	0.0%
2.8%	4,650	\$4,650	2.8%

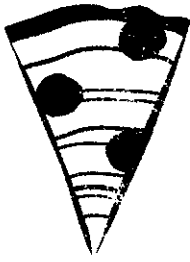


Financial Statement

Period 1 Accounting Policies

1. Accounting Periods – The accounting periods are 13 four-week periods ending on Sunday.
Period 1: January 1, 2024 - January 28, 2024.
2. Fixed assets – Leasehold improvements are depreciated using the straight-line method over 17 years. Furniture, fixtures, and equipment will be depreciated using the straight-line method over 7 years.
3. There are no tax and book differences at the year's end.
4. Payroll EMPLOYER taxes. They currently sit at the following:
 - FUTA ER 0.6%
 - MED ER 1.45%
 - SOC SEC ER 6.2%
 - KANSAS SUI ER 1.11%
5. Preopening costs totaled \$1,077,338.73.
6. Rent is paid to Greenwich Investment group.
Rent Payment: \$9,881.67 NNN (2024): \$4,585.58 (increase of \$359.33/month)
7. The loan is paid to Legacy Bank for the preopening expenses is PAID OFF as of 2021.

Amount of the loan:	\$500,000
Maturity dates:	12/16/21
Interest rates:	5.5%
Origination dates:	12/16/16
Monthly payment is:	\$0
8. Corporate Management fee is based on 3% of total sales.
9. Anticipated bonuses were paid in Period 1
This totaled \$5,888 on the bonus line of this P & L.
10. Investor black cards were mailed from A & M Management.
11. The total gain in Period 1: \$4,650



Inventory Statement

Period 1

11701 Food	8155.99
11702 Meat	1713.14
11703 Seafood	269.57
11704 Poultry	507.68
11705 Produce	1878.29
11706 Dairy	2388.37
11712 Beverage	2584.83
Total Food	17497.87
11707 Liquor	2344.09
11709 Beer	2111.57
11710 Wine	2310.09
11711 Non Alc	605.83
Total Liq	7371.58

Oak & Pie- Wichita
 Cost of Goods Sold - Food

	Period 13	Period 1 Difference	Up or Down	Explanation
Meat	2.97	2.97	0	Same
Seafood	1.02	1.21	-0.19	Up
Chicken	2.12	2.19	-0.07	Up
Produce	2.59	2.46	0.13	Down
Food Other	8.3	9.76	-1.46	Up pizza dough
Dairy	7.14	6.9	0.24	Down
Beverage	0.9	1.32	-0.42	Up
Total Difference	25.04	26.81	-1.77	Up

Cost of Goods Sold - Alcohol

Liquor	19.66	19.93	-0.27	Up
Beer	31.89	30.71	1.18	Down
Wine	30.85	26.99	3.86	Down No open bottles
Non-Alcoholic	1.57	1.92	-0.35	Up
Total Difference	28.14	27.19	0.95	Down

Operating Supplies

Repair & Maintenance

Uniforms & Linen

ODO

General Administration

Over & Short

Utilities

Operating Supplies	6661	4833	1828	Down
Repair & Maintenance	4466	2986	1480	Down
Uniforms & Linen	1149	1495	-346	Up
ODO	1104	666	438	Down
General Administration	5351	3215	2136	Down
Over & Short	0	0	0	Same
Utilities	5027	-9827	14854	Down

OAK&PIE

Discrepancy Report Total
Period 1 2024

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

OAK & PIE



Voids Statement

<u>Managers</u>	<u>Period 1</u>
Zachary Agnew	214.88
Alexa Muller	319.03
Michelle Strasser	486.70
Branden Lummus	89.43
<u>Total</u>	<u>1110.04</u>

Oak & Pie	2017	2018	2019	2020	2021	2022	2023	2024
Period 1		118444	113709	120968	128615	154901	192855	168391
Period 2		122408	117262	117077	130273	172492	192075	
Period 3		122049	119703	105652	172678	193450	216732	
Period 4		119018	114270	47647	169749	184795	193304	
Period 5		114687	138623	63558	177800	203320	206139	
Period 6	211187	119487	133139	118163	198307	201694	209248	
Period 7	173245	117294	118585	117233	182815	175820	193619	
Period 8	160421	122847	129051	118301	187703	207847	198403	
Period 9	144819	111119	122600	128092	171994	200270	173317	
Period 10	125260	107485	115729	128353	165346	184196	184511	
Period 11	130319	111254	114120	123515	174697	180790	184925	
Period 12	131267	115750	113178	104650	164294	174589	179366	
Period 13	127797	127334	120773	117797	177608	251668	207758	

