



◆ DEANO'S ◆

GRILL & TAPWORKS

Financial Highlights

PERIOD 2 2024

Deano's Grill & Tapworks

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Period 2
Deano's Grill and Tapworks 101
Wichita

Weekly AVG.	Budget \$62,944	
Total Food & Beverage Sales	154,541	61.4%
Retail Sales	0	0.0%
Liquor Sales	48,582	19.3%
Beer Sales	43,848	17.4%
Wine Sales	4,807	1.8%
Total Alcohol Sales	97,236	38.6%
Total Sales	251,777	100.0%
Meat	7,425	4.8%
Seafood	4,174	2.7%
Poultry	6,999	4.5%
Produce	4,454	2.9%
Food Other	13,408	8.7%
Dairy	6,210	4.0%
Beverage	2,274	1.5%
Total Food Cost	44,944	29.1%
Liquor	11,771	24.2%
Beer	14,895	34.0%
Wine	1,765	36.7%
Non-Alcohol	1,825	1.9%
Total Alcohol Cost	30,256	31.1%
Total COS	75,200	28.9%
Total Gross Profit	176,577	70.1%
Service Labor	6,230	2.5%
Kitchen Labor	23,767	9.4%
Bar Labor	1,034	0.4%
Training Labor	354	0.1%
Management Labor	7,234	2.9%
Vacation	0	0.0%
Bonuses	5,462	2.2%
Taxes	10,980	4.4%
Benefits	5,816	2.3%
Workers Comp.	386	0.1%
Total Labor Before Comps	61,303	24.3%
Employee Comps 3,4,8	1,880	0.7%
Total Labor	63,183	25.1%
Operating Supplies	8,561	3.4%
R&M	5,731	2.3%
Uniforms/Linen	1,924	0.8%
Credit Card Fees	9,813	3.9%
ODO	1,142	0.5%
General Administration	2,448	1.0%
Cash O/S	-134	-0.1%
Telephone	0	0.0%
Utilities	8,313	3.3%
Promo Comps 2,5,6,7	2,885	1.1%
Other Income	0	0.0%
Total Other	40,684	16.2%
Total Controllable Income	72,710	28.9%
Advertising	2,913	1.2%
In House Promo	2,584	1.0%
Total Promo/Advertising	5,497	2.2%
Marginal Income	67,213	26.7%
Rent Base	6,238	2.5%
Rent-Percentage	1,139	0.5%
Licns/Taxes/Property Taxes	3,928	1.6%
Insurance	600	0.2%
Interest Expense	0	0.0%
Depreciation	2,429	1.0%
Total Occupancy	14,334	5.7%
Managers In Training	1,250	0.5%
Corporate Manager Fee	7,553	3.0%
Net Income Before Amort	44,076	17.5%
Amortization/PO	0	0.0%
Pre-Tax Income	44,076	17.5%
Depreciation	2,429	1.0%
Amortization/PO	0	0.0%
Capital Improvements	0	0.0%
Principal Payments	0	0.0%
Net Cash Flow	46,505	18.5%

Mid-Period \$59,118	
73,972	62.6%
0	0.0%
24,060	20.3%
17,961	15.2%
2,243	1.9%
44,264	37.4%
118,236	100.0%
4,010	5.4%
1,679	2.3%
3,395	4.6%
2,624	3.5%
8,066	10.9%
2,954	4.0%
1,401	1.9%
24,138	32.6%
5,729	23.8%
6,020	33.5%
535	23.8%
682	1.5%
12,966	29.3%
37,104	31.4%
81,132	68.6%
2,847	2.4%
11,265	9.5%
554	0.5%
280	0.2%
8,175	6.9%
0	0.0%
221	0.2%
5,284	4.5%
2,017	1.7%
201	0.2%
30,844	26.1%
1,264	1.1%
32,107	27.2%
3,372	2.9%
2,141	1.8%
1,149	1.0%
3,543	3.0%
485	0.4%
3,182	2.7%
82	0.1%
0	0.0%
3,251	2.7%
1,555	1.3%
0	0.0%
18,741	15.9%
36,284	25.6%
1,502	1.3%
1,393	1.2%
2,895	2.4%
27,389	23.2%
3,350	2.8%
409	0.3%
1,964	1.7%
330	0.3%
0	0.0%
1,215	1.0%
7,267	6.1%
625	0.5%
3,547	3.0%
15,950	13.5%
0	0.0%
15,950	13.5%
1,215	1.0%
0	0.0%
0	0.0%
0	0.0%
17,164	14.5%

Actual \$61,318	
153,969	62.8%
0	0.0%
49,880	20.3%
37,169	15.2%
4,254	1.7%
91,303	37.2%
245,272	100.0%
8,222	5.3%
4,274	2.8%
6,739	4.4%
4,843	3.1%
16,057	10.4%
5,811	3.6%
1,907	1.2%
47,654	31.0%
11,602	23.3%
10,044	27.0%
998	23.4%
1,607	1.8%
24,251	26.6%
71,905	29.3%
173,367	70.7%
5,946	2.4%
22,352	9.1%
1,082	0.4%
669	0.3%
19,048	7.8%
0	0.0%
4,401	1.8%
10,658	4.3%
5,230	2.1%
401	0.2%
69,788	28.5%
2,946	1.2%
72,734	29.7%
8,515	3.5%
4,032	1.6%
2,383	1.0%
7,087	2.9%
1,485	0.6%
4,989	2.0%
181	0.1%
0	0.0%
7,484	3.1%
3,535	1.4%
0	0.0%
39,691	16.2%
60,942	24.8%
3,004	1.2%
3,098	1.3%
6,101	2.5%
54,841	22.4%
6,700	2.7%
817	0.3%
3,928	1.0%
661	0.3%
0	0.0%
2,429	1.0%
14,535	5.9%
2,052	0.8%
7,358	3.0%
30,896	12.6%
0	0.0%
30,896	12.6%
2,429	1.0%
0	0.0%
982	0.4%
0	0.0%
32,344	13.2%

-4%
-1.9%
2%
4.6%
-2%
0.6%
-2%
4.6%
-4%
-4.3%
-4%
-5.3%

Deano's Grill & Tapworks - Wichita
P & L in detail
Period 2 2024
1/29/2024 to 2/25/2024

SALES

Lunch Sales	\$94,537.57
Dinner Sales	\$150,734.33
Total Lunch and Dinner Sales	\$245,271.90

Liquor Sales	\$49,879.93
Wine Sales	\$4,254.00
Beer Sales	\$37,169.35
Total Alcohol Sales	\$91,303.28

MISC	\$0.00
Customer Count	11014

COMPS

Comp 2	Promo	\$2,815.93
Comp 5	XDINE	\$0.00
Comp 6	Walk	\$67.56
Comp 7	Liquor	\$651.42
Total Comp 2,5,6, & 7		\$3,534.91

Comp 3	Manager	\$1,344.92
Comp 4	Employee	\$1,353.81
Comp 8	Trainer	\$247.40
Comp 9	Hype/Investor	\$2,549.77
Total Comp 3,4, & 8 & in house promo		\$5,495.90

EXPENSES

Corporate Officer fee	\$7,358.00
Manager Health Insurance	\$595.80
R & M	\$4,032.00

2024				
Deano's Grill and Tapworks 101	Budget		Actual	
	\$61,673		40581	
Total Food & Beverage Sales	1,974,427	61.6%	300,768	61.8%
Retail Sales	110	0.0%	0	0.0%
Liquor Sales	660,611	20.6%	102,125	21.0%
Beer Sales	474,961	14.8%	75,750	15.6%
Wine Sales	96,879	3.0%	8,332	1.7%
Total Alcohol Sales	1,232,452	38.4%	185,206	38.2%
Total Sales	3,206,988	100.0%	486,974	100.0%
Meat	100,871	5.1%	16,128	5.4%
Seafood	50,644	2.6%	8,275	2.8%
Poultry	92,228	4.7%	14,214	4.7%
Produce	64,991	3.3%	9,573	3.2%
Food Other	204,514	10.4%	30,943	10.3%
Dairy	74,967	3.8%	11,257	3.7%
Beverage	30,625	1.6%	3,822	1.3%
Total Food Cost	618,839	31.3%	94,213	31.3%
Liquor	155,934	23.6%	24,869	24.4%
Beer	156,085	32.9%	22,310	29.5%
Wine	16,300	16.8%	2,014	24.2%
Non-Alcohol	26,572	2.2%	3,678	2.0%
Total Alcohol Cost	354,891	28.6%	52,870	28.4%
Total COS	973,730	30.4%	147,083	30.2%
Total Gross Profit	2,233,258	69.6%	339,891	69.8%
Service Labor	89,546	2.2%	11,863	2.4%
Kitchen Labor	309,748	9.7%	46,053	9.5%
Bar Labor	13,448	0.4%	2,084	0.4%
Training Labor	7,624	0.2%	1,338	0.3%
Management Labor	262,112	8.2%	38,371	7.9%
Vacation	2,106	0.1%	0	0.0%
Bonuses	54,217	1.7%	9,962	2.0%
Taxes	128,237	4.0%	21,100	4.3%
Benefits	55,565	1.7%	10,363	2.1%
Workers Comp.	5,744	0.2%	803	0.2%
Total Labor Before Comps	908,347	28.3%	141,937	29.1%
Employee Comps 3,4,8	24,928	0.8%	4,910	1.0%
Total Labor	933,275	29.1%	146,847	30.2%
Operating Supplies	103,909	3.2%	15,702	3.2%
R&M	58,567	1.8%	11,356	2.3%
Uniforms/Linen	30,738	1.0%	5,103	1.0%
Credit Card Fees	106,838	3.3%	18,095	3.7%
ODO	13,944	0.4%	2,440	0.5%
General Administration	40,220	1.3%	10,847	2.2%
Cash O/S	347	0.0%	245	0.1%
Telephone	0	0.0%	0	0.0%
Utilities	100,114	3.1%	14,633	3.0%
Promo Comps 2,5,6,7	38,345	1.2%	6,916	1.4%
Other Income	0	0.0%	0	0.0%
Total Other	493,021	15.4%	85,336	17.5%
Total Controllable Income	806,962	25.2%	107,708	22.1%
Advertising	46,222	1.4%	5,956	1.2%
In House Promo	37,773	1.2%	5,891	1.2%
Total Promo/Advertising	83,994	2.6%	11,846	2.4%
Marginal Income	722,968	22.5%	95,862	19.7%
Rent Base	76,323	2.4%	13,400	2.8%
Rent-Percentage	10,751	0.3%	1,666	0.4%
Lions/Taxes/Property Taxes	45,537	1.4%	5,908	1.2%
Insurance	7,283	0.2%	1,321	0.3%
Interest Expense	0	0.0%	0	0.0%
Depreciation	31,577	1.0%	4,858	26.8%
Total Occupancy	171,471	5.3%	27,354	5.6%
Managers In Training	16,250	0.5%	3,302	0.7%
Corporate Manager Fee	96,210	3.0%	14,609	3.0%
Net Income Before Amort	439,037	13.7%	50,597	10.4%
Amortization/PO	0	0.0%	0	0.0%
Pre-Tax Income	439,037	13.7%	50,597	10.4%
Depreciation	31,577	1.0%	4,858	1.0%
Amortization/PO	0	0.0%	0	0.0%
Capital Improvements	0	0.0%	982	0.2%
Principal Payments	0	0.0%	0	0.0%
Net Cash Flow	470,614	14.7%	54,474	11.2%
ROI		1	28%	

Deano's Grill and Tapworks 101
2024
Wichita

	Actual YTD	Period 1	Period 2
61.8%	300,768	\$146,808	\$153,960
0.0%	0	\$0	0
21.0%	102,125	\$52,245	49,880
15.6%	75,750	\$38,381	37,369
7%	8,532	\$4,078	4,454
38.2%	186,206	\$94,903	\$91,303
100.0%	485,974	\$241,021	244,953
5.4%	16,128	\$7,907	8,222
2.8%	8,275	\$4,001	4,274
4.7%	14,214	\$7,475	6,739
3.2%	9,573	\$4,730	4,843
10.3%	30,943	\$14,868	16,075
3.7%	11,257	\$5,646	5,611
1.3%	3,822	\$1,915	1,907
31.3%	94,213	46,559	47,654
24.4%	24,869	\$13,267	11,602
29.5%	22,310	\$12,265	10,044
24.2%	2,014	\$1,017	998
2.0%	3,678	\$2,070	1,607
28.4%	52,870	28,619	24,251
30.2%	147,883	75,178	72,705
69.8%	335,891	166,525	173,367
2.4%	11,963	\$5,917	5,946
9.5%	46,053	\$23,700	22,352
0.4%	2,084	\$1,003	1,082
0.3%	1,336	\$668	669
7.5%	38,371	\$19,323	19,048
0.0%	0	\$0	0
2.0%	9,962	\$5,561	4,401
4.2%	21,100	\$10,442	10,658
2.1%	10,363	\$5,133	5,230
0.2%	803	\$401	401
29.1%	141,937	72,146	69,791
1.0%	4,910	1,964	2,946
30.2%	146,847	74,113	72,734
3.2%	15,702	\$7,187	8,515
2.3%	11,356	\$5,324	4,032
1.0%	5,103	\$2,720	2,383
3.7%	18,095	\$11,008	7,087
0.5%	2,440	\$954	1,485
2.2%	10,847	\$5,858	4,989
0.1%	245	\$64	181
0.0%	0	\$0	0
3.0%	14,633	\$7,149	7,484
1.4%	6,916	\$3,381	3,535
0.0%	0	\$0	0
17.5%	85,336	45,643	39,691
22.1%	107,708	46,766	60,942
1.2%	5,956	\$2,852	3,104
1.2%	5,891	\$2,793	3,098
2.4%	11,846	\$5,745	6,101
19.7%	95,862	41,021	54,841
2.8%	13,400	\$6,700	6,700
0.4%	1,866	\$1,049	817
1.2%	5,908	\$1,981	3,928
0.3%	1,321	\$661	661
0.0%	0	\$0	0
26.8%	4,858	\$2,429	2,429
5.6%	27,354	12,819	14,535
0.7%	3,302	\$1,230	2,072
3.0%	14,609	\$7,231	7,378
10.4%	50,597	19,701	30,896
0.0%	0	\$0	0
10.4%	50,597	19,701	30,896
1.0%	4,858	\$2,429	2,429
0.0%	0	\$0	0
0.2%	982	\$0	982
0.0%	0	\$0	0
11.2%	54,474	\$22,139	32,344
		19.2%	28.8%

Deano's Grill & Tapworks – Wichita

Notes to Financial Statements

Period 2

Accounting Policies

1. Accounting Periods – The accounting periods are 13 four week periods ending on Sunday. **This particular period (Period 2) started January 29, 2024 and February 25, 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 2 is \$32,344.
10. Anticipated bonuses were paid in Period 2 = \$4,401. 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 2

11701 Food Other	4841.95
11702 Meat	2403.25
11703 Seafood	547.48
11704 Poultry	1151.76
11705 Produce	1286.62
11706 Dairy	1283.70
11712 Beverage	1541.20
Total Food	13055.96
11707 Liquor	4956.35
11709 Beer	9830.01
11710 Wine	1026.65
11711 Non Alc	990.48
Total Liq	16803.49

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

	Period 1	Period 2 Difference	Up or Down	Explanation
Meat	5.39	5.34	0.05	Down
Seafood	2.73	2.78	-0.05	Up
Chicken	5.09	4.38	0.71	Down Menu price change for wings.
Produce	3.22	3.15	0.07	Down
Food Other	10.14	10.43	-0.29	Up
Dairy	3.85	3.64	0.21	Down
Beverage	1.3	1.24	0.06	Down
Total Difference	31.72	30.96	0.76	Down
Cost of Goods Sold - Alcohol				
Liquor	25.39	23.26	2.13	Down 3 bartenders were fired.
Beer	31.79	27.02	4.77	Down Ashleigh took care of business.
Wine	24.93	23.45	1.48	Down
Non-Alcoholic	2.18	1.76	0.42	Down
Total Difference	30.16	26.56	3.6	Down
Operating Supplies	7187	8515	-1328	Up
Repair & Maintenance	7324	4032	3292	Down
Uniforms & Linen	2720	2383	337	Down
ODO	954	1485	-531	Up
General Administration	5858	4989	869	Down
Over & Short	64	181	-117	Up
Utilities	7149	7484	-335	Up

◆ DEANO'S ◆

GRILL & TAPWORKS

Discrepancies Report Total

Period 2 2024

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

◆ DEANO'S ◆

GRILL & TAPWORKS

Voids Statement

Managers	Period 2
Stephan Buchannan	1292.28
Ashleigh Richards	554.95
Jordan McKenzie	121.91
Megan Kelley	27.13
Macy Catlin	569.87
Total	2566.14

Deano's	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
Period 1		182264	148952	163010	177577	176810	187695	196815	168665	202424	273921	241702
Period 2		175843	146705	219544	190718	178325	188122	189033	168201	206652	251777	245272
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	486974

