



◆ DEANO'S ◆

GRILL & TAPWORKS

Financial Highlights

PERIOD 3 2024

Deano's Grill & Tapworks

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Period 3			Deano's Grill and Tapworks 101					
Wichita			Mid-Period			Actual		
Weekly AVG.			\$65,367			\$66,952		
Budget								
\$71,769								
Total Food & Beverage Sales	171,996	59.9%	83,196	63.6%		170,284	63.6%	
Retail Sales	0	0.0%	0	0.0%		0	0.0%	
Liquor Sales	57,751	20.1%	26,226	20.1%		52,930	19.8%	
Beer Sales	51,750	18.0%	19,242	14.7%		40,395	15.1%	
Wine Sales	5,590	1.9%	2,071	1.6%		4,199	1.6%	
Total Alcohol Sales	115,091	40.1%	47,539	36.4%		97,523	36.4%	
Total Sales	287,077	100.0%	130,734	100.0%		267,807	100.0%	
Meal	7,085	4.1%	4,634	5.6%		11,165	6.6%	
Seafood	4,855	2.8%	1,820	2.2%		3,992	2.3%	
Poultry	7,289	4.2%	3,803	4.6%		7,876	4.6%	
Produce	4,630	2.7%	2,712	3.3%		5,646	3.3%	
Food Other	18,424	10.7%	8,040	9.7%		16,778	9.9%	
Dairy	8,869	4.0%	2,713	3.3%		5,885	3.3%	
Beverage	1,838	1.1%	1,178	1.4%		2,535	1.5%	
Total Food Cost	51,091	29.7%	24,900	29.9%	0%	53,677	31.5%	-1.9%
Liquor	13,833	24.0%	5,700	21.7%		11,850	22.4%	
Beer	16,123	31.2%	7,442	38.7%		14,282	35.4%	
Wine	1,393	25.0%	519	25.1%		1,078	25.7%	
Non-Alcohol	2,364	2.1%	777	1.6%		1,679	1.7%	
Total Alcohol Cost	33,714	29.3%	14,437	30.4%	-1%	28,888	29.6%	-0.3%
Total COS	84,714	29.5%	39,337	30.1%		82,565	30.8%	
Total Gross Profit	202,363	70.5%	91,397	69.9%	-1%	185,242	69.2%	-1.3%
Service Labor	6,291	2.2%	2,990	2.3%		6,084	2.3%	
Kitchen Labor	25,576	8.9%	11,547	8.8%		23,170	8.7%	
Bar Labor	1,103	0.4%	533	0.4%		1,126	0.4%	
Training Labor	493	0.2%	290	0.2%		735	0.3%	
Management Labor	19,867	6.9%	9,391	7.2%		19,981	7.5%	
Vacation	0	0.0%	0	0.0%		0	0.0%	
Bonuses	5,225	1.8%	1,295	1.0%		2,590	1.0%	
Taxes	11,181	3.9%	5,192	4.0%		10,763	4.0%	
Benefits	6,473	2.3%	2,615	2.0%		3,172	1.2%	
Workers Comp.	420	0.1%	272	0.2%		1,021	0.4%	
Total Labor Before Comps	76,628	26.7%	34,125	26.1%		68,642	25.6%	
Employee Comps 3,4,8	2,164	0.8%	1,447	1.1%		3,056	1.1%	
Total Labor	78,792	27.4%	35,572	27.2%	0%	71,697	26.8%	-0.7%
Operating Supplies	6,945	2.4%	4,151	3.2%		7,431	2.8%	
R&M	4,823	1.7%	2,380	1.8%		6,671	2.5%	
Uniforms/Linen	3,347	1.2%	831	0.6%		1,898	0.7%	
Credit Card Fees	8,118	2.8%	3,544	2.7%		8,772	3.3%	
ODO	1,341	0.5%	462	0.4%		1,387	0.5%	
General Administration	2,203	0.8%	2,549	1.9%		3,815	1.4%	
Cash O/S	49	0.0%	83	0.1%		194	0.1%	
Telephone	0	0.0%	0	0.0%		0	0.0%	
Utilities	8,057	2.8%	3,740	2.9%		7,533	2.8%	
Promo Comps 2,5,6,7	3,365	1.2%	1,509	1.2%		2,977	1.1%	
Other Income	0	0.0%	0	0.0%		0	0.0%	
Total Other	38,246	13.3%	19,248	14.7%		40,679	15.2%	0.5%
Total Controllable Income	85,326	29.7%	36,576	28.0%		72,866	27.2%	
Advertising	4,578	1.6%	1,689	1.3%		3,377	1.3%	
In House Promo	5,252	1.8%	1,452	1.1%		3,489	1.3%	
Total Promo/Advertising	9,830	3.4%	3,140	2.4%		6,866	2.6%	
Marginal Income	75,496	26.3%	33,436	25.6%	-1%	65,999	24.6%	-1.7%
Rent Base	6,238	2.2%	3,350	2.6%		6,700	2.5%	
Rent-Percentage	918	0.3%	426	0.3%		853	0.3%	
Licns/Taxes/Property Taxes	3,928	1.4%	1,964	1.5%		3,928	1.5%	
Insurance	600	0.2%	330	0.3%		661	0.2%	
Interest Expense	0	0.0%	0	0.0%		0	0.0%	
Depreciation	2,429	0.8%	1,215	0.9%		2,429	0.9%	
Total Occupancy	14,113	4.9%	7,285	5.6%		14,570	5.4%	
Managers In Training	1,250	0.4%	625	0.5%		1,250	0.5%	
Corporate Manager Fee	8,612	3.0%	3,922	3.0%		8,034	3.0%	
Net Income Before Amort	51,520	17.9%	21,604	16.5%		42,145	15.7%	
Amortization/PO	0	0.0%	0	0.0%		0	0.0%	
Pre-Tax Income	51,520	17.9%	21,604	16.5%		42,145	15.7%	
Depreciation	2,429	0.8%	1,215	0.9%		2,429	0.9%	
Amortization/PO	0	0.0%	0	0.0%		0	0.0%	
Capital Improvements	0	0.0%	491	0.4%		982	0.4%	
Principal Payments	0	0.0%	0	0.0%		0	0.0%	
Net Cash Flow	53,949	18.8%	22,328	17.1%	-2%	43,592	16.3%	-2.5%
ROI	35.1%		19.4%			37.8%		

Deano's Grill & Tapworks - Wichita
P & L in detail
Period 3 2024
2/26/2024 to 3/24/2024

SALES

Lunch Sales	\$102,280.90
Dinner Sales	\$165,526.20
Total Lunch and Dinner Sales	<u>\$267,807.10</u>

Liquor Sales	\$52,929.64
Wine Sales	\$4,198.50
Beer Sales	\$40,394.95
Total Alcohol Sales	<u>\$97,523.09</u>

MISC	\$0.00
Customer Count	11928

COMPS

Comp 2	Promo	\$2,336.39
Comp 5	XDINE	\$0.00
Comp 6	Walk	\$54.45
Comp 7	Liquor	\$586.58
Total Comp 2,5,6, & 7		\$2,977.42

Comp 3	Manager	\$1,489.23
Comp 4	Employee	\$1,262.18
Comp 8	Trainer	\$304.35
Comp 9	Hype/Investor	\$3,153.27
Total Comp 3,4, & 8 & in house promo		\$6,209.03

EXPENSES

Corporate Officer fee	\$8,034.00
Manager Health Insurance	\$595.80
R & M	\$6,671.00

2024				
Deano's Grill and Tapworks 101				
	Budget		Actual	
	\$61,673		62898	
Total Food & Beverage Sales	1,974,427	61.6%	471,052	62.4%
Retail Sales	110	0.0%	0	0.0%
Liquor Sales	660,611	20.6%	155,054	20.5%
Beer Sales	474,961	14.8%	116,145	15.4%
Wine Sales	96,879	3.0%	12,530	1.7%
Total Alcohol Sales	1,232,452	38.4%	283,729	37.6%
Total Sales	3,206,988	100.0%	754,781	100.0%
Meat	100,871	5.1%	27,293	5.8%
Seafood	50,644	2.6%	12,267	2.6%
Poultry	92,228	4.7%	22,091	4.7%
Produce	64,991	3.3%	15,220	3.2%
Food Other	204,514	10.4%	47,720	10.1%
Dairy	74,967	3.8%	16,942	3.6%
Beverage	30,625	1.6%	6,357	1.3%
Total Food Cost	618,839	31.3%	147,890	31.4%
Liquor	155,934	23.6%	36,718	23.7%
Beer	156,085	32.9%	36,591	31.5%
Wine	16,300	16.8%	3,092	24.7%
Non-Alcohol	26,572	2.2%	5,357	1.9%
Total Alcohol Cost	354,891	28.8%	81,758	28.8%
Total COS	973,730	30.4%	229,648	30.4%
Total Gross Profit	2,233,258	69.6%	525,134	69.6%
Service Labor	69,546	2.2%	17,947	2.4%
Kitchen Labor	309,748	9.7%	69,223	9.2%
Bar Labor	13,448	0.4%	3,210	0.4%
Training Labor	7,624	0.2%	2,072	0.3%
Management Labor	262,112	8.2%	58,351	7.7%
Vacation	2,106	0.1%	0	0.0%
Bonuses	54,217	1.7%	12,552	1.7%
Taxes	128,237	4.0%	31,863	4.2%
Benefits	55,565	1.7%	13,536	1.8%
Workers Comp.	5,744	0.2%	1,824	0.2%
Total Labor Before Comps	908,347	28.3%	210,579	27.9%
Employee Comps 3,4,8	24,928	0.8%	7,966	1.1%
Total Labor	933,275	29.1%	218,545	29.0%
Operating Supplies	103,908	3.2%	23,132	3.1%
R&M	58,567	1.8%	18,028	2.4%
Uniforms/Linen	30,738	1.0%	7,001	0.9%
Credit Card Fees	108,838	3.3%	26,867	3.6%
ODO	13,944	0.4%	3,827	0.5%
General Administration	40,220	1.3%	14,662	1.9%
Cash O/S	347	0.0%	439	0.1%
Telephone	0	0.0%	0	0.0%
Utilities	100,114	3.1%	22,166	2.9%
Promo Comps 2,5,6,7	38,345	1.2%	9,893	1.3%
Other Income	0	0.0%	0	0.0%
Total Other	493,021	15.4%	126,015	16.7%
Total Controllable Income	806,962	25.2%	180,574	23.9%
Advertising	46,222	1.4%	9,333	1.2%
In House Promo	37,773	1.2%	9,380	1.2%
Total Promo/Advertising	83,994	2.6%	18,712	2.5%
Marginal Income	722,968	22.5%	161,862	21.4%
Rent Base	76,323	2.4%	20,101	2.7%
Rent-Percentage	10,751	0.3%	2,719	0.4%
Licns/Taxes/Property Taxes	45,537	1.4%	9,836	1.3%
Insurance	7,283	0.2%	1,982	0.3%
Intrest Expense	0	0.0%	0	0.0%
Depreciation	31,577	1.0%	7,287	27.1%
Total Occupancy	171,471	5.3%	41,924	5.6%
Managers In Training	16,250	0.5%	4,552	0.6%
Corporate Manager Fee	96,210	3.0%	22,643	3.0%
Net Income Before Amort	439,037	13.7%	92,742	12.3%
Amortization/PO	0	0.0%	0	0.0%
Pre-Tax Income	439,037	13.7%	92,742	12.3%
Depreciation	31,577	1.0%	7,287	1.0%
Amortization/PO	0	0.0%	0	0.0%
Capital Improvements	0	0.0%	1,963	0.3%
Principal Payments	0	0.0%	0	0.0%
Net Cash Flow	470,614	14.7%	98,066	13.0%
ROI		1.28%		

Deano's Grill and Tapworks 101
2024

	Actual YTD		Period 1		Period 2		Period 3	
	YTD	Wichita	YTD	Wichita	YTD	Wichita	YTD	Wichita
62.4%	471,052	146,800	10.7%	153,969	62.8%	170,284	63.6%	170,284
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
20.5%	155,054	59,245	71.6%	109,809	70.3%	109,809	70.3%	109,809
15.4%	116,145	43,881	16.0%	37,169	15.2%	40,395	15.1%	40,395
1.7%	12,530	34,078	1.7%	4,254	1.7%	4,199	1.6%	4,199
37.6%	283,229	88,193	30.3%	91,303	37.2%	97,523	36.2%	97,523
100.0%	754,728	341,702	100.0%	245,272	100.0%	257,907	100.0%	257,907
5.8%	27,293	37,907	5.4%	8,222	5.3%	11,165	6.6%	11,165
2.6%	12,267	34,801	2.7%	4,274	2.3%	3,992	2.3%	3,992
4.7%	22,091	37,473	3.1%	6,739	4.4%	7,376	4.6%	7,376
3.2%	15,220	31,878	3.2%	4,843	3.1%	5,666	3.3%	5,666
10.1%	47,720	31,888	10.1%	16,057	10.4%	16,778	9.9%	16,778
3.6%	16,942	33,648	3.8%	5,511	3.6%	5,683	3.3%	5,683
1.3%	6,357	1,907	1.2%	1,907	1.2%	2,535	1.5%	2,535
31.4%	147,890	46,589	31.7%	47,634	31.8%	53,677	31.5%	53,677
23.7%	36,718	31,267	25.4%	11,602	23.3%	11,840	22.4%	11,840
31.5%	36,591	31,265	31.8%	10,044	27.0%	14,282	35.4%	14,282
24.7%	9,051	31,017	24.9%	988	23.4%	1,078	25.7%	1,078
1.8%	5,357	32,070	2.2%	1,607	1.8%	1,579	1.7%	1,579
28.8%	81,238	38,819	30.7%	24,251	26.6%	28,888	29.5%	28,888
30.4%	229,658	75,178	31.1%	71,905	29.3%	87,565	30.5%	87,565
69.6%	323,334	166,925	68.9%	173,967	70.7%	185,242	69.2%	185,242
2.4%	17,947	55,917	2.4%	5,946	2.4%	6,084	2.3%	6,084
0.2%	69,223	23,700	0.9%	22,352	0.9%	23,170	0.7%	23,170
0.4%	5,210	31,003	0.4%	1,082	0.4%	1,126	0.4%	1,126
0.3%	2,072	8,668	0.3%	669	0.3%	735	0.3%	735
7.7%	56,351	319,323	8.0%	19,048	7.8%	19,981	7.5%	19,981
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
1.7%	12,552	35,561	2.3%	4,401	1.8%	2,990	1.6%	2,990
4.2%	31,853	310,442	4.3%	10,658	4.3%	10,763	4.0%	10,763
1.6%	13,536	35,133	2.1%	5,230	2.1%	3,172	1.2%	3,172
0.2%	3,824	840	0.2%	401	0.2%	1,021	0.4%	1,021
27.9%	210,579	72,149	29.9%	69,788	28.5%	68,642	25.6%	68,642
3.1%	7,866	1,964	3.2%	2,946	3.2%	3,056	3.1%	3,056
29.0%	218,545	74,113	30.7%	72,734	29.7%	71,697	26.8%	71,697
3.1%	23,122	57,187	3.0%	8,515	3.5%	7,431	2.8%	7,431
2.4%	18,028	37,324	3.0%	4,032	1.6%	6,671	2.5%	6,671
0.9%	7,001	37,720	1.1%	2,383	1.0%	1,898	0.7%	1,898
3.6%	26,867	31,008	4.6%	7,087	2.9%	8,772	3.3%	8,772
0.5%	3,827	8,954	0.4%	1,485	0.6%	1,387	0.5%	1,387
1.9%	14,662	55,858	2.4%	4,969	2.0%	3,815	1.4%	3,815
0.1%	439	864	0.0%	181	0.1%	194	0.1%	194
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
2.9%	22,166	37,149	3.0%	7,484	3.1%	7,533	2.8%	7,533
1.3%	9,893	33,381	1.4%	3,535	1.4%	2,977	1.1%	2,977
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
16.7%	126,015	45,645	18.9%	39,691	16.2%	40,679	18.3%	40,679
23.9%	189,374	46,766	19.3%	60,242	24.8%	72,665	27.4%	72,665
1.2%	9,333	37,952	1.2%	3,004	1.2%	3,377	1.3%	3,377
1.2%	9,380	36,793	1.2%	3,098	1.3%	3,489	1.3%	3,489
2.5%	18,212	57,025	2.4%	6,101	2.5%	6,866	2.6%	6,866
21.4%	161,862	41,051	17.6%	54,841	22.4%	65,998	24.5%	65,998
2.7%	20,101	56,700	2.8%	6,700	2.7%	6,700	2.5%	6,700
0.4%	2,719	31,049	0.4%	817	0.3%	853	0.3%	853
1.3%	9,636	31,981	0.8%	3,928	1.6%	3,928	1.5%	3,928
0.3%	1,982	366	0.3%	661	0.2%	661	0.2%	661
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
22.1%	7,287	32,422	1.0%	2,423	1.0%	2,423	0.9%	2,423
5.6%	41,924	12,819	5.3%	14,533	5.9%	14,570	5.4%	14,570
0.6%	4,552	31,250	0.5%	2,052	0.8%	1,250	0.5%	1,250
3.0%	22,653	37,251	3.0%	7,358	3.0%	8,034	3.0%	8,034
12.3%	92,742	19,701	8.2%	30,896	12.6%	42,145	15.7%	42,145
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
12.3%	92,742	19,701	8.1%	30,896	12.6%	42,145	15.7%	42,145
1.0%	7,287	32,429	1.0%	2,429	1.0%	2,429	0.9%	2,429
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
0.3%	1,903	50	0.4%	982	0.4%	982	0.4%	982
0.0%	0	0	0.0%	0	0.0%	0	0.0%	0
13.0%	98,066	32,139	9.2%	32,344	13.2%	43,582	16.3%	43,582
			19.2%		28.0%		37.8%	

Deano's Grill & Tapworks – Wichita

Notes to Financial Statements

Period 3

Accounting Policies

1. Accounting Periods – The accounting periods are 13 four week periods ending on Sunday. **This particular period (Period 3) started February 26, 2024 and March 24, 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 3 is \$43,592.
10. Anticipated bonuses were paid in Period 3 = \$2,590. 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 3

11701 Food Other	5165.86
11702 Meat	2671.62
11703 Seafood	826.83
11704 Poultry	1439.04
11705 Produce	949.53
11706 Dairy	1161.07
11712 Beverage	1542.11
Total Food	13756.06
11707 Liquor	4911.00
11709 Beer	8412.21
11710 Wine	856.79
11711 Non Alc	1132.63
Total Liq	15312.63

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

	Period 2	Period 3 Difference	Up or Down	Explanation
Meat	5.34	6.56	-1.22	Up
Seafood	2.78	2.34	0.44	Down
Chicken	4.38	4.63	-0.25	Up
Produce	3.15	3.32	-0.17	Up
Food Other	10.43	9.85	0.58	Down
Dairy	3.64	3.34	0.3	Down
Beverage	1.24	1.49	-0.25	Up
Total Difference	30.96	31.53	-0.57	Up

Luis cut and counted inventory.

Cost of Goods Sold - Alcohol

Liquor	23.26	22.39	0.87	Down
Beer	27.02	35.36	-8.34	Up
Wine	23.45	25.66	-2.21	Up
Non-Alcoholic	1.76	1.72	0.04	Down
Total Difference	26.56	29.62	-3.06	Up

Foam and getting rid of Pacifica.

Operating Supplies	8515	7431	1084	Down
Repair & Maintenance	4032	6671	-2639	Up
Uniforms & Linen	2383	1898	485	Down
ODO	1485	1387	98	Down
General Administration	4989	3815	1174	Down
Over & Short	181	194	-13	Up
Utilities	7484	7533	-49	Up

◆ DEANO'S ◆

GRILL & TAPWORKS

Discrepancies Report Total

Period 3 2024

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

◆ DEANO'S ◆

GRILL & TAPWORKS

Voids Statement

Managers	Period 3
Stephan Buchannan	564.14
Ashleigh Richards	958.70
Jordan McKenzie	47.51
Macy Catlin	632.39
Total	2202.74

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	173325	188122	189033	168201	206652	251777	245272
Period 3		180706	156946	163068	193722	190922	195400	160146	204717	242943	287077	267807
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	146062	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	1931738	1946518	2083084	2172010	2255433	1723811	2537634	2913825	3226750	754781

