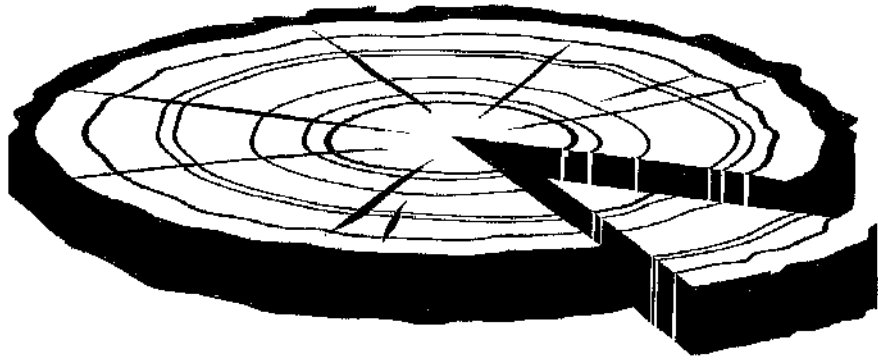


OAK & PINE



WOOD FIRED PIZZERIA & WINE BAR

FINANCIAL HIGHLIGHTS

PERIOD 3 2024

OAK & PIE

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Period 3			Mid-Period			Actual		
Oak and Ple 301								
Wichita								
Weekly AVG.	Budget		Mid-Period		Actual			
	\$54,183		\$52,224		\$50,703			
Total Food & Beverage Sales	184,087	84.5%	88,529	84.8%	173,644	85.6%		
Retail Sales	0	0.0%	0	0.0%	0	0.0%		
Liquor Sales	12,374	5.7%	6,449	6.2%	11,884	5.9%		
Beer Sales	10,233	4.7%	4,794	4.6%	8,710	4.3%		
Wine Sales	10,039	4.6%	4,675	4.5%	8,573	4.2%		
Total Alcohol Sales	32,646	15.1%	15,919	15.2%	29,168	14.4%		
Total Sales	216,732	100.0%	104,447	100.0%	202,812	100.0%		
Meat	6,856	3.7%	2,672	3.0%	5,316	3.1%		
Seafood	2,398	1.3%	1,063	1.2%	2,066	1.2%		
Poultry	5,085	2.8%	1,854	2.1%	3,717	2.1%		
Produce	5,665	3.1%	3,175	3.6%	4,677	2.7%		
Food Other	18,233	9.9%	8,484	9.6%	17,682	10.2%		
Dairy	13,255	7.2%	5,585	6.3%	11,085	6.4%		
Beverage	2,787	1.5%	1,758	2.0%	3,038	1.7%		
Total Food Cost	54,287	29.5%	24,590	27.8%	47,571	27.4%	2.1%	
Liquor	2,594	21.0%	1,400	21.7%	2,462	20.7%		
Beer	3,100	30.3%	1,068	22.3%	2,461	28.3%		
Wine	3,056	30.4%	1,272	27.2%	2,356	27.5%		
Non-Alcohol	393	1.2%	261	1.6%	439	1.5%		
Total Alcohol Cost	9,143	28.0%	4,001	25.1%	7,717	26.5%	1.5%	
Total COGS	63,430	29.3%	28,591	27.4%	55,288	27.3%		
Total Gross Profit	153,302	70.7%	75,856	72.6%	147,524	72.7%	2.0%	
Service Labor	6,087	2.8%	2,336	2.2%	4,936	2.4%		
Kitchen Labor	32,457	15.0%	11,917	11.4%	23,050	11.4%		
Bar Labor	0	0.0%	312	0.3%	633	0.3%		
Training Labor	2,519	1.2%	175	0.2%	548	0.3%		
Management Labor	21,570	10.0%	8,280	7.9%	16,795	8.3%		
Vacation	0	0.0%	0	0.0%	0	0.0%		
Bonuses	3,636	1.7%	2,195	2.1%	4,390	2.2%		
Taxes	10,817	5.0%	4,173	4.0%	8,868	4.4%		
Benefits	3,165	1.5%	1,102	1.1%	2,195	1.1%		
Workers Comp.	623	0.3%	1,321	1.3%	1,704	0.8%		
Total Labor Before Comps	80,875	37.3%	31,809	30.5%	63,116	31.1%		
Employee Comps 3,4,8	1,861	0.9%	729	0.7%	1,649	0.8%		
Total Labor	82,736	38.2%	32,538	31.2%	64,764	31.9%	6.2%	
Operating Supplies	8,108	2.8%	3,002	2.9%	5,787	2.8%		
R&M	3,718	1.7%	1,183	1.1%	3,835	1.9%		
Uniforms/Linen	970	0.4%	402	0.4%	1,005	0.5%		
Credit Card Fees	6,398	3.0%	2,525	2.4%	7,579	3.7%		
ODO	1,865	0.9%	343	0.3%	518	0.3%		
General Administration	2,759	1.3%	1,718	1.6%	3,144	1.6%		
Cash O/S	0	0.0%	74	0.1%	133	0.1%		
Telephone	0	0.0%	0	0.0%	0	0.0%		
Utilities	5,882	2.8%	2,783	2.6%	5,251	2.6%		
Promo Comps 2,5,6,7	4,530	2.1%	1,711	1.6%	3,431	1.7%		
Other Income	0	0.0%	0	0.0%	0	0.0%		
Total Other	32,329	14.9%	13,721	13.1%	30,664	15.1%	2.0%	
Total Controllable Income	38,237	17.6%	29,598	28.3%	52,095	25.7%		
Advertising	3,077	1.4%	1,496	1.4%	2,992	1.5%		
In House Promo	3,588	1.7%	1,196	1.1%	2,509	1.2%		
Total Promo/Advertising	6,665	3.1%	2,692	2.6%	5,501	2.7%		
Marginal Income	31,572	14.6%	26,906	25.8%	46,594	23.0%	8.4%	
Rent Base	9,882	4.6%	4,941	4.7%	9,882	4.9%		
Rent-Percentage	0	0.0%	0	0.0%	0	0.0%		
Licns/Taxes/Property Taxes	4,732	2.2%	2,293	2.2%	4,586	2.3%		
Insurance	653	0.3%	405	0.4%	811	0.4%		
Interest Expense	2,437	1.1%	1,219	1.2%	2,437	1.2%		
Depreciation	2,429	1.1%	1,215	1.2%	2,429	1.2%		
Total Occupancy	20,133	9.3%	10,072	9.6%	20,144	9.9%		
Managers In Training	1,250	0.6%	625	0.6%	1,250	0.6%		
Corporate Manager Fee	6,502	3.0%	3,133	3.0%	6,084	3.0%		
Net Income Before Amort	3,687	1.7%	13,075	12.5%	19,116	9.4%		
Amortization/PO	0	0.0%	0	0.0%	0	0.0%		
Pre-Tax Income	3,687	1.7%	13,075	12.5%	19,116	9.4%		
Depreciation	2,429	1.1%	1,215	1.2%	2,429	1.2%		
Amortization/PO	0	0.0%	0	0.0%	0	0.0%		
Capital Improvements	0	0.0%	0	0.0%	0	0.0%		
Principal Payments	0	0.0%	0	0.0%	0	0.0%		
Net Cash Flow	6,116	2.8%	14,290	13.7%	21,545	10.6%	7.8%	
ROI	5.3%		12.4%		18.7%			

Oak & Pie - Wichita
P & L in detail
Period 3 2024
2/26/2024 to 3/24/2024

SALES

Lunch Sales	\$78,551.56
Dinner Sales	\$124,260.38
Total Lunch and Dinner Sales	\$202,811.94

Liquor Sales	\$11,884.09
Wine Sales	\$8,573.00
Beer Sales	\$8,710.43
Total Alcohol Sales	\$29,167.52

MISC	\$0.00
Customer Count	8144

COMPS

Comp 2	Promo	\$3,120.26
Comp 5	Online	\$0.00
Comp 6	Walk	\$107.38
Comp 7	Liquor	\$203.74
Total Comp 2,5,6, & 7		\$3,431.38

Comp 3	Manager	\$594.41
Comp 4	Employee	\$785.42
Comp 8	Trainer	\$268.85
Comp 9	White	\$2,476.44 > in house promo
Total Comp 3,4, 8, & 9		\$2,133.00

EXPENSES

Corporate Officer fee	\$6,084.00
Manager Health Insurance	\$467.70
R & M	\$3,835.00

2024				
Oak and Pie 301	Budget		Actual	
	\$48,059		46644	
Total Food & Beverage Sales	2,121,287	84.9%	477,423	85.3%
Retail Sales	0	0.0%	0	0.0%
Liquor Sales	149,570	6.0%	34,270	6.1%
Beer Sales	110,480	4.4%	24,830	4.4%
Wine Sales	117,744	4.7%	23,200	4.1%
Total Alcohol Sales	377,795	15.1%	82,300	14.7%
Total Sales	2,499,082	100.0%	559,724	100.0%
Meat	67,403	3.2%	14,049	2.9%
Seafood	27,848	1.3%	6,011	1.3%
Poultry	62,486	2.9%	10,325	2.2%
Produce	65,359	3.1%	12,183	2.6%
Food Other	196,510	9.3%	45,263	9.5%
Dairy	148,594	7.0%	30,822	6.5%
Beverage	28,525	1.3%	7,190	1.5%
Total Food Cost	596,727	28.1%	125,644	26.4%
Liquor	32,910	22.0%	6,864	20.0%
Beer	34,678	31.4%	7,404	29.8%
Wine	36,924	31.4%	6,316	27.2%
Non-Alcohol	6,533	1.7%	1,235	1.5%
Total Alcohol Cost	111,046	29.4%	21,820	26.5%
Total COS	707,773	28.3%	147,664	26.4%
Total Gross Profit	1,791,310	71.7%	412,060	73.8%
Service Labor	65,687	2.6%	13,874	2.5%
Kitchen Labor	302,635	12.1%	66,557	12.2%
Bar Labor	5,397	0.2%	2,126	0.4%
Training Labor	30,941	1.2%	1,220	0.2%
Management Labor	295,726	11.8%	59,005	10.5%
Vacation	0	0.0%	0	0.0%
Bonuses	38,686	1.5%	13,842	2.5%
Taxes	118,980	4.8%	26,039	4.7%
Benefits	28,071	1.1%	7,120	1.3%
Workers Comp.	8,254	0.3%	3,839	0.7%
Total Labor Before Comps	894,377	35.8%	195,621	34.9%
Employee Comps 3,4,8	24,835	1.0%	4,687	0.8%
Total Labor	919,212	36.8%	200,308	35.8%
Operating Supplies	86,248	3.5%	16,577	3.0%
R&M	55,813	2.2%	9,642	1.7%
Uniforms/Linen	24,801	1.0%	4,556	0.8%
Credit Card Fees	83,130	3.3%	19,965	3.8%
ODO	7,577	0.3%	1,245	0.2%
General Administration	39,842	1.6%	9,795	1.7%
Cash O/S	400	0.0%	(9,401)	-1.7%
Telephone	0	0.0%	0	0.0%
Utilities	62,316	2.5%	15,305	2.7%
Promo Comps 2,5,6,7	49,974	2.0%	11,057	2.0%
Other Income	0	0.0%	0	0.0%
Total Other	410,100	16.4%	78,740	14.1%
Total Controllable Income	461,998	18.5%	133,012	23.8%
Advertising	38,097	1.5%	9,048	1.6%
In House Promo	36,004	1.4%	7,830	1.4%
Total Promo/Advertising	74,101	3.0%	16,878	3.0%
Marginal Income	387,898	15.5%	116,335	20.8%
Rent Base	118,578	4.7%	29,645	5.3%
Rent-Percentage	0	0.0%	0	0.0%
Licns/Taxes/Property Taxes	53,525	2.1%	14,890	2.7%
Insurance	8,140	0.3%	2,280	0.4%
Intrest Expense	29,244	1.2%	7,311	1.3%
Depreciation	31,577	1.3%	7,287	36.5%
Total Occupancy	241,065	9.6%	61,394	11.0%
Managers In Training	16,250	0.7%	3,750	0.7%
Corporate Manager Fee	74,972	3.0%	18,792	3.0%
Net Income Before Amort	55,611	2.2%	34,399	6.1%
Amortization/PO	0	0.0%	0	0.0%
Pre-Tax Income	55,611	2.2%	34,399	6.1%
Depreciation	31,577	1.3%	7,287	1.3%
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%	41,886	7.4%
ROI	5.8%			

Oak and Pie 301
2024
Wichita

	Actual YTD	Period 1	Period 2	Period 3
85.3%	477,423	\$143,417	84.2%	124,641
0.0%	0	\$0	0.0%	0
6.1%	34,270	\$10,209	6.1%	11,884
4.4%	24,830	\$7,844	4.3%	8,710
4.1%	23,200	\$6,921	4.1%	8,373
14.70%	82,300	\$24,976	14.6%	28,158
100.00%	559,724	\$168,301	100.00%	202,812
2.9%	14,049	\$4,252	3.0%	4,481
1.3%	6,011	\$1,740	1.4%	2,056
2.2%	10,325	\$3,143	2.2%	3,407
2.6%	12,183	\$3,532	2.7%	4,577
9.5%	45,263	\$13,892	8.5%	17,682
6.5%	30,822	\$9,600	6.1%	11,085
1.5%	7,190	\$2,184	1.6%	3,093
26.4%	125,844	\$38,448	26.7%	47,571
20.0%	6,864	\$2,035	19.4%	2,462
29.8%	7,404	\$2,409	30.0%	2,461
27.2%	6,316	\$1,868	27.2%	2,556
1.5%	1,235	\$369	1.3%	459
26.5%	21,620	\$6,731	27.2%	7,717
26.4%	147,564	\$42,258	26.9%	\$5,883
73.6%	412,060	\$124,153	73.1%	147,524
2.5%	13,874	\$4,374	2.6%	4,563
12.2%	68,557	\$23,188	13.8%	23,050
0.4%	3,136	\$735	0.4%	693
0.2%	1,220	\$210	0.2%	548
10.5%	59,003	\$21,107	11.2%	16,795
0.0%	0	\$0	0.0%	0
2.5%	13,842	\$3,564	1.9%	4,390
4.7%	26,039	\$8,888	3.5%	8,866
1.3%	7,120	\$2,272	1.6%	2,195
0.7%	3,420	\$1,040	0.5%	1,104
34.0%	159,621	\$47,843	40.3%	\$4,116
3.8%	4,687	\$1,496	3.7%	1,649
25.8%	200,308	\$69,539	41.3%	\$6,744
3.0%	16,577	\$4,833	2.9%	5,577
1.7%	9,642	\$2,986	1.8%	2,821
0.8%	4,556	\$1,495	0.9%	1,605
3.6%	19,985	\$7,241	4.3%	7,579
0.2%	1,245	\$666	0.4%	618
1.7%	9,795	\$3,215	1.9%	3,144
-1.7%	(9,401)	(\$9,827)	-3.8%	292
0.0%	0	\$0	0.0%	0
2.7%	15,305	\$4,528	2.7%	5,251
2.0%	11,057	\$3,782	2.2%	3,844
0.0%	0	\$0	0.0%	0
14.1%	78,740	\$18,919	11.2%	29,156
23.8%	133,012	\$4,694	20.6%	46,233
1.6%	9,048	\$2,952	1.8%	2,992
4.4%	27,650	\$8,099	3.8%	2,031
3.0%	16,878	\$6,041	3.6%	5,133
20.8%	116,335	\$28,653	17.0%	41,087
5.3%	29,645	\$9,882	5.9%	9,882
0.0%	0	\$0	0.0%	0
2.7%	14,890	\$4,486	2.7%	4,386
1.4%	2,660	\$797	0.3%	811
1.3%	7,511	\$2,437	1.4%	2,437
35.8%	7,287	\$2,429	1.4%	2,429
11.0%	61,354	\$20,150	12.0%	20,144
0.7%	3,750	\$1,250	0.7%	1,250
2.0%	16,752	\$5,052	3.0%	6,084
6.1%	34,395	\$2,221	1.3%	13,062
0.0%	0	\$0	0.0%	0
6.1%	34,395	\$2,221	1.3%	13,062
1.3%	7,287	\$2,429	1.4%	2,429
0.0%	0	\$0	0.0%	0
0.0%	0	\$0	0.0%	0
0.0%	0	\$0	0.0%	0
0.0%	0	\$0	0.0%	0
0.0%	0	\$0	0.0%	0
0.0%	0	\$0	0.0%	0
0.0%	0	\$0	0.0%	0
7.4%	41,656	\$4,659	2.8%	15,491
			4.0%	11,481
				18.7%

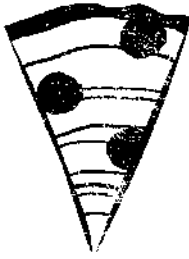
OAK & PIE

Financial Statement

Period 3 Accounting Policies

1. Accounting Periods – The accounting periods are 13 four-week periods ending on Sunday.
Period 3: February 26, 2024 - March 24, 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 3:
This totaled \$4,390 on the bonus line of this P & L.
10. Investor black cards were mailed from A & M Management.
11. The total gain in Period 3: \$21,545



Inventory Statement

Period 3

11701 Food	8642.28
11702 Meat	2080.54
11703 Seafood	454.93
11704 Poultry	924.01
11705 Produce	2870.66
11706 Dairy	2493.80
11712 Beverage	2592.92
Total Food	20059.14
11707 Liquor	2648.60
11709 Beer	1671.97
11710 Wine	2333.83
11711 Non Alc	495.09
Total Liq	7149.49

Oak & Pie- Wichita
 Cost of Goods Sold - Food

	Period 2	Period 3	Difference	Up or Down	Explanation
Meat	2.79	3.06	-0.27	Up	
Seafood	1.38	1.18	0.2	Down	
Chicken	2.16	2.14	0.02	Down	
Produce	2.48	2.69	-0.21	Up	
Food Other	8.47	10.18	-1.71	Up	Pizza dough for PI DAY
Dairy	6.13	6.38	-0.25	Up	
Beverage	1.41	1.75	-0.34	Up	
Total Difference	24.82	27.38	-2.56	Up	

Cost of Goods Sold - Alcohol

Liquor	19.45	20.72	-1.27	Up	Lost 2 bartenders
Beer	30.62	28.26	2.36	Down	
Wine	27.15	27.48	-0.33	Up	
Non-Alcoholic	1.12	1.5	-0.38	Up	
Total Difference	25.97	26.46	-0.49	Up	

Operating Supplies
 Repair & Maintenance
 Uniforms & Linen
 ODO
 General Administration
 Over & Short
 Utilities

Operating Supplies	5977	5767	210	Down
Repair & Maintenance	2821	3835	-1014	Up
Uniforms & Linen	2057	1005	1052	Down
ODO	60	518	-458	Up
General Administration	3435	3144	291	Down
Over & Short	292	133	159	Down
Utilities	5526	5251	275	Down

OAK & PIE

Discrepancy Report Total
Period 3 2024

GTR	A/P	PAY	EOP	Total
1	0	0	1	2

OAK & PIE



Voids Statement

<u>Managers</u>	<u>Period 3</u>
Zachary Agnew	434.10
Joey Reynolds	152.92
Olivia Anderson	11.99
Sarah Bryant	102.15
David Miramontes	675.45
Alexa Muller	836.29
Branden Lummus	86.95
<u>Total</u>	<u>2299.85</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	188521
Period 3		122049	119703	105652	172678	193450	216732	202812
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	129260	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	
YEAR TOTAL	1204314	1529176	1570742	1411006	2201880	2485832	2532252	559724

