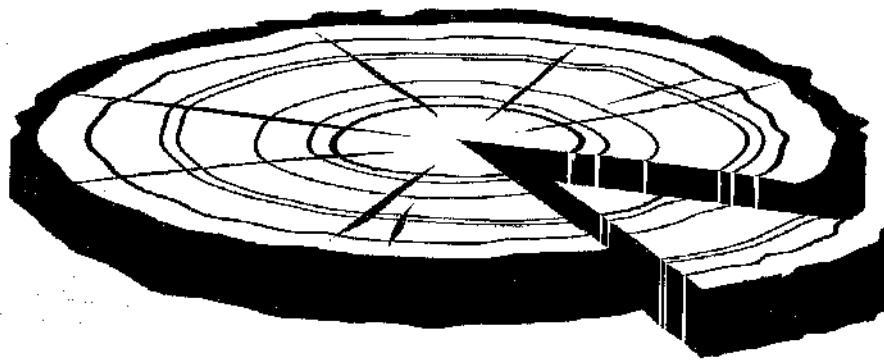


OAK & PINE



WOOD FIRED PIZZERIA & WINE BAR

FINANCIAL HIGHLIGHTS

PERIOD 4 2024

OAK & PIE

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Period 4			Oak and Pie 301			
Wichita	Budget		Mid-Period		Actual	
Weekly AVG.	\$48,326		\$42,440		\$42,677	
Total Food & Beverage Sales	163,093	84.4%	72,672	85.6%	146,752	86.0%
Retail Sales	0	0.0%	0	0.0%	0	0.0%
Liquor Sales	11,628	6.0%	5,477	6.5%	10,594	6.2%
Beer Sales	9,240	4.8%	3,669	4.3%	7,436	4.4%
Wine Sales	9,342	4.8%	3,062	3.6%	5,928	3.5%
Total Alcohol Sales	30,211	15.6%	12,207	14.4%	23,958	14.0%
Total Sales	193,304	100.0%	84,880	100.0%	170,710	100.0%
Meat	4,776	2.9%	2,157	3.0%	4,833	3.3%
Seafood	2,235	1.4%	830	1.1%	1,915	1.3%
Poultry	5,005	3.1%	1,772	2.4%	3,697	2.5%
Produce	4,866	2.9%	3,108	4.3%	5,597	3.8%
Food Other	14,532	8.9%	5,901	8.1%	12,911	8.8%
Dairy	11,642	7.1%	4,027	5.5%	9,030	6.2%
Beverage	914	0.6%	802	1.1%	1,991	1.4%
Total Food Cost	43,768	26.8%	18,596	25.6%	39,975	27.2%
Liquor	2,766	23.8%	1,382	25.2%	2,232	21.1%
Beer	2,734	29.6%	1,122	30.6%	2,234	30.0%
Wine	2,719	29.1%	776	25.3%	1,641	27.7%
Non-Alcohol	433	1.4%	78	0.6%	132	0.5%
Total Alcohol Cost	8,652	28.6%	3,358	27.5%	6,238	26.0%
Total COS	52,421	27.1%	21,954	25.9%	46,213	27.1%
Total Gross Profit	140,883	72.9%	62,926	74.1%	124,497	72.9%
Service Labor	5,465	2.8%	2,009	2.4%	4,286	2.5%
Kitchen Labor	23,500	12.2%	10,628	12.5%	22,040	12.9%
Bar Labor	0	0.0%	364	0.4%	747	0.4%
Training Labor	1,668	0.9%	204	0.2%	1,067	0.6%
Management Labor	27,788	14.4%	9,497	11.2%	21,648	12.7%
Vacation	0	0.0%	0	0.0%	0	0.0%
Bonuses	3,268	1.7%	2,922	3.4%	5,844	3.4%
Taxes	10,659	5.5%	4,251	5.0%	8,463	5.0%
Benefits	1,848	1.0%	1,098	1.3%	2,852	1.7%
Workers Comp.	623	0.3%	312	0.4%	529	0.3%
Total Labor Before Comps	74,819	38.7%	31,284	36.9%	67,478	39.5%
Employee Comps 3,4,8	2,137	1.1%	824	1.0%	1,774	1.0%
Total Labor	76,956	39.8%	32,108	37.8%	69,251	40.6%
Operating Supplies	6,501	3.4%	3,240	3.8%	5,045	3.0%
R&M	3,918	2.0%	2,425	2.9%	2,855	1.6%
Uniforms/Linen	1,332	0.7%	1,453	1.7%	2,182	1.3%
Credit Card Fees	7,517	3.9%	3,515	4.1%	7,084	4.1%
ODO	0	0.0%	329	0.4%	418	0.2%
General Administration	3,904	2.0%	1,289	1.5%	3,102	1.8%
Cash O/S	116	0.1%	71	0.1%	235	0.1%
Telephone	0	0.0%	0	0.0%	0	0.0%
Utilities	4,510	2.3%	1,625	1.9%	4,965	2.9%
Promo Comps 2,5,6,7	3,869	2.0%	1,552	1.8%	2,975	1.7%
Other Income	0	0.0%	0	0.0%	0	0.0%
Total Other	31,668	16.4%	15,497	18.3%	28,660	16.8%
Total Controllable Income	32,259	16.7%	15,321	18.1%	26,585	15.6%
Advertising	2,988	1.5%	1,494	1.8%	2,988	1.8%
In House Promo	1,590	0.8%	1,188	1.4%	2,928	1.7%
Total Promo/Advertising	4,578	2.4%	2,882	3.2%	5,916	3.5%
Marginal Income	27,682	14.3%	12,639	14.9%	20,669	12.1%
Rent Base	9,882	5.1%	4,941	5.8%	9,882	5.8%
Rent-Percentage	0	0.0%	0	0.0%	0	0.0%
Licns/Taxes/Property Taxes	4,732	2.4%	2,293	2.7%	4,586	2.7%
Insurance	810	0.4%	398	0.5%	797	0.5%
Interest Expense	2,437	1.3%	1,219	1.4%	2,437	1.4%
Depreciation	2,429	1.3%	1,215	1.4%	2,429	1.4%
Total Occupancy	20,290	10.5%	10,065	11.9%	20,130	11.8%
Managers In Training	1,250	0.6%	625	0.7%	1,250	0.7%
Corporate Manager Fee	5,799	3.0%	2,546	3.0%	5,121	3.0%
Net Income Before Amort	343	0.2%	-597	-0.7%	-5,832	-3.4%
Amortization/PO	0	0.0%	0	0.0%	0	0.0%
Pre-Tax Income	343	0.2%	-597	-0.7%	-5,832	-3.4%
Depreciation	2,429	1.3%	1,215	1.4%	2,429	1.4%
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	2,772	1.4%	617	0.7%	-3,403	-2.0%
ROI	2.4%		0.5%		-2.9%	

Oak & Pie - Wichita
P & L in detail
Period 4 2024
3/25/2024 to 4/21/2024

SALES

Lunch Sales	\$60,838.33
Dinner Sales	\$109,871.30
Total Lunch and Dinner Sales	\$170,709.63

Liquor Sales	\$10,594.31
Wine Sales	\$5,928.00
Beer Sales	\$7,435.78
Total Alcohol Sales	\$23,958.09

MISC	\$0.00
Customer Count	6727

COMPS

Comp 2	Promo	\$2,759.19
Comp 5	Online	\$0.00
Comp 6	Walk	\$138.62
Comp 7	Liquor	\$77.00
Total Comp 2,5,6, & 7		\$2,974.81

Comp 3	Manager	\$911.76
Comp 4	Employee	\$806.78
Comp 8	Trainer	\$55.45
Comp 9	White	\$2,623.84 > in house promo
Total Comp 3,4, 8, & 9		\$2,133.00

EXPENSES

Corporate Officer fee	\$5,121.00
Manager Health Insurance	\$467.70
R & M	\$2,655.00

2024				
Oak and Ple 301	Budget		Actual	
	\$48,059		60869	
Total Food & Beverage Sales	2,121,287	84.9%	624,175	85.5%
Retail Sales	0	0.0%	0	0.0%
Liquor Sales	149,570	6.0%	44,865	6.1%
Beer Sales	110,480	4.4%	32,266	4.4%
Wine Sales	117,744	4.7%	29,128	4.0%
Total Alcohol Sales	377,795	15.1%	106,259	14.5%
Total Sales	2,499,082	100.0%	730,433	100.0%
Meat	67,403	3.2%	18,883	3.0%
Seafood	27,849	1.3%	7,926	1.3%
Poultry	62,486	2.9%	14,023	2.2%
Produce	65,359	3.1%	17,780	2.8%
Food Other	196,510	9.3%	58,174	9.3%
Dairy	148,594	7.0%	39,852	6.4%
Beverage	28,525	1.3%	9,181	1.5%
Total Food Cost	596,727	28.1%	165,818	26.6%
Liquor	32,910	22.0%	9,096	20.3%
Beer	34,678	31.4%	9,638	29.9%
Wine	36,924	31.4%	7,958	27.3%
Non-Alcohol	6,533	1.7%	1,367	1.3%
Total Alcohol Cost	111,046	29.4%	28,058	26.4%
Total COS	707,773	28.3%	193,877	26.5%
Total Gross Profit	1,791,310	71.7%	536,557	73.5%
Service Labor	65,687	2.6%	18,160	2.5%
Kitchen Labor	302,635	12.1%	90,597	12.4%
Bar Labor	5,397	0.2%	2,873	0.4%
Training Labor	30,941	1.2%	2,287	0.3%
Management Labor	295,726	11.8%	80,654	11.0%
Vacation	0	0.0%	0	0.0%
Bonuses	38,686	1.5%	19,686	2.7%
Taxes	118,980	4.8%	34,502	4.7%
Benefits	28,071	1.1%	9,972	1.4%
Workers Comp.	8,254	0.3%	4,368	0.6%
Total Labor Before Comps	894,377	35.8%	263,099	36.0%
Employee Comps 3,4,8	24,835	1.0%	6,461	0.9%
Total Labor	919,212	36.8%	269,559	36.9%
Operating Supplies	86,248	3.5%	21,622	3.0%
R&M	55,813	2.2%	12,297	1.7%
Uniforms/Linen	24,801	1.0%	6,739	0.9%
Credit Card Fees	83,130	3.3%	27,048	3.7%
ODO	7,577	0.3%	1,862	0.2%
General Administration	39,842	1.6%	12,897	1.8%
Cash O/S	400	0.0%	(9,166)	-1.3%
Telephone	0	0.0%	0	0.0%
Utilities	62,316	2.5%	20,270	2.8%
Promo Comps 2,5,6,7	49,974	2.0%	14,032	1.9%
Other Income	0	0.0%	0	0.0%
Total Other	410,100	16.4%	107,400	14.7%
Total Controllable Income	461,998	18.5%	159,597	21.8%
Advertising	38,097	1.5%	12,036	1.6%
In House Promo	36,004	1.4%	10,558	1.4%
Total Promo/Advertising	74,101	3.0%	22,594	3.1%
Marginal Income	387,898	15.5%	137,004	18.8%
Rent Base	118,578	4.7%	39,527	5.4%
Rent-Percentage	0	0.0%	0	0.0%
Licns/Taxos/Property Taxes	53,525	2.1%	19,476	2.7%
Insurance	8,140	0.3%	3,057	0.4%
Infrest Expense	29,244	1.2%	9,748	1.3%
Depreciation	31,577	1.3%	9,716	35.9%
Total Occupancy	241,065	9.6%	81,524	11.2%
Managers In Training	16,250	0.7%	5,000	0.7%
Corporate Manager Fee	74,972	3.0%	21,813	3.0%
Net Income Before Amort	55,611	2.2%	28,567	3.9%
Amortization/PO	0	0.0%	0	0.0%
Pre-Tax Income	55,611	2.2%	28,567	3.9%
Depreciation	31,577	1.3%	9,716	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%	38,283	5.2%
ROI	5.8%			

Actual YTD	Period 1		Period 2		Period 3		Period 4	
	YTD	%	YTD	%	YTD	%	YTD	%
85.5%	624,175	85.2%	160,462	85.1%	173,644	85.6%	146,752	86.0%
0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
6.1%	44,865	6.1%	12,177	6.5%	11,884	5.9%	10,594	6.2%
4.4%	32,266	4.7%	8,710	4.4%	8,276	4.3%	7,436	4.4%
4.0%	29,128	4.1%	7,706	4.1%	8,573	4.2%	5,928	3.5%
14.5%	106,259	14.8%	28,158	14.9%	29,168	14.8%	23,958	14.0%
100.0%	730,433	100.0%	188,521	100.0%	202,812	100.0%	170,710	100.0%
3.0%	18,883	3.0%	4,481	2.8%	5,316	3.1%	4,833	3.3%
1.3%	7,926	1.2%	2,215	1.4%	2,056	1.2%	1,915	1.3%
2.2%	14,023	2.2%	3,467	2.2%	3,917	2.1%	3,697	2.5%
2.8%	17,760	2.5%	3,974	2.5%	4,677	2.7%	5,597	3.8%
9.3%	58,174	9.8%	13,588	8.5%	17,682	10.2%	12,911	8.8%
6.4%	39,852	6.9%	9,836	6.1%	11,083	6.4%	9,049	6.9%
1.5%	9,181	1.3%	2,264	1.4%	3,038	1.7%	1,991	1.4%
25.6%	165,818	25.8%	39,825	24.8%	47,571	27.4%	39,975	27.2%
20.3%	9,096	19.9%	2,368	19.4%	2,462	20.7%	2,333	21.1%
29.9%	9,638	30.7%	2,534	30.6%	2,461	28.3%	2,284	30.0%
27.3%	7,958	27.0%	2,092	22.2%	2,556	27.5%	1,641	27.2%
1.3%	1,367	1.9%	317	1.1%	639	1.5%	133	0.5%
26.4%	28,058	27.2%	7,313	26.4%	7,917	26.5%	6,138	26.8%
26.5%	193,877	26.9%	47,137	25.8%	55,988	27.3%	46,213	27.1%
23.5%	536,557	73.1%	141,384	75.8%	147,834	72.7%	124,597	72.9%
2.5%	18,160	2.6%	4,562	2.4%	4,936	2.4%	4,286	2.5%
12.4%	90,597	13.8%	22,219	11.8%	23,660	11.4%	22,040	12.9%
0.4%	2,875	0.4%	757	0.4%	633	0.3%	747	0.4%
0.3%	2,287	0.1%	462	0.2%	348	0.3%	1,067	0.6%
11.0%	80,654	12.5%	21,104	11.2%	16,793	8.3%	21,648	12.7%
0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
2.7%	19,686	3.5%	3,564	1.9%	4,390	2.2%	5,844	3.4%
4.7%	34,502	3.2%	9,596	4.5%	8,666	4.6%	8,465	5.0%
1.4%	9,972	1.6%	2,203	1.2%	2,195	1.7%	2,852	1.7%
0.8%	4,368	0.5%	1,295	0.7%	1,704	0.9%	959	0.3%
36.0%	262,099	49.3%	64,663	34.5%	63,116	31.1%	67,478	39.5%
0.2%	6,461	1.0%	1,342	0.7%	1,649	0.8%	1,774	1.0%
36.5%	269,559	41.3%	65,005	35.0%	64,764	31.9%	69,251	40.6%
3.0%	21,622	2.9%	5,977	3.2%	5,767	2.8%	5,043	3.0%
1.7%	12,297	1.8%	2,821	1.5%	3,835	1.9%	2,663	1.6%
0.9%	6,739	0.9%	2,057	1.1%	1,605	0.5%	2,182	1.3%
3.7%	27,048	4.3%	5,145	2.7%	7,579	3.7%	7,084	4.1%
0.2%	1,662	0.0%	60	0.0%	318	0.3%	418	0.2%
1.8%	12,897	1.9%	3,435	1.8%	3,144	1.6%	3,102	1.8%
-1.3%	(9,166)	-5.8%	292	0.2%	133	0.1%	235	0.1%
0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
2.8%	20,270	2.7%	5,226	2.9%	5,251	2.6%	4,965	2.9%
1.9%	14,032	2.2%	3,844	2.0%	3,431	1.7%	2,975	1.7%
0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
14.7%	107,400	11.7%	29,156	15.5%	30,664	15.1%	29,640	16.8%
21.8%	159,592	20.6%	46,223	24.8%	57,095	28.7%	46,585	26.8%
1.6%	12,036	1.8%	3,104	1.6%	2,992	1.5%	2,938	1.8%
1.4%	10,538	1.8%	2,631	1.1%	2,809	1.2%	3,523	1.7%
3.1%	22,594	5.0%	5,135	2.7%	5,501	2.7%	5,916	3.5%
13.8%	137,004	17.0%	41,087	21.8%	49,584	23.8%	40,669	23.3%
5.4%	39,527	5.9%	9,882	2.2%	9,882	4.9%	9,882	5.8%
0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
2.7%	19,476	2.7%	5,719	3.0%	4,586	2.3%	4,586	2.7%
0.4%	3,057	0.5%	653	0.3%	811	0.4%	797	0.5%
1.3%	9,748	1.4%	2,437	1.3%	2,437	1.2%	2,437	1.4%
35.9%	9,716	1.4%	2,429	1.3%	2,429	1.2%	2,429	1.4%
11.2%	81,524	12.8%	21,120	11.2%	20,144	9.9%	20,130	11.8%
0.7%	5,000	0.7%	1,250	0.7%	1,250	0.6%	1,250	0.7%
3.0%	21,913	3.0%	5,656	3.0%	6,084	3.0%	5,121	3.0%
3.5%	28,567	2.2%	13,062	6.9%	19,116	9.4%	5,832	3.4%
0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
3.9%	28,567	2.2%	13,062	6.9%	19,116	9.4%	5,832	3.4%
1.3%	9,716	1.4%	2,429	1.3%	2,429	1.2%	2,429	1.4%
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%
5.2%	38,283	5.2%	15,491	8.2%	21,545	10.6%	3,403	2.0%
			15,491		18,732			
			4.0%					

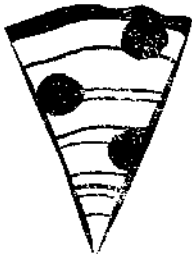


Financial Statement

Period 4 Accounting Policies

1. Accounting Periods – The accounting periods are 13 four-week periods ending on Sunday.
Period 4: March 25, 2024 - April 21, 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 4:
This totaled \$5,844 on the bonus line of this P & L.
10. Investor black cards were mailed from A & M Management.
11. The total loss in Period 4: \$3,403



Inventory Statement

Period 4

11701 Food	9176.68
11702 Meat	1218.69
11703 Seafood	152.52
11704 Poultry	737.78
11705 Produce	2157.84
11706 Dairy	2369.23
11712 Beverage	2492.38
Total Food	18305.12
11707 Liquor	2456.11
11709 Beer	2359.36
11710 Wine	2453.06
11711 Non Alc	579.30
Total Liq	7847.83

Oak & Pie- Wichita
 Cost of Goods Sold - Food

	Period 3	Period 4 Difference	Up or Down	Explanation
Meat	3.06	3.29	-0.23	Up
Seafood	1.18	1.31	-0.13	Up
Chicken	2.14	2.52	-0.38	Up
Produce	2.69	3.81	-1.12	Up
Food Other	10.18	8.8	1.38	Down
Dairy	6.38	6.15	0.23	Down
Beverage	1.75	1.36	0.39	Down
Total Difference	27.38	27.24	0.14	Down

Cost of Goods Sold - Alcohol

Liquor	20.72	21.06	-0.34	Up
Beer	28.26	30.04	-1.78	Up
Wine	27.48	27.69	-0.21	Up
Non-Alcoholic	1.5	0.55	0.95	Down
Total Difference	26.46	26.04	0.42	Down

Operating Supplies	5767	5045	722	Down
Repair & Maintenance	3835	2655	1180	Down
Uniforms & Linen	1005	2182	-1177	Up
ODO	518	418	100	Down
General Administration	3144	3102	42	Down
Over & Short	133	235	-102	Up
Utilities	5251	4965	286	Down

OAK & PIE

Discrepancy Report Total
Period 4 2024

GTR	A/P	PAY	EOP	Total
0	0	3	1	4

OAK & PIE



Voids Statement

<u>Managers</u>	<u>Period 4</u>
Zachary Agnew	494.74
Sarah Bryant	15.98
David Miramontes	482.16
Alexa Muller	425.43
<u>Total</u>	<u>1418.31</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	170710
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	
YEAR TOTAL	1204314	1529176	1570742	1411006	2201880	2485832	2532252	730434

