

Sample Could Improve: WEEK ENDING DATES MONDAY THROUGH SUNDAY														
	10/2/2016		10/9/2016		10/16/2016		10/23/2016		10/30/2016		11/6/2016		11/13/2016	
Food Sales	30,580	31,069	30,598	29,679	29,654	30,544	33,121	32,375	32,695	29,290	32,090	32,036	33,234	29,154
Liquor Sales	5,226	5,362	5,003	5,122	4,760	5,271	5,553	5,587	5,167	5,054	5,299	5,528	5,876	5,031
Beer Sales	7,237	7,286	6,905	6,960	6,931	7,163	8,875	7,592	7,133	6,869	7,407	7,513	8,727	6,837
Wine Sales	2,186	2,108	1,914	2,014	2,289	2,072	2,270	2,197	1,956	1,987	2,066	2,174	2,543	1,978
Total	45,229	45,825	44,420	43,775	43,634	45,050	49,819	47,751	46,951	43,200	46,862	47,251	50,380	43,000
Gst Cnt & Ave Gst Chk	2,251	20.09	2,153	20.63	2,230	19.57	2,565	19.42	2,413	19.46	2,412	19.43	2,575	19.57
Food cost	8,282	27.1%	7,413	24.2%	7,080	23.9%	8,019	24.2%	7,901	24.2%	7,999	24.9%	8,103	24.4%
Liquor Cost	931	17.8%	851	17.0%	911	19.1%	916	16.5%	522	10.1%	1,382	26.1%	888	15.1%
Beer Cost	2,349	32.5%	2,027	29.4%	2,077	30.0%	1,641	18.5%	1,944	27.3%	1,683	22.7%	2,589	29.7%
Wine Cost	674	30.8%	666	34.8%	665	29.1%	703	31.0%	623	31.9%	495	24.0%	756	29.7%
Bar Food Cost	406	2.8%	298	2.2%	332	2.4%	366	2.2%	338	2.4%	406	2.7%	320	1.9%
Paper Cost	1,086	2.4%	933	2.1%	893	2.0%	1,035	2.1%	1,069	2.3%	957	2.0%	1,113	2.2%
Total COS	13,728	30.4%	12,188	27.4%	11,958	27.4%	12,680	25.5%	12,397	26.4%	12,922	27.6%	13,769	27.3%
Prdt Cst/Ave Gst Chk	\$6.10		\$5.66		\$5.36		\$4.94		\$5.14		\$5.36		\$5.35	
Labor Cost:														
Management	1,818	4.0%	1,458	3.3%	1,945	4.5%	1,793	3.6%	1,918	4.1%	1,853	4.0%	1,850	3.7%
Bookkeeper	92	0.2%	98	0.2%	86	0.2%	103	0.2%	95	0.2%	95	0.2%	95	0.2%
Security	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Kitchen	5,823	12.9%	5,944	13.4%	6,075	13.9%	6,385	12.8%	6,420	13.7%	6,837	14.6%	7,000	13.9%
FOH: Servers	2,303	5.1%	2,241	5.0%	2,389	5.5%	2,716	5.5%	2,782	5.9%	2,915	6.2%	2,900	5.8%
FOH: Bar/Cocktail	2,186	4.8%	1,855	4.2%	2,268	5.2%	2,005	4.0%	2,253	4.8%	1,817	3.9%	1,800	3.6%
FOH: Subtotal	4,489	9.9%	4,096	9.2%	4,657	10.7%	4,721	9.5%	5,035	10.7%	4,732	10.1%	4,700	9.3%
Total Labor	10,312	22.8%	10,040	22.6%	10,732	24.6%	11,106	22.3%	11,455	24.4%	11,569	24.7%	11,700	23.2%
Lbr Cst/Ave Gst Chk	\$4.58		\$4.66		\$4.81		\$4.33		\$4.75		\$4.80		\$4.54	
Grs Prft/Ave Gst Chk	\$9.41	46.85%	\$10.31	49.96%	\$9.39	48.00%	\$10.15	52.26%	\$9.57	49.20%	\$9.27	47.74%	\$9.67	49.45%
	11/20/2016	11/27/2016	12/4/2016	12/11/2016	12/18/2016	12/25/2016	Total							
Food Sales	30,547	33,476	27,681	27,866	32,822	29,730	30,909	29,968	34,029	29,849	28,346	28,018	406,306	393,054
Liquor Sales	4,837	5,777	5,362	4,809	5,230	5,130	5,111	5,171	6,714	5,151	4,635	4,835	68,773	67,828
Beer Sales	7,977	7,851	8,334	6,535	7,590	6,972	7,205	7,028	8,738	7,000	7,470	6,571	100,529	92,177
Wine Sales	2,018	2,271	2,336	1,891	2,101	2,017	2,223	2,033	2,304	2,025	1,863	1,901	28,069	26,668
Total	45,379	49,375	43,713	41,101	47,743	43,849	45,448	44,200	51,785	44,025	42,314	41,325	603,677	579,727
Gst Cnt & Ave Gst Chk	2,235	20.30	2,102	20.80	2,395	19.93	2,120	21.44	2,516	20.58	2,058	20.56	30,025	20.11
Food cost	8,164	26.7%	6,879	24.9%	7,995	24.4%	8,558	27.7%	8,038	23.6%	6,965	24.6%	101,396	25.0%
Liquor Cost	887	18.3%	1,195	22.3%	633	12.1%	956	18.7%	1,099	16.4%	846	18.3%	12,017	17.5%
Beer Cost	2,657	33.3%	1,593	19.1%	2,157	28.4%	1,810	25.1%	1,788	20.5%	2,469	33.1%	26,784	26.6%
Wine Cost	713	35.3%	562	24.1%	729	34.7%	665	29.9%	707	30.7%	610	32.7%	8,568	30.5%
Bar Food Cost	249	1.7%	470	2.9%	271	1.8%	366	2.5%	249	1.4%	175	1.3%	4,246	2.2%
Paper Cost	959	2.1%	658	1.5%	1,183	2.5%	1,026	2.3%	922	1.8%	875	2.1%	12,709	2.1%
Total COS	13,629	30.0%	11,357	26.0%	12,968	27.2%	13,381	29.4%	12,803	24.7%	11,940	28.2%	165,720	27.5%
Prdt Cst/Ave Gst Chk	\$6.10		\$5.40		\$5.41		\$6.31		\$5.09		\$5.80		\$5.52	
Labor Cost:														
Management	2,218	4.9%	2,197	5.0%	1,969	4.1%	2,592	5.7%	1,692	3.3%	1,741	4.1%	25,044	4.1%
Bookkeeper	86	0.2%	118	0.3%	87	0.2%	97	0.2%	77	0.1%	69	0.2%	1,198	0.2%
Security	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Kitchen	5,810	12.8%	5,248	12.0%	5,836	12.2%	5,583	12.3%	5,968	11.5%	5,277	12.5%	78,206	13.0%
FOH: Servers/Host	2,695	5.9%	2,387	5.5%	2,754	5.8%	2,587	5.7%	2,681	5.2%	2,299	5.4%	33,649	5.6%
FOH: Bar/Cocktail	1,891	4.2%	2,046	4.7%	2,102	4.4%	2,205	4.9%	2,209	4.3%	1,789	4.2%	26,426	4.4%
FOH: Sub Total	4,586	10.1%	4,433	10.1%	4,856	10.2%	4,792	10.5%	4,890	9.4%	4,088	9.7%	60,075	10.0%
Total Labor	10,396	22.9%	9,681	22.1%	10,692	22.4%	10,375	22.8%	10,858	21.0%	9,365	22.1%	138,281	22.9%
Lbr Cst/Ave Gst Chk	\$4.65		\$4.61		\$4.46		\$4.89		\$4.32		\$4.55		\$4.61	
Grs Prft/Ave Gst Chk	\$9.55	47.1%	\$10.79	51.9%	\$10.06	50.4%	\$10.23	47.7%	\$11.18	54.3%	\$10.21	49.7%	\$9.98	49.6%



SCHOOL OF PIZZERIA MANAGEMENT

What does this pizzeria most need help in controlling?

If you were leading and managing this team what are some questions you would ask and some suggestions you would make?

What are some systemic influences that might be contributing some costing issues?

197,371 (Bar Sales)

	Goal	\$\$\$	Difference
	24.5%	99544.97	(1,851.03)
	19%	13066.87	1,049.87
	27%	27142.83	358.83
	33%	9262.77	694.77
	2.20%	4342.16	96.16
	2.20%	13280.89	571.89
			920.50
	23999.26	25044.00	(1,044.74)
	1260.00	1198.00	62.00
		0.00	0.00
	12.30%	74252.27	(3,953.73)
	10.30%	62178.73	2,103.73
	Total		(1,912.24)