

HGMD 2024 OPERATING BUDGET

MODEL 1

Open 7 days from 7am to 9pm

Includes FT Chef and Bartender

	<u>RESTAURANT</u>	2024 Budget	2023 Budget	% Change 2023 Budget 2024 Budget	2023 Forecast	% Change 2023 Budget 2023 Forecast	% Change 2023 Forecast 2024 Budget	2022 Actual (Audited)
	<b>Summary</b>							
	Sales	1,624,697	675,363	140.57%	579,051	-14.26%	180.58%	556,279
	Cost of Goods Sold	520,223	216,506	140.28%	185,410	-14.36%	180.58%	173,656
	Gross Profit	1,104,474	458,857	140.70%	393,641	-14.21%	180.58%	382,623
	Wages/Benefits	1,157,750	421,174	174.89%	381,938	-9.32%	203.13%	382,602
	Operating Expenses	310,429	141,782	118.95%	135,037	-4.76%	129.88%	112,906
	Net Income (Loss)	(363,704)	(104,100)	249.38%	(123,333)	-18.48%	194.89%	(112,885)
	<b>Sales</b>							
D506	Food Sales	1,339,450	559,959	139.21%	477,388	-14.75%	180.58%	463,124
D506.1	Beer Sales	101,671	39,050	160.36%	36,236	-7.21%	180.58%	34,712
D506.2	Wine Sales	92,732	38,235	142.53%	33,050	-13.56%	180.58%	27,488
D506.3	Liquor Sales	90,844	38,119	138.32%	32,377	-15.06%	180.58%	30,955
	<b>Total Sales</b>	<b>1,624,697</b>	<b>675,363</b>	<b>140.57%</b>	<b>579,051</b>	<b>-14.26%</b>	<b>180.58%</b>	<b>556,279</b>
	<b>Cost of Goods Sold</b>							
H450	Food	462,111	193,187	139.20%	164,699	-14.75%	180.58%	154,926
H455	Beer	25,317	9,723	160.38%	9,023	-7.20%	180.59%	8,289
H455.1	Wine	22,347	9,213	142.56%	7,965	-13.54%	180.56%	6,154
H455.2	Liquor	10,448	4,383	138.38%	3,723	-15.05%	180.61%	4,287
	<b>Total COGS</b>	<b>520,223</b>	<b>216,506</b>	<b>140.28%</b>	<b>185,410</b>	<b>-14.36%</b>	<b>180.58%</b>	<b>173,656</b>
	<b>Gross Profit</b>	<b>1,104,474</b>	<b>458,857</b>	<b>140.70%</b>	<b>393,641</b>	<b>-14.21%</b>	<b>180.58%</b>	<b>382,623</b>
		68%	68%		68%			69%
	<b>Wages/Benefits</b>							
H500	Salaries - FTP	623,659	234,197	166.30%	225,289	-3.80%	176.83%	217,928
H510	Salaries - Part Time	301,171	96,156	213.21%	85,392	-11.19%	252.69%	73,729
H520	Salaries - Overtime	-	-		4,937		-100.00%	10,378
H540	Taxes - Payroll	115,214	39,152	194.27%	39,354	0.52%	192.76%	35,195
H550	Retirement Expense	27,745	4,026	589.13%	1,135	-71.81%	2344.79%	3,959
H553	Insurance - Personnel	89,261	38,357	132.71%	25,200	-34.30%	254.21%	25,406
H574	Recruit/Train/Services	700	5,511	-87.30%	631	-88.55%	10.96%	10,709
H575	Employee Bonus	-	-		-			658
H588	Workers Comp Insurance	-	3,775	-100.00%	-	-100.00%		4,640
H588.1	Workers Comp Adjustments	-	-					
	<b>Total Wages/Benefits</b>	<b>1,157,750</b>	<b>421,174</b>	<b>174.89%</b>	<b>381,938</b>	<b>-9.32%</b>	<b>203.13%</b>	<b>382,602</b>
	<b>Full Time Employees</b>	15	5		5			4.00
	<b>Part Time Hours</b>	19,162	8,280		7,409			5,825
	<b>Overtime Hours</b>	-	-		161			351

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	<u>Operating Expense</u>							
H621.1	Mileage Reimbursement	-	-					-
H639	Software & IT	6,000	6,000	0.00%	7,380	23.00%	-18.70%	6,483
H640	Electric	70,447	24,721	184.97%	24,419	-1.22%	188.49%	23,484
H643	Gas	29,439	6,076	384.51%	5,970	-1.75%	393.12%	4,685
H644	Water	5,315	2,229	138.48%	1,861	-16.51%	185.63%	2,037
H645	Phone & TV	4,200	4,200	0.00%	4,226	0.61%	-0.61%	3,942
H646	Trash Removal	14,245	5,160	176.06%	4,805	-6.88%	196.44%	4,675
H651	Uniforms	4,800	1,200	300.00%	1,575	31.25%	204.76%	487
H652	Discounts & Comps	19,876	6,000	231.27%	7,209	20.15%	175.71%	2,147
H655	Linen Service	13,803	4,200	228.64%	4,778	13.76%	188.90%	3,082
H662	Office Supplies	900	2,100	-57.14%	495	-76.41%	81.66%	921
H671	Outside Contractors	12,000	6,000	100.00%	4,982	-16.97%	140.88%	7,137
H673	Maintenance Hours	9,152	4,937	85.38%	3,243	-34.30%	182.18%	4,654
H674	Custodial Hours	9,699	8,593	12.88%	9,984	16.19%	-2.85%	4,102
H675.2	Salaries-Charged Out	-	0		-			-
H681	Credit Card Fees	46,603	23,717	96.50%	16,668	-29.72%	179.59%	16,411
H683	Repairs - Equipment	10,000	1,800	455.56%	8,023	345.71%	24.64%	556
H684	China/Glass/Flatware	2,400	1,500	60.00%	230	-84.69%	944.78%	783
H684.1	Restaurant/Kitchen Supplies	24,000	12,000	100.00%	11,534	-3.89%	108.09%	12,150
H685	Cleaning Supplies	5,000	6,000	-16.67%	4,575	-23.74%	9.28%	5,483
H688	Non Capital Equipment	13,200	6,000	120.00%	6,000	0.00%	120.00%	4,551
H689	Marketing	6,000	6,000	0.00%	3,730	-37.83%	60.85%	3,187
H690	Licenses & Taxes	3,350	3,350	0.00%	3,350	0.00%	0.00%	1,949
	<b>Total Operating Expense</b>	<b>310,429</b>	<b>141,782</b>	<b>118.95%</b>	<b>135,037</b>	<b>-4.76%</b>	<b>129.88%</b>	<b>112,906</b>
	<b>NET INCOME (LOSS)</b>	<b>(363,704)</b>	<b>(104,100)</b>	<b>249.38%</b>	<b>(123,333)</b>	<b>-18.48%</b>	<b>194.89%</b>	<b>(112,885)</b>