

# EXHIBIT 1

	Mukilteo	Kirkland	Stadium	Downtown	Mill Creek	Greenwood	Total	
Avg sales per mo based on full yr 2016	173,685.78	144,294.44	115,651.51	164,218.25	133,674.11	114,423.81	845,947.90	
Feb16 Actual Net Sales	160,722.43 92.5%	121,246.43 84.0%	78,327.92 67.7%	123,522.50 75.2%	121,195.35 90.7%	103,669.33 90.6%	708,683.96	83.8% off 16.2% of annual avg
<b>Net Feb Sales 2017 budget</b>	<b>154,000.00</b>	<b>120,000.00</b>	<b>80,000.00</b>	<b>155,000.00</b>	<b>125,000.00</b>	<b>100,000.00</b>	<b>734,000.00</b>	
Food	77,000.00 50.0%	60,000.00 50.0%	40,000.00 50.0%	77,500.00 50.0%	62,500.00 50.0%	50,000.00 50.0%	367,000.00	50.0%
Beer	40,040.00 26.0%	31,200.00 26.0%	20,800.00 26.0%	40,300.00 26.0%	32,500.00 26.0%	26,000.00 26.0%	190,840.00	26.0%
Liquor	26,180.00 17.0%	20,400.00 17.0%	13,600.00 17.0%	26,350.00 17.0%	21,250.00 17.0%	17,000.00 17.0%	124,780.00	17.0%
Wine	7,700.00 5.0%	6,000.00 5.0%	4,000.00 5.0%	7,750.00 5.0%	6,250.00 5.0%	5,000.00 5.0%	36,700.00	5.0%
NA Beverage	3,080.00 2.0%	2,400.00 2.0%	1,600.00 2.0%	3,100.00 2.0%	2,500.00 2.0%	2,000.00 2.0%	14,680.00	2.0%

### COST OF GOODS SOLD

Food/NA Bev	26,024.46 32.50%	20,278.80 33.80%	13,519.20 33.80%	26,193.45 33.80%	21,123.75 33.80%	16,899.00 33.80%	124,038.66	32.5%	3% goal to save
FSA Based on 4 wk %	19,866.00	15,480.00	10,320.00	19,995.00	16,125.00	12,900.00	94,686.00		
Charl Produce trip B	3,377.22 17.00%	2,631.60 17.00%	1,754.40 17.00%	3,399.15 17.00%	2,741.25 17.00%	2,193.00 17.00%	16,096.62		
Franz	2,781.24 14.00%	2,167.20 14.00%	1,444.80 14.00%	2,799.30 14.00%	2,257.50 14.00%	1,806.00 14.00%	13,256.04		
Whidbey Misc							0.00		
Beer/Wine/Liquor	19,057.50 24.75%	14,850.00 24.75%	9,900.00 24.75%	19,181.25 24.75%	15,468.75 24.75%	12,375.00 24.75%	90,832.50	25.8%	3% goal to save
Columbia Youngs									
Click/Crown									
Odum/ACRS									
Southern									
Misc Brewers/wine									
<b>TOTAL COGS</b>	<b>45,081.96</b>	<b>35,128.80</b>	<b>23,419.20</b>	<b>45,374.70</b>	<b>36,592.50</b>	<b>29,274.00</b>	<b>214,871.16</b>	29.3%	

<b>Gross Profit</b>	<b>108,918.04</b>	<b>84,871.20</b>	<b>56,580.80</b>	<b>109,625.30</b>	<b>88,407.50</b>	<b>70,726.00</b>	<b>519,128.84</b>	
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### CONTROLLABLE EXPENSES

#### Payroll Expenses

Tips									0.00
Jan \$9.47 to \$11.00 Hike	2,772.00 1.8%	2,160.00 1.8%	1,440.00 1.8%	2,790.00 1.8%	2,250.00 1.8%	1,800.00 1.8%	13,212.00	1.8%	
Employees including tax	49,742.00 32.3%	41,040.00 34.2%	27,600.00 34.5%	48,980.00 31.6%	41,500.00 33.2%	34,200.00 34.2%	243,062.00	33.1%	2% goal to save
Est Tax portion of above 941/LNI/SUTJ	12,435.50	10,260.00	6,900.00	12,245.00	10,375.00	8,550.00	60,765.50		
Health/Dental Ins	1,150.00	1,150.00	1,150.00	1,150.00	1,150.00	1,150.00	6,900.00		
<b>Total Payroll</b>	<b>53,664.00 35%</b>	<b>44,350.00 37%</b>	<b>30,190.00 38%</b>	<b>52,920.00 34%</b>	<b>44,900.00 36%</b>	<b>37,150.00 37%</b>	<b>263,174.00</b>	<b>35.9%</b>	<b>33.9% is the goal</b>

<b>Prime Costs</b>	<b>98,745.96 64%</b>	<b>79,478.80 66%</b>	<b>53,609.20 67%</b>	<b>98,294.70 63%</b>	<b>81,492.50 65%</b>	<b>66,424.00 66%</b>	<b>478,045.16 65.1%</b>	
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#### Direct Operating Expense

Janitorial	1,800.00	1,900.00	1,000.00	2,000.00	1,800.00	1,000.00	9,500.00
Eduardo/Victor Pd	1,800.00	1,900.00	1,000.00	2,000.00	1,800.00	1,000.00	9,500.00
Linen	1,400.00	1,400.00	800.00	1,400.00	1,400.00	800.00	7,200.00
Aromark	1,400.00	1,400.00	1,200.00	1,400.00	1,400.00	1,200.00	8,000.00
Office Supplies	500.00	500.00	250.00	500.00	500.00	250.00	2,500.00
Costco/Bank Direct	500.00	500.00	250.00	500.00	500.00	250.00	2,500.00
Kitchen Supplies	1,800.00	1,800.00	150.00	1,800.00	1,800.00	150.00	7,500.00
Supplies-Employee purchase	800.00	800.00	150.00	800.00	800.00	150.00	3,500.00
Capital One/Citi/Cred	500.00	500.00	0.00	500.00	500.00	0.00	2,000.00
Bargreen/Costco	500.00	500.00	0.00	500.00	500.00	0.00	2,000.00
Restaurant Supplies	775.00	775.00	375.00	775.00	775.00	375.00	3,850.00
New CO2	350.00	350.00	150.00	350.00	350.00	150.00	1,700.00
Tapman Services	225.00	225.00	125.00	225.00	225.00	125.00	1,150.00
Cintas Paper/Sam	200.00	200.00	100.00	200.00	200.00	100.00	1,000.00
Apparel	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Op Expense</b>	<b>6,275.00</b>	<b>6,375.00</b>	<b>2,575.00</b>	<b>6,475.00</b>	<b>6,275.00</b>	<b>2,575.00</b>	<b>30,550.00</b>

#### Entertainment

Mood Media	25.00	25.00	25.00	25.00	25.00	25.00	150.00
Direct TV	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	7,500.00
<b>Total Entertainment</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>7,650.00</b>

#### Marketing

Donations-Gift C, etc							0.00
Menu Development	200.00	200.00	0.00	200.00	200.00	0.00	800.00
Advertising	300.00	300.00		300.00	300.00		1,200.00
<b>Total Marketing</b>	<b>500.00</b>	<b>500.00</b>	<b>0.00</b>	<b>500.00</b>	<b>500.00</b>	<b>0.00</b>	<b>2,000.00</b>

#### Utilities

PSE Gas Utilities	1,200.00	1,200.00	600.00	1,200.00	1,200.00	800.00	6,200.00
PUD Electric Utilities	1,200.00	1,200.00	800.00	1,200.00	1,200.00	900.00	6,500.00
<b>Total Utilities</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>1,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>1,700.00</b>	<b>12,700.00</b>

#### Tax Plan Pmts

Extra IRS Tax pmt							0.00
Extra DOR/LNI/Etc Tax pmt							0.00
<b>Total Tax</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

#### Administrative & General Expense

Credit Card Fee								
Hartland	3,388.00	2,640.00	1,760.00	3,410.00	2,750.00	2,200.00	16,148.00	
Bank Service Charges								
Misc fee	600.00	600.00	600.00	600.00	600.00	600.00	3,600.00	
Accounting & Bookkeeping								
Danta-RSI-Etc	600.00	600.00	300.00	600.00	600.00	300.00	3,000.00	
Legal								
Attorney Fees	250.00	250.00	0.00	250.00	250.00	0.00	1,000.00	
Licensing								
Ins License & Permits	800.00	800.00	800.00	800.00	800.00	800.00	4,800.00	
Garbage		846.00	1,350.00	1,100.00	600.00	800.00	4,696.00	
Misc								
Accent Table/Flowers							0.00	
Baker Commodities	200.00	200.00	200.00	200.00	200.00	200.00	1,200.00	
Nella Knife	100.00	100.00	100.00	100.00	100.00	100.00	600.00	
RT Hood/Fire Alarm	300.00	300.00	300.00	300.00	300.00	300.00	1,800.00	
Window Cleaning	125.00	125.00	125.00	125.00	125.00	125.00	750.00	
Storage Rent	300.00	300.00		300.00	300.00		1,200.00	
Phone & Internet								
DMX/ATT	25.00	25.00	25.00	25.00	25.00	25.00	150.00	
Comcast Wave	375.00	575.00	375.00	375.00	375.00	375.00	2,450.00	
Equipment Lease								
Vend/Time Leasing	0.00	0.00	795.00	0.00	0.00	0.00	795.00	
Alpine Ice M rent		575.00		575.00	575.00	0.00	1,725.00	
Auto Chlor DW rent	900.00	900.00	900.00	900.00	900.00	900.00	5,400.00	
<b>Total Administrative</b>	<b>7,963.00</b>	<b>8,836.00</b>	<b>7,630.00</b>	<b>9,660.00</b>	<b>8,500.00</b>	<b>6,725.00</b>	<b>49,314.00</b>	

**Maintenance**

Repairs & Maintenance							
Misc Materials	1,000.00	1,000.00	250.00	1,000.00	1,000.00	250.00	4,500.00
HVAC Etc repair companies	600.00	600.00	600.00	600.00	600.00	600.00	3,600.00
Building Maintenance							
Bob/Handyman	750.00	750.00	300.00	750.00	750.00	300.00	3,600.00
<b>Total Maintenance</b>	<b>2,350.00</b>	<b>2,350.00</b>	<b>1,150.00</b>	<b>2,350.00</b>	<b>2,350.00</b>	<b>1,150.00</b>	<b>11,700.00</b>

**Misc Expense / Construction Balance**

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<b>TOTAL CONTROLLABLES</b>	74,427.00	66,086.00	44,220.00	75,580.00	66,200.00	50,575.00	377,088.00
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**OCCUPANCY COSTS**

Lease/NNN	17,980.00	9,300.00	10,349.83	20,223.97	7,562.12	15,670.78	81,086.70	11.0%
<b>TOTAL OCCUPANCY</b>	<b>17,980.00</b>	<b>9,300.00</b>	<b>10,349.83</b>	<b>20,223.97</b>	<b>7,562.12</b>	<b>15,670.78</b>	<b>81,086.70</b>	

<b>Total Operating Expens</b>	137,488.96	110,514.80	77,989.03	141,178.67	110,354.62	95,519.78	673,045.86
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<b>Net Profit</b>	16,511.04	9,485.20	2,010.97	13,821.33	14,645.38	4,480.22	60,954.14
<b>Profit %</b>	10.7%	7.9%	2.5%	8.9%	11.7%	4.5%	8.3%

Sales Tax	14,630.00	11,400.00	7,600.00	14,725.00	11,875.00	9,500.00	69,730.00
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**Chap 11**

Appointed Trustee Est	750.00	750.00	250.00	750.00	750.00	250.00	3,500.00
Est US Trustee Quarterly Fee	1,625.00	1,625.00	575.00	1,625.00	1,625.00	575.00	7,650.00

NOTE: February is one of the slowest months of the year with average sales off between 15% and 20% of annual monthly average

2017 Net Budget Sales	2,100,000	1,800,000	1,600,000	2,000,000	1,700,000	1,500,000	10,700,000	2017
Estimated Annual % Profit	9.9%	10.8%	7.8%	12.3%	10.6%	5.6%	9.0%	
Annual Operating Profit	207,900	194,400	124,800	246,000	180,200	84,000	963,000	2017

5 years

**LODGE**

	Mukilteo	Kirkland	Stadium	Downtown	Mill Creek	Greenwood	Total
Avg sales per mo based on full yr 2016	173,685.78	144,294.44	115,651.51	164,218.25	133,674.11	114,423.81	845,947.90
March 2016 Actual Net Sales	188,308.72	155,451.28	95,021.43	161,280.51	133,978.85	116,042.20	850,082.99
Net March Sales 2017 budget	190,000.00	145,000.00	95,000.00	170,000.00	140,000.00	115,000.00	855,000.00
Food	95,000.00	72,500.00	47,500.00	85,000.00	70,000.00	57,500.00	427,500.00
Beer	49,400.00	37,700.00	24,700.00	44,200.00	36,400.00	29,900.00	222,300.00
Liquor	32,300.00	24,650.00	16,150.00	28,900.00	23,800.00	19,550.00	145,350.00
Wine	9,500.00	7,250.00	4,750.00	8,500.00	7,000.00	5,750.00	42,750.00
NA Beverage	3,800.00	2,900.00	1,900.00	3,400.00	2,800.00	2,300.00	17,100.00

100.5% Equals average monthly sales

**COST OF GOODS SOLD**

Food/NA Bev	32,108.10	24,503.55	16,054.05	28,728.30	23,658.60	19,433.85	144,486.45
FSA Based on 4 wk %	24,510.00	18,705.00	12,255.00	21,930.00	18,060.00	14,835.00	110,295.00
Charl Produce trip B	4,166.70	3,179.85	2,083.35	3,728.10	3,070.20	2,521.95	18,750.15
Franz	3,431.40	2,618.70	1,715.70	3,070.20	2,528.40	2,076.90	15,441.30
Whidbey Misc							0.00
Beer/Wine/Liquor	23,512.50	17,943.75	11,756.25	21,037.50	17,325.00	14,231.25	105,806.25
Columbia Youngs							
Click/Crown							
Odum/ACRS							
Southern							
Misc Brewers/wine							

<b>TOTAL COGS</b>	55,620.60	42,447.30	27,810.30	49,765.80	40,983.60	33,665.10	250,292.70
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<b>Gross Profit</b>	134,379.40	102,552.70	67,189.70	120,234.20	99,016.40	81,334.90	604,707.30
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**CONTROLLABLE EXPENSES**

**Payroll Expenses**

Tips							0.00
Jan \$9.47 to \$11.00 Hike	3,420.00	2,610.00	1,710.00	3,060.00	2,520.00	2,070.00	15,390.00
Employees including tax	61,370.00	49,590.00	32,775.00	53,720.00	46,480.00	39,330.00	283,265.00
Est Tax portion of above 941/LNI/SUT/	15,342.50	12,397.50	8,193.75	13,430.00	11,620.00	9,832.50	70,816.25
Health/Dental Ins	1,150.00	1,150.00	1,150.00	1,150.00	1,150.00	1,150.00	6,900.00
<b>Total Payroll</b>	65,940.00	53,350.00	35,635.00	57,930.00	50,150.00	42,550.00	305,555.00

35.7% 33.9% is the goal

<b>Prime Costs</b>	121,560.60	95,797.30	63,445.30	107,695.80	91,133.60	76,215.10	555,847.70
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**Direct Operating Expense**

Janitorial	1,800.00	1,900.00	1,000.00	2,000.00	1,800.00	1,000.00	9,500.00
Eduardo/Victor Pd	1,800.00	1,900.00	1,000.00	2,000.00	1,800.00	1,000.00	9,500.00
Linen	1,400.00	1,400.00	800.00	1,400.00	1,400.00	800.00	7,200.00
Aromark	1,400.00	1,400.00	1,200.00	1,400.00	1,400.00	1,200.00	8,000.00
Office Supplies	500.00	500.00	250.00	500.00	500.00	250.00	2,500.00
Costco/Bank Direct	500.00	500.00	250.00	500.00	500.00	250.00	2,500.00
Kitchen Supplies	1,800.00	1,800.00	150.00	1,800.00	1,800.00	150.00	7,500.00
Supplies-Employee purchase	800.00	800.00	150.00	800.00	800.00	150.00	3,500.00
Capital One/Citi/Cred	500.00	500.00	0.00	500.00	500.00	0.00	2,000.00
Bargreen/Costco	500.00	500.00	0.00	500.00	500.00	0.00	2,000.00
Restaurant Supplies	775.00	775.00	375.00	775.00	775.00	375.00	3,850.00
New C02	350.00	350.00	150.00	350.00	350.00	150.00	1,700.00
Tapman Services	225.00	225.00	125.00	225.00	225.00	125.00	1,150.00
Cintas Paper/Sam	200.00	200.00	100.00	200.00	200.00	100.00	1,000.00
Apparel	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Op Expense</b>	6,275.00	6,375.00	2,575.00	6,475.00	6,275.00	2,575.00	30,550.00

**Entertainment**

Mood Media	25.00	25.00	25.00	25.00	25.00	25.00	150.00
Direct TV	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	7,500.00
<b>Total Entertainment</b>	1,275.00	1,275.00	1,275.00	1,275.00	1,275.00	1,275.00	7,650.00

**Marketing**

Donations-Gift C, etc							0.00
Menu Development	200.00	200.00	0.00	200.00	200.00	0.00	800.00
Advertising	300.00	300.00		300.00	300.00		1,200.00
<b>Total Marketing</b>	500.00	500.00	0.00	500.00	500.00	0.00	2,000.00

**Utilities**

PSE Gas Utilities	1,200.00	1,200.00	600.00	1,200.00	1,200.00	800.00	6,200.00
PUD Electric Utilities	1,200.00	1,200.00	800.00	1,200.00	1,200.00	900.00	6,500.00
<b>Total Utilities</b>	2,400.00	2,400.00	1,400.00	2,400.00	2,400.00	1,700.00	12,700.00

**Tax Plan Pmts**

Extra IRS Tax pmt							0.00
Extra DOR/LNI/Etc Tax pmt							0.00
<b>Total Tax</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00

**Administrative & General Expense**

Credit Card Fee							
Hartland	4,180.00	3,190.00	2,090.00	3,740.00	3,080.00	2,530.00	18,810.00
Bank Service Charges							

Misc fee	600.00	600.00	600.00	600.00	600.00	600.00	3,600.00
Accounting & Bookkeeping							
Danta-RSI-Etc	600.00	600.00	300.00	600.00	600.00	300.00	3,000.00
Legal							
Attorney Fees	250.00	250.00	0.00	250.00	250.00	0.00	1,000.00
Licensing							
Ins License & Permits	800.00	800.00	800.00	800.00	800.00	800.00	4,800.00
Garbage		846.00	1,350.00	1,100.00	600.00	800.00	4,696.00
Misc							
Accent Table/Flowers							0.00
Baker Commodities	200.00	200.00	200.00	200.00	200.00	200.00	1,200.00
Nella Knife	100.00	100.00	100.00	100.00	100.00	100.00	600.00
RT Hood/Fire Alarm	300.00	300.00	300.00	300.00	300.00	300.00	1,800.00
Window Cleaning	125.00	125.00	125.00	125.00	125.00	125.00	750.00
Storage Rent	300.00	300.00		300.00	300.00		1,200.00
Phone & Internet							
DMX/ ATT	25.00	25.00	25.00	25.00	25.00	25.00	150.00
Comcast Wave	375.00	575.00	375.00	375.00	375.00	375.00	2,450.00
Equipment Lease							
Vend/Time Leasing	0.00	0.00	795.00	0.00	0.00	0.00	795.00
Alpine Ice M rent		575.00		575.00	575.00	0.00	1,725.00
Auto Chlor DW rent	900.00	900.00	900.00	900.00	900.00	900.00	5,400.00
<b>Total Administrative</b>	<b>8,755.00</b>	<b>9,386.00</b>	<b>7,960.00</b>	<b>9,990.00</b>	<b>8,830.00</b>	<b>7,055.00</b>	<b>51,976.00</b>

**Maintenance**

Repairs & Maintenance							
Misc Materials	1,000.00	1,000.00	250.00	1,000.00	1,000.00	250.00	4,500.00
HVAC Etc repair companies	600.00	600.00	600.00	600.00	600.00	600.00	3,600.00
Building Maintenance							
Bob/Handyman	750.00	750.00	300.00	750.00	750.00	300.00	3,600.00
<b>Total Maintenance</b>	<b>2,350.00</b>	<b>2,350.00</b>	<b>1,150.00</b>	<b>2,350.00</b>	<b>2,350.00</b>	<b>1,150.00</b>	<b>11,700.00</b>

**Misc Expense / Construction Balance**

							0.00
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<b>TOTAL CONTROLLABLES</b>	87,495.00	75,636.00	49,995.00	80,920.00	71,780.00	56,305.00	422,131.00
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**OCCUPANCY COSTS**

Lease/NNN	17,980.00	9,300.00	10,349.83	20,973.97	7,562.12	15,670.78	81,836.70	9.6%
<b>TOTAL OCCUPANCY</b>	<b>17,980.00</b>	<b>9,300.00</b>	<b>10,349.83</b>	<b>20,973.97</b>	<b>7,562.12</b>	<b>15,670.78</b>	<b>81,836.70</b>	

<b>Total Operating Expense</b>	161,095.60	127,383.30	88,155.13	151,659.77	120,325.72	105,640.88	754,260.40
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<b>Net Profit</b>	28,904.40	17,616.70	6,844.87	18,340.23	19,674.28	9,359.12	100,739.60
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<b>Profit %</b>	15.2%	12.1%	7.2%	10.8%	14.1%	8.1%	11.8%
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<b>Sales Tax</b>	18,050.00	13,775.00	9,025.00	16,150.00	13,300.00	10,925.00	81,225.00
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**Chap 11**

Est US Trustee Quarterly Fee	1,625.00	1,625.00	575.00	1,625.00	1,625.00	575.00	7,650.00
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NOTE: March sales start to increase because of March Madness (college basketball) and soccer season for stadium location

2017 Net Budget Sales	2,100,000	1,800,000	1,600,000	2,000,000	1,700,000	1,500,000	10,700,000	2017
Estimated Annual % Profit	9.9%	10.8%	7.8%	12.3%	10.6%	5.6%	9.0%	
Annual Operating Profit	207,900	194,400	124,800	246,000	180,200	84,000	963,000	2017

5 years

**LODGE**

	Mukilteo	Kirkland	Stadium	Downtown	Mill Creek	Greenwood	Total	
Avg sales per mo based on full yr 2016	173,685.78	144,294.44	115,651.51	164,218.25	133,674.11	114,423.81	845,947.90	
April 2016 Actual Net Sales	166,728.39	161,978.91	118,263.85	149,016.52	128,175.34	106,552.83	830,715.84	98.2% Close to annual monthly avg
<b>Net April Sales 2017 budget</b>	<b>170,000.00</b>	<b>150,000.00</b>	<b>115,000.00</b>	<b>160,000.00</b>	<b>135,000.00</b>	<b>110,000.00</b>	<b>840,000.00</b>	
Food	85,000.00	75,000.00	57,500.00	80,000.00	67,500.00	55,000.00	420,000.00	50.0%
Beer	44,200.00	39,000.00	29,900.00	41,600.00	35,100.00	28,600.00	218,400.00	26.0%
Liquor	28,900.00	25,500.00	19,550.00	27,200.00	22,950.00	18,700.00	142,800.00	17.0%
Wine	8,500.00	7,500.00	5,750.00	8,000.00	6,750.00	5,500.00	42,000.00	5.0%
NA Beverage	3,400.00	3,000.00	2,300.00	3,200.00	2,700.00	2,200.00	16,800.00	2.0%

**COST OF GOODS SOLD**

Food/NA Bev	28,728.30	25,348.50	19,433.85	27,038.40	22,813.65	18,588.90	141,951.60	32.5%	3%
FSA Based on 4 wk %	21,930.00	19,350.00	14,835.00	20,640.00	17,415.00	14,190.00	108,360.00		
Charl Produce trip B	3,728.10	3,289.50	2,521.95	3,508.80	2,960.55	2,412.30	18,421.20		
Franz	3,070.20	2,709.00	2,076.90	2,889.60	2,438.10	1,986.60	15,170.40		
Whidbey Misc							0.00		
Beer/Wine/Liquor	21,037.50	18,562.50	14,231.25	19,800.00	16,706.25	13,612.50	103,950.00	25.8%	3%
Columbia Youngs									
Click/Crown									
Odum/ACRS									
Southern									
Misc Brewers/wine									
<b>TOTAL COGS</b>	<b>49,765.80</b>	<b>43,911.00</b>	<b>33,665.10</b>	<b>46,838.40</b>	<b>39,519.90</b>	<b>32,201.40</b>	<b>245,901.60</b>	<b>29.3%</b>	
<b>Gross Profit</b>	<b>120,234.20</b>	<b>106,089.00</b>	<b>81,334.90</b>	<b>113,161.60</b>	<b>95,480.10</b>	<b>77,798.60</b>	<b>594,098.40</b>		

**CONTROLLABLE EXPENSES**

**Payroll Expenses**

Tips									0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.00
Jan \$9.47 to \$11.00 Hike	3,060.00	2,700.00	2,070.00	2,880.00	2,430.00	1,980.00	15,120.00	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%	1.8%
Employees including tax	54,910.00	51,300.00	39,675.00	50,560.00	44,820.00	37,620.00	278,885.00	32.3%	34.2%	34.5%	31.6%	33.2%	34.2%	33.2%	33.2%	33.2%
Est Tax portion of above 941/LNI/SUT/	13,727.50	12,825.00	9,918.75	12,640.00	11,205.00	9,405.00	69,721.25									
Health/Dental Ins	1,150.00	1,150.00	1,150.00	1,150.00	1,150.00	1,150.00	6,900.00									
<b>Total Payroll</b>	<b>59,120.00</b>	<b>55,150.00</b>	<b>42,895.00</b>	<b>54,590.00</b>	<b>48,400.00</b>	<b>40,750.00</b>	<b>300,905.00</b>	<b>35%</b>	<b>37%</b>	<b>37%</b>	<b>34%</b>	<b>36%</b>	<b>37%</b>	<b>37%</b>	<b>35.8%</b>	<b>33.9% is the goal</b>
<b>Prime Costs</b>	<b>108,885.80</b>	<b>99,061.00</b>	<b>76,560.10</b>	<b>101,428.40</b>	<b>87,919.90</b>	<b>72,951.40</b>	<b>546,806.60</b>	<b>64%</b>	<b>66%</b>	<b>67%</b>	<b>63%</b>	<b>65%</b>	<b>66%</b>	<b>66%</b>	<b>65.1%</b>	

**Direct Operating Expense**

Janitorial	1,800.00	1,900.00	1,000.00	2,000.00	1,800.00	1,000.00	9,500.00
Eduardo/Victor Pd	1,800.00	1,900.00	1,000.00	2,000.00	1,800.00	1,000.00	9,500.00
Linen	1,400.00	1,400.00	800.00	1,400.00	1,400.00	800.00	7,200.00
Aromark	1,400.00	1,400.00	1,200.00	1,400.00	1,400.00	1,200.00	8,000.00
Office Supplies	500.00	500.00	250.00	500.00	500.00	250.00	2,500.00
Costco/Bank Direct	500.00	500.00	250.00	500.00	500.00	250.00	2,500.00
Kitchen Supplies	1,800.00	1,800.00	150.00	1,800.00	1,800.00	150.00	7,500.00
Supplies-Employee purchase	800.00	800.00	150.00	800.00	800.00	150.00	3,500.00
Capital One/Citi/Cred	500.00	500.00	0.00	500.00	500.00	0.00	2,000.00
Bargreen/Costco	500.00	500.00	0.00	500.00	500.00	0.00	2,000.00
Restaurant Supplies	775.00	775.00	375.00	775.00	775.00	375.00	3,850.00
New C02	350.00	350.00	150.00	350.00	350.00	150.00	1,700.00
Tapman Services	225.00	225.00	125.00	225.00	225.00	125.00	1,150.00
Cintas Paper/Sam	200.00	200.00	100.00	200.00	200.00	100.00	1,000.00
Apparel	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Op Expense</b>	<b>6,275.00</b>	<b>6,375.00</b>	<b>2,575.00</b>	<b>6,475.00</b>	<b>6,275.00</b>	<b>2,575.00</b>	<b>30,550.00</b>

**Entertainment**

Mood Media	25.00	25.00	25.00	25.00	25.00	25.00	150.00
Direct TV	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	1,250.00	7,500.00
<b>Total Entertainment</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>1,275.00</b>	<b>7,650.00</b>

**Marketing**

Donations-Gift C, etc							0.00
Menu Development	200.00	200.00	0.00	200.00	200.00	0.00	800.00
Advertising	300.00	300.00		300.00	300.00		1,200.00
<b>Total Marketing</b>	<b>500.00</b>	<b>500.00</b>	<b>0.00</b>	<b>500.00</b>	<b>500.00</b>	<b>0.00</b>	<b>2,000.00</b>

**Utilities**

PSE Gas Utilities	1,200.00	1,200.00	600.00	1,200.00	1,200.00	800.00	6,200.00
PUD Electric Utilities	1,200.00	1,200.00	800.00	1,200.00	1,200.00	900.00	6,500.00
<b>Total Utilities</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>1,400.00</b>	<b>2,400.00</b>	<b>2,400.00</b>	<b>1,700.00</b>	<b>12,700.00</b>

**Tax Plan Pmts**

Extra IRS Tax pmt							0.00
Extra DOR/LNI/Etc Tax pmt							0.00
<b>Total Tax</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>

**Administrative & General Expense**

Credit Card Fee							
Hartland	3,740.00	3,300.00	2,530.00	3,520.00	2,970.00	2,420.00	18,480.00
Bank Service Charges							

Misc fee	600.00	600.00	600.00	600.00	600.00	600.00	3,600.00
Accounting & Bookkeeping							
Danta-RSI-Etc	600.00	600.00	300.00	600.00	600.00	300.00	3,000.00
Legal							
Attorney Fees	250.00	250.00	0.00	250.00	250.00	0.00	1,000.00
Licensing							
Ins License & Permits	800.00	800.00	800.00	800.00	800.00	800.00	4,800.00
Garbage		846.00	1,350.00	1,100.00	600.00	800.00	4,696.00
Misc							
Accent Table/Flowers							0.00
Baker Commodities	200.00	200.00	200.00	200.00	200.00	200.00	1,200.00
Nella Knife	100.00	100.00	100.00	100.00	100.00	100.00	600.00
RT Hood/Fire Alarm	300.00	300.00	300.00	300.00	300.00	300.00	1,800.00
Window Cleaning	125.00	125.00	125.00	125.00	125.00	125.00	750.00
Storage Rent	300.00	300.00		300.00	300.00		1,200.00
Phone & Internet							
DMX/ ATT	25.00	25.00	25.00	25.00	25.00	25.00	150.00
Comcast Wave	375.00	575.00	375.00	375.00	375.00	375.00	2,450.00
Equipment Lease							
Vend/Time Leasing	0.00	0.00	795.00	0.00	0.00	0.00	795.00
Alpine Ice M rent		575.00		575.00	575.00	0.00	1,725.00
Auto Chlor DW rent	900.00	900.00	900.00	900.00	900.00	900.00	5,400.00
<b>Total Administrative</b>	<b>8,315.00</b>	<b>9,496.00</b>	<b>8,400.00</b>	<b>9,770.00</b>	<b>8,720.00</b>	<b>6,945.00</b>	<b>51,646.00</b>

**Maintenance**

Repairs & Maintenance							
Misc Materials	1,000.00	1,000.00	250.00	1,000.00	1,000.00	250.00	4,500.00
HVAC Etc repair companies	600.00	600.00	600.00	600.00	600.00	600.00	3,600.00
Building Maintenance							
Bob/Handyman	750.00	750.00	300.00	750.00	750.00	300.00	3,600.00
<b>Total Maintenance</b>	<b>2,350.00</b>	<b>2,350.00</b>	<b>1,150.00</b>	<b>2,350.00</b>	<b>2,350.00</b>	<b>1,150.00</b>	<b>11,700.00</b>

**Misc Expense / Construction Balance**

							0.00
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<b>TOTAL CONTROLLABLES</b>	80,235.00	77,546.00	57,695.00	77,360.00	69,920.00	54,395.00	417,151.00
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**OCCUPANCY COSTS**

Lease/NNN	17,980.00	9,300.00	10,349.83	20,473.97	7,562.12	15,670.78	81,336.70	9.7%
<b>TOTAL OCCUPANCY</b>	<b>17,980.00</b>	<b>9,300.00</b>	<b>10,349.83</b>	<b>20,473.97</b>	<b>7,562.12</b>	<b>15,670.78</b>	<b>81,336.70</b>	

<b>Total Operating Expense</b>	147,980.80	130,757.00	101,709.93	144,672.37	117,002.02	102,267.18	744,389.30
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<b>Net Profit</b>	22,019.20	19,243.00	13,290.07	15,327.63	17,997.98	7,732.82	95,610.70
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<b>Profit %</b>	13.0%	12.8%	11.6%	9.6%	13.3%	7.0%	11.4%
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<b>Sales Tax</b>	16,150.00	14,250.00	10,925.00	15,200.00	12,825.00	10,450.00	79,800.00
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**Chap 11**

Est US Trustee Quarterly Fee	1,625.00	1,625.00	575.00	1,625.00	1,625.00	575.00	7,650.00
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NOTE: April sales historically equal the annual average helped by baseball season and soccer season

2017 Budget Sales	2,100,000	1,800,000	1,600,000	2,000,000	1,700,000	1,500,000	10,700,000	2017
Estimated Annual % Profit	9.9%	10.8%	7.8%	12.3%	10.6%	5.6%	9.0%	
Operating Profit	207,900	194,400	124,800	246,000	180,200	84,000	963,000	2017

5 years