

# Blue Water LLC

## Annual Operating Projection - Summary

### First Full Year of Operations

	MONTHLY AVE		ANNUAL	
<b>Sales:</b>				
Food	\$ 128,622	76.7%	\$ 1,543,464	76.7%
Beverage	39,003	23.3%	468,039	23.3%
<b>TOTAL SALES</b>	<b>167,625</b>	<b>100.0%</b>	<b>2,011,503</b>	<b>100.0%</b>
<b>Cost of Sales:</b>				
Food	41,159	32.0%	493,908	32.0%
Beverage	11,712	30.0%	140,538	30.0%
<b>TOTAL COST OF SALES</b>	<b>52,871</b>	<b>31.5%</b>	<b>634,447</b>	<b>31.5%</b>
<b>Gross Profit</b>	<b>114,755</b>	<b>68.5%</b>	<b>1,377,056</b>	<b>68.5%</b>
<b>Payroll:</b>				
Salaries & Wages	44,896	26.8%	538,755	26.8%
Employee Benefits	8,070	4.8%	96,836	4.8%
<b>TOTAL PAYROLL</b>	<b>52,966</b>	<b>31.6%</b>	<b>635,591</b>	<b>31.6%</b>
<b>PRIME COST</b>	<b>105,836</b>	<b>63.1%</b>	<b>1,270,038</b>	<b>63.1%</b>
<b>Other Controllable Expenses:</b>				
Direct Operating Expenses	8,479	5.1%	101,752	5.1%
Music & Entertainment	250	0.1%	3,000	0.1%
Marketing	3,000	1.8%	36,000	1.8%
Utilities	4,050	2.4%	48,600	2.4%
General & Administrative Expenses	8,816	5.3%	105,790	5.3%
Repairs & Maintenance	1,800	1.1%	21,600	1.1%
<b>TOTAL OTHER CONTROLLABLE EXP.</b>	<b>26,395</b>	<b>15.7%</b>	<b>316,742</b>	<b>15.7%</b>
<b>CONTROLLABLE PROFIT</b>	<b>35,394</b>	<b>21.1%</b>	<b>424,723</b>	<b>21.1%</b>
<b>Occupancy Costs &amp; Depreciation</b>				
Occupancy Costs	14,058	8.4%	168,690	8.4%
Depreciation & Amortization	5,979	3.6%	71,751	3.6%
<b>Other (Income) Expenses</b>				
Other (Income)	(400)	(0.2%)	(4,800)	(0.2%)
Interest Expense	3,554	2.1%	42,647	2.1%
Other Expense	200	0.1%	2,400	0.1%
<b>NET INCOME BEFORE INCOME TAXES</b>	<b>\$ 12,003</b>	<b>7.2%</b>	<b>\$ 144,035</b>	<b>7.2%</b>
ADD BACK:				
Depreciation & Amortization	5,979	3.6%	71,751	3.6%
DEDUCT:				
Investment Amortization	(3,119)	(1.9%)	(37,429)	(1.9%)
<b>CASH FLOW BEFORE INCOME TAXES</b>	<b>\$ 14,863</b>	<b>8.9%</b>	<b>\$ 178,357</b>	<b>8.9%</b>

#### KEY RATIOS:

<b>Sales Per Square Foot</b>	<b>\$575</b>
<b>Sales Per Seat</b>	<b>\$13,410</b>
<b>Sales to Investment</b>	<b>2.5</b>