

# Willkommen

## PROFIT AND LOSS

May 15 - December 31, 2019

	TOTAL
Income	
4000. Gross Sales	102,046.81
4100. Food Sales	1,712.00
4101. Food - In house	462,240.09
4104. Food Discounts and Comps	-18,920.51
4105. Catering sales	840.00
<b>Total 4100. Food Sales</b>	<b>445,871.58</b>
4200. Beer Sales	
4201. Beer - In house	331,733.50
4202. Beer Discounts & Comps	-9,313.92
<b>Total 4200. Beer Sales</b>	<b>322,419.58</b>
4300. Wine Sales	144.00
4301. Wine - In house	41,862.00
<b>Total 4300. Wine Sales</b>	<b>42,006.00</b>
4400. Beverage Sales	
4401. Beverage - In house	21,376.00
4402. Beverage Discounts and Comps	-712.50
<b>Total 4400. Beverage Sales</b>	<b>20,663.50</b>
4500. Merch Sales	168.25
4600. Event Income	667.57
4900. SF Healthy Surcharge	32,823.40
<b>Total 4000. Gross Sales</b>	<b>966,666.69</b>
Uncategorized Income	0.00
<b>Total Income</b>	<b>\$966,666.69</b>
Cost of Goods Sold	
5100. Cost of Goods Sold	11,817.78
5200. Food COGS	196.22
5201. Bakery	6,501.87
5202. Dairy	6,150.01
5203. Grocery	53,315.73
5204. Meat	50,547.87
5205. Produce	9,721.55
<b>Total 5200. Food COGS</b>	<b>126,433.25</b>
5300. Beer COGS	
5301. BHB Beer COGS	86,086.07
5302. Guest Beer COGS	16,969.30
5403. Beer CO2	944.00
<b>Total 5300. Beer COGS</b>	<b>103,999.37</b>

# Willkommen

## PROFIT AND LOSS

May 15 - December 31, 2019

	TOTAL
5400. Wine COGS	
5401. Wine COGS	12,127.61
<b>Total 5400. Wine COGS</b>	<b>12,127.61</b>
5500. Beverage COGS	
5501. Beverage COGS	3,964.79
<b>Total 5500. Beverage COGS</b>	<b>3,964.79</b>
<b>Total 5100. Cost of Goods Sold</b>	<b>258,342.80</b>
<b>Total Cost of Goods Sold</b>	<b>\$258,342.80</b>
GROSS PROFIT	<b>\$708,323.89</b>
Expenses	
6000. Payroll	
6100. Payroll - BOH	10,796.74
6110. Salaries - BOH	92,224.27
6120. Payroll Taxes - BOH	12,928.90
<b>Total 6100. Payroll - BOH</b>	<b>115,949.91</b>
6200. Payroll - FOH	
6210. Salaries - FOH	96,428.24
6220. Payroll Taxes - FOH	19,948.66
6230. Benefits FOH	558.88
<b>Total 6200. Payroll - FOH</b>	<b>116,935.78</b>
6300. Payroll - Gen.	
6309. Officer's Wage	0.00
6310. Manager's Payroll	59,388.55
6315. Janitorial Payroll	2,411.73
6320. Payroll Tax Expense - Gen.	5,182.25
<b>Total 6300. Payroll - Gen.</b>	<b>66,982.53</b>
6400. Payroll Related	
6410. Worker's Compensation	4,540.20
6420. Payroll Process Fees	3,839.00
<b>Total 6400. Payroll Related</b>	<b>8,379.20</b>
<b>Total 6000. Payroll</b>	<b>308,247.42</b>
7000. Controllable Expenses	
7000. Direct Operating Expenses	
7010. Restaurant Supplies	12,908.31
7020. Paper Product Purchase	2,845.44
7030. Janitorial Supply Purchase	4,042.42
7040. Laundry/Linen	3,981.32
<b>Total 7000. Direct Operating Expenses</b>	<b>23,777.49</b>

# Willkommen

## PROFIT AND LOSS

May 15 - December 31, 2019

	TOTAL
7100. Advertising & Marketing	
7110. Advertising and Promotion	7,412.03
7120. Outside Services	286.00
7130. Print/Menu	275.11
7150. Sound/Entertainment	179.92
<b>Total 7100. Advertising &amp; Marketing</b>	<b>8,153.06</b>
7200. General & Administrative Exp.	
7210. Automobile Expense	412.37
7213. Merchant Service Fee	28,748.41
7215. Bank Charges & Fees	115.33
7216. Interest and Finance Charges	414.94
7217. Cash Over/Under	0.00
7220. Computer Supplies	158.11
7225. Office Supplies & Software	2,361.60
7230. Office Equip. Repairs & Maint.	431.63
7240. Office Expenses	1,614.23
7250. Meals & Entertainment	526.53
7270. Parking & Toll	577.34
7280. Postage & Delivery	176.40
7285. Publications & Subscriptions	1,153.59
7295. Travel	267.01
<b>Total 7200. General &amp; Administrative Exp.</b>	<b>36,957.49</b>
7300. Outside Service	
7310. Cleaning	15,022.58
7320. Contractors	4,038.00
7340. Accounting	14,799.98
7350. Food License Fee	27,500.00
<b>Total 7300. Outside Service</b>	<b>61,360.56</b>
7400. Repairs and Maintenance	
7405. Building Repairs & Maintenance	3,052.30
7410. Equipment Repairs and Maintenance	1,709.01
7420. Pest Control	855.00
<b>Total 7400. Repairs and Maintenance</b>	<b>5,616.31</b>
<b>Total 7000. Controllable Expenses</b>	<b>135,864.91</b>
8000. Non-Controllable Expenses	
8100. Occupancy	
8120. Equipment Rental	1,115.91
8130. Licenses and Permits	2,151.25
8140. Rent & Lease	83,741.59
<b>Total 8100. Occupancy</b>	<b>87,008.75</b>

# Willkommen

## PROFIT AND LOSS

May 15 - December 31, 2019

	TOTAL
8300. Utilities	
8310. Electricity	444.30
8320. Gas	3,102.07
8330. Waste Removal	52.81
8350. Telecommunication	5,428.65
<b>Total 8300. Utilities</b>	<b>9,027.83</b>
<b>Total 8000. Non-Controllable Expenses</b>	<b>96,036.58</b>
<b>Total Expenses</b>	<b>\$540,148.91</b>
NET OPERATING INCOME	<b>\$168,174.98</b>
Other Income	
8500. Other Income	5,838.19
8510. Interest Income	2.30
<b>Total 8500. Other Income</b>	<b>5,840.49</b>
<b>Total Other Income</b>	<b>\$5,840.49</b>
Other Expenses	
9000. Other Expenses	
9015. Guaranteed Payment	23,100.00
<b>Total 9000. Other Expenses</b>	<b>23,100.00</b>
<b>Total Other Expenses</b>	<b>\$23,100.00</b>
NET OTHER INCOME	<b>\$ -17,259.51</b>
NET INCOME	<b>\$150,915.47</b>