

TERN GRILLE										
2019 BUDGET WORKSHEET										
		2015	2016	2017	2018	2018	2019	2019	2019	
		ACTUALS	ACTUALS	ACTUAL	BUDGET	FORECAST	PROPOSED	RECOMMEND	FINAL	
<b>REVENUE</b>										
384	FOOD BANQUET	0	0	0	0	837	0	0	0	
385	FOOD REGULAR	93,553	93,820	86,922	127,748	96,123	97,098	97,098	97,098	
386	BEVERAGE REGULAR	88,622	84,597	79,107	70,200	87,905	87,902	87,902	87,902	
387	BEVERAGE BANQUET	0	0	0	0	794	0	0	0	
398	MISC	0	0	0	0	91	0	0	0	
	<b>TOTAL REVENUE</b>	<b>182,175</b>	<b>178,417</b>	<b>166,029</b>	<b>197,948</b>	<b>185,760</b>	<b>185,000</b>	<b>185,000</b>	<b>185,000</b>	
<b>COST OF SALES</b>										
402	FOOD BANQUET				0	209	0	0	0	
403	FOOD REGULAR	37,899	40,813	43,461	51,099	35,486	38,839	38,839	38,839	40%
405	BEVERAGE REGULAR	29,786	31,422	31,610	21,060	22,533	26,371	26,371	26,371	30%
406	BEVERAGE BANQUET				0	198	0	0	0	
	<b>TOTAL COST</b>	<b>67,685</b>	<b>72,235</b>	<b>75,071</b>	<b>72,159</b>	<b>58,426</b>	<b>65,210</b>	<b>65,210</b>	<b>65,210</b>	<b>35%</b>
	<b>NET REVENUE</b>	<b>114,490</b>	<b>106,182</b>	<b>90,958</b>	<b>125,789</b>	<b>127,324</b>	<b>119,790</b>	<b>119,790</b>	<b>119,790</b>	<b>65%</b>
		63%	60%	55%	64%	69%	65%	65%	65%	
<b>EXPENSES</b>										
419	PAYROLL BANQUET				0	605	0	0	0	
420	PAYROLL REGULAR				72,133	62,668	61,307	61,307	61,145	
435	OVERTIME				0	16,826	1,800	1,800	1,800	
445	PAYROLL COST				9,001	10,350	12,235	12,235	11,923	
455	CONTRACT LABOR				0	127	0	0	0	
460	EMPLOYEES				1,610	1,610	800	800	800	
465	TRAINING				0	0	800	800	800	
	<b>TOTAL PAYROLL</b>				<b>82,744</b>	<b>92,166</b>	<b>76,942</b>	<b>76,942</b>	<b>76,469</b>	
					42%	50%	42%	42%	41%	
<b>CONTRACT/SUPPLIES</b>										
480	CREDIT CARDS				1,475	2,090	2,000	2,000	2,000	
487	ENTERTAINMENT				0	6,250	0	0	0	
490	LINENS				0	0	1,333	1,333	1,333	
499	UNIFORMS				2,050	2,081	800	800	800	
504	CONTRACT SERVICES				4,605	6,571	6,800	6,800	6,800	
513	CLEANING SUPPLIES				0	221	1,650	1,650	1,650	
522	KITCHEN SUPPLIES				0	526	1,200	1,200	1,200	
525	PAPER GOODS				6,600	6,667	6,700	6,700	6,700	
552	GAS/OIL				1,425	1,935	2,000	2,000	2,000	
564	SUPPLIES				2,849	2,825	3,000	3,000	3,000	
	<b>TOTAL CONTR/SUPPLIES</b>				<b>19,004</b>	<b>29,166</b>	<b>25,483</b>	<b>25,483</b>	<b>25,483</b>	
					10%	16%	14%	14%	14%	
<b>REPAIRS/MAINTENANCE</b>										
594	EQUIPMENT				0	521	0	0	0	
	<b>TOTAL REPAIRS/MAINT</b>				<b>0</b>	<b>521</b>	<b>0</b>	<b>0</b>	<b>0</b>	
<b>UTILITIES</b>										
620	ELECTRICITY				11,730	11,746	12,000	12,000	12,000	
623	PROPANE GAS				2,968	3,001	3,000	3,000	3,000	
626	REFUSE REMOVAL				1,860	2,003	2,000	2,000	2,000	
629	TELEPHONE				600	852	900	900	900	
633	WATER/SEWER				5,792	2,354	2,354	2,354	2,354	
	<b>TOTAL UTILITIES</b>				<b>22,960</b>	<b>19,956</b>	<b>20,254</b>	<b>20,254</b>	<b>20,254</b>	
					12%	11%	11%	11%	11%	
<b>OTHER COSTS</b>										
688	INSURANCE				6,507	4,795	4,795	4,795	4,795	
696	PERMITS/LICENSES				3,120	3,323	3,500	3,500	3,500	
697	PROMOTIONS/DISCOUNTS				0	9,073	600	600	600	
699	TRAVEL				160	160	0	0	0	
	<b>TOTAL OTHER</b>				<b>9,787</b>	<b>17,351</b>	<b>8,895</b>	<b>8,895</b>	<b>8,895</b>	
	<b>TOTAL EXPENSES</b>				<b>134,485</b>	<b>159,180</b>	<b>131,574</b>	<b>131,574</b>	<b>131,101</b>	<b>71%</b>
	<b>NET</b>				<b>-8,696</b>	<b>-31,856</b>	<b>-11,784</b>	<b>-11,784</b>	<b>-11,311</b>	<b>-6%</b>

**Tern Grille  
Selected Budget Details 2019**

<b>Contract Services</b>	<b>6,800</b>
Direct TV	2,030
Drainfast	2,800
Yamaha Maint	780
Pest Control	900
Grinding	290
<b>Supplies</b>	<b>3,000</b>
Decorations, baskets, liners, trash cans, ice buckets, etc.	
<b>Insurance</b>	<b>4,795</b>
Building	2,700
Liability	2,095