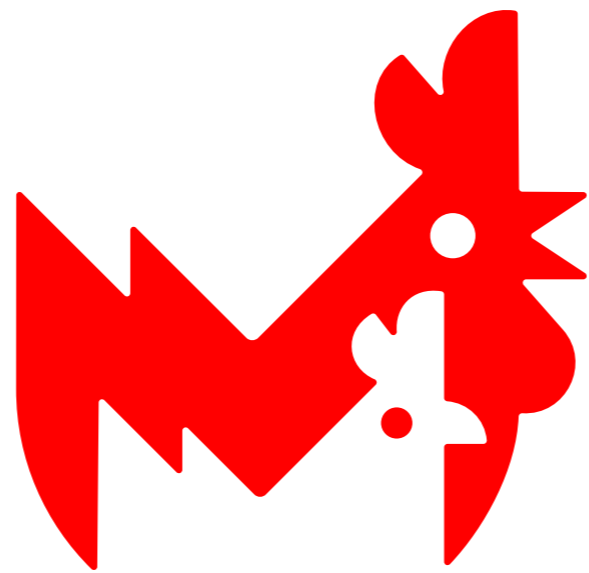


TWO



BIRDS

Featured on



Featured on



Who we are

Two Birds serves high quality chicken typically reserved for fine dining in a bold, fast casual setting.

FREE RANGE - ANTIBIOTIC FREE - CRUELTY FREE - VEGETARIAN FED
SUSTAINABLY GROWN - NO ADDITIVES OF ANY KIND

The food

A SIMPLE, COMFORT-DRIVEN MENU



Open Wide

AS TAKEN FROM THE EYES OF OUR CUSTOMERS



Making waves in the press

“One sexy motherclucker.”

OC Weekly



Los Angeles Times

ORANGE COUNTY
REGISTER



OCWEEKLY



FOOD
BEAST

SOCALPULSE
DISCOVER THE BEAT OF SOUTHERN CALIFORNIA

RESTAURANT
BUSINESS

Restaurant
HOSPITALITY

NATION'S
Restaurant News

QSR
Limited-Service, Unlimited Possibilities

FSR

FOOD
INDUSTRY NEWS

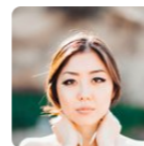
great taste

plate
Take food further.

“When people think of chicken in Orange County, they think of Two Birds.”

Our customers know us best

“This one is definitely one to add to your bookmarks! And make a trip out soon, because your life is too short to not eat this once a week starting immediately.”



Aileen K.
Los Angeles, CA
👥 2228 friends
★ 715 reviews
📷 1002 photos
Elite '18



twobirdschicken

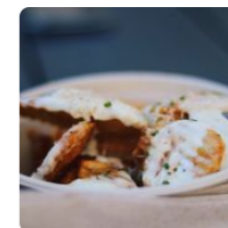
Following



178 posts

20.9k followers

15 following



1. Two Birds

★ ★ ★ ★ ☆ 344 reviews

\$\$ · Chicken Shop, Sandwiches

👥 Reviewed by 1 friend 🔥

The Numbers

IN A FOOD HALL SETTING

\$1,000+ per sq ft

PROVEN UNIT ECONOMICS

Sub 60%
prime cost

SIMPLE

Designed for
scalability

CHEEP! CHEEP!

Low cost of
labor & goods

The team

From the award-winning food, to scalable operations and world-class design, our team has it all.



CHEF ANDREW GRUEL

Slapfish Founder (150 locations in development). Nation's Restaurant News Top 50 Power Executive. Food Network and FYI Network host.



BRENT MILLER

20+ Years of Restaurant Development Experience. Designed and developed 20+ restaurants. Oversaw \$10mm in holdings.

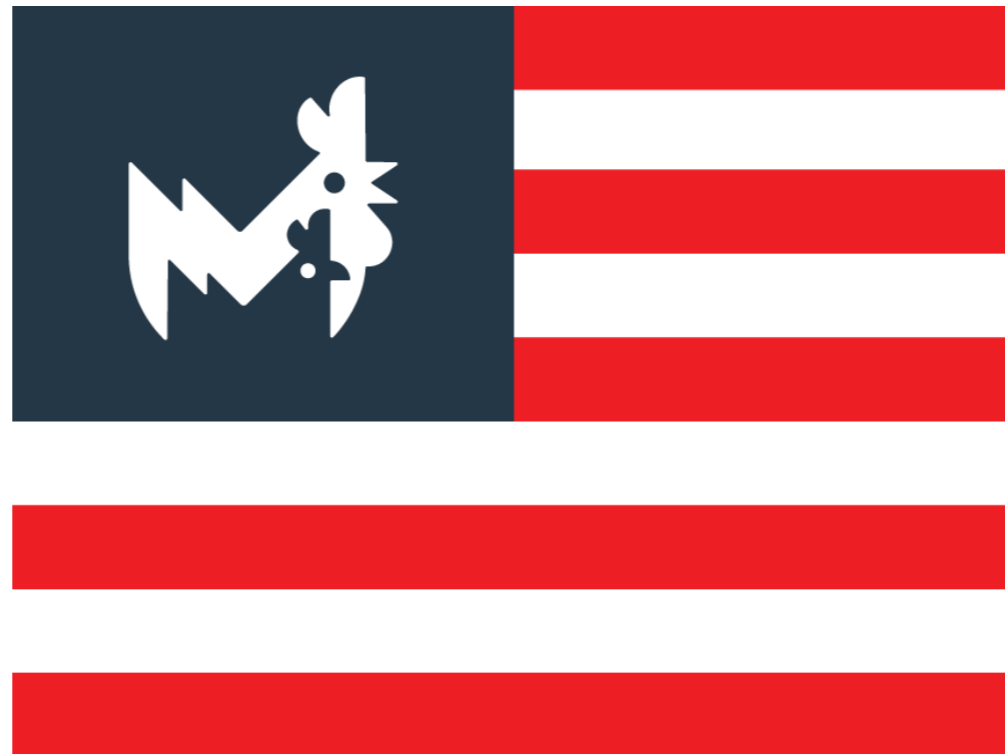


DR. JOHN WOLANIN

Design & Technology Expert. Mark Cuban & Google Venture funded Co-Founder of Dave.com. Prev Head of Product at Honey (\$1B valuation). Featured by Apple and Google.

Seeking

Investment To Grow More Corporate Stores



Economics

Proven Model with 1 year historical financials

IN A FOOD HALL

\$1,000+ sales
per sq ft

CURRENTLY

20%
EBITDA

Fully Developed Operations Package

Real-Estate, Construction, Marketing, Training and Development set up established.



The team

From the award-winning food, to scalable operations and world-class design, our team has it all.



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20+ Years of Restaurant Development Experience. Designed and developed 20+ restaurants. Oversaw \$10mm in holdings.



DR. JOHN WOLANIN

Branding/Design Expert featured by Apple and Google. Mark Cuban-funded entrepreneur. Former Head of Product at Honey (\$500mm valuation)

Fully Developed Operations Package

**Real-Estate, Construction,
Marketing, Training and
Development set up included.**





Prototypical 2,100 sf Template

Year-1 Projections

	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total		
SALES															
Lunch Food/Bev	56,960	43.8%	53,760	56,960	55,360	56,960	55,360	56,960	56,960	55,360	56,960	55,360	56,960	673,920	43.1%
Dinner Food/Bev	50,700	39.0%	47,320	52,390	50,700	52,390	50,700	52,390	50,700	52,390	50,700	52,390	52,390	615,160	39.4%
Total F&B	107,660	82.7%	101,080	109,350	106,060	109,350	106,060	109,350	106,060	109,350	106,060	109,350	106,060	1,289,081	82.5%
Beer & Wine	22,500	17.3%	21,000	23,250	22,500	23,250	22,500	23,250	22,500	23,250	22,500	23,250	22,500	273,000	17.5%
Total Sales	130,160	100.0%	122,080	132,600	128,560	132,600	128,560	132,600	128,560	132,600	128,560	132,600		1,562,081	100.0%
TOTAL SALES	130,160		122,080	132,600	128,560	132,600	128,560	132,600	128,560	132,600	128,560	132,600		\$ 1,562,080	
COST OF SALES															
Chicken	15,072	14.0%	14,151	15,309	14,848	15,309	14,848	15,309	15,309	14,848	15,309	14,848	15,309	180,471	14.0%
Other Food and Beverage	16,149	15.0%	15,162	16,403	15,909	16,403	15,909	16,403	16,403	15,909	16,403	15,909	16,403	193,362	15.0%
TOTAL F & B	31,221	29.0%	29,313	31,712	30,757	31,712	30,757	31,712	30,757	31,712	30,757	31,712	31,712	373,833	23.9%
Beer & Wine	4,500	20.0%	4,200	4,650	4,500	4,650	4,500	4,650	4,500	4,650	4,500	4,650	4,500	54,600	20.0%
TOTAL COGS	35,721	27.4%	33,513	36,362	35,257	36,362	35,257	36,362	36,362	35,257	36,362	35,257	36,362	428,433	27.4%
LABOR EXPENSES															
Kitchen	18,222	14.0%	17,091	18,564	17,998	18,564	17,998	18,564	18,564	17,998	18,564	17,998	18,564	218,691	14.0%
Counter/Service Staff	10,413	8.0%	9,766	10,608	10,285	10,608	10,285	10,608	10,608	10,285	10,608	10,285	10,608	124,966	8.0%
Management	5,500	4.2%	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	66,000	4.2%
Total Payroll	34,135	26.2%	32,358	34,672	33,783	34,672	33,783	34,672	34,672	33,783	34,672	33,783	34,672	409,658	26.2%
Total Payroll Taxes	3,755	2.9%	3,559	3,814	3,716	3,814	3,716	3,814	3,716	3,716	3,814	3,716	3,814	45,062	2.9%
TOTAL LABOR EXPENSES	37,890	29.1%	35,917	38,486	37,499	38,486	37,499	38,486	38,486	37,499	38,486	37,499	38,486	454,720	29.1%
OPERATING EXPENSES															
Accounting/Legal	1,200	0.9%	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	0.9%
Advertising	1,500	1.2%	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	1.2%
Bank/Credit Card Fees	3,384	2.6%	3,174	3,448	3,343	3,448	3,343	3,448	3,448	3,343	3,448	3,343	3,448	40,614	2.6%
Cleaning Supplies	600	0.5%	600	600	600	600	600	600	600	600	600	600	600	7,200	0.5%
Equipment Lease/Rental	0	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0.0%
Flowers/Décor	200	0.2%	200	200	200	200	200	200	200	200	200	200	200	2,400	0.2%
Insurance/Worker's Comp	3,800	2.9%	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	45,600	2.9%
Laundry/Linen Service	500	0.4%	500	500	500	500	500	500	500	500	500	500	500	6,000	0.4%
Licenses/Permits	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Merchandise	150	0.1%	150	150	150	150	150	150	150	150	150	150	150	1,800	0.1%
Misc.	1,000	0.8%	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	0.8%
Office Supply	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Outside Services	700	0.5%	700	700	700	700	700	700	700	700	700	700	700	8,400	0.5%
Paper & Disposable	4,556	3.5%	4,273	4,641	4,500	4,641	4,500	4,641	4,500	4,641	4,500	4,641	4,500	54,673	3.5%
R & M	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Rent Base	8,500	6.5%	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	102,000	6.5%
Rent (CAM)	1,302	1.0%	1,221	1,326	1,286	1,326	1,286	1,326	1,286	1,326	1,286	1,326	1,286	15,621	1.0%
Smallwares/Equipment	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Telephone/AV	350	0.3%	350	350	350	350	350	350	350	350	350	350	350	4,200	0.3%
Uniforms	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Utilities/Water/Sewer	1,800	1.4%	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	21,600	1.4%
Waste Removal	650	0.5%	650	650	650	650	650	650	650	650	650	650	650	7,800	0.5%
Total Operating Expenses	31,441	24.2%	30,868	31,615	31,328	31,615	31,328	31,615	31,615	31,328	31,615	31,328	31,615	377,308	24.2%
TOTAL OPERATING COSTS	105,053	80.7%	100,298	106,462	104,085	106,462	104,085	106,462	106,462	104,085	106,462	104,085	106,462	\$ 1,260,462	80.7%
Operational Income / Loss	25,107	19.3%	21,782	26,138	24,475	26,138	24,475	26,138	26,138	24,475	26,138	24,475	26,138	301,619	19.3%
Comps/Discounts/Promos	2603	2.0%	2442	2652	2571	2652	2571	2652	2652	2571	2652	2571	2652	31,242	2.0%
NET INCOME/(LOSS)	22,504	17.3%	19,341	23,486	21,904	23,486	21,904	23,486	23,486	21,904	23,486	21,904	23,486	\$ 270,378	17.3%
Profit-Loss Percentage	17.3%		15.8%	17.7%	17.0%	17.7%	17.0%	17.7%	17.7%	17.0%	17.7%	17.0%	17.7%		



Prototypical 2,100 sf Template

Year-2 Projections

	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total		
SALES															
Lunch Food/Bev	59,808	43.8%	56,448	59,808	58,128	59,808	58,128	59,808	59,808	58,128	59,808	58,128	59,808	707,616	43.1%
Dinner Food/Bev	53,235	39.0%	49,686	55,010	53,235	55,010	53,235	55,010	55,010	53,235	55,010	53,235	55,010	645,918	39.4%
Total F&B	113,043	82.7%	106,134	114,818	111,363	114,818	111,363	114,818	111,363	114,818	111,363	114,818	1,353,535		
Beer & Wine	23,625	17.3%	22,050	24,413	23,625	24,413	23,625	24,413	24,413	23,625	24,413	23,625	24,413	286,650	17.5%
Total Sales	136,668	100.0%	128,184	139,230	134,988	139,230	134,988	139,230	139,230	134,988	139,230	134,988	139,230	1,640,185	100.0%
TOTAL SALES	136,668		128,184	139,230	134,988	139,230	134,988	139,230	134,988	139,230	134,988	139,230	\$ 1,640,184		
COST OF SALES															
Chicken	15,826	14.0%	14,859	16,074	15,591	16,074	15,591	16,074	16,074	15,591	16,074	15,591	16,074	189,495	14.0%
Other Food and Beverage	16,956	15.0%	15,920	17,223	16,704	17,223	16,704	17,223	17,223	16,704	17,223	16,704	17,223	203,030	15.0%
TOTAL F & B	32,782	29.0%	30,779	33,297	32,295	33,297	32,295	33,297	33,297	32,295	33,297	32,295	33,297	392,525	23.9%
Beer & Wine	5,434	23.0%	5,072	5,615	5,434	5,615	5,434	5,615	5,615	5,434	5,615	5,434	5,615	65,930	23.0%
TOTAL COGS	38,216	28.0%	35,850	38,912	37,729	38,912	37,729	38,912	38,912	37,729	38,912	37,729	38,912	458,455	28.0%
LABOR EXPENSES															
Kitchen	19,134	14.0%	17,946	19,492	18,898	19,492	18,898	19,492	19,492	18,898	19,492	18,898	19,492	229,626	14.0%
Counter/Service Staff	10,933	8.0%	10,255	11,138	10,799	11,138	10,799	11,138	11,138	10,799	11,138	10,799	11,138	131,215	8.0%
Management	6,050	4.4%	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	72,600	4.4%
Total Payroll	36,117	26.4%	34,250	36,681	35,747	36,681	35,747	36,681	36,681	35,747	36,681	35,747	36,681	433,441	26.4%
Total Payroll Taxes	3,973	2.9%	3,768	4,035	3,932	4,035	3,932	4,035	4,035	3,932	4,035	3,932	4,035	47,678	2.9%
TOTAL LABOR EXPENSES	40,090	29.3%	38,018	40,715	39,680	40,715	39,680	40,715	40,715	39,680	40,715	39,680	40,715	481,119	29.3%
OPERATING EXPENSES															
Accounting/Legal	1,200	0.9%	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	0.9%
Advertising	1,500	1.1%	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	1.1%
Bank/Credit Card Fees	3,553	2.6%	3,333	3,620	3,510	3,620	3,510	3,620	3,620	3,510	3,620	3,510	3,620	42,645	2.6%
Cleaning Supplies	600	0.4%	600	600	600	600	600	600	600	600	600	600	600	7,200	0.4%
Equipment Lease/Rental	0	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0.0%
Flowers/Décor	200	0.1%	200	200	200	200	200	200	200	200	200	200	200	2,400	0.1%
Insurance/Worker's Comp	3,800	2.8%	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	45,600	2.8%
Laundry/Linen Service	500	0.4%	500	500	500	500	500	500	500	500	500	500	500	6,000	0.4%
Licenses/Permits	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Merchandise	150	0.1%	150	150	150	150	150	150	150	150	150	150	150	1,800	0.1%
Misc.	1,000	0.7%	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	0.7%
Office Supply	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Outside Services	700	0.5%	700	700	700	700	700	700	700	700	700	700	700	8,400	0.5%
Paper & Disposable	4,783	3.5%	4,486	4,873	4,725	4,873	4,725	4,873	4,873	4,725	4,873	4,725	4,873	57,406	3.5%
R & M	500	0.4%	500	500	500	500	500	500	500	500	500	500	500	6,000	0.4%
Rent Base	8,755	6.4%	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	105,060	6.4%
Rent (CAM)	1,367	1.0%	1,282	1,392	1,350	1,392	1,350	1,392	1,392	1,350	1,392	1,350	1,392	16,402	1.0%
Smallwares/Equipment	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Telephone/AV	350	0.3%	350	350	350	350	350	350	350	350	350	350	350	4,200	0.3%
Uniforms	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Utilities/Water/Sewer	1,800	1.3%	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	21,600	1.3%
Waste Removal	650	0.5%	650	650	650	650	650	650	650	650	650	650	650	7,800	0.5%
Total Operating Expenses	32,408	23.7%	31,806	32,590	32,289	32,590	32,289	32,590	32,590	32,289	32,590	32,289	32,590	388,913	23.7%
TOTAL OPERATING COSTS	110,714	81.0%	105,674	112,218	109,698	112,218	109,698	112,218	112,218	109,698	112,218	109,698	112,218	\$ 1,328,487	81.0%
Operational Income / Loss	25,954	19.0%	22,510	27,012	25,290	27,012	25,290	27,012	27,012	25,290	27,012	25,290	27,012	311,698	19.0%
Comps/Discounts/Promos	2733	2.0%	2564	2785	2700	2785	2700	2785	2785	2700	2785	2700	2785	32,804	2.0%
NET INCOME/(LOSS)	23,220	17.0%	19,946	24,228	22,591	24,228	22,591	24,228	24,228	22,591	24,228	22,591	24,228	\$ 278,894	17.0%
Profit-Loss Percentage	17.0%		15.6%	17.4%	16.7%	17.4%	16.7%	17.4%	17.4%	16.7%	17.4%	16.7%	17.4%		



Prototypical 2,100 sf Template

Year-3 Projections

	January	February	March	April	May	June	July	August	September	October	November	December	Annual Total		
SALES															
Lunch Food/Bev	62,798	43.8%	59,270	62,798	61,034	62,798	61,034	62,798	62,798	61,034	62,798	61,034	62,798	742,997	43.1%
Dinner Food/Bev	55,897	39.0%	52,170	57,760	55,897	57,760	55,897	57,760	57,760	55,897	57,760	55,897	57,760	678,214	39.4%
Total F&B	118,695	82.7%	111,441	120,558	116,931	120,558	116,931	120,558	116,931	120,558	116,931	120,558	1,421,212		
Beer & Wine	24,806	17.3%	23,153	25,633	24,806	25,633	24,806	25,633	24,806	25,633	24,806	25,633	24,806	300,983	17.5%
Total Sales	143,501	100.0%	134,593	146,192	141,737	146,192	141,737	146,192	141,737	146,192	141,737	146,192	1,722,194	100.0%	
TOTAL SALES	143,501		134,593	146,192	141,737	146,192	141,737	146,192	141,737	146,192	141,737	146,192	\$ 1,722,193		
COST OF SALES															
Chicken	16,617	14.0%	15,602	16,878	16,370	16,878	16,370	16,878	16,878	16,370	16,878	16,370	16,878	198,970	14.0%
Other Food and Beverage	17,804	15.0%	16,716	18,084	17,540	18,084	17,540	18,084	18,084	17,540	18,084	17,540	18,084	213,182	15.0%
TOTAL F & B	34,422	29.0%	32,318	34,962	33,910	34,962	33,910	34,962	33,910	34,962	33,910	34,962	412,151	23.9%	
Beer & Wine	5,705	23.0%	5,325	5,896	5,705	5,896	5,705	5,896	5,705	5,896	5,705	5,896	5,705	69,226	23.0%
TOTAL COGS	40,127	28.0%	37,643	40,858	39,615	40,858	39,615	40,858	39,615	40,858	39,615	40,858	481,377	28.0%	
LABOR EXPENSES															
Kitchen	20,090	14.0%	18,843	20,467	19,843	20,467	19,843	20,467	20,467	19,843	20,467	19,843	20,467	241,107	14.0%
Counter/Service Staff	11,480	8.0%	10,767	11,695	11,339	11,695	11,339	11,695	11,695	11,339	11,695	11,339	11,695	137,776	8.0%
Management	6,655	4.6%	6,655	6,655	6,655	6,655	6,655	6,655	6,655	6,655	6,655	6,655	6,655	79,880	4.6%
Total Payroll	38,225	26.6%	36,266	38,817	37,837	38,817	37,837	38,817	37,837	38,817	37,837	38,817	458,743	26.6%	
Total Payroll Taxes	4,205	2.9%	3,989	4,270	4,162	4,270	4,162	4,270	4,162	4,270	4,162	4,270	4,270	50,462	2.9%
TOTAL LABOR EXPENSES	42,430	29.6%	40,255	43,087	41,999	43,087	41,999	43,087	41,999	43,087	41,999	43,087	509,204	29.6%	
OPERATING EXPENSES															
Accounting/Legal	1,200	0.8%	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400	0.8%
Advertising	1,500	1.0%	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	1.0%
Bank/Credit Card Fees	3,731	2.6%	3,499	3,801	3,685	3,801	3,685	3,801	3,801	3,685	3,801	3,685	3,801	44,777	2.6%
Cleaning Supplies	600	0.4%	600	600	600	600	600	600	600	600	600	600	600	7,200	0.4%
Equipment Lease/Rental	0	0.0%	0	0	0	0	0	0	0	0	0	0	0	0	0.0%
Flowers/Décor	200	0.1%	200	200	200	200	200	200	200	200	200	200	200	2,400	0.1%
Insurance/Worker's Comp	3,800	2.6%	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	3,800	45,600	2.6%
Laundry/Linen Service	500	0.3%	500	500	500	500	500	500	500	500	500	500	500	6,000	0.3%
Licenses/Permits	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Merchandise	150	0.1%	150	150	150	150	150	150	150	150	150	150	150	1,800	0.1%
Misc.	1,000	0.7%	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	0.7%
Office Supply	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Outside Services	700	0.5%	700	700	700	700	700	700	700	700	700	700	700	8,400	0.5%
Paper & Disposable	5,023	3.5%	4,711	5,117	4,961	5,117	4,961	5,117	5,117	4,961	5,117	4,961	5,117	60,277	3.5%
R & M	500	0.3%	500	500	500	500	500	500	500	500	500	500	500	6,000	0.3%
Rent Base	9,018	6.3%	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	8,755	105,323	6.1%
Rent (CAM)	1,435	1.0%	1,346	1,462	1,417	1,462	1,417	1,462	1,462	1,417	1,462	1,417	1,462	17,222	1.0%
Smallwares/Equipment	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Telephone/AV	350	0.2%	350	350	350	350	350	350	350	350	350	350	350	4,200	0.2%
Uniforms	250	0.2%	250	250	250	250	250	250	250	250	250	250	250	3,000	0.2%
Utilities/Water/Sewer	1,800	1.3%	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	21,600	1.3%
Waste Removal	650	0.5%	650	650	650	650	650	650	650	650	650	650	650	7,800	0.5%
Total Operating Expenses	33,156	23.1%	32,261	33,085	32,768	33,085	32,768	33,085	33,085	32,768	33,085	32,768	33,085	394,999	22.9%
TOTAL OPERATING COSTS	115,713	80.6%	110,159	117,029	114,383	117,029	114,383	117,029	117,029	114,383	117,029	114,383	117,029	\$ 1,385,580	80.5%
Operational Income / Loss	27,788	19.4%	24,434	29,162	27,354	29,162	27,354	29,162	29,162	27,354	29,162	27,354	29,162	336,614	19.5%
Comps/Discounts/Promos	2870	2.0%	2692	2924	2835	2924	2835	2924	2924	2835	2924	2835	2924	34,444	2.0%
NET INCOME/(LOSS)	24,918	17.4%	21,743	26,239	24,520	26,239	24,520	26,239	26,239	24,520	26,239	24,520	26,239	\$ 302,170	17.5%
Profit-Loss Percentage	17.4%		16.2%	17.9%	17.3%	17.9%	17.3%	17.9%	17.9%	17.3%	17.9%	17.3%	17.9%		



Prototypical 2,100 sf Template

3-YEAR COMPILED FORECAST

YEARS: 2018 to 2020

SALES

Lunch Food/Bev	\$	2,124,534	43.1%
Dinner Food/Bev	\$	1,939,293	39.4%
Total F&B		4,063,827	82.5%
Beer & Wine	\$	860,633	17.5%
Total Sales		4,924,460	100.0%

TOTAL SALES	4,924,460
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COST OF SALES

Chicken	\$	568,936	14.0%
Other Food and Beverage	\$	609,574	15.0%
TOTAL F & B		1,178,510	23.9%
Beer & Wine	\$	189,756	22.0%
TOTAL COGS		1,368,266	27.8%

LABOR EXPENSES

Kitchen	\$	689,424	14.0%
Counter/Service Staff	\$	393,957	8.0%
Management	\$	218,460	4.4%
Total Payroll		1,301,841	26.4%
Total Payroll Taxes	\$	143,203	2.9%
TOTAL LABOR EXPENSES		1,445,044	29.3%

OPERATING EXPENSES

Accounting/Legal	\$	43,200	0.9%
Advertising	\$	54,000	1.1%
Bank/Credit Card Fees	\$	128,036	2.6%
Cleaning Supplies	\$	21,600	0.4%
Equipment Lease/Rental	\$	-	0.0%
Flowers/Décor	\$	7,200	0.1%
Insurance/Worker's Comp	\$	136,800	2.8%
Laundry/Linen Service	\$	18,000	0.4%
Licenses/Permits	\$	9,000	0.2%
Merchandise	\$	5,400	0.1%
Misc.	\$	36,000	0.7%
Office Supply	\$	9,000	0.2%
Outside Services	\$	25,200	0.5%
Paper & Disposable	\$	172,356	3.5%
R & M	\$	15,000	0.3%
Rent Base	\$	312,383	6.3%
Rent (CAM)	\$	49,245	1.0%
Smallwares/Equipment	\$	9,000	0.2%
Telephone/AV	\$	12,600	0.3%
Uniforms	\$	9,000	0.2%
Utilities/Water/Sewer	\$	64,800	1.3%
Waste Removal	\$	23,400	0.5%
Total Operating Expenses		1,161,220	23.6%

TOTAL OPERATING COSTS	3,974,530	80.7%
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Operational Income / Loss	949,930	19.3%
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Comps/Discounts/Promos	\$	98,489	2.0%
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NET INCOME/(LOSS)	851,441	17.3%
Profit/-Loss Percentage	17.3%	



**TWO BIRDS: MULTI LOCATION PROJECTIONS
4 & 8-LOCATION COMPILED FORECAST**

	YEAR 2020 TOTALS			YEAR 2020 TOTALS		
	4-Location Forecast			8-Location Forecast		
SALES						
Lunch Food/Bev	\$	2,971,989	43.1%	\$	5,943,978	43.1%
Dinner Food/Bev	\$	2,712,857	39.4%	\$	5,425,714	39.4%
Total F&B		5,684,846	82.5%		11,369,692	82.5%
Beer & Wine	\$	1,203,931	17.5%	\$	2,407,861	17.5%
Total Sales		6,888,777	100.0%		13,777,554	100.0%
TOTAL SALES		6,888,777			13,777,554	
COST OF SALES						
Chicken	\$	795,879	14.0%	\$	1,591,757	14.0%
Other Food and Beverage	\$	852,727	15.0%	\$	1,705,454	15.0%
TOTAL F & B		1,648,606	23.9%		3,297,211	23.9%
Beer & Wine	\$	276,905	23.0%	\$	553,810	23.0%
TOTAL COGS		1,925,510	28.0%		3,851,021	28.0%
LABOR EXPENSES						
Kitchen	\$	964,429	14.0%	\$	1,928,858	14.0%
Counter/Service Staff	\$	551,102	8.0%	\$	1,102,204	8.0%
Management	\$	319,440	4.6%	\$	638,880	4.6%
Total Payroll		1,834,971	26.6%		3,669,942	26.6%
Total Payroll Taxes	\$	201,847	2.9%	\$	403,694	2.9%
TOTAL LABOR EXPENSES		2,036,818	29.6%		4,073,636	29.6%
OPERATING EXPENSES						
Accounting/Legal	\$	57,600	0.8%	\$	115,200	0.8%
Advertising	\$	72,000	1.0%	\$	144,000	1.0%
Bank/Credit Card Fees	\$	179,108	2.6%	\$	358,216	2.6%
Cleaning Supplies	\$	28,800	0.4%	\$	57,600	0.4%
Equipment Lease/Rental	\$	-	0.0%	\$	-	0.0%
Flowers/Décor	\$	9,600	0.1%	\$	19,200	0.1%
Insurance/Worker's Comp	\$	182,400	2.6%	\$	364,800	2.6%
Laundry/Linen Service	\$	24,000	0.3%	\$	48,000	0.3%
Licenses/Permits	\$	12,000	0.2%	\$	24,000	0.2%
Merchandise	\$	7,200	0.1%	\$	14,400	0.1%
Misc.	\$	48,000	0.7%	\$	96,000	0.7%
Office Supply	\$	12,000	0.2%	\$	24,000	0.2%
Outside Services	\$	33,600	0.5%	\$	67,200	0.5%
Paper & Disposable	\$	241,107	3.5%	\$	482,214	3.5%
R & M	\$	24,000	0.3%	\$	48,000	0.3%
Rent Base	\$	421,291	6.1%	\$	842,582	6.1%
Rent (CAM)	\$	68,888	1.0%	\$	137,776	1.0%
Smallwares/Equipment	\$	12,000	0.2%	\$	24,000	0.2%
Telephone/AV	\$	16,800	0.2%	\$	33,600	0.2%
Uniforms	\$	12,000	0.2%	\$	24,000	0.2%
Utilities/Water/Sewer	\$	86,400	1.3%	\$	172,800	1.3%
Waste Removal	\$	31,200	0.5%	\$	62,400	0.5%
Total Operating Expenses		1,579,994	22.9%		3,159,989	22.9%
TOTAL OPERATING COSTS		5,542,323	80.5%		11,084,645	80.5%
Operational Income / Loss	\$	1,346,455	19.5%		2,692,908	19.5%
Comps/Discounts/Promos	\$	137,776	2.0%	\$	275,551	2.0%
NET INCOME/(LOSS)		1,208,680	17.5%		2,417,357	17.5%
Profit/-Loss Percentage		17.5%			17.5%	