

## Restaurant - Operational Financials

### **Typical Restaurant (full service)**

#### Cost Structure

	<u>% Revenue</u>	
Food	30%	
Labor	35%	rising with min wage
SGA	10%	
Supplies	7%	
Occupancy	12%	
(rent & util)		

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<b>Net Profit 6%</b>
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#### Prime Costs

Food (30%) & Labor (35%) full service restaurant  
Quick Service Restaurants (QSR) labor is closer to 25%  
Totaling some 65% of revenue  
Variable and controllable  
Rent & salaries are not controllable

#### Breakeven

What sales level do I need to start making money?

Breakeven = Fixed Costs divided by Gross Profit %