**Final Project meta-Data**

**Week**: Week in chronological order, week 1 being “?”

**Sales**: Total amount of sales for the week in USD.

**HoursUsed**: Total number of man hours used for the week.

**MobCO**: Total sales for the week by Mobile Carryout orders, where the guests order ahead on the app, walks into the restaurant to pick up their order, and takes it with them.

**MobDI**: Total sales for the week by Mobile Dine-In orders, where the guests order ahead on the app, walks into the restaurant, sit at a table of their choosing, scan the table number and the team members bring them their order.

**MobDT**: Total sales for the week by Mobile Drive-Thru orders, where the guests order ahead on the app, pull into the drive-thru line, check in with a team member, and pick up their order at the window.

**Mobile Sales**: Total sales for the week done through the mobile app.

**3rd party**: Total sales for the week done through a 3rd party delivery company, typically Uber Eats or DoorDash.

**NormDT**: Total sales for the week done through the traditional drive-thru process: the guest pulls up to the order taker to place their order and follow around to pay at the outside register and pick up their order at the drive-thru window.

**CarryO**: Total sales for the week through the traditional carryout process.

**DineIn**: The guest places their order at the counter and goes to find a seat that the team member will bring their order to.

**Catering**: Total sales in the catering category for the week.

**Time**:

**Before:** “Pre-Covid19” or any time in the weeks leading up to the 6-week lockdown period.

**During:** During the 6-week lockdown period.

**After:** After the 6-week lockdown period and people started to understand what the new norm may look like.

**Productivity:** CFA’s way of measuring productivity. It is Sales / HoursUsed.