

\$4.25M

Customer Sales

\$3.15M

Profit

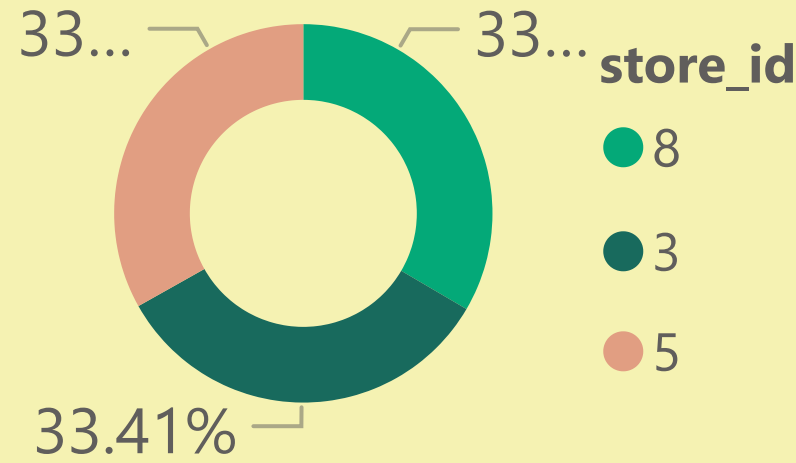
\$1.73M

Lost Revenue

\$658.09K

Customer Sales YTD

%Sales per Store

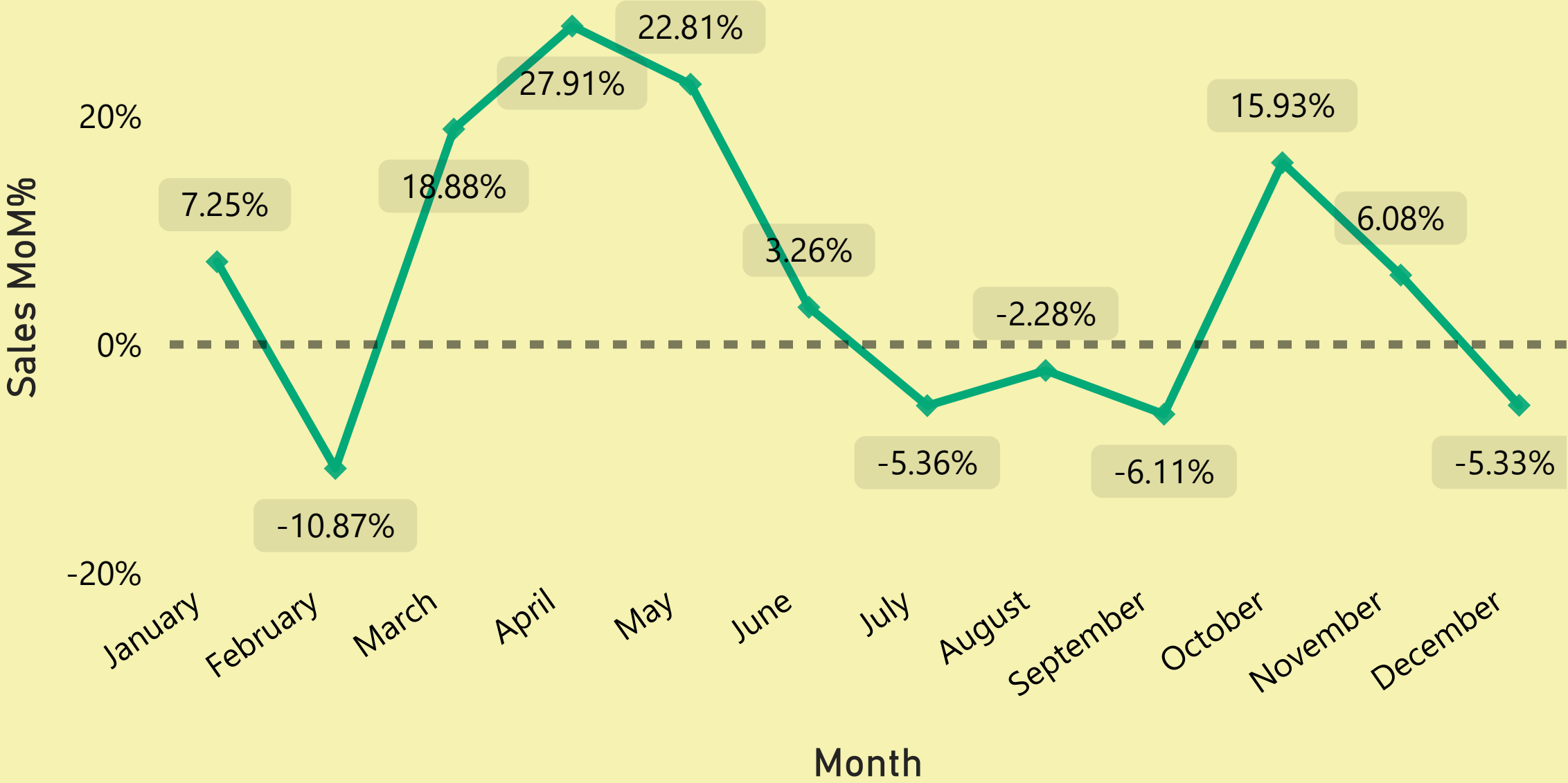


Overview

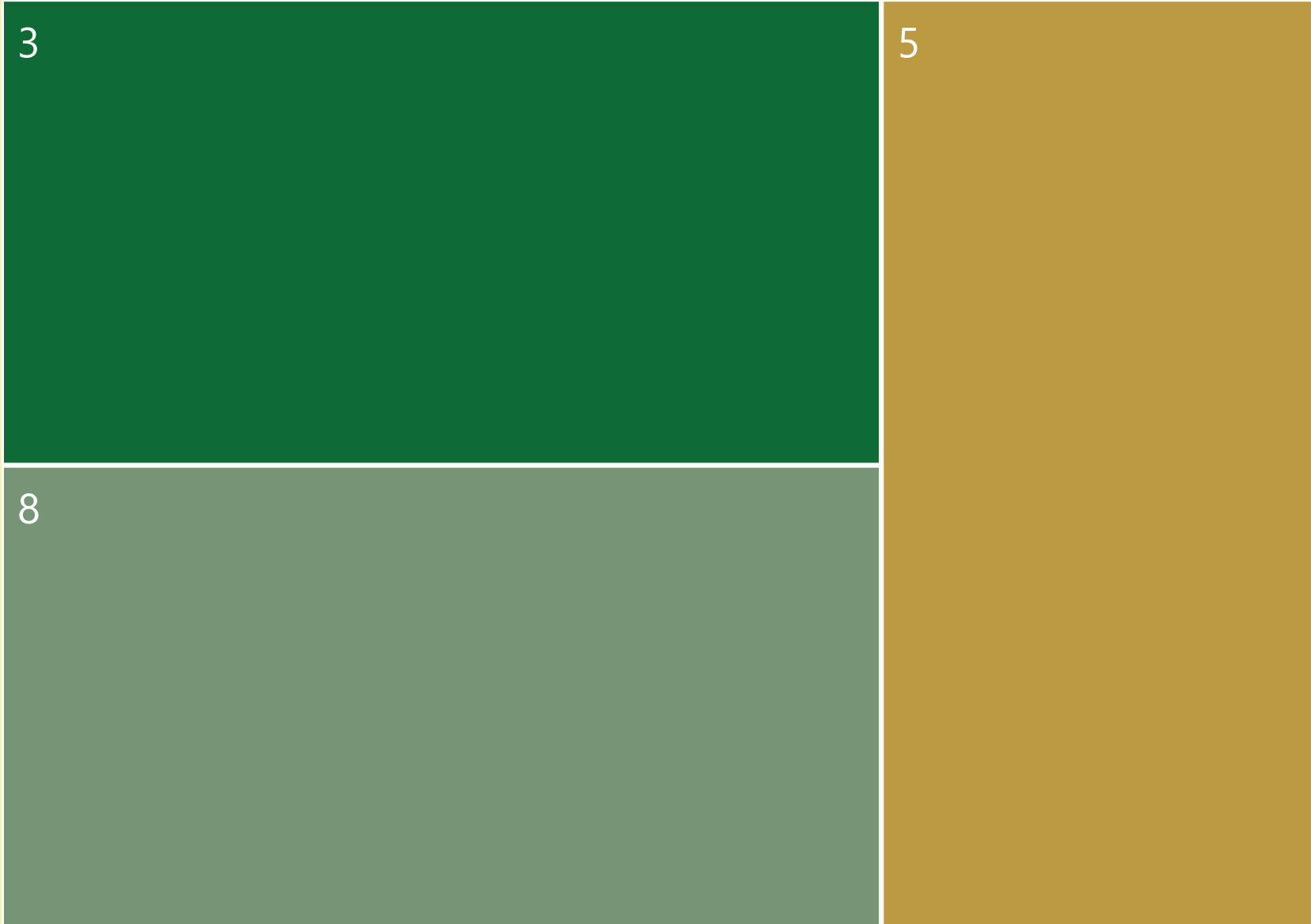
Product Analysis

Consumer Analysis

Monthly Sales Growth



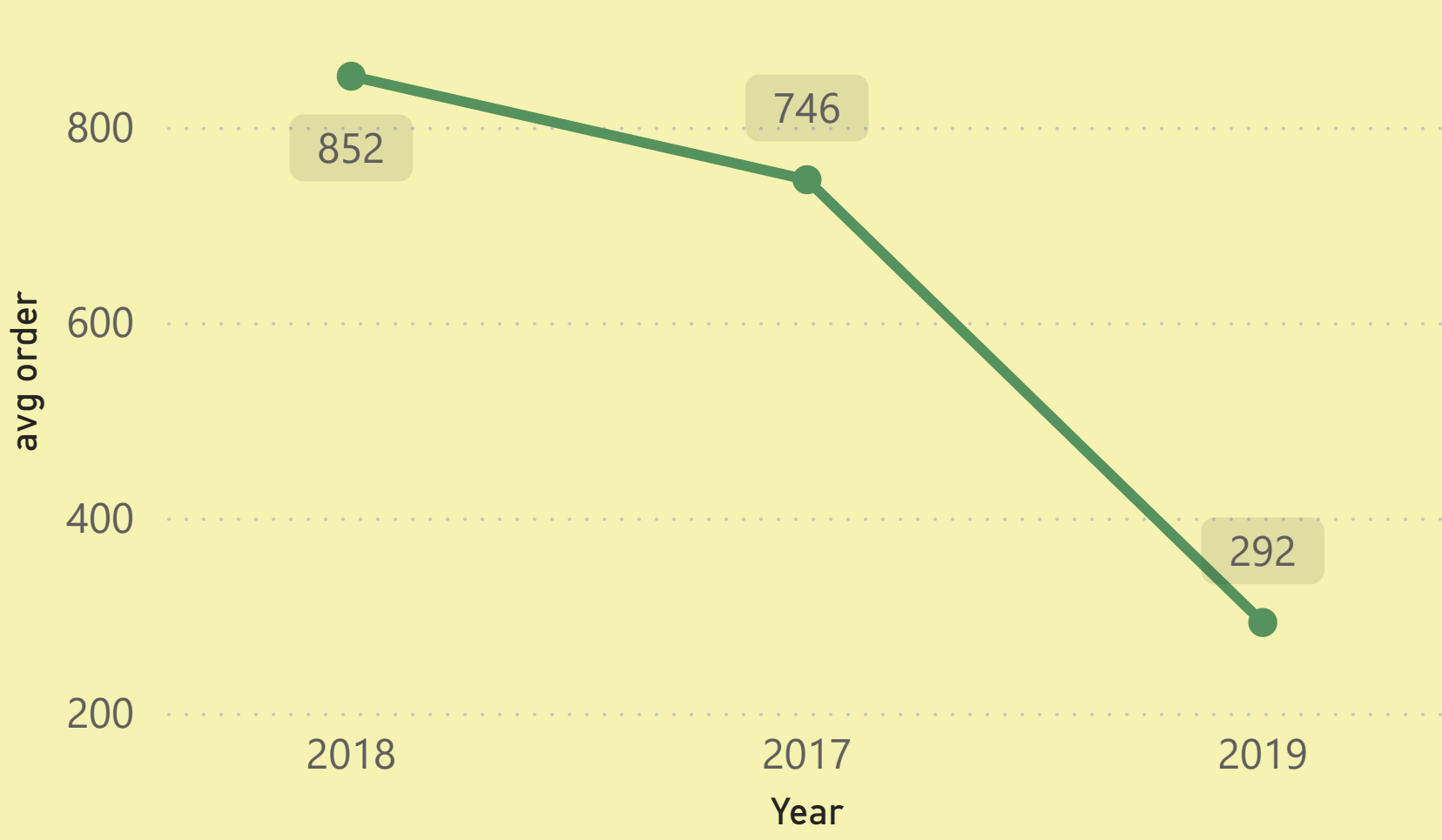
Lost Revenue by Store and Product



Key Metrics over Years

Year	Month_Name	Customer Sales	Profit	Customer Sales YTD
2019	February	\$129,473.65	\$95,879.84	\$276,337.26
	January	\$146,863.61	\$108,781.53	\$146,863.61
	March	\$149,401.96	\$110,637.63	\$425,739.22
	April	\$232,346.80	\$172,003.41	\$658,086.02
	Total	\$658,086.02	\$487,302.41	\$658,086.02
	September	\$145,821.19	\$107,906.97	\$1,158,966.35
2017	February	\$76,273.99	\$56,449.75	\$158,119.08
	January	\$81,845.09	\$60,662.95	\$81,845.09
	March	\$99,154.43	\$73,373.75	\$257,273.51
	April	\$119,309.01	\$88,364.99	\$376,582.52
	August	\$154,405.22	\$114,204.04	\$1,012,145.16
	September	\$145,821.19	\$107,906.97	\$1,158,966.35

Average Orders per Year



16

Number of Products

store_id

3

8

Transaction_Date

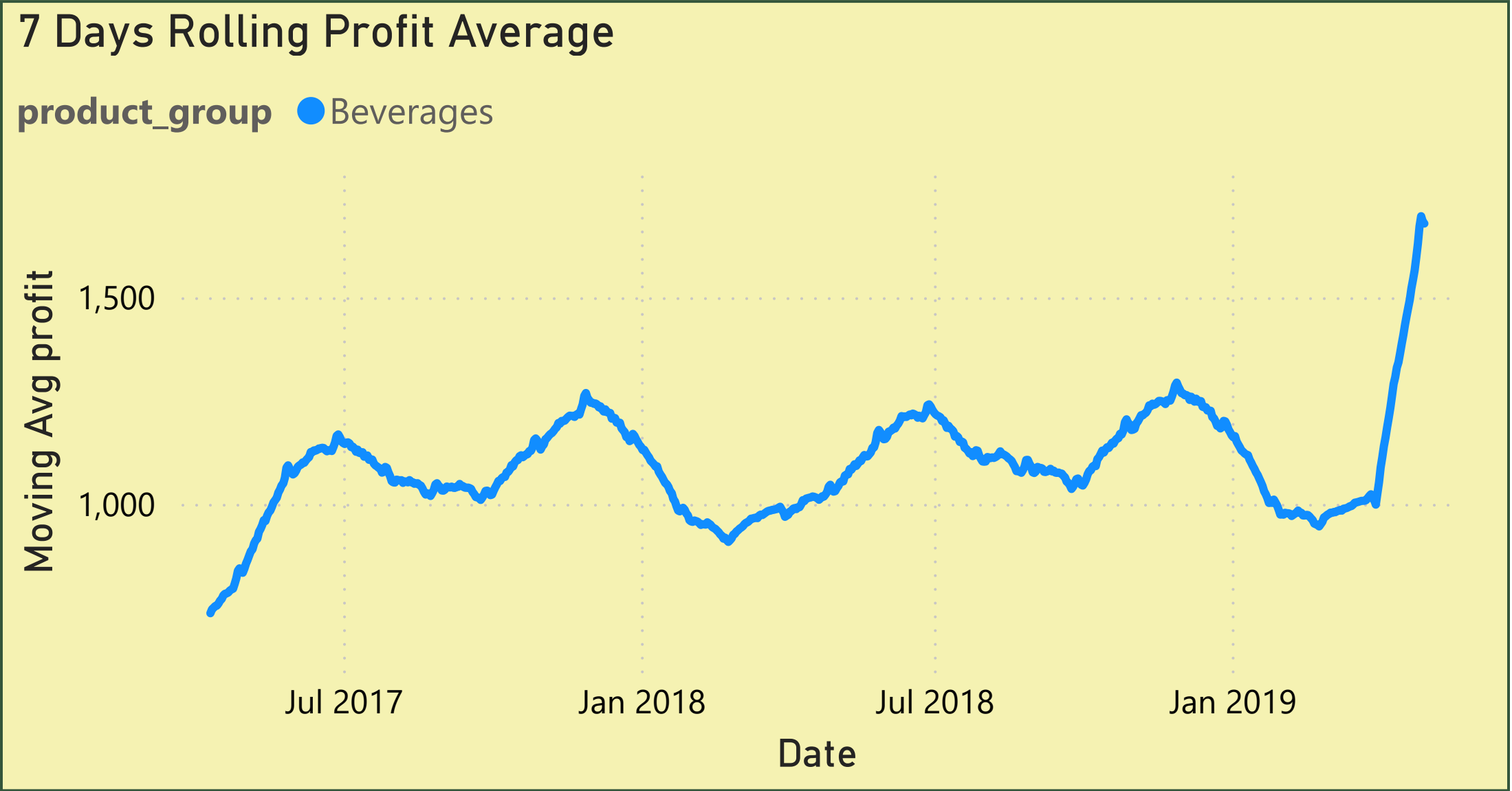
4/10/2017

4/30/2019

Overview

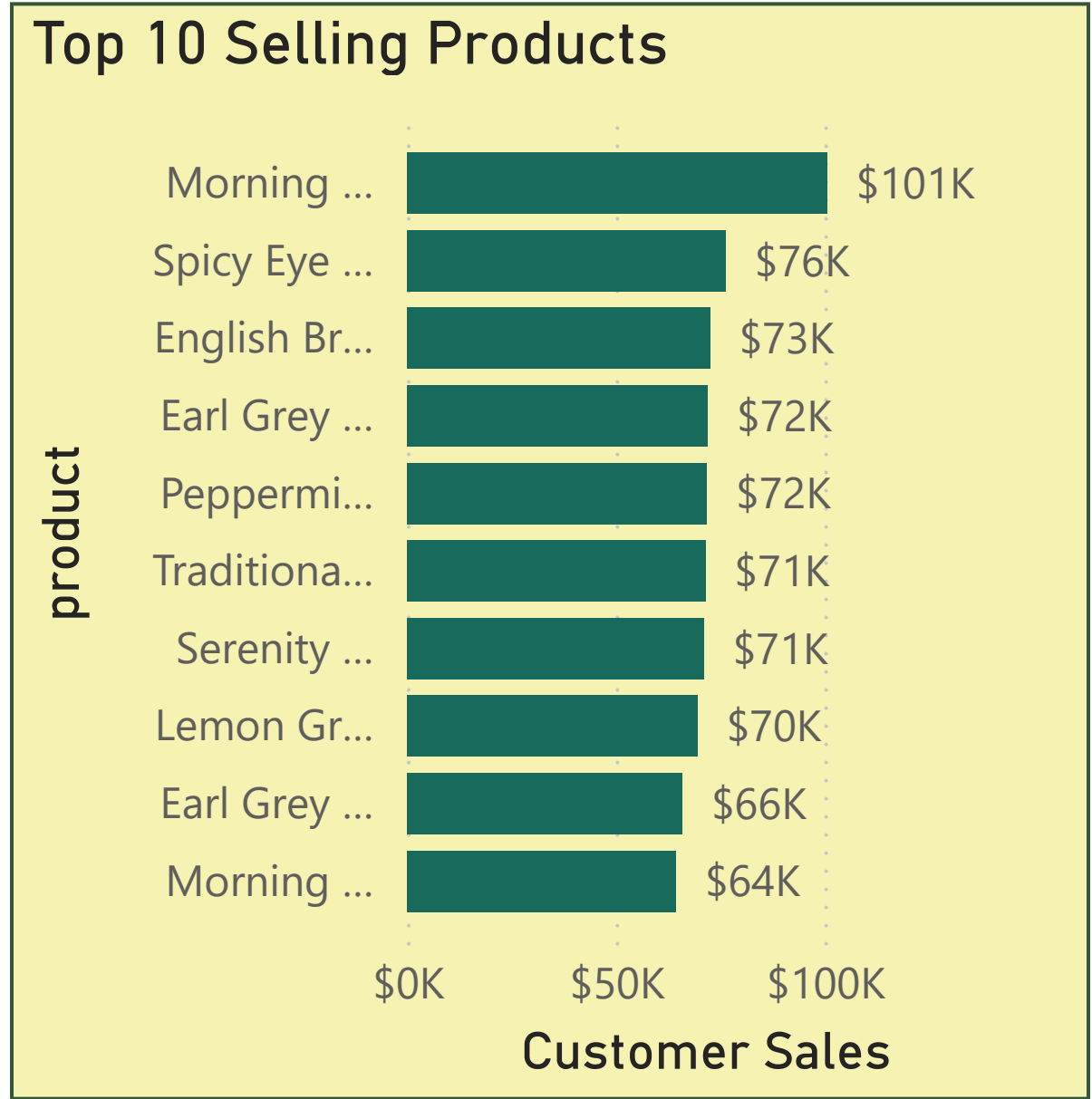
Product Analysis

Consumer Analysis



% Sales for each Store

product_group	Sales-Store 3	Sales-Store 5	Sales-Store 8	% of St
☐ Beverages	\$385,026.10	\$360,900.40	\$361,663.70	
8			\$361,663.70	
5		\$360,900.40		
3	\$385,026.10			
Total	\$385,026.10	\$360,900.40	\$361,663.70	



Quantity Unsold and Lost Revenue per Product

store_id	Food sold	Food Unsold	Lost Revenue
☐ 3	\$45,454	\$169,934	\$580,704.5
☐ 5	\$49,016	\$167,836	\$574,161.5
☐ 8			
Almond Croissant	\$3,924	\$11,286	\$42,322.5
Chocolate Chip Biscotti	\$3,156	\$11,964	\$41,874
Chocolate Croissant	\$6,254	\$8,632	\$32,370
Cranberry Scone	\$4,425	\$10,551	\$34,290.75
Croissant	\$3,781	\$11,195	\$36,383.75
Ginger Biscotti	\$3,849	\$11,091	\$38,818.5
Ginger Scone	\$5,394	\$34,686	\$112,729.5
Hazelnut Biscotti	\$4,019	\$10,903	\$38,160.5
Jumbo Savory Scone	\$3,794	\$11,308	\$42,405

