

\$4.25M

Customer Sales

\$3.15M

Profit

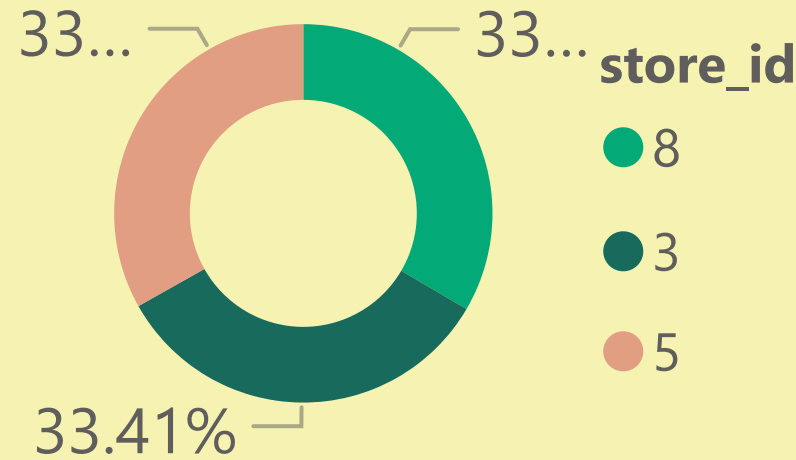
\$1.73M

Lost Revenue

\$658.09K

Customer Sales YTD

%Sales per Store

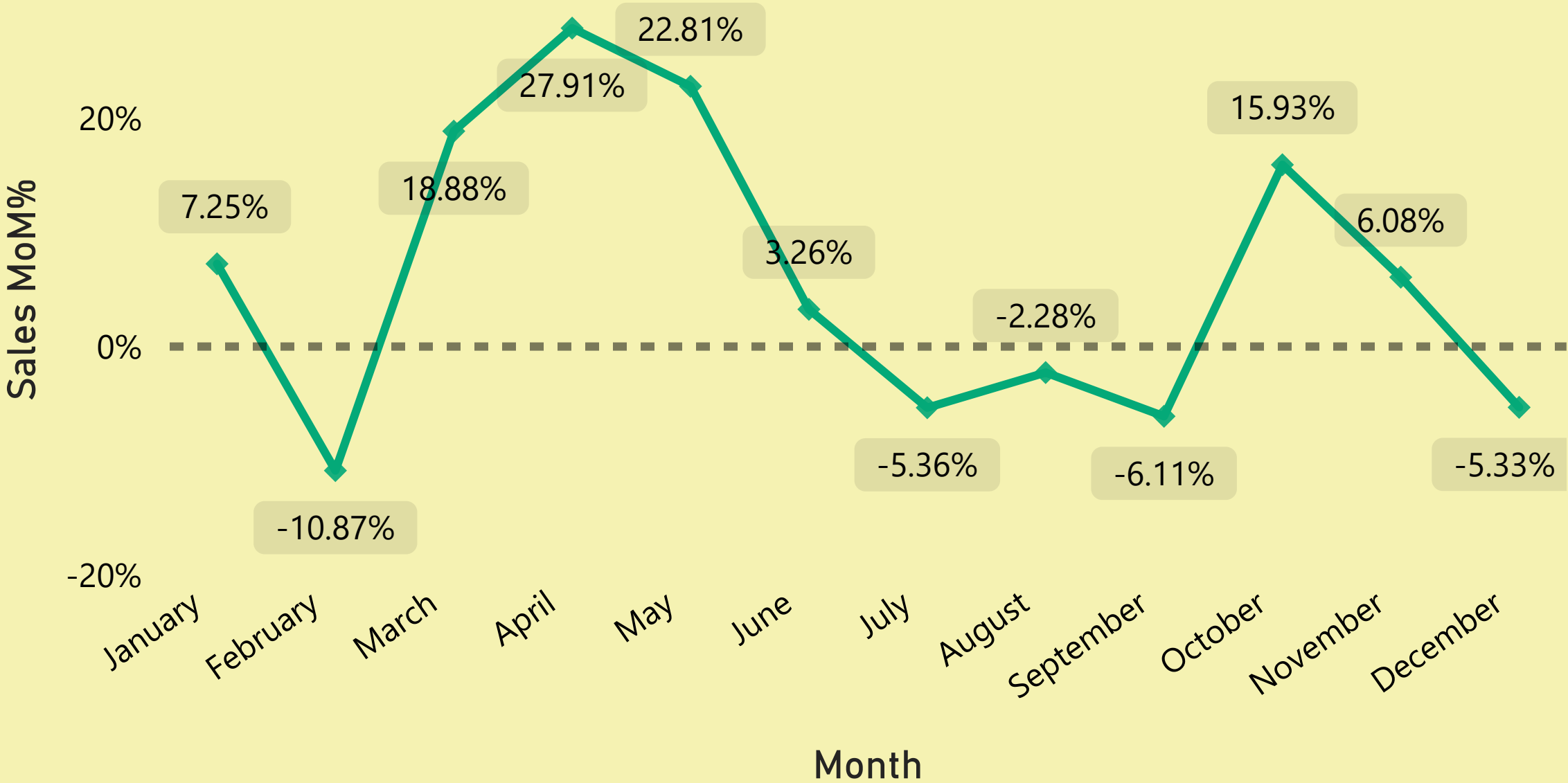


Overview

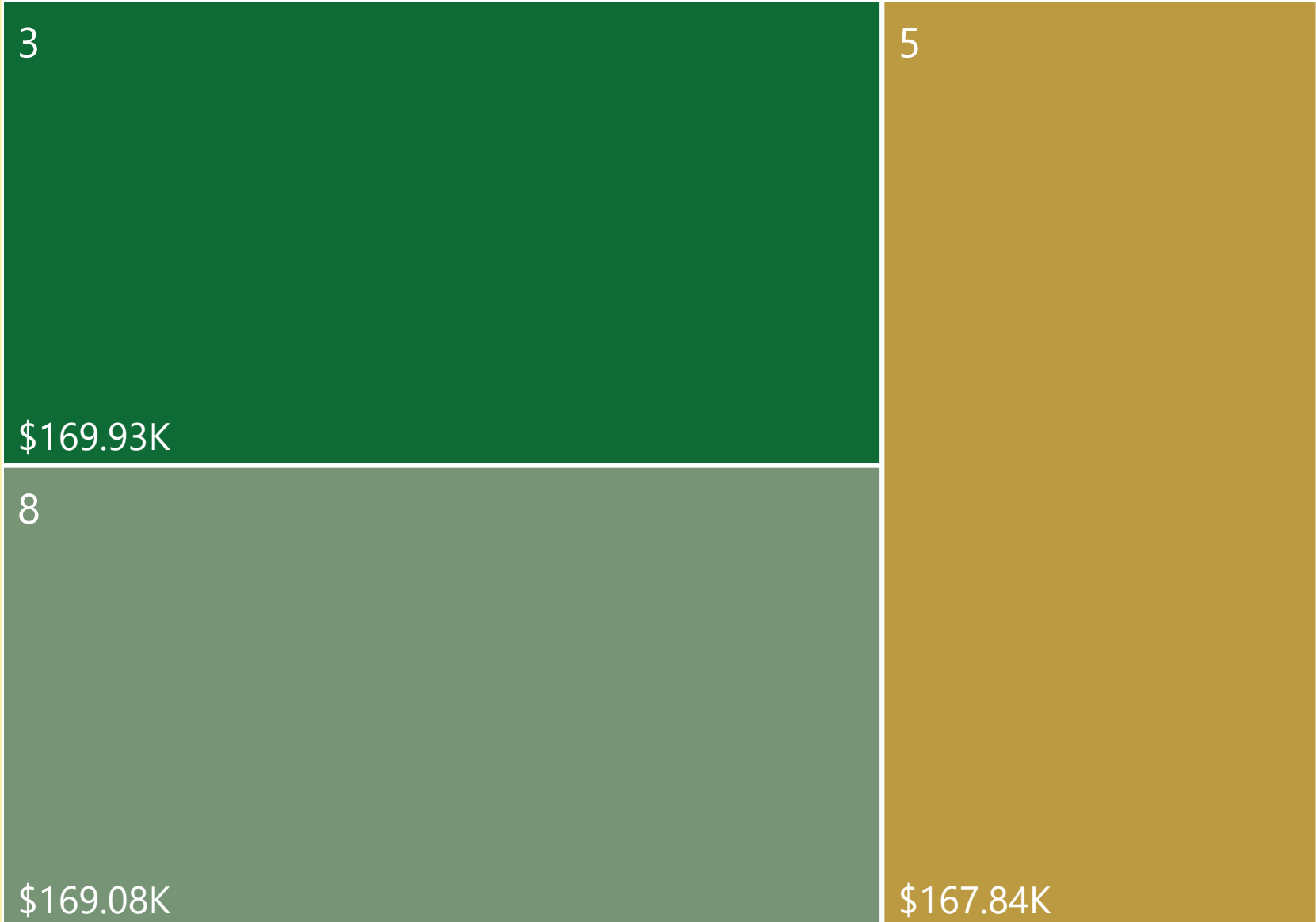
Product Analysis

Consumer Analysis

Monthly Sales Growth



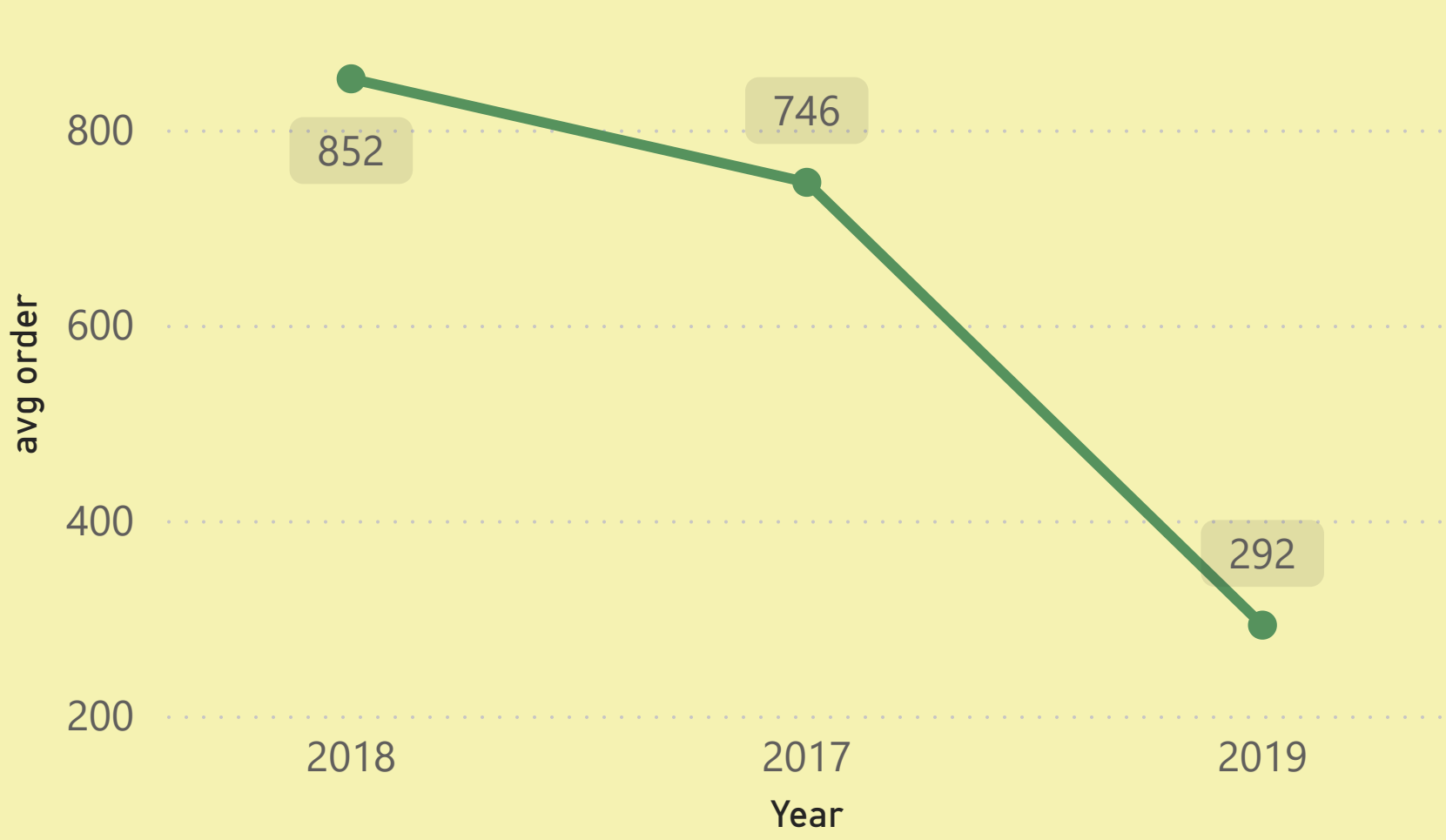
Lost Revenue by Store and Product



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



87

Number of Products

store_id

3

8

Transaction_Date

1/1/2017



4/30/2019



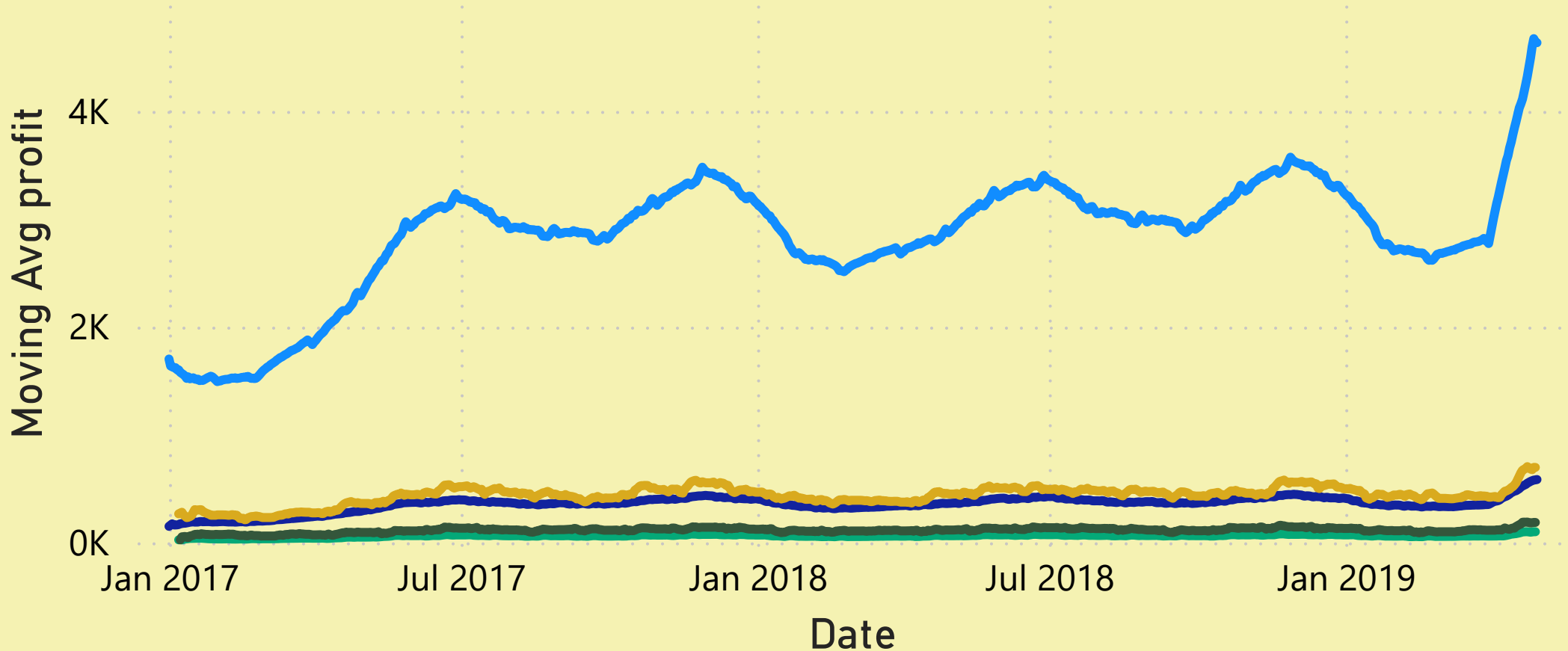
Overview

Product Analysis

Consumer Analysis

7 Days Rolling Profit Average

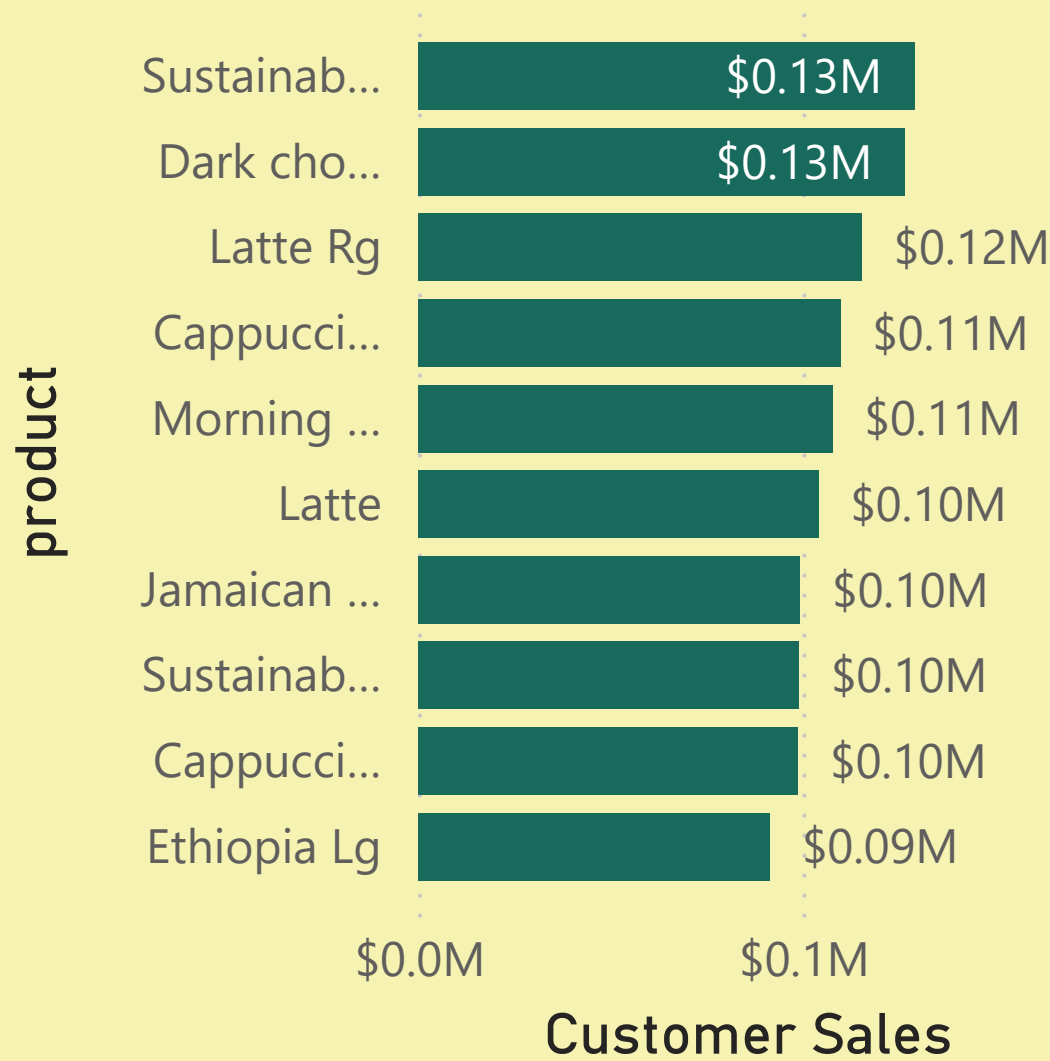
product_group ● Add-ons ● Beverages ● Food ● Merchandise ● Whole Bean/Teas



% Sales for each Store

product_group	Sales-Store 3	Sales-Store 5	Sales-Store 8	%
Whole Bean/Teas	\$90,829.40	\$101,304.34	\$142,317.27	
8			\$142,317.27	
5		\$101,304.34		
3	\$90,829.40			
Merchandise	\$33,614.00	\$39,372.00	\$10,798.00	
8			\$10,798.00	
5		\$39,372.00		
3	\$33,614.00			
Food	\$162,400.75	\$172,912.67	\$165,977.90	
Beverages	\$1,122,964.95	\$1,073,219.50	\$1,085,934.10	
Total	\$1,420,721.10	\$1,409,796.51	\$1,422,187.27	

Top 10 Selling Products



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

Profit Breakdown by Product Group, Product



