

The Bar & Grill

Case Study

Team BHLC

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Agenda

- **Introduction**
- **Business Challenges**
- **Research Methods**
- **Finding Analysis**
- **Implementation Plan**
- **Conclusion**

Introduction

Background:

The Bar & Grill is a casual dining restaurant brand founded by a classically trained chef in Henderson, Las Vegas. The concept began with a single location and a simple goal: to build a business the owner could proudly call his own.

Thanks to quality food and a viral boost from a popular YouTuber, the restaurant quickly gained popularity, seeing 40% annual growth. This success led to the opening of five total locations.

Business Challenges

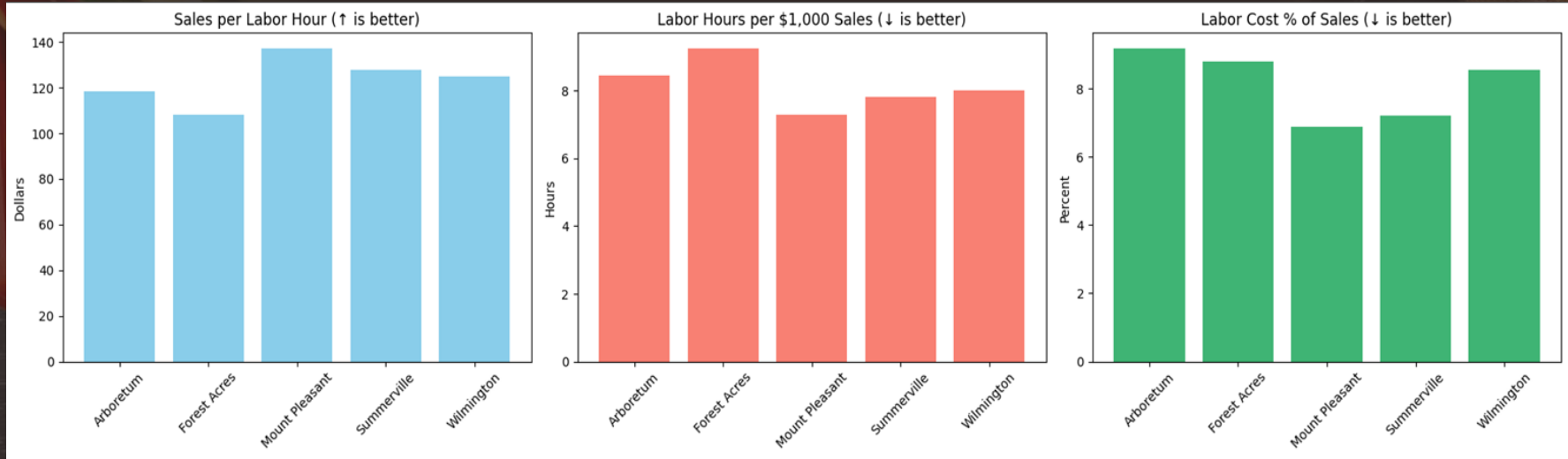
- Labor Cost Inefficiencies
- Delivery Platforms Profit Loss
- Inefficient Accounting Systems
- Complicated Cash Management
- Fragmented Data Across Stores
- Delayed and Inaccurate Reporting

Research Methods

Programming Tools:

- Microsoft Excel
- Python
- R

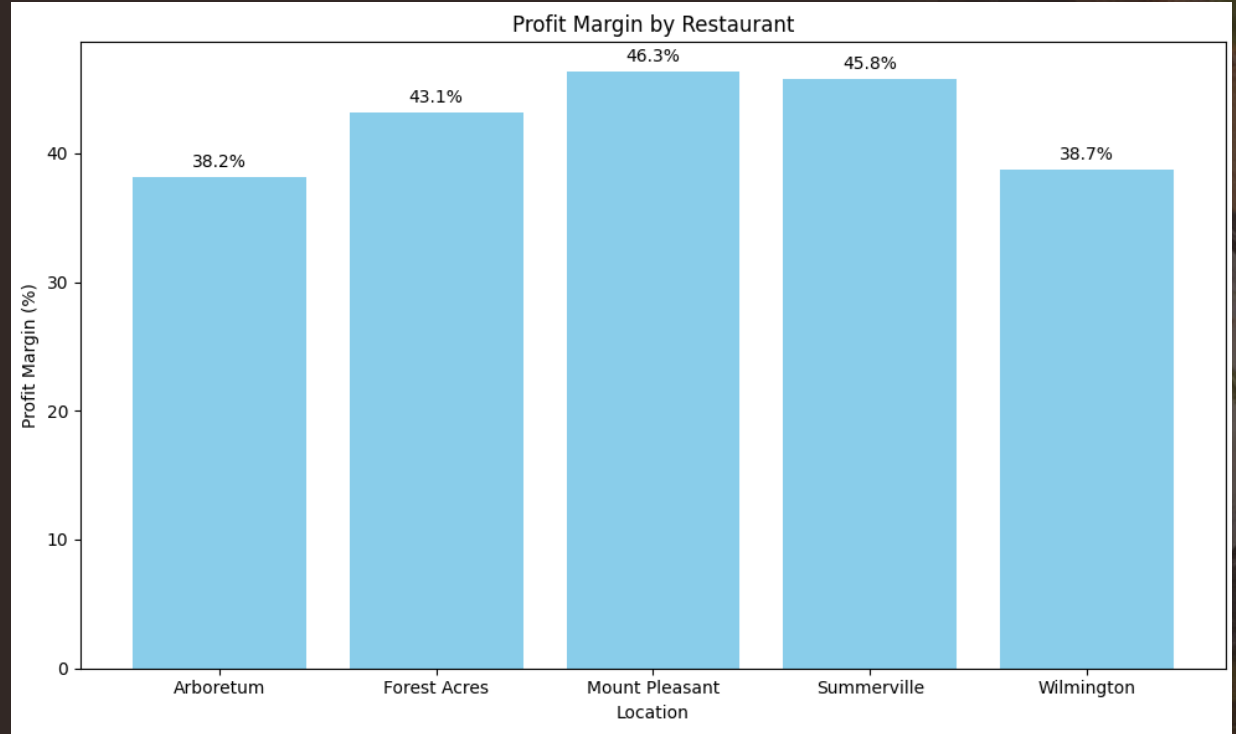
Labor Cost Inefficiencies



- Mount Pleasant consistently outperforms on all labor KPIs.
- Forest Acres underperforms in productivity, efficiency, and cost.

Labor Cost Inefficiencies

- Mount Pleasant will be our target benchmark.
- Labor Hours per \$1,000 Sales = 7.29

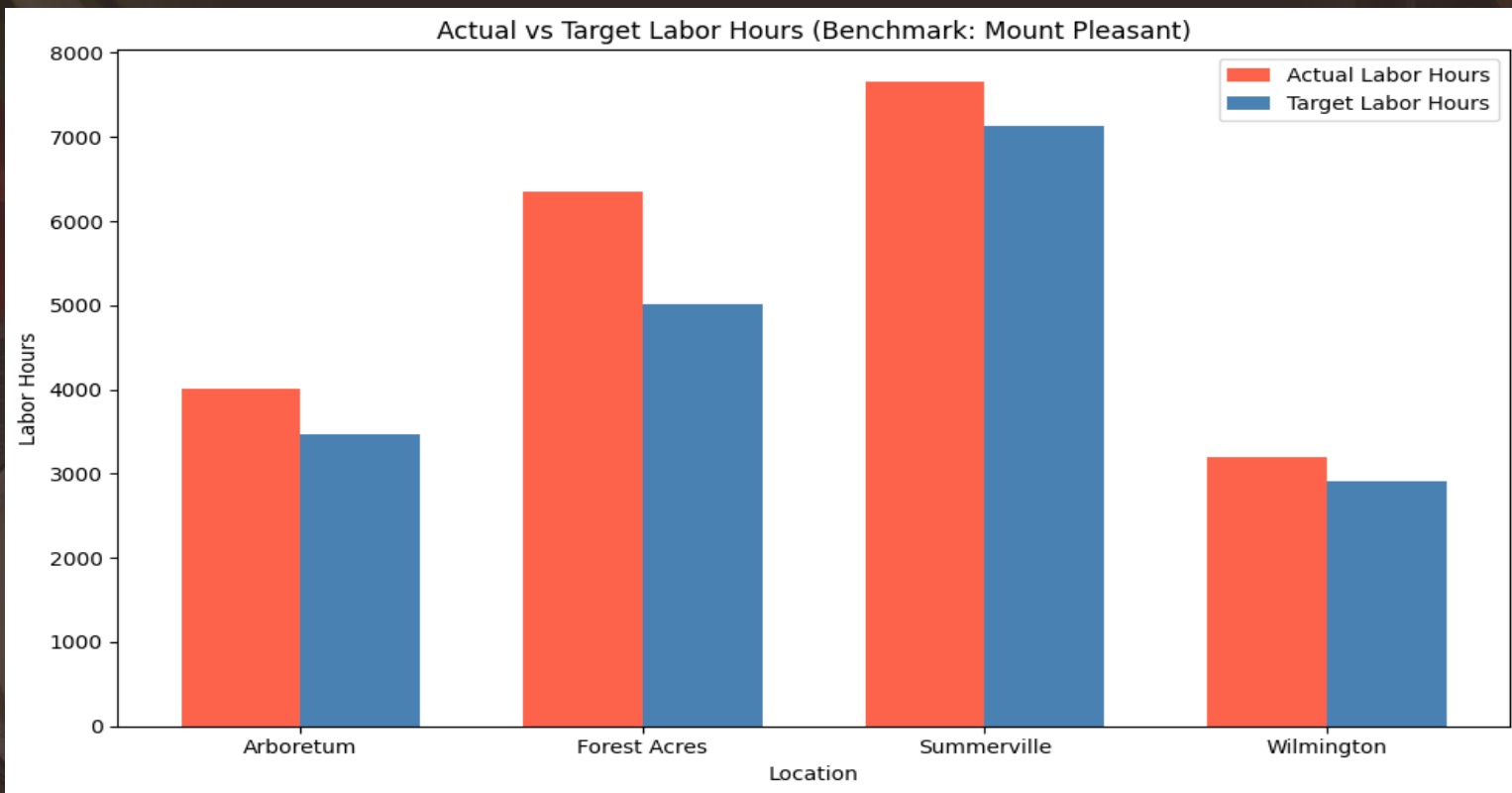


Labor Cost Inefficiencies

Category	Arboretum	Forest Acres	Mount Pleasant	Summerville	Wilmington
Sales per Labor Hour	118.33	108.14	137.18	127.86	124.90
Labor Cost % of Sales	9.18%	8.80%	6.89%	7.22%	8.54%
Labor Hours per \$1,000 Sales	8.45	9.25	7.29	7.82	8.01

Location	Sales per Labor Hour ↑	Labor Hours per \$1k ↓	Labor Cost % ↓
Arboretum	118.33	8.45	9.18%
Forest Acres	108.14 (lowest)	9.25 (highest)	8.80%
Mount Pleasant	137.18 (highest)	7.29 (lowest)	6.89% (lowest)
Summerville	127.86	7.82	7.22%
Wilmington	124.90	8.01	8.54%

Labor Cost Inefficiencies



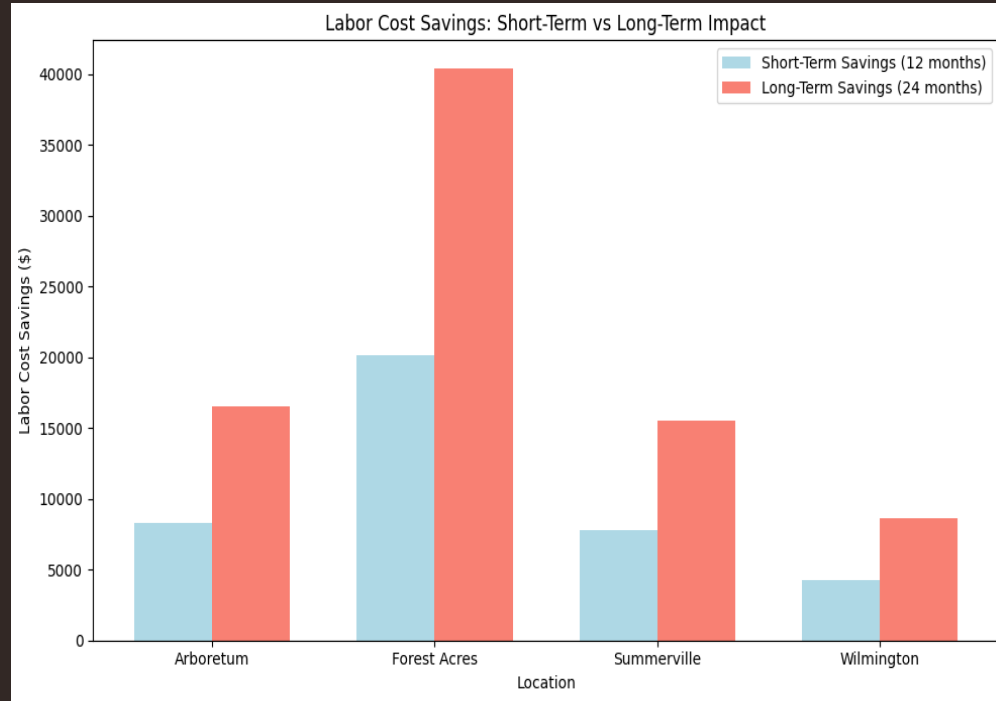
Labor Cost Inefficiencies

	Location	Actual Labor Hours	Target Labor Hours	Hours Saved	Estimated Cost Savings (\$)
1	Arboretum	4012.21	3461.42	550.79	8261.84
2	Forest Acres	6352.59	5006.53	1346.06	20190.94
3	Summerville	7650.94	7132.39	518.54	7778.13
4	Wilmington	3190.40	2903.63	286.78	4301.67

Implementation Plan

Location	Short-Term Savings (\$)	Long-Term Savings (\$)
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Arboretum	8261.83	16523.67
Forest Acres	20190.95	40381.90
Summerville	7778.13	15556.26
Wilmington	4301.67	8603.34





Implementation Plan

Short-Term

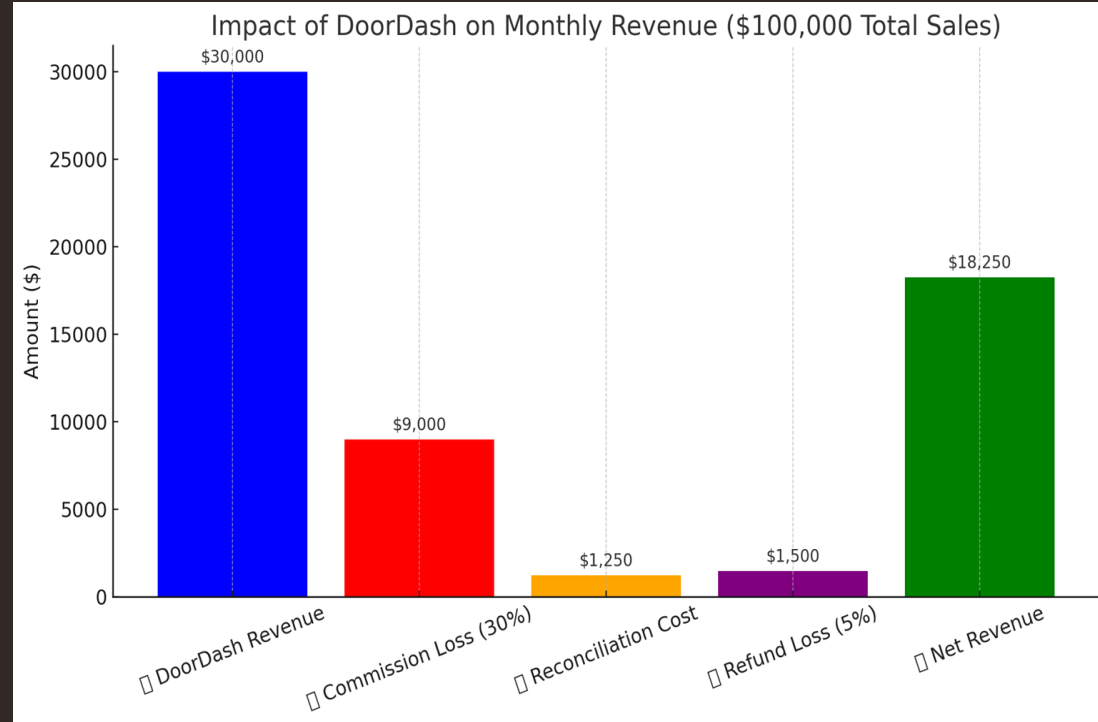
- Fewer idle hours = sharper scheduling
- Staff is focused more during high-impact sales hours.

Long-Term

- Cross-training improves flexibility with fewer people.
- Use attrition or reduced hours (not firing) to manage reductions smoothly.
- Managers start using metrics to schedule smarter.
- Culture shifts toward “work smarter, not longer.”

Delivery Platforms Profit Loss

- High commission fees kill profit with 30%
- Manual reconciliation wastes time
- Lack of customer data and loyalty
- Delivery fault hurt restaurant income and public image



Implementation Plan

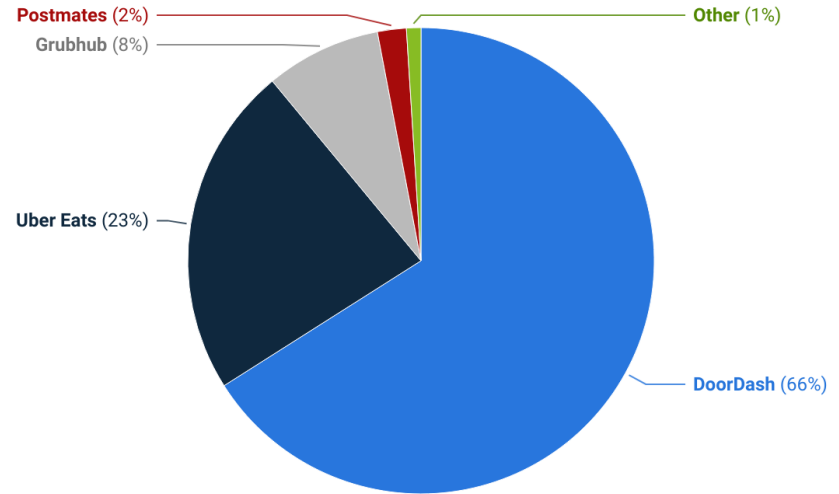
Short-Term

- Optimize menu profitability on delivery platforms
- Reduce reconciliation time
- Explore new partnerships
- Negotiate better commission rates

Long-Term

- Diversify delivery platforms
- Build direct channels

Market share of leading online meal delivery companies in the United States as of January 2024



Source: Coolest Gadgets

COOLEST GADGETS

Conclusion

- Rebalance Shifting
- Cross-Train Employees
- Shift Hours to Peak Times
- Optimizing delivery profit
- Streamline operations
- Expand delivery options



Thank You