

Comparison of Labor With Sales - 2018 through June 27

Allocate Analytics

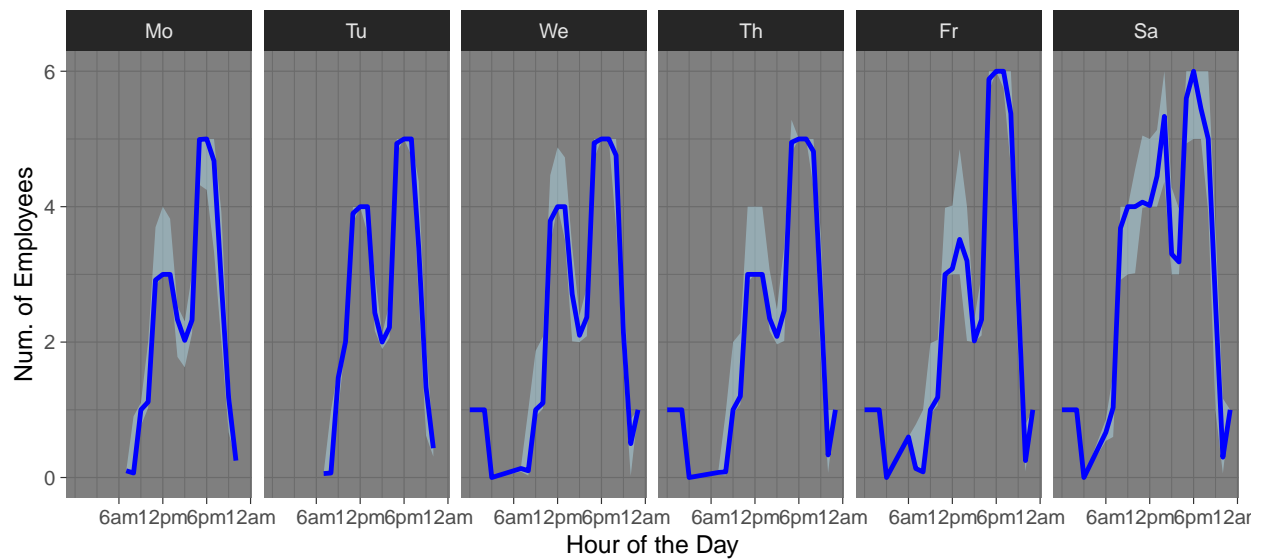
July 17, 2018

Headlines - How 2018 Has Been Different From 2017

- The shape of sales through the week has stayed consistent in 2018 compared with 2017.
- The scheduling of cooks is more consistent in 2018, with less variability. The contrast is seen best on Saturday, where the pink bands are narrower. For example in 2017, there were between 2 and 6 cooks on at noon 75% of the time, but in 2018 it's approximately 3-5 75% of the time. This could be the result of scheduling each week the same way more often, cooks being at work exactly when scheduled more often, or some other reason.
- Manager coverage is remarkably consistent with the shape of 2017.
- Usage of Support Staff has increased, specifically at Thursday dinner, Friday lunch, and Saturday lunch. For each of these meals, the average has increased from 2 Support Staff to 3.

Hourly Labor Usage Throughout Week

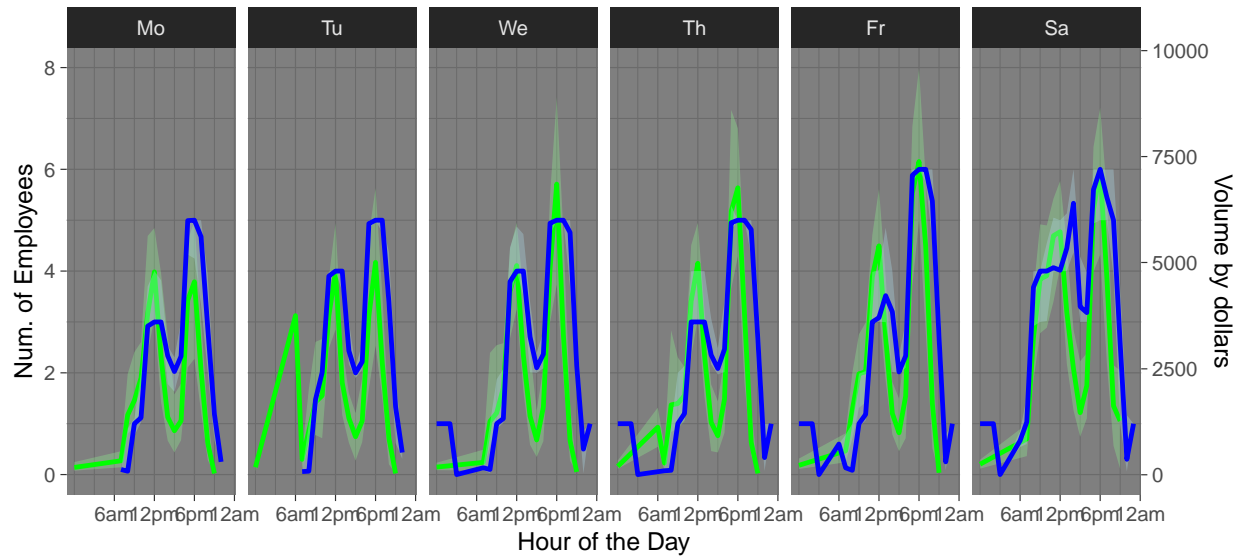
Hours shown for job type: SERVER



Server compared with dollars (excluding outliers)

Comparison of Sales vs Labor

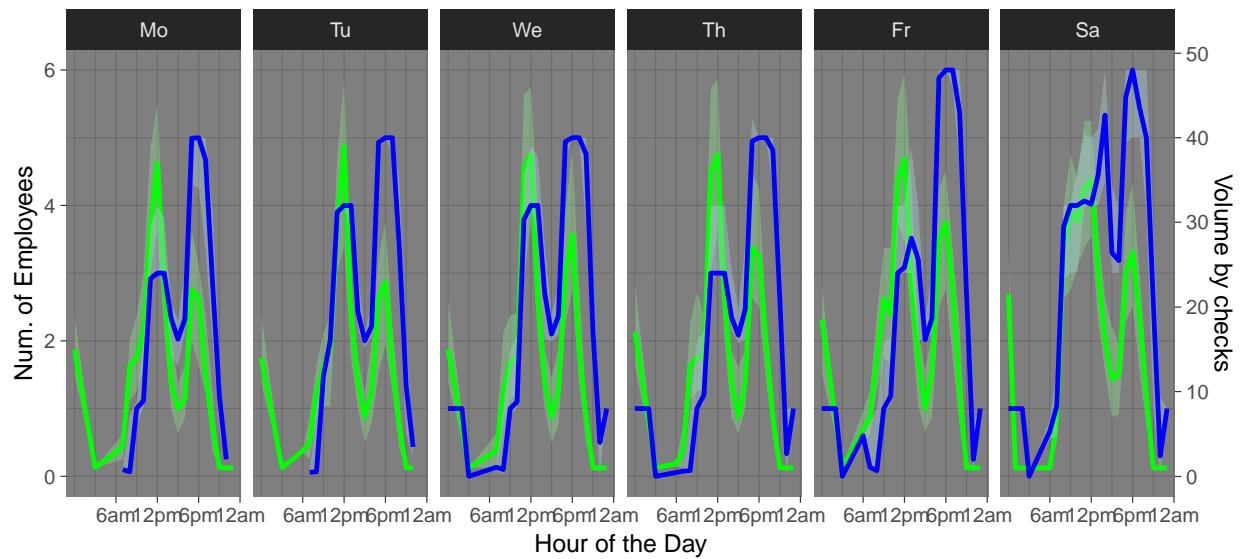
Sales based on dollars and labor for job type SERVER



Server compared with checks

Comparison of Sales vs Labor

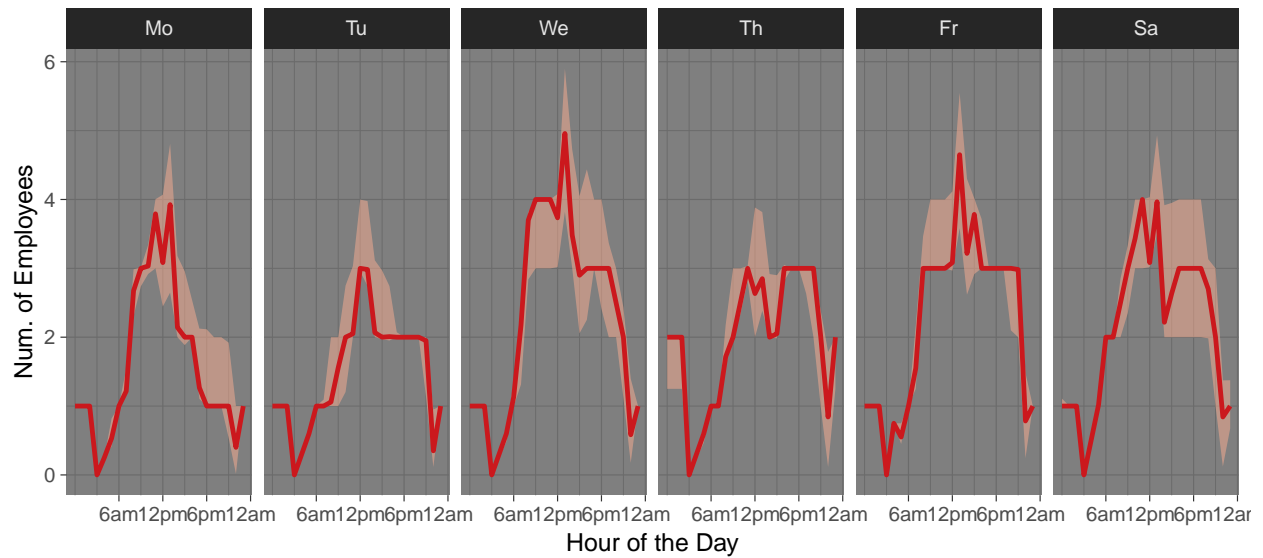
Sales based on checks and labor for job type SERVER



Cook

Hourly Labor Usage Throughout Week

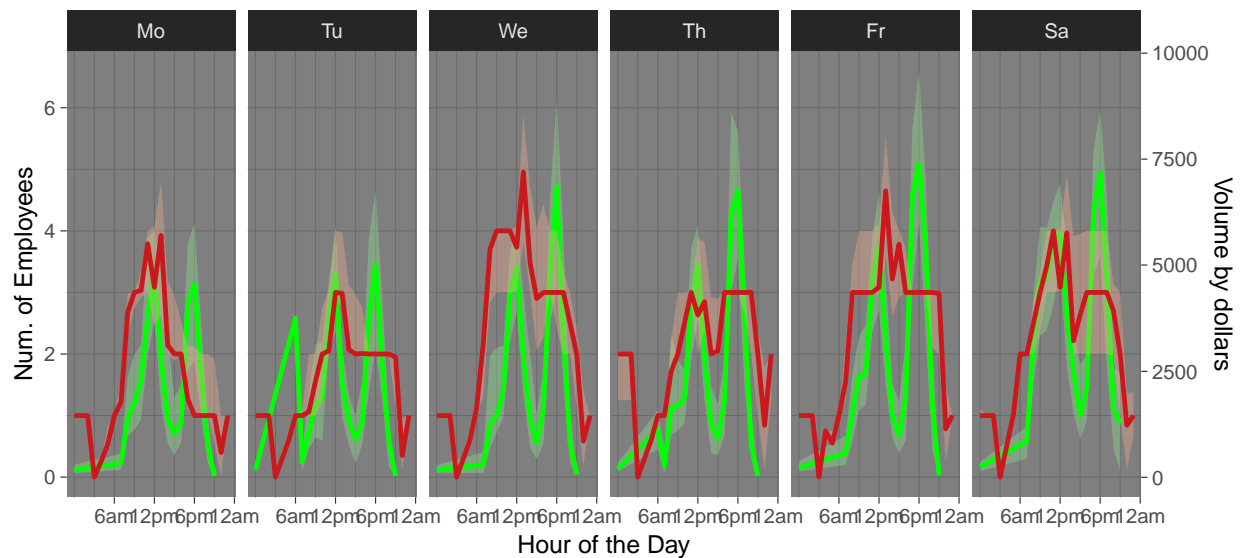
Hours shown for job type: COOK



Cook compared with dollars (excluding outliers)

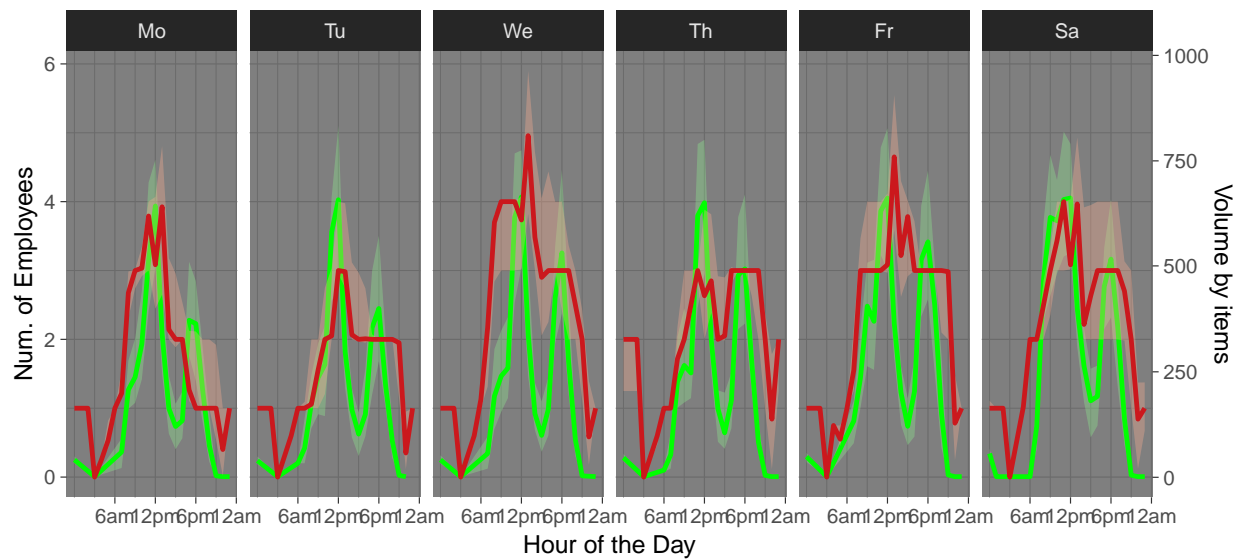
Comparison of Sales vs Labor

Sales based on dollars and labor for job type COOK



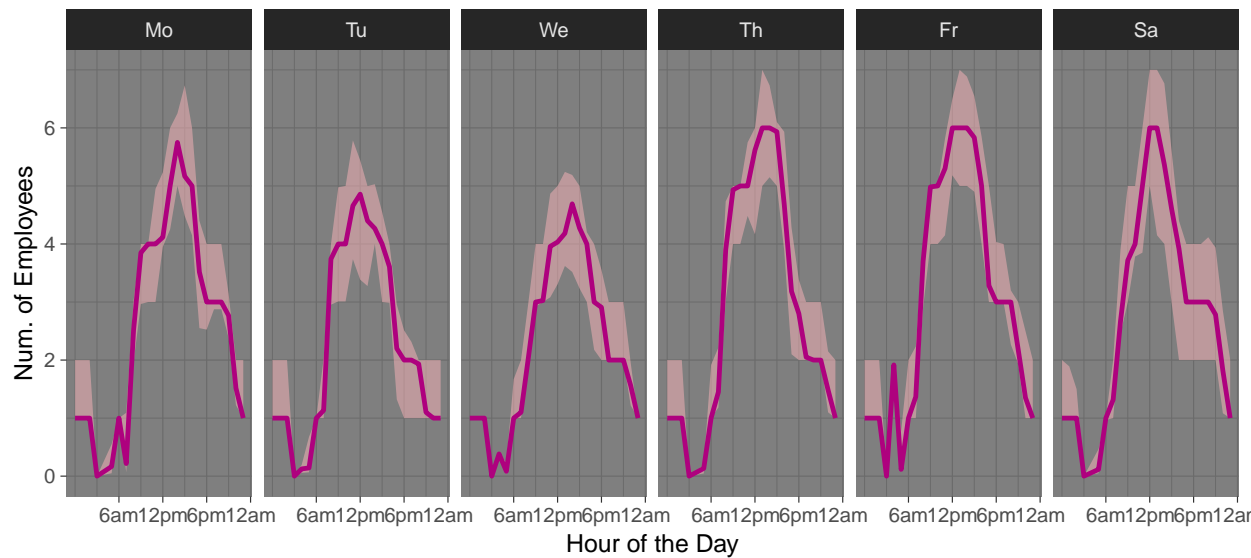
Cook compared with checks

Comparison of Sales vs Labor
Sales based on items and labor for job type COOK



Manager

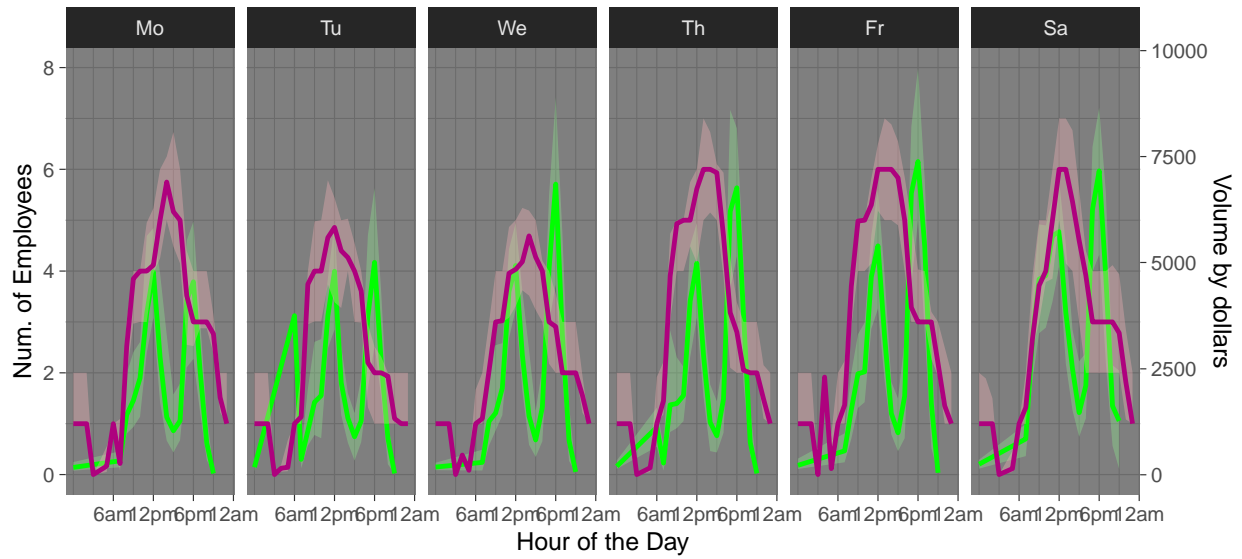
Hourly Labor Usage Throughout Week
Hours shown for job type: Manager



Manager compared with dollars (excluding outliers)

Comparison of Sales vs Labor

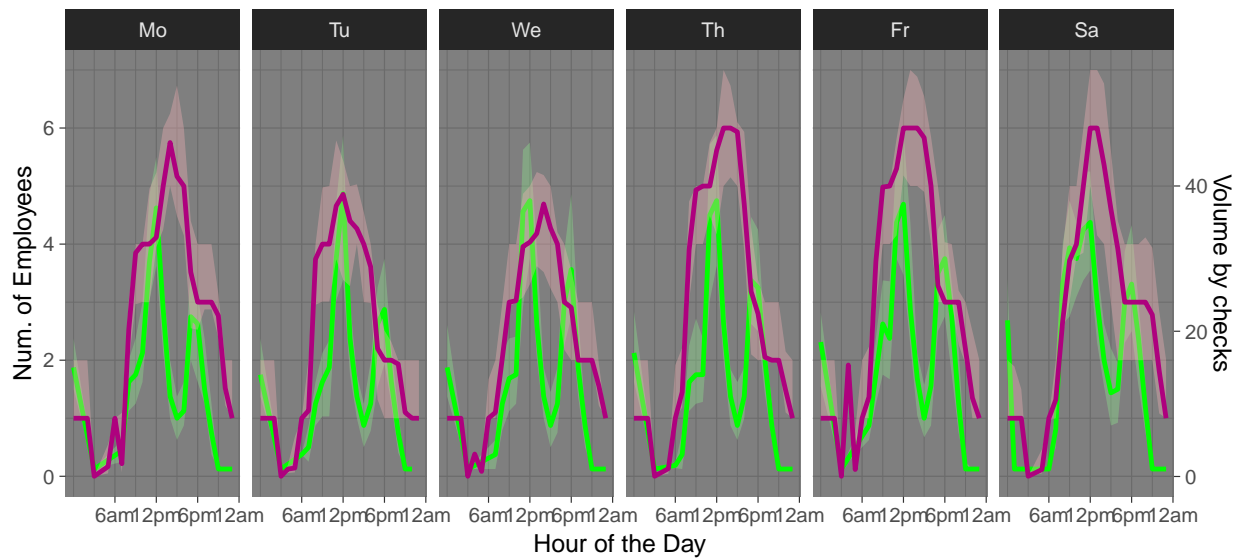
Sales based on dollars and labor for job type Manager



Manager compared with checks

Comparison of Sales vs Labor

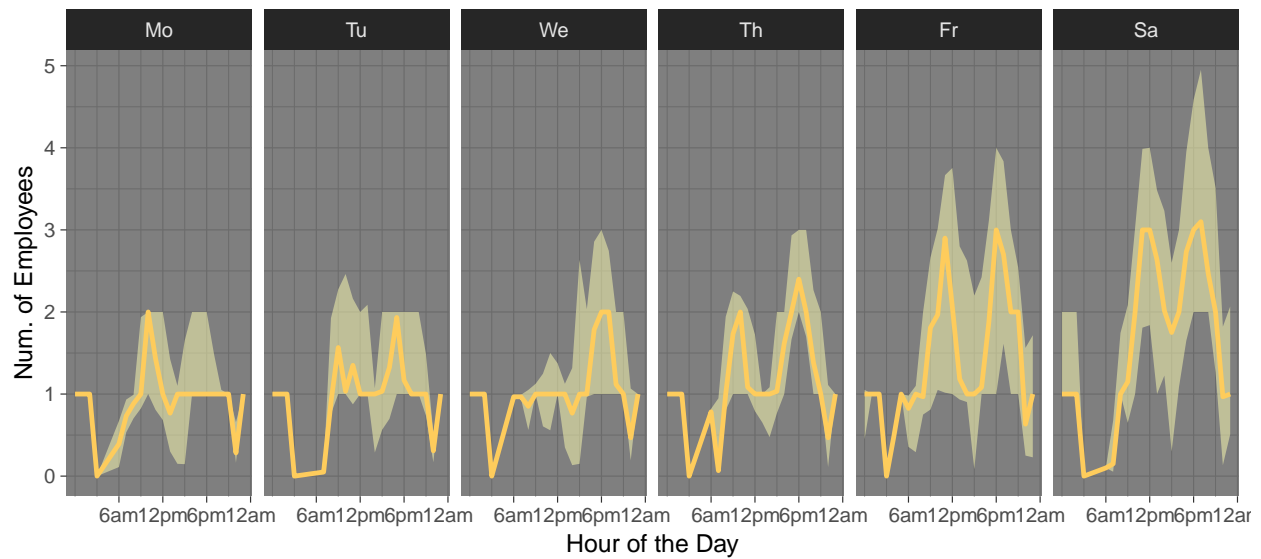
Sales based on checks and labor for job type Manager



Support Staff

Hourly Labor Usage Throughout Week

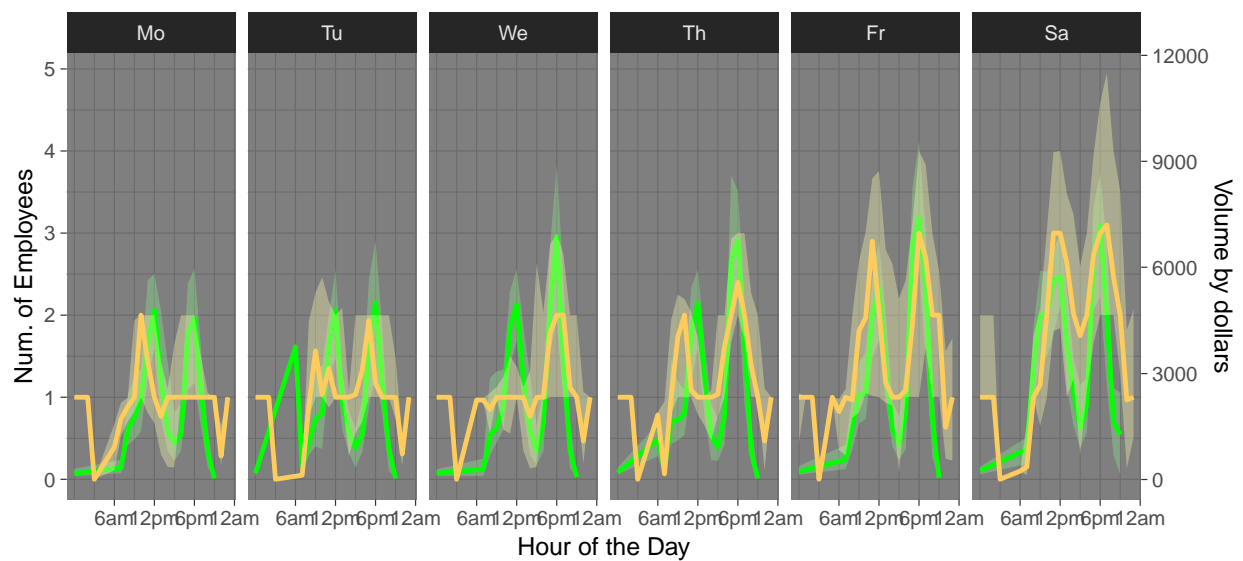
Hours shown for job type: SUPPORT STAFF



Support Staff compared with dollars (excluding outliers)

Comparison of Sales vs Labor

Sales based on dollars and labor for job type SUPPORT STAFF



Support Staff compared with checks

Comparison of Sales vs Labor
Sales based on checks and labor for job type SUPPORT STAFF

