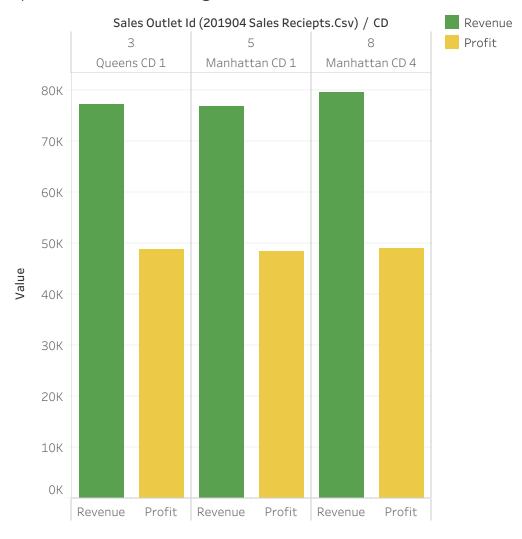
Existing & Potential Locations



#### April Sales at Existing Stores



## Revenue - Customer Loyalty

Product Group	Loyalty	Non-	
Product Group	Members	Loyalty	
Add-ons	988	1,781	
Beverages	91,572	89,000	
Food	13,409	13,527	
Merchandise	1,486	3,088	
Whole Bean/Teas	6,869	11,917	

Line Item Amount					
988	91,572				

## Revenue - Customer Loyalty by Store

	Loyalty	Non-	Line Item A	mount
	Members	Loyalty		
3	38,554	38,659	35,815	43
5	39,954	36,941		
8	35,815	43,713		

43,713

## Purchases - Customer Loyalty - Product

	Customer Id (group			
Product Group	Loyalty Members	Non- Loyalty		
Add-ons	782	1,466		
Beverages	19,777	18,869		
Food	3,781	3,835		
Merchandise	82	163		
Whole Bean/Teas	439	700		

Count	of	201904	sales	r

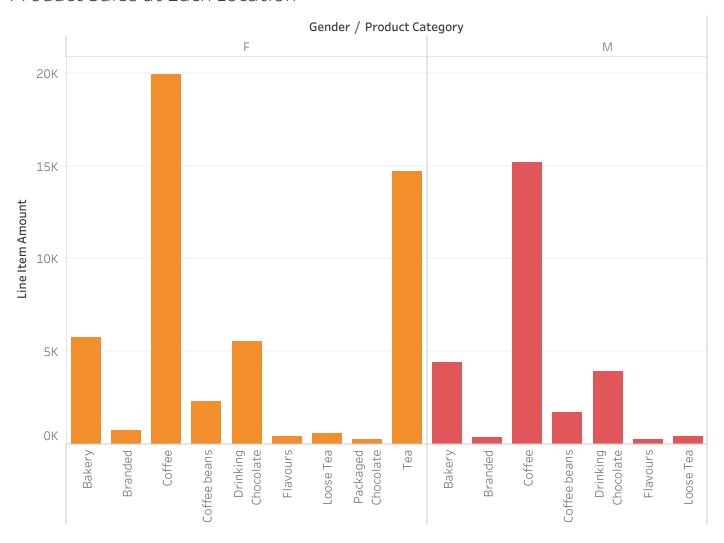
19,777

#### Purchases -Customer Loyalty by Store

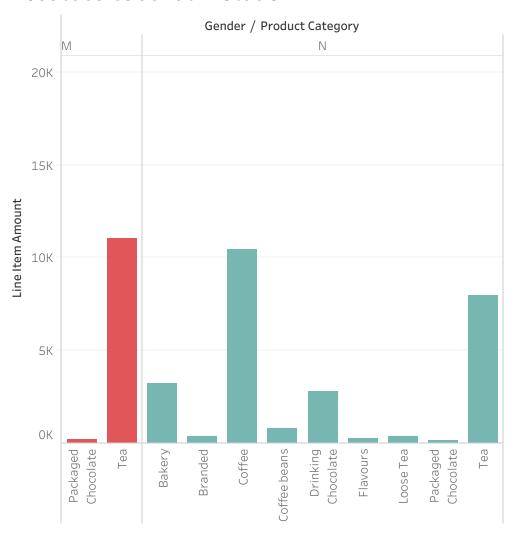
	Customer Id (group)			
	Loyalty Non-			
	Members	Loyalty		
3	8,593	8,236		
5	8,549	7,445		
8	7,719	9,352		

Count of 201	L904 sales r
7,445	9,352

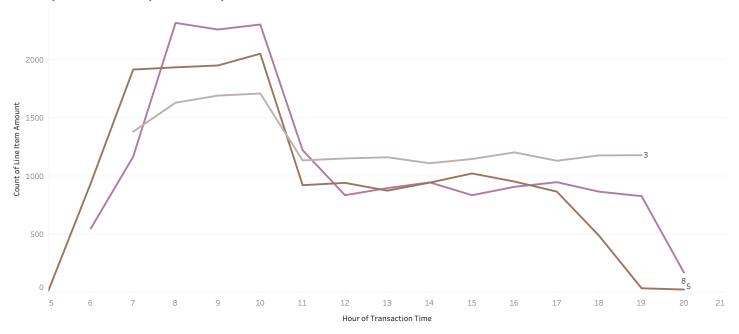
#### Product Sales at Each Location



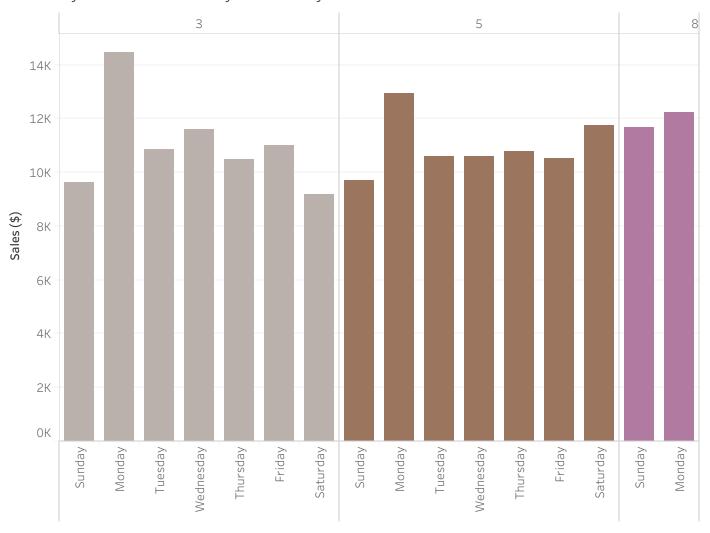
#### Product Sales at Each Location



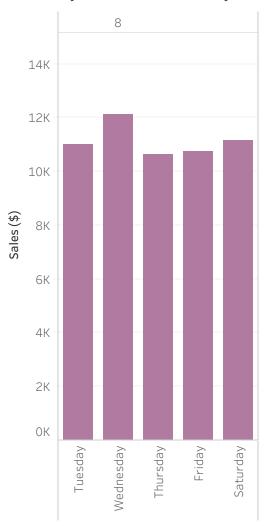
#### Monthly Transactions by Time of Day



## Monthly Transactions by Weekday

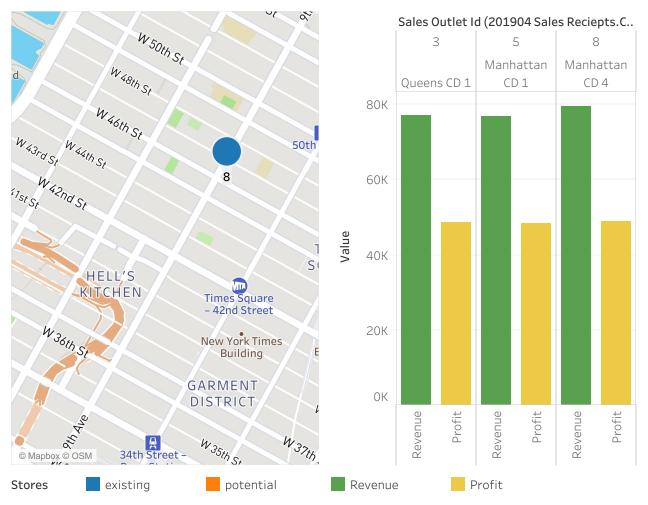


# Monthly Transactions by Weekday



#### Existing & Potential Locations

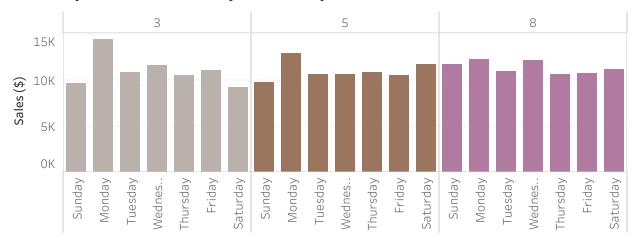
#### April Sales at Existing Stores



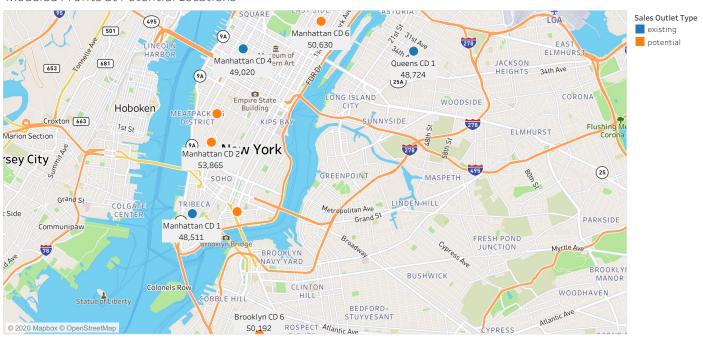
#### Monthly Transactions by Time of Day



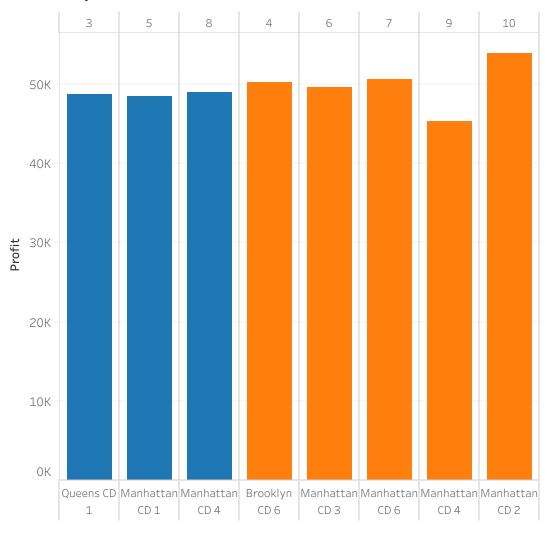
#### Monthly Transactions by Weekday



#### Modeled Profits at Potential Locations



## Profits by Store Location



## Population Breakdown

	Cd Short Title / Sales Outlet Id						
	Queens	Manhat			Brookly	Manhat	Manhat
	CD 1	tan CD	Manhat	tan CD 4	n CD 6	tan CD	tan CD
	3	5	8	9	4	6	7
Pop 2010	191,105	60,978	103,245	103,245	104,709	163,277	142,745
Under18 Rate (Nyccdin	15	13	8	8	21	11	9
Over65 Rate	13	13	13	13	10	18	18
Pct Served Parks (Nycc	63	100	94	94	94	100	91
Pct Hh Rent Burd (Nycc	37	30	34	34	29	38	35
Poverty Rate (Nyccdin	18	9	11	11	10	19	10
Crime Rate per 1k	11	7	18	18	8	15	12
Public Schools	27	19	29	29	24	42	16
Male 20s	10	9	10	10	5	10	11
Male 30s	11	12	12	12	11	10	10
Male 40s	7	7	9	9	8	6	6
Male 50s	5	5	7	7	5	6	5
Male 60s	4	5	6	6	4	5	5
Women 20s	11	11	11	11	8	11	13
Women 30s	11	11	10	10	12	7	9
Women 40s	6	7	6	6	8	6	6
Women 50s	6	5	5	5	5	6	6
Women 60s	5	5	5	5	4	6	6

# Sales Outlet Type existing potential

# Population Breakdown

	Cd Shor
	Manhat
	tan CD
	10
Pop 2010	90,016
Under18 Rate (Nyccdin	13
Over65 Rate	13
Pct Served Parks (Nycc	100
Pct Hh Rent Burd (Nycc	30
Poverty Rate (Nyccdin	9
Crime Rate per 1k	15
Public Schools	8
Male 20s	9
Male 30s	12
Male 40s	7
Male 50s	5
Male 60s	5
Women 20s	11
Women 30s	11
Women 40s	7
Women 50s	5
Women 60s	5

# Sales Outlet Type existing potential

# Sales by Gender Age

	Gender / Age (group)							
	Unknown		F					M
	Non-							
	Loyalty	18 - 19	20-29	30-39	40-49	50-59	60-69	18 - 19
3	38,659	504	3,993	3,994	3,400	3,823	3,497	289
5	36,962	451	3,218	3,095	2,929	2,927	2,708	202
8	43,735	718	2,990	2,682	3,030	3,609	2,648	155

Line Item A	mount
155	43,735

## Sales by Gender Age

	Gender / Age (group) M								
	20-29	30-39	40-49	50-59	60-69				
3	2,582	2,849	2,760	2,910	3,101				
5	1,769	1,895	2,145	2,354	1,697				
8	2,596	2,741	1,845	2,697	3,059				

#### Line Item Amount

155	43,735

# Age and Gender Profit Predictions

	0			F		
	Non-Loyalty					
	Members	18-19	20s	30s	40s	50s
4	16,238	993	2,161	2,091	1,986	1,986
6	13,476	1,111	2,223	2,164	2,164	2,199
7	15,446	1,098	2,221	2,097	2,010	2,033
9	10,658	1,005	2,219	2,010	2,010	2,010
10	19,616	1,005	2,185	2,010	2,010	2,010

Profit (Full	Potential Pr
993	19,616

# Age and Gender Profit Predictions

	F			N	1	
	60s	18-19	20s	30s	40s	50s
4	1,986	993	2,079	2,132	1,986	1,986
6	2,099	1,099	2,224	2,193	2,181	2,099
7	2,010	1,087	2,209	2,092	2,010	2,010
9	2,010	1,005	2,219	2,138	2,010	2,010
10	2,010	1,005	2,156	2,074	2,010	2,010

Profit (Full	Potential Pr
993	19,616

# Age and Gender Profit Predictions

	M
	60s
4	1,986
6	2,140
7	2,126
9	2,074
10	2,010

Profit (Full F	Potential Pr
993	19 616

# Population Breakdown

#### Cd Short Title / Sales Outlet Id

				,					
	Queens	Manha	Manhat	Manhattan CD 4		Manha	Manha	Manha	
	3	5	8	9	4	6	7	10	
Pop 2010	191,105	60,978	103,245	103,245	104,709	163,277	142,745	90,016	
Under18 Rate (Nyccdin	15	13	8	8	21	11	9	13	
Over65 Rate	13	13	13	13	10	18	18	13	
Pct Served Parks (Nycc	63	100	94	94	94	100	91	100	
Pct Hh Rent Burd (Nycc	37	30	34	34	29	38	35	30	
Poverty Rate (Nyccdin	18	9	11	11	10	19	10	9	
Crime Rate per 1k	11	7	18	18	8	15	12	15	
Public Schools	27	19	29	29	24	42	16	8	
Male 20s	10	9	10	10	5	10	11	9	

## Sales by Gender Age

#### Gender / Age (group)

							, ,						
	Unkn		F					N	/1				
	Non-												
	Loyal	18 - 19	20-29	30-39	40-49	50-59	60-69	18 - 19	20-29	30-39	40-49	50-59	60-69
3	####	504	3,993	3,994	3,400	3,823	3,497	289	2,582	2,849	2,760	2,910	3,101
5	####	451	3,218	3,095	2,929	2,927	2,708	202	1,769	1,895	2,145	2,354	1,697
8	####	718	2,990	2,682	3,030	3,609	2,648	155	2,596	2,741	1,845	2,697	3,059

#### Revenue - Customer Loyalty

#### Revenue - Customer Loyalty by Store

Product Group	Loyalty Members	Non-Loyalty Members	
Add-ons	988	1,781	
Beverages	91,572	89,000	
Food	13,409	13,527	
Merchandise	1,486	3,088	
Whole Bean/Teas	6,869	11,917	

		Non-Loyalty
	<b>Loyalty Members</b>	Members
3	38,554	38,659
5	39,954	36,941
8	35,815	43,713

#### Purchases - Customer Loyalty - Purchases - Customer Loyalty Product

# by Store

	Customer Id (group)			
Product Group	Loyalty Members	Non-Loyalty Members		
Add-ons	782	1,466		
Beverages	19,777	18,869		
Food	3,781	3,835		
Merchandise	82	163		
Whole Bean/Teas	439	700		

	Customer Id (group)		
		Non-Loyalty	
	Loyalty Members	Members	
3	8,593	8,236	
5	8,549	7,445	
8	7,719	9,352	

Sheet 15	

Sheet 15		