

Morning Bean

Hot Drink Café

Sales Statistics

Category	2017	2016	Net Change	% Change
Gross Sales	\$ 9,880,800	\$ 8,600,796	\$ 1,280,004	14.88%
Cost of Sales	2,770,800	2,375,586	395,214	16.64%
Operating Expenses	4,810,100	3,951,990	858,110	21.71%
Net Profit/Loss	2,299,900	2,273,220	26,680	1.17%
Units Sold	1,453,100	1,245,600	207,500	16.66%
Customers Served	215,100	189,990	25,110	13.22%

Sales Statistics per Store

Category	2017	2016	Net Change	% Change
Gross Sales	\$ 494,040	\$ 477,822	\$ 16,218	3.39%
Cost of Sales	138,540	131,977	6,563	4.97%
Operating Expenses	240,505	219,555	20,950	9.54%
Net Profit/Loss	114,995	126,290	(11,295)	-8.94%
Units Sold	72,655	69,200	3,455	4.99%
Customers Served	10,755	10,555	200	1.89%
Stores	20	18	2	11.11%

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2017 Monthly Gross Sales

State	Store	Jan	Feb	Mar	Apr	May	Jun
California	85 Seaside Lane San Diego, CA 92110 (760) 555 - 3005	28,200	22,300	27,600	29,300	31,000	33,100
	144 N. Commerce Avenue San Diego, CA 92230 (858) 555 - 6313	46,900	41,600	55,000	53,100	57,400	59,300
	40014 Patriot Way San Diego, CA 92199 (619) 555 - 2401	19,100	17,200	23,700	26,400	28,100	27,400
	45 Deming Street Riverside, CA 92509 (909) 555 - 4555	26,800	21,300	32,100	29,600	36,600	32,100
	902 Leland Avenue Irvine, CA 92606 (714) 555 - 8174	47,000	43,100	51,000	54,000	55,600	57,000
	7113 Beach Drive Laguna Beach, CA 92651 (714) 555 - 4904	43,900	39,600	48,200	51,400	49,700	53,800
	791 East River Drive Santa Ana, CA 92707 (562) 555 - 1008	24,700	22,800	25,700	29,100	28,800	30,100
Washington	617 Aaron Drive Seattle, WA 98101 (253) 381 - 4002	36,500	32,400	40,700	40,900	43,600	44,600
	22 Rainier Street Seattle, WA 98121 (425) 555 - 8994	33,100	31,700	34,600	33,900	38,500	37,100
	531 Smith Lane Bellingham, WA 98228 (253) 555 - 2130	23,700	21,000	26,600	29,600	29,400	27,600
Oregon	100 Business Way Portland, OR 97214 (503) 555 - 0991	46,800	41,200	49,700	52,100	54,400	57,400
	14 Lewis Lane Eugene, OR 97405 (541) 555 - 8509	30,600	27,300	32,000	32,400	36,600	34,900
	5514 Mound Street Eugene, OR 97408 (541) 555 - 0040	20,100	21,200	25,100	26,300	29,200	28,900
	41033 Main Street Ashland, OR 97250 (541) 555 - 3134	47,900	46,000	54,900	53,700	57,500	56,500
Idaho	112 Reservoir Lane Boise, ID 83702 (208) 555 - 2138	39,200	35,900	45,800	44,200	47,100	45,700
Nevada	1688 Latrobe Avenue Las Vegas, NV 89102 (702) 555 - 7734	27,700	24,100	32,100	35,400	34,000	38,800
	4188 Starr Lane Las Vegas, NV 89199 (702) 555 - 9148	39,400	40,700	46,800	49,400	48,400	52,100
Colorado	881 Peak Drive Denver, CO 80236 (303) 555 - 0444	47,500	44,700	51,700	56,400	58,400	59,100
	105 Barwin Street Denver, CO 80290 (702) 555 - 6106	32,100	28,900	35,800	37,300	38,700	40,300
	5 Meggett Drive Boulder, CO 80305 (303) 555 - 8103	49,700	45,900	56,400	55,500	58,600	57,100
TOTAL		710,900	648,900	795,500	820,000	861,600	872,900

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2017 Monthly Gross Sales

Top 10% in Sales

green

State	Store	Jul	Aug	Sep	Oct	Nov	Dec	TOTAL	AVERAGE
California	85 Seaside Lane San Diego, CA 92110 (760) 555 - 3005	34,300	35,100	32,100	33,200	31,500	32,300	370,000	30,833
	144 N. Commerce Avenue San Diego, CA 92230 (858) 555 - 6313	59,100	62,300	56,700	58,000	51,300	55,700	656,400	54,700
	40014 Patriot Way San Diego, CA 92199 (619) 555 - 2401	29,900	28,200	26,500	28,000	25,000	25,400	304,900	25,408
	45 Deming Street Riverside, CA 92509 (909) 555 - 4555	34,800	37,800	33,400	31,900	30,700	35,000	382,100	31,842
	902 Leland Avenue Irvine, CA 92606 (714) 555 - 8174	57,500	60,800	56,200	56,900	50,900	52,000	642,000	53,500
	7113 Beach Drive Laguna Beach, CA 92651 (714) 555 - 4904	54,100	56,100	53,100	51,200	46,000	52,300	599,400	49,950
	791 East River Drive Santa Ana, CA 92707 (562) 555 - 1008	33,700	31,800	32,200	29,000	27,000	31,100	346,000	28,833
Washington	617 Aaron Drive Seattle, WA 98101 (253) 381 - 4002	44,400	46,400	44,300	45,700	42,100	43,000	504,600	42,050
	22 Rainier Street Seattle, WA 98121 (425) 555 - 8994	37,000	40,000	36,100	40,700	32,000	37,200	431,900	35,992
	531 Smith Lane Bellingham, WA 98228 (253) 555 - 2130	31,300	29,500	26,900	27,300	26,000	26,000	324,900	27,075
Oregon	100 Business Way Portland, OR 97214 (503) 555 - 0991	57,200	58,500	56,300	53,800	51,000	54,000	632,400	52,700
	14 Lewis Lane Eugene, OR 97405 (541) 555 - 8509	39,400	38,600	35,900	34,800	34,000	34,000	410,500	34,208
	5514 Mound Street Eugene, OR 97408 (541) 555 - 0040	28,300	31,200	24,900	27,200	24,000	27,100	313,500	26,125
	41033 Main Street Ashland, OR 97250 (541) 555 - 3134	60,900	60,300	57,100	56,400	52,100	53,000	656,300	54,692
Idaho	112 Reservoir Lane Boise, ID 83702 (208) 555 - 2138	48,800	49,500	48,900	50,100	44,000	46,000	545,200	45,433
Nevada	1688 Latrobe Avenue Las Vegas, NV 89102 (702) 555 - 7734	38,100	39,600	36,700	34,100	35,000	33,000	408,600	34,050
	4188 Starr Lane Las Vegas, NV 89199 (702) 555 - 9148	54,400	51,400	49,200	52,100	47,000	48,000	578,900	48,242
Colorado	881 Peak Drive Denver, CO 80236 (303) 555 - 0444	58,200	62,100	55,900	57,400	51,000	53,000	655,400	54,617
	105 Barwin Street Denver, CO 80290 (702) 555 - 6106	39,700	39,700	38,600	37,600	35,300	38,000	442,000	36,833
	5 Meggett Drive Boulder, CO 80305 (303) 555 - 8103	61,900	61,100	58,800	60,800	53,000	57,000	675,800	56,317
TOTAL		903,000	920,000	859,800	866,200	788,900	833,100	9,880,800	823,400