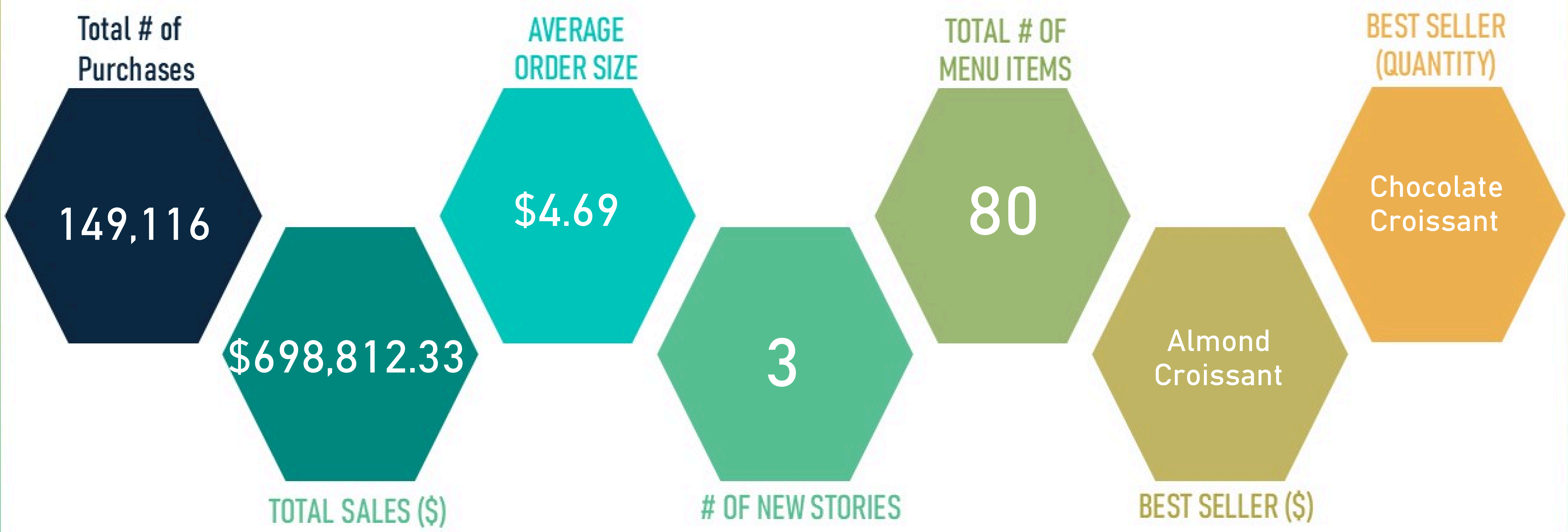


2023 Sales Review report for the coffee roasters in New York Sales Region. In the visuals below, you will learn all about our brilliant team’s performance across our three flagship stores. We’ll Cover insights from a range of strategic areas, pinpoint specific opportunities for improvement, and



Quick Summary

Total Sales so far in the FY 2023 \$698,812.33 across 149,116 transactions.

This yields an average order size of \$4.69. The average order size across 3 locations ranges from as low as \$0.80 in Queens to \$360.00 at its peak in Lower Manhattan.

Sustainably Grown Organic Lg is our Strongest seller in terms of revenue, but this varies by location. For example, Dark chocolate Lg is the strongest seller in Lower Manhattan.

The Peak Business hours for the sales to most likely happen is around 10 A.M.

Monday generates most revenue. While Friday being the least.

However, the sales don't really take off until 7 A.M in the morning and usually lasts till 7 PM. As observed only 3.55% of total sales are made during these off peak hours.

As seen with the trend of peak and least business hours, the management can re-consider the opening and closing times to cut off extra operation finances.

1,409,207.18

FULL YEAR SALES GOAL

Based on the average daily sales as seen till June 2023, The **Forecasted Total Revenue for the FY 2023** is **\$1,409,207.18** and should be the goal to meet by the end of the financial year i.e December 2023.

Notice on the right that, the average daily sales from **January to March** is only **\$2,852**, while average monthly sales from **April to June** spiked to **\$4,859**

Observing this trend, if we can sustain this exceptional growth, we can reach the forecasted goal.

