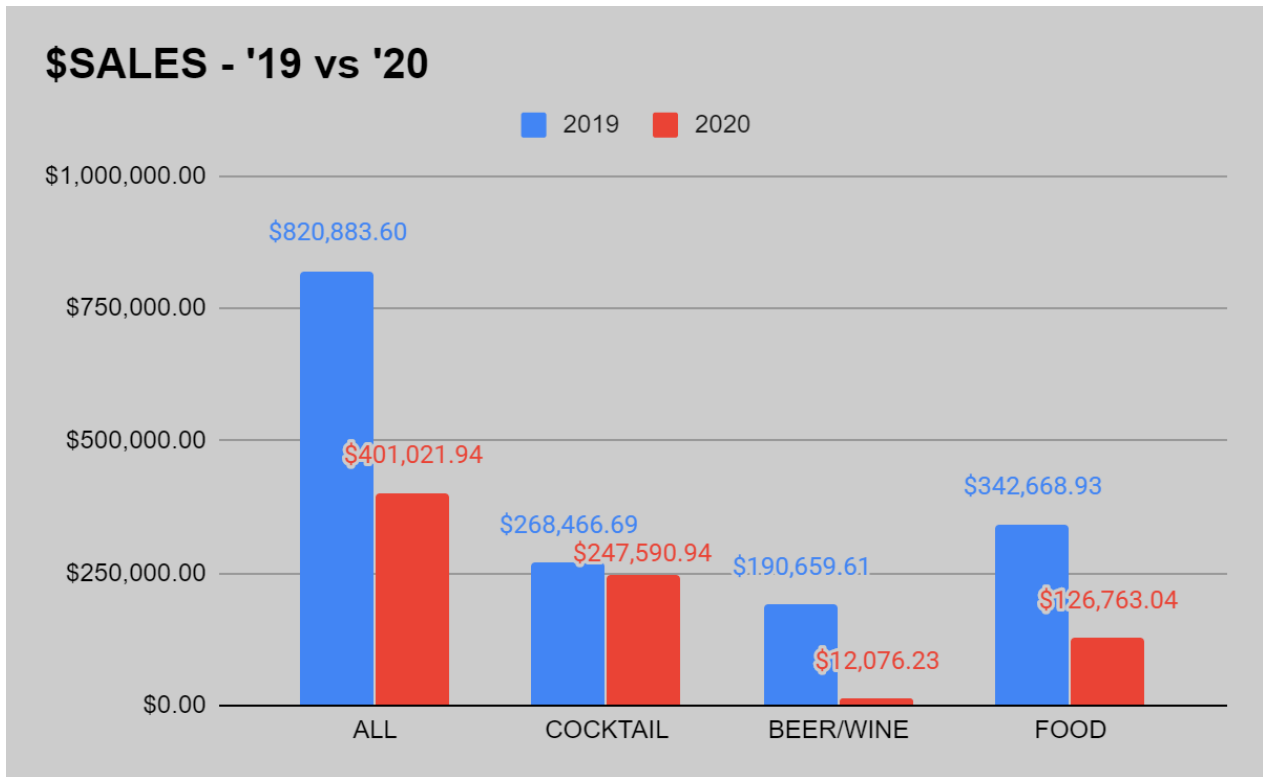


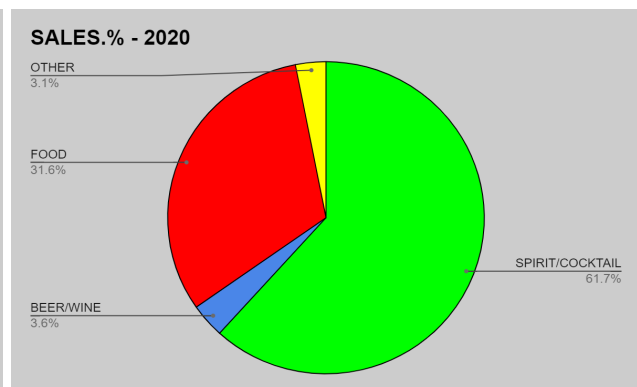
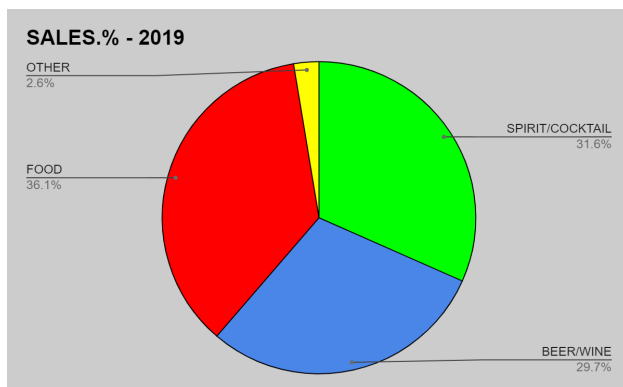
PART I

Data analysis

NOTE: All data is from the 22 week period between **APRIL 1-SEPTEMBER 1** of 2019 and 2020. All analysis and comparisons are in reference to those time periods.

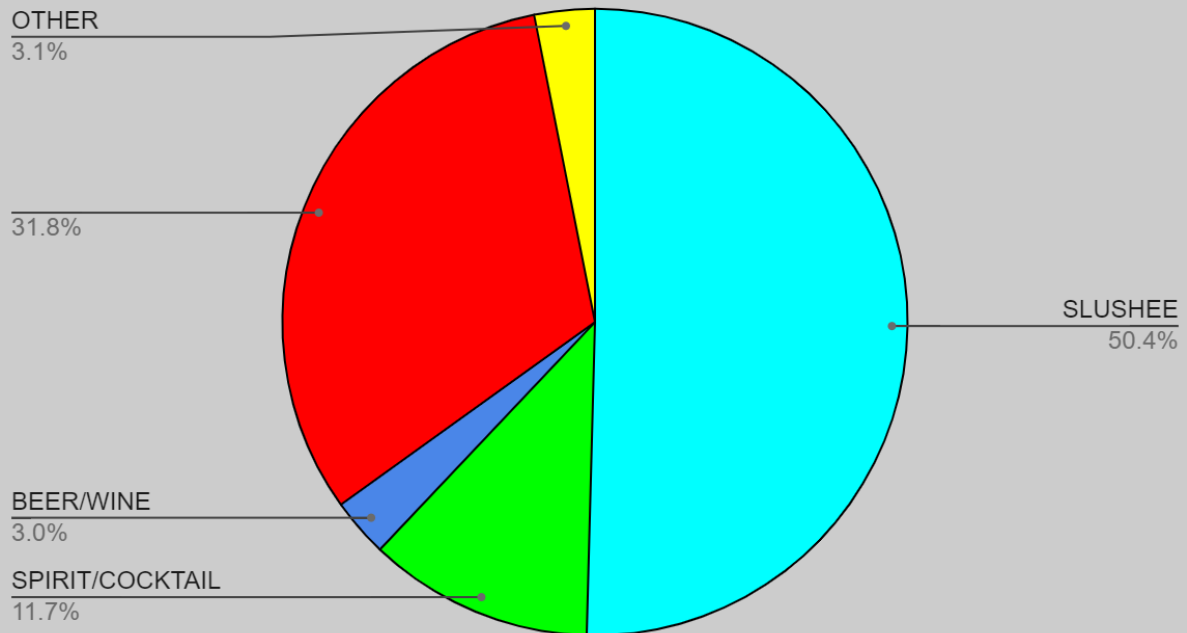


Sales (\$) compared between 2019 and 2020. Overall sales (ALL) decreased 51.15%. BEER/WINE, FOOD, and COCKTAIL sales decreased 93.67%, 63.01%, and 7.78%, respectively.



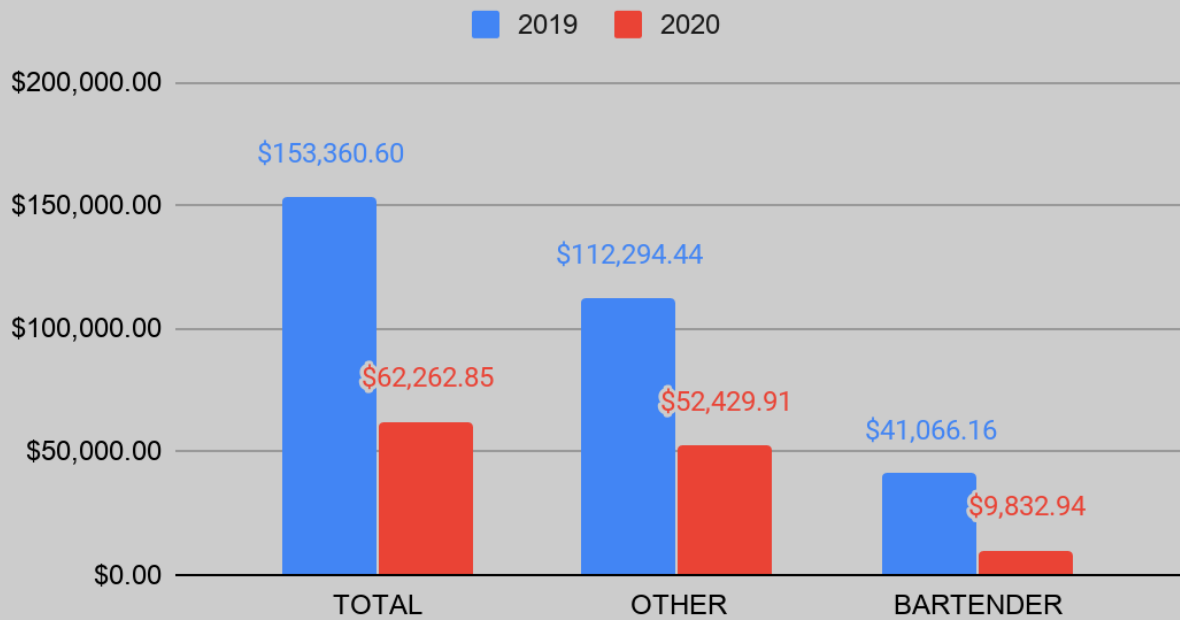
Percentage breakdown of sales (\$) of both 2019 (left) and 2020 (right). COCKTAILS have grown from 31.64% of sales to 61.74% of sales.

SALES.% - 2020 - SLUSH



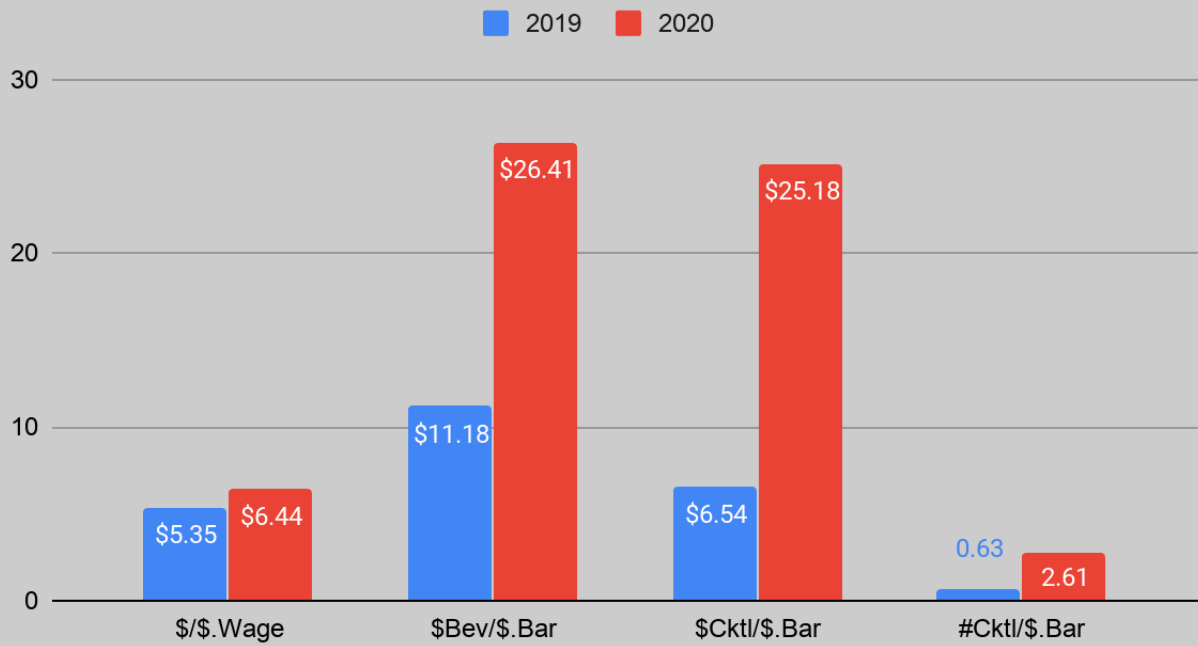
Percentage breakdown of sales (\$) in 2020 with SLUSHEE sales highlighted separately from overall COCKTAIL sales. SLUSHEE sales comprise 50% of total sales.

\$LABOR '19 vs. '20



Labor Wages (\$) compared between 2019 and 2020. Overall (TOTAL) wages decreased 59.64%, while BARTENDER wages decreased 76.20%.

SALES PER LABOR WAGES - '19 vs '20



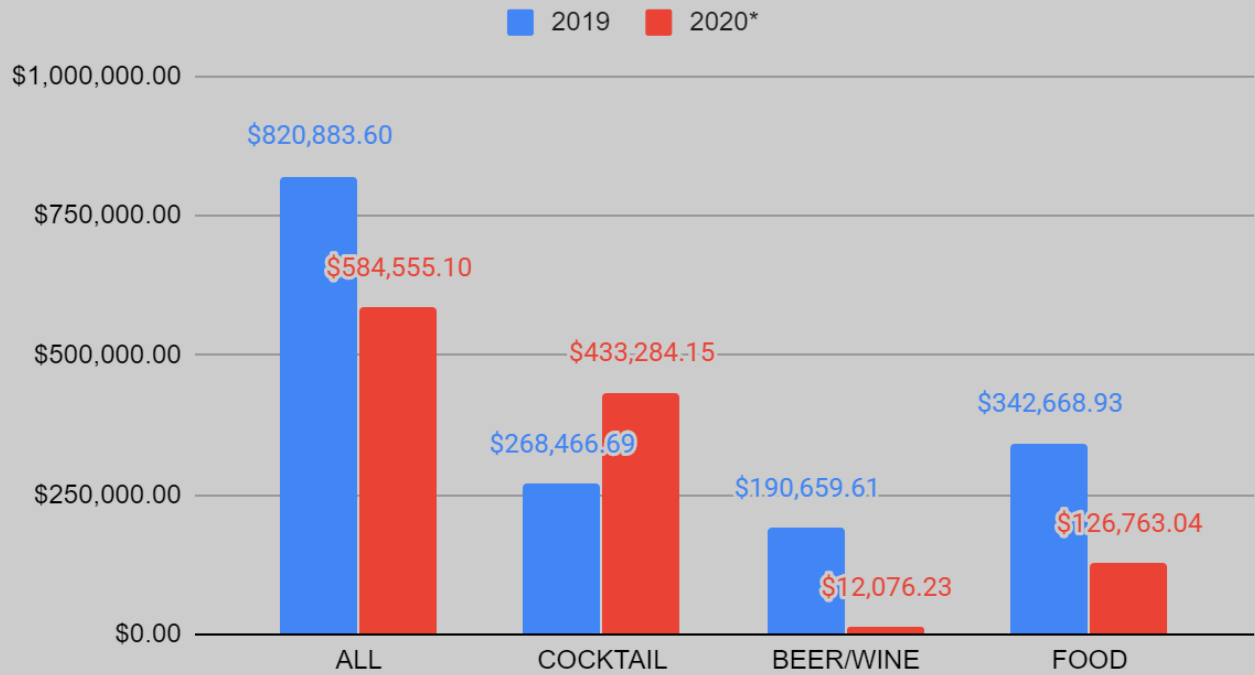
Sales (\$) per Labor Wages (\$) -- the amount of sales made per dollar paid in wages -- compared between 2019 and 2020. Overall efficiency of sales per dollar paid in wages (\$/\$.Wage) increased 21.05%. Specifically, beverage sales and cocktail sales per dollar paid in BARTENDER wages increased 137.61% and 287.46%, respectively. The quantity of cocktail units sold per dollar paid in BARTENDER wages increased 311.65%. All data calculated using an hourly wage of \$13/hr (2019) and \$14/hr (2020).

PART II

Adjusting data for quarantine-sized portions

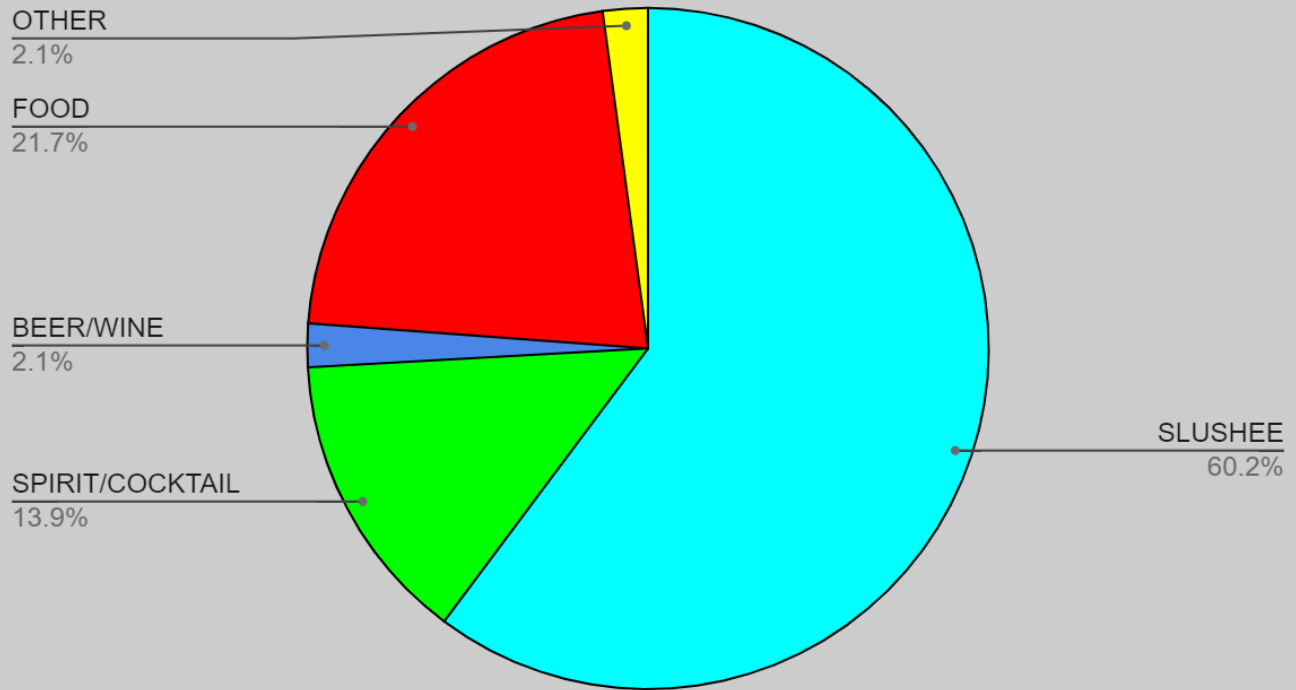
NOTE 2: Individual cocktail units during the 2020 time period have been approximately 1.75x larger, on average, than cocktail units during the 2019 time period, while the price of each unit has remained almost the same. Using this knowledge, sales data can be adjusted to give a more accurate analysis of the raw amount of product sold. Given that beer prices have also slightly decreased (per volume) and food prices have increased, this exercise is not meant to be fully accurate. Instead, it is meant to paint a general picture of the sales and efficiency within the bar's cocktail program.

SALES '19 vs. '20 (ADJUSTED)



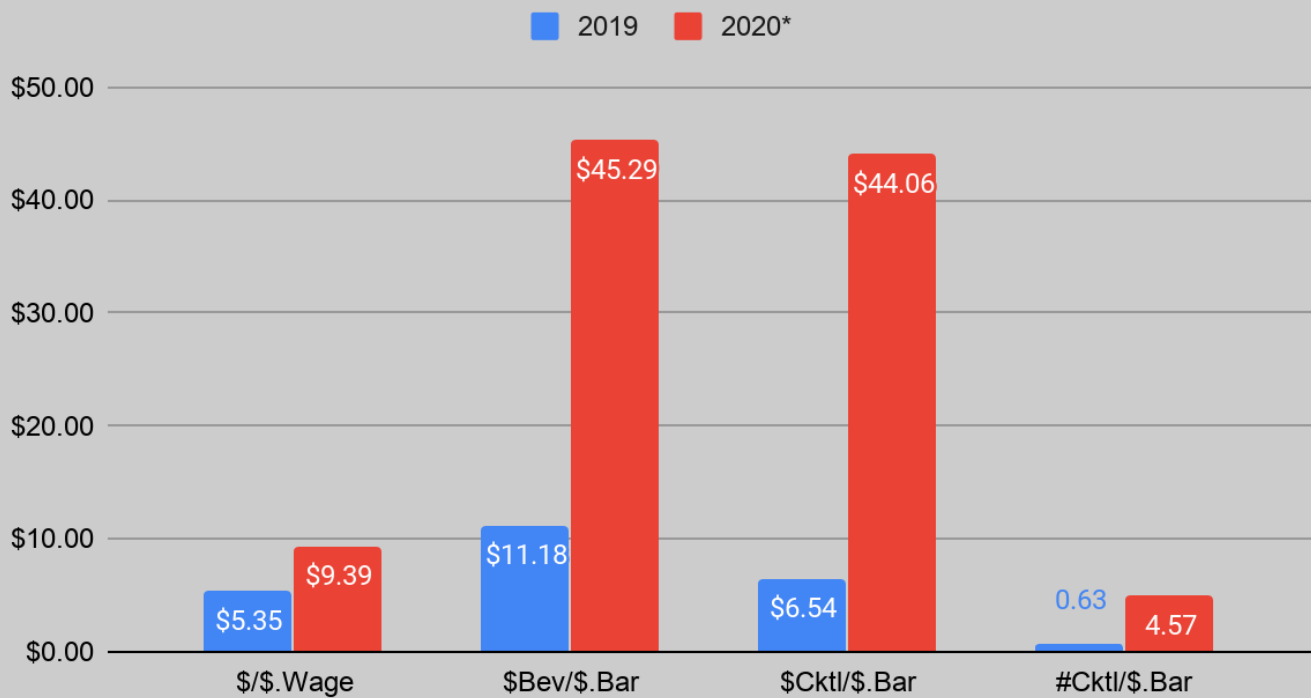
Sales (\$) compared between 2019 and an adjusted 2020. Overall sales (ALL) decreased 28.79%. BEER/WINE and FOOD sales decreased 93.67% and 63.01%, respectively (unchanged). Cocktail sales **increased** by 61.39%.

SALES.%- 2020 - SLUSH (ADJUSTED)



Percentage breakdown of sales (\$) in an adjusted 2020 with SLUSHEE sales highlighted separately from overall COCKTAIL sales.
Overall COCKTAIL (including SLUSHEE) sales account for 74.1% of sales. SLUSHEE sales comprise 60.2% of total sales.

SALES PER LABOR WAGES - '19 vs. '20 (ADJ)



Sales (\$) per Labor Wages (\$) -- the amount of sales made per dollar paid in wages -- compared between 2019 and an adjusted 2020.

Overall efficiency of sales per dollar paid in wages (\$/\$.Wage) increased 76.44%. Specifically, beverage sales and cocktail sales per dollar paid in BARTENDER wages increased 307.53% and 578.05%, respectively. The quantity of cocktail units sold per dollar paid in BARTENDER wages increased 620.38%. All data calculated using an hourly wage of \$13/hr (2019) and \$14/hr (2020).