

12:48 AM

12/27/24

Accrual Basis

ACO BAKERY INC.

Profit & Loss

September through November 2024

	Sep 24	% of Inco...	Oct 24	% of Inco...	Nov 24	% of Inco...	TOTAL	% of Inco...
	Sep 24	% of Inco...	Oct 24	% of Inco...	Nov 24	% of Inco...	Sep - Nov 24	% of Inco...
Ordinary Income/Expense								
Income								
In-Store	143,153.74	94.3%	154,617.19	91.8%	151,543.49	94.5%	449,314.42	93.5%
Online Delivery Platform	15,526.72	10.2%	21,093.95	12.5%	16,248.17	10.1%	52,868.84	11.0%
Comps / Discount	-6,855.24	-4.5%	-7,223.48	-4.3%	-7,356.79	-4.6%	-21,435.51	-4.5%
Total Income	151,825.22	100.0%	168,487.66	100.0%	160,434.87	100.0%	480,747.75	100.0%
Cost of Goods Sold								
Commissary Food	34,604.17	22.8%	35,785.56	21.2%	37,619.08	23.4%	108,008.81	22.5%
Food	4,712.51	3.1%	4,348.10	2.6%	5,893.26	3.7%	14,953.87	3.1%
Beverage	1,987.15	1.3%	2,999.94	1.8%	2,775.25	1.7%	7,762.34	1.6%
Total COGS	41,303.83	27.2%	43,133.60	25.6%	46,287.59	28.9%	130,725.02	27.2%
Gross Profit	110,521.39	72.8%	125,354.06	74.4%	114,147.28	71.1%	350,022.73	72.8%
Expense								
Payroll Expenses	29,459.40	19.4%	30,306.34	18.0%	30,916.05	19.3%	90,681.79	18.9%
Direct Operating Cost	28,505.93	18.8%	27,326.17	16.2%	25,713.06	16.0%	81,545.16	17.0%
General & Administrative	4,340.94	2.9%	4,643.14	2.8%	4,459.15	2.8%	13,443.23	2.8%
Occupancy	16,653.79	11.0%	16,808.29	10.0%	16,981.49	10.6%	50,443.57	10.5%
Total Expense	78,960.06	52.0%	79,083.94	46.9%	78,069.75	48.7%	236,113.75	49.1%
Net Ordinary Income	31,561.33	20.8%	46,270.12	27.5%	36,077.53	22.5%	113,908.98	23.7%
Net Income	31,561.33	20.8%	46,270.12	27.5%	36,077.53	22.5%	113,908.98	23.7%

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Ordinary Income/Expense									
Income									
In-Store									
Food	123,789.24	81.5%	131,253.04	77.9%	127,315.39	79.4%	382,357.67	79.5%	
Beverage									
Non Alcoholic	17,554.50	11.6%	21,384.15	12.7%	22,036.10	13.7%	60,974.75	12.7%	
Alcohol Bevs	1,810.00	1.2%	1,980.00	1.2%	2,192.00	1.4%	5,982.00	1.2%	
Total Beverage	19,364.50	12.8%	23,364.15	13.9%	24,228.10	15.1%	66,956.75	13.9%	
Total In-Store	143,153.74	94.3%	154,617.19	91.8%	151,543.49	94.5%	449,314.42		93.5%
Online Delivery Platform									
GrubHub	490.62	0.3%	1,761.60	1.0%	2,681.72	1.7%	4,933.94	1.0%	
UberEats	9,033.45	5.9%	12,089.10	7.2%	7,999.15	5.0%	29,121.70	6.1%	
Doordash	5,438.00	3.6%	7,121.80	4.2%	5,291.75	3.3%	17,851.55	3.7%	
Fantuan	564.65	0.4%	121.45	0.1%	275.55	0.2%	961.65	0.2%	
Total Online Delivery Platform	15,526.72	10.2%	21,093.95	12.5%	16,248.17	10.1%	52,868.84		11.0%
Comps / Discount	-6,855.24	-4.5%	-7,223.48	-4.3%	-7,356.79	-4.6%	-21,435.51		-4.5%
Total Income	151,825.22	100.0%	168,487.66	100.0%	160,434.87	100.0%	480,747.75		100.0%
Cost of Goods Sold									
Commissary Food									
Commissary Food	25,358.17	16.7%	24,527.56	14.6%	29,055.08	18.1%	78,940.81	16.4%	
Ice Cream	9,246.00	6.1%	11,258.00	6.7%	8,564.00	5.3%	29,068.00	6.0%	
Total Commissary Food	34,604.17	22.8%	35,785.56	21.2%	37,619.08	23.4%	108,008.81		22.5%
Food									
Dairy	1,259.08	0.8%	1,000.00	0.6%	1,745.32	1.1%	4,004.40	0.8%	
Dry Goods	2,003.71	1.3%	2,008.64	1.2%	2,429.72	1.5%	6,442.07	1.3%	
Produce	1,449.72	1.0%	1,339.46	0.8%	1,718.22	1.1%	4,507.40	0.9%	
Total Food	4,712.51	3.1%	4,348.10	2.6%	5,893.26	3.7%	14,953.87		3.1%
Beverage									
Juice/Soda/Water	212.35	0.1%	212.35	0.1%	212.35	0.1%	637.05	0.1%	
Coffee/Tea	1,774.80	1.2%	2,066.75	1.2%	2,074.10	1.3%	5,915.65	1.2%	
Beer/Wine/Cider	0.00	0.0%	720.84	0.4%	488.80	0.3%	1,209.64	0.3%	
Total Beverage	1,987.15	1.3%	2,999.94	1.8%	2,775.25	1.7%	7,762.34		1.6%
Total COGS	41,303.83	27.2%	43,133.60	25.6%	46,287.59	28.9%	130,725.02		27.2%
Gross Profit	110,521.39	72.8%	125,354.06	74.4%	114,147.28	71.1%	350,022.73		72.8%

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	Sep 24	% of Inco...	Oct 24	% of Inco...	Nov 24	% of Inco...	TOTAL	Sep - Nov 24	% of Inco...
Expense									
Payroll Expenses									
Salaries & Wages									
Management	7,726.68	5.1%	7,984.22	4.7%	9,828.32	6.1%	25,539.22	5.3%	
Server/ Plater	9,950.40	6.6%	13,781.46	8.2%	12,819.60	8.0%	36,551.46	7.6%	
Kitchen	3,396.79	2.2%	0.00	0.0%	0.00	0.0%	3,396.79	0.7%	
Dishwasher	4,129.14	2.7%	3,460.58	2.1%	3,333.71	2.1%	10,923.43	2.3%	
Server/ Plater OVERTIME	0.00	0.0%	102.59	0.1%	0.00	0.0%	102.59	0.0%	
Dishwasher OVERTIME	94.02	0.1%	252.63	0.1%	334.88	0.2%	681.53	0.1%	
Total Salaries & Wages	25,297.03	16.7%	25,581.48	15.2%	26,316.51	16.4%	77,195.02	16.1%	
Payroll Taxes & Benefits									
FICA Expense	3,470.77	2.3%	4,044.81	2.4%	3,881.98	2.4%	11,397.56	2.4%	
Federal Unemployment	41.82	0.0%	59.01	0.0%	66.72	0.0%	167.55	0.0%	
State Unemployment	393.66	0.3%	361.18	0.2%	333.43	0.2%	1,088.27	0.2%	
Total Payroll Taxes & Benefits	3,906.25	2.6%	4,465.00	2.7%	4,282.13	2.7%	12,653.38	2.6%	
Payroll Processing Company	256.12	0.2%	259.86	0.2%	317.41	0.2%	833.39	0.2%	
Total Payroll Expenses	29,459.40	19.4%	30,306.34	18.0%	30,916.05	19.3%	90,681.79	18.9%	
Direct Operating Cost									
Chace Royalty Fees	7,564.60	5.0%	8,424.38	5.0%	8,021.74	5.0%	24,010.72	5.0%	
Credit Card Fees	4,570.60	3.0%	4,750.06	2.8%	4,435.46	2.8%	13,756.12	2.9%	
Depot Delivery Fees	1,527.50	1.0%	1,300.00	0.8%	1,885.00	1.2%	4,712.50	1.0%	
Web Delivery Fees									
GrubHub Fees	183.36	0.1%	572.12	0.3%	788.43	0.5%	1,543.91	0.3%	
UberEats Fees	3,103.67	2.0%	3,960.21	2.4%	2,611.71	1.6%	9,675.59	2.0%	
Doordash Fees	1,205.20	0.8%	1,741.44	1.0%	1,305.19	0.8%	4,251.83	0.9%	
Fantuan Fees	169.36	0.1%	49.34	0.0%	9.43	0.0%	228.13	0.0%	
Total Web Delivery Fees	4,661.59	3.1%	6,323.11	3.8%	4,714.76	2.9%	15,699.46	3.3%	
Restaurant/Kitchen Supplies									
Tools/Equipments	230.61	0.2%	32.65	0.0%	60.96	0.0%	324.22	0.1%	
Disposables	1,664.21	1.1%	2,364.86	1.4%	3,089.13	1.9%	7,118.20	1.5%	
Cleaning	560.97	0.4%	404.63	0.2%	404.63	0.3%	1,370.23	0.3%	
Linens	199.52	0.1%	249.40	0.1%	0.00	0.0%	448.92	0.1%	
Smallware	0.00	0.0%	0.00	0.0%	241.61	0.2%	241.61	0.1%	
Uniforms	0.00	0.0%	98.46	0.1%	444.49	0.3%	542.95	0.1%	
Office Supplies	15.00	0.0%	21.51	0.0%	0.00	0.0%	36.51	0.0%	
Total Restaurant/Kitchen Supp...	2,670.31	1.8%	3,171.51	1.9%	4,240.82	2.6%	10,082.64	2.1%	
Contract Service Companies									
Garbage Removal	598.73	0.4%	598.73	0.4%	598.73	0.4%	1,796.19	0.4%	
Grease Removal	70.00	0.0%	120.00	0.1%	60.00	0.0%	250.00	0.1%	
Pest Control	163.32	0.1%	163.32	0.1%	163.32	0.1%	489.96	0.1%	
Dishwashing Company	369.71	0.2%	311.27	0.2%	311.27	0.2%	992.25	0.2%	
Total Contract Service Compa...	1,201.76	0.8%	1,193.32	0.7%	1,133.32	0.7%	3,528.40	0.7%	
Repairs and maintenance									
Labor, Repair/Maint (internal)	395.00	0.3%	0.00	0.0%	75.00	0.0%	470.00	0.1%	
Tools and Materials	0.00	0.0%	46.80	0.0%	203.42	0.1%	250.22	0.1%	
Total Repairs and maintenance	395.00	0.3%	46.80	0.0%	278.42	0.2%	720.22	0.1%	
Marketing & PR									
Advertising and Promotion	0.00	0.0%	22.17	0.0%	0.00	0.0%	22.17	0.0%	
Website	629.73	0.4%	377.80	0.2%	503.20	0.3%	1,510.73	0.3%	
Custom Packaging Design	5,284.84	3.5%	607.34	0.4%	500.34	0.3%	6,392.52	1.3%	
Printing, Cutting, Laminating	0.00	0.0%	1,109.68	0.7%	0.00	0.0%	1,109.68	0.2%	
Total Marketing & PR	5,914.57	3.9%	2,116.99	1.3%	1,003.54	0.6%	9,035.10	1.9%	
Total Direct Operating Cost	28,505.93	18.8%	27,326.17	16.2%	25,713.06	16.0%	81,545.16	17.0%	
General & Administrative									
Computer & Technology									
Software	1,212.83	0.8%	1,212.83	0.7%	1,325.62	0.8%	3,751.28	0.8%	
Total Computer & Technology	1,212.83	0.8%	1,212.83	0.7%	1,325.62	0.8%	3,751.28	0.8%	

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Insurance Expense									
General Liabilities	887.93	0.6%	887.93	0.5%	887.93	0.6%	2,663.79	0.6%	
Workers' Compensation	418.92	0.3%	418.88	0.2%	418.88	0.3%	1,256.68	0.3%	
Disability / PFL	-207.42	-0.1%	-237.60	-0.1%	-224.45	-0.1%	-669.47	-0.1%	
Total Insurance Expense	1,099.43	0.7%	1,069.21	0.6%	1,082.36	0.7%	3,251.00	0.7%	
Professional Fees									
Accounting	925.00	0.6%	950.00	0.6%	950.00	0.6%	2,825.00	0.6%	
Total Professional Fees	925.00	0.6%	950.00	0.6%	950.00	0.6%	2,825.00	0.6%	
Licenses & Permits									
Health Permit	0.00	0.0%	311.10	0.2%	0.00	0.0%	311.10	0.1%	
Total Licenses & Permits	0.00	0.0%	311.10	0.2%	0.00	0.0%	311.10	0.1%	
Research & Development									
Research & Development - O...	550.00	0.4%	550.00	0.3%	550.00	0.3%	1,650.00	0.3%	
Total Research & Development	550.00	0.4%	550.00	0.3%	550.00	0.3%	1,650.00	0.3%	
Expenses - Misc.									
Ground Transportation	200.00	0.1%	200.00	0.1%	193.17	0.1%	593.17	0.1%	
Bank Service Charges	4.00	0.0%	0.00	0.0%	8.00	0.0%	12.00	0.0%	
Annual Year End Party	350.00	0.2%	350.00	0.2%	350.00	0.2%	1,050.00	0.2%	
Total Expenses - Misc.	554.00	0.4%	550.00	0.3%	551.17	0.3%	1,655.17	0.3%	
Over/Short	-0.32	-0.0%	0.00	0.0%	0.00	0.0%	-0.32	-0.0%	
Total General & Administrative	4,340.94	2.9%	4,643.14	2.8%	4,459.15	2.8%	13,443.23	2.8%	
Occupancy									
Rent	13,911.28	9.2%	13,911.28	8.3%	13,911.28	8.7%	41,733.84	8.7%	
Real Estate Taxes	215.41	0.1%	215.41	0.1%	215.41	0.1%	646.23	0.1%	
Utilities									
Electricity	1,907.79	1.3%	2,062.29	1.2%	2,234.83	1.4%	6,204.91	1.3%	
Telephone/Internet	249.91	0.2%	249.91	0.1%	250.57	0.2%	750.39	0.2%	
Water/Sewer	369.40	0.2%	369.40	0.2%	369.40	0.2%	1,108.20	0.2%	
Total Utilities	2,527.10	1.7%	2,681.60	1.6%	2,854.80	1.8%	8,063.50	1.7%	
Total Occupancy	16,653.79	11.0%	16,808.29	10.0%	16,981.49	10.6%	50,443.57	10.5%	
Total Expense	78,960.06	52.0%	79,083.94	46.9%	78,069.75	48.7%	236,113.75	49.1%	
Net Ordinary Income	31,561.33	20.8%	46,270.12	27.5%	36,077.53	22.5%	113,908.98	23.7%	
Net Income	31,561.33	20.8%	46,270.12	27.5%	36,077.53	22.5%	113,908.98	23.7%	