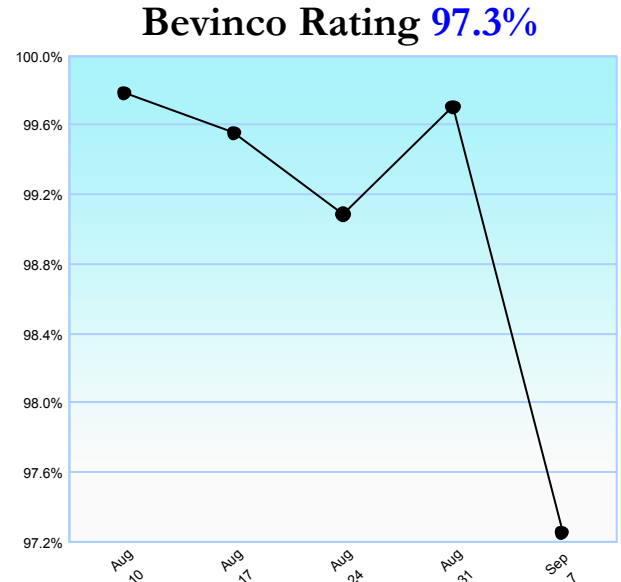
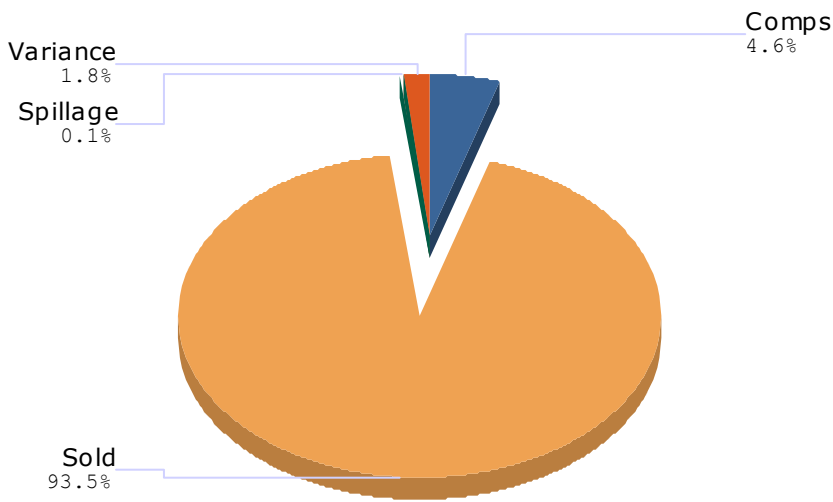


# Staff Management Report



|                              | Actual | Target | Status |
|------------------------------|--------|--------|--------|
| Variance                     | 1.8%   | 3.0%   | OK     |
| Comps                        | 4.6%   | 2.0%   | ALERT! |
| Spillage                     | 0.1%   | 0.5%   | OK     |
| ----- Class Over/Short ----- |        |        |        |
| Liquor                       | -1.5%  | ±3.0%  | OK     |
| Wine                         | -0.9%  | ±3.0%  | OK     |
| Champagne                    | -0.7%  | ±3.0%  | OK     |
| Beer                         | -2.5%  | ±1.0%  | ALERT! |
| Kegs                         | -2.0%  | ±3.0%  | OK     |
| Miscellaneous                | -3.2%  | ±1.0%  | ALERT! |

Revenue Potential: **\$701.88**

Loss Leaders

|                        | oz          | \$       |                               | oz         | \$       |
|------------------------|-------------|----------|-------------------------------|------------|----------|
| <b>Liquor</b>          |             |          | 2 - Corona Light              | -5 bottles | -\$5.08  |
| 1 - Stoli              | -61.83 oz   | -\$13.35 | 3 - Corona                    | -4 bottles | -\$4.07  |
| 2 - Ketel One          | -40.57 oz   | -\$36.94 | <b>Kegs</b>                   |            |          |
| 3 - Bacardi Light      | -13.31 oz   | -\$7.61  | 1 - DRAFT Hacker Pschorr      | -164.93 oz | -\$14.60 |
| <b>Wine</b>            |             |          | 2 - DRAFT Guinness            | -101.70 oz | -\$9.43  |
| 1 - Yalumba Chard      | -24.05 oz   | -\$9.96  | 3 - DRAFT Leiny Summer Shandy | -97.07 oz  | -\$5.99  |
| 2 - Rocca Pinot Grigio | -9.64 oz    | -\$1.99  | <b>Miscellaneous</b>          |            |          |
| 3 - Redbank Shiraz     | -4.20 oz    | -\$1.59  | 1 - Red Bull Sugar Free       | -9 items   | -\$12.56 |
| <b>Champagne</b>       |             |          |                               |            |          |
| 1 - Korbel Brut        | -82.34 oz   | -\$54.30 |                               |            |          |
| <b>Beer</b>            |             |          |                               |            |          |
| 1 - Miller High Life   | -12 bottles | -\$8.35  |                               |            |          |



| Category            | Used          | Sold          | Over/Short     | Over/Short (servings) | % Over/Short  | Over/Short (cost) | Revenue Potential | Revenue Variance | Used (cost)      | On Hand (cost)   | Sold (retail)    | Pour Cost    | Ideal Pour Cost | Bevinco Rating |
|---------------------|---------------|---------------|----------------|-----------------------|---------------|-------------------|-------------------|------------------|------------------|------------------|------------------|--------------|-----------------|----------------|
| Liquor              |               | 3.00          | +3.00          | +2                    |               | +\$2.95           |                   |                  |                  |                  | \$9.00           |              | 32.7%           |                |
| Whiskey             | 13.66         | 7.50          | -6.16          | -4                    | -45.1%        | -\$4.45           |                   |                  | \$9.85           | \$58.68          | \$44.99          | 21.9%        | 12.0%           | 54.8%          |
| Irish Whiskey       |               |               |                |                       |               |                   |                   |                  |                  | \$70.14          |                  |              |                 |                |
| Scotch Whiskey      | 53.05         | 33.00         | -20.05         | -13                   | -37.8%        | -\$26.80          |                   |                  | \$62.85          | \$397.10         | \$217.30         | 28.9%        | 16.6%           | 57.4%          |
| Bourbon Whiskey     | 20.95         | 12.00         | -8.95          | -6                    | -42.7%        | -\$8.00           |                   |                  | \$18.69          | \$181.69         | \$80.00          | 23.4%        | 13.4%           | 57.2%          |
| Gin                 | 40.77         | 21.00         | -19.77         | -13                   | -48.5%        | -\$22.29          |                   |                  | \$43.61          | \$211.32         | \$140.00         | 31.1%        | 15.2%           | 48.9%          |
| Rum                 |               |               |                |                       |               |                   |                   |                  |                  | \$185.92         | \$9.00           |              | 11.5%           |                |
| Vodka               | 216.00        | 117.00        | -99.00         | -66                   | -45.8%        | -\$100.54         |                   |                  | \$235.25         | \$1621.24        | \$762.65         | 30.8%        | 17.7%           | 57.3%          |
| Tequila             | 1.39          | 1.50          | +0.11          |                       | +7.7%         | +\$1.49           |                   |                  | -\$1.00          | \$91.92          | \$8.00           | -12.5%       | 6.1%            |                |
| Brandy              |               |               |                |                       |               |                   |                   |                  |                  | \$45.36          |                  |              |                 |                |
| Cognac              |               |               |                |                       |               |                   |                   |                  |                  | \$5.76           |                  |              |                 |                |
| Apertif             | 26.62         | 21.00         | -5.62          | -4                    | -21.1%        | -\$1.19           |                   |                  | \$5.59           | \$11.10          | \$112.00         | 5.0%         | 3.9%            | 78.8%          |
| Liqueurs            | 39.28         | 6.00          | -33.28         | -22                   | -84.7%        | -\$22.72          |                   |                  | \$28.84          | \$896.19         | \$35.73          | 80.7%        | 17.1%           | 21.2%          |
| <b>Total Liquor</b> | <b>410.48</b> | <b>223.50</b> | <b>-186.98</b> | <b>-125</b>           | <b>-45.6%</b> | <b>-\$179.85</b>  | <b>\$1186.86</b>  | <b>45.6%</b>     | <b>\$403.02</b>  | <b>\$3776.43</b> | <b>\$1418.67</b> | <b>28.4%</b> | <b>15.7%</b>    | <b>55.4%</b>   |
| Wine                | 3839.20       | 3630.81       | -208.39        | -35                   | -5.4%         | -\$75.08          | \$302.84          | 5.4%             | \$1528.87        | \$3712.05        | \$5276.34        | 29.0%        | 27.6%           | 95.1%          |
| Champagne           | 359.77        | 308.72        | -51.05         | -10                   | -14.2%        | -\$18.45          | \$98.05           | 14.2%            | \$150.57         | \$427.75         | \$593.00         | 25.4%        | 22.3%           | 87.7%          |
| Beer                | 46            | 38            | -8             | -8                    | -17.4%        | -\$8.61           | \$43.92           | 17.4%            | \$57.36          | \$328.54         | \$208.62         | 27.5%        | 23.4%           | 85.0%          |
| <b>GRAND TOTAL</b>  |               |               |                |                       |               | <b>-\$281.99</b>  | <b>\$1631.66</b>  | <b>17.9%</b>     | <b>\$2139.83</b> | <b>\$8244.77</b> | <b>\$7496.63</b> | <b>28.5%</b> | <b>24.8%</b>    | <b>86.8%</b>   |



## Variance Report - Sample Bar (All Stations)

| Size                         | Brand Name                | Used         | Sold         | Over/Short    | Over/Short (servings) | % Over/Short  |
|------------------------------|---------------------------|--------------|--------------|---------------|-----------------------|---------------|
|                              | Unknown Liquor            |              | 3.00         | +3.00         | +2                    |               |
| <b>TOTAL LIQUOR</b>          |                           |              | <b>3.00</b>  | <b>+3.00</b>  | <b>+2</b>             |               |
| 1000                         | Canadian Club             |              |              |               |                       |               |
| 1000                         | Crown Royal               | 5.52         | 3.00         | -2.52         | -2                    | -45.6%        |
| 1000                         | Seagrams VO               | 8.14         | 4.50         | -3.64         | -2                    | -44.7%        |
| <b>TOTAL WHISKEY</b>         |                           | <b>13.66</b> | <b>7.50</b>  | <b>-6.16</b>  | <b>-4</b>             | <b>-45.1%</b> |
| 1000                         | Jameson                   |              |              |               |                       |               |
| <b>TOTAL IRISH WHISKEY</b>   |                           |              |              |               |                       |               |
| 750                          | Balvenie 12yr             |              | 1.50         | +1.50         | +1                    |               |
| 750                          | Balvenie 21 yr            | 2.03         |              | -2.03         | -1                    | -100.0%       |
| 1000                         | Bellows Scotch            |              |              |               |                       |               |
| 1000                         | Chivas Regal              | 5.51         | 4.50         | -1.01         | -1                    | -18.3%        |
| 1000                         | Dewars White Label        | 20.62        | 12.00        | -8.62         | -6                    | -41.8%        |
| 1000                         | Glenfiddich 12yr          | 8.33         | 4.50         | -3.83         | -3                    | -46.0%        |
| 1000                         | Glenlivet 12 yr           | 1.24         |              | -1.24         | -1                    | -100.0%       |
| 1000                         | J & B                     |              |              |               |                       |               |
| 1000                         | Johnnie Walker Black      | 10.76        | 7.50         | -3.26         | -2                    | -30.3%        |
| 750                          | Laphroaig 10yr            |              |              |               |                       |               |
| 750                          | Laphroaig Quarter Cask    | 0.91         |              | -0.91         | -1                    | -100.0%       |
| 750                          | Macallan 12yr             | 3.66         | 3.00         | -0.66         |                       | -18.0%        |
| 750                          | Pig's Nose Scotch Whiskey |              |              |               |                       |               |
| 750                          | Sheep Dip Scotch Whisky   |              |              |               |                       |               |
| <b>TOTAL SCOTCH WHISKEY</b>  |                           | <b>53.05</b> | <b>33.00</b> | <b>-20.05</b> | <b>-13</b>            | <b>-37.8%</b> |
| 1000                         | Bellows Bourbon           |              |              |               |                       |               |
| 1000                         | Jack Daniels              |              |              |               |                       |               |
| 1000                         | Jim Beam                  | 8.55         | 4.50         | -4.05         | -3                    | -47.4%        |
| 1000                         | Jim Beam Red Stag         |              |              |               |                       |               |
| 1000                         | Knob Creek                | 1.64         |              | -1.64         | -1                    | -100.0%       |
| 1000                         | Makers Mark               | 10.75        | 7.50         | -3.25         | -2                    | -30.2%        |
| <b>TOTAL BOURBON WHISKEY</b> |                           | <b>20.95</b> | <b>12.00</b> | <b>-8.95</b>  | <b>-6</b>             | <b>-42.7%</b> |
| 1000                         | Barton Gin                |              |              |               |                       |               |
| 1000                         | Beefeater                 |              |              |               |                       |               |
| 1000                         | Bellows Gin               |              |              |               |                       |               |
| 1000                         | Bombay Sapphire           | 11.03        | 10.50        | -0.53         |                       | -4.8%         |
| 1000                         | Hendricks Gin             | 21.49        | 6.00         | -15.49        | -10                   | -72.1%        |
| 1000                         | Tanqueray                 | 8.25         | 4.50         | -3.75         | -3                    | -45.5%        |
| <b>TOTAL GIN</b>             |                           | <b>40.77</b> | <b>21.00</b> | <b>-19.77</b> | <b>-13</b>            | <b>-48.5%</b> |
| 1000                         | Bacardi Light             |              |              |               |                       |               |
| 1000                         | Bacardi Limon             |              |              |               |                       |               |
| 1000                         | Barton Light Rum          |              |              |               |                       |               |



Par/Order - Sample Bar

| Vendor                       | Size | Unit Cost | Brand                     | Total On Hand | Value On Hand   | Used (bottles) | Auto Par   | Value of Auto Par | Auto Order | Order Cost     | Excess Stock Value (A-Par) | Days of Inventory On Hand |
|------------------------------|------|-----------|---------------------------|---------------|-----------------|----------------|------------|-------------------|------------|----------------|----------------------------|---------------------------|
| <b>Whiskey:</b>              |      |           |                           |               |                 |                |            |                   |            |                |                            |                           |
| Southern Wine & Spirits      | 1000 | \$21.11   | Canadian Club             | 0.5           | \$10.98         |                | 0.5        | \$10.56           |            |                | \$0.42                     | > 365                     |
| Wirtz                        | 1000 | \$28.33   | Crown Royal               | 0.6           | \$16.99         | 0.2            | 0.1        | \$2.83            |            |                | \$14.16                    | > 365                     |
| Wirtz                        | 1000 | \$21.69   | Seagrams VO               | 1.4           | \$30.71         | 0.2            | 0.5        | \$10.85           |            |                | \$19.87                    | > 365                     |
| <b>TOTAL WHISKEY</b>         |      |           |                           | <b>2.5</b>    | <b>\$58.68</b>  | <b>0.4</b>     |            | <b>\$24.23</b>    |            |                | <b>\$34.45</b>             |                           |
| <b>Irish Whiskey:</b>        |      |           |                           |               |                 |                |            |                   |            |                |                            |                           |
| Southern Wine & Spirits      | 1000 | \$30.36   | Jameson                   | 2.3           | \$70.14         |                | 0.5        | \$15.18           |            |                | \$54.96                    | > 365                     |
| <b>TOTAL IRISH WHISKEY</b>   |      |           |                           | <b>2.3</b>    | <b>\$70.14</b>  |                | <b>0.5</b> | <b>\$15.18</b>    |            |                | <b>\$54.96</b>             |                           |
| <b>Scotch Whiskey:</b>       |      |           |                           |               |                 |                |            |                   |            |                |                            |                           |
|                              | 750  | \$30.00   | Laphroaig Quarter Cask    | 0.4           | \$11.23         |                | 0.1        | \$3.00            |            |                | \$8.23                     | > 365                     |
|                              | 750  | \$10.00   | Pig's Nose Scotch Whiskey | 0.6           | \$5.83          |                | 0.5        | \$5.00            |            |                | \$0.83                     | > 365                     |
|                              | 750  | \$10.00   | Sheep Dip Scotch Whisky   | 0.6           | \$5.91          |                | 0.5        | \$5.00            |            |                | \$0.91                     | > 365                     |
| Southern Wine & Spirits      | 1000 | \$10.08   | Bellows Scotch            | 0.2           | \$1.87          |                | 0.1        | \$1.01            |            |                | \$0.86                     | > 365                     |
| Southern Wine & Spirits      | 1000 | \$37.44   | Chivas Regal              | 0.7           | \$25.48         | 0.2            | 0.5        | \$18.72           |            |                | \$6.76                     | > 365                     |
| Southern Wine & Spirits      | 1000 | \$26.12   | Dewars White Label        | 0.1           | \$2.13          | 0.6            | 0.5        | \$13.06           | 1          | \$26.12        |                            | > 365                     |
| Southern Wine & Spirits      | 1000 | \$41.27   | Glenlivet 12 yr           | 2.0           | \$82.14         |                | 0.5        | \$20.64           |            |                | \$61.51                    | > 365                     |
| Southern Wine & Spirits      | 750  | \$40.61   | Laphroaig 10yr            | 0.3           | \$12.47         |                | 0.1        | \$4.06            |            |                | \$8.41                     | > 365                     |
| Wirtz                        | 750  | \$45.35   | Balvenie 12yr             | 1.0           | \$45.35         |                | 0.5        | \$22.68           |            |                | \$22.68                    | > 365                     |
| Wirtz                        | 750  | \$122.79  | Balvenie 21 yr            | 0.3           | \$35.60         | 0.1            | 0.1        | \$12.28           |            |                | \$23.32                    | > 365                     |
| Wirtz                        | 1000 | \$37.96   | Glenfiddich 12yr          | 1.3           | \$47.65         | 0.2            | 0.5        | \$18.98           |            |                | \$28.67                    | > 365                     |
| Wirtz                        | 1000 | \$26.44   | J & B                     | 0.9           | \$24.91         |                | 0.5        | \$13.22           |            |                | \$11.69                    | > 365                     |
| Wirtz                        | 1000 | \$40.00   | Johnnie Walker Black      | 0.2           | \$8.20          | 0.3            | 0.1        | \$4.00            |            |                | \$4.20                     | > 365                     |
| Wirtz                        | 750  | \$43.94   | Macallan 12yr             | 2.0           | \$88.32         | 0.1            | 0.5        | \$21.97           |            |                | \$66.35                    | > 365                     |
| <b>TOTAL SCOTCH WHISKEY</b>  |      |           |                           | <b>10.5</b>   | <b>\$397.10</b> | <b>1.6</b>     |            | <b>\$163.61</b>   | <b>1</b>   | <b>\$26.12</b> | <b>\$244.42</b>            |                           |
| <b>Bourbon Whiskey:</b>      |      |           |                           |               |                 |                |            |                   |            |                |                            |                           |
| Southern Wine & Spirits      | 1000 | \$8.33    | Bellows Bourbon           | 2.0           | \$16.66         |                | 0.5        | \$4.17            |            |                | \$12.50                    | > 365                     |
| Southern Wine & Spirits      | 1000 | \$24.02   | Jim Beam                  | 0.4           | \$10.36         | 0.3            | 0.5        | \$12.01           | 1          | \$24.02        |                            | > 365                     |
| Southern Wine & Spirits      | 1000 | \$22.53   | Jim Beam Red Stag         | 1.2           | \$26.24         |                | 0.5        | \$11.27           |            |                | \$14.97                    | > 365                     |
| Southern Wine & Spirits      | 1000 | \$38.69   | Knob Creek                | 0.6           | \$24.71         |                | 0.5        | \$19.34           |            |                | \$5.37                     | > 365                     |
| Southern Wine & Spirits      | 1000 | \$33.77   | Makers Mark               | 1.0           | \$34.19         | 0.3            | 0.5        | \$16.89           |            |                | \$17.31                    | > 365                     |
| Wirtz                        | 1000 | \$30.61   | Jack Daniels              | 2.3           | \$69.53         |                | 0.5        | \$15.31           |            |                | \$54.22                    | > 365                     |
| <b>TOTAL BOURBON WHISKEY</b> |      |           |                           | <b>7.5</b>    | <b>\$181.69</b> | <b>0.6</b>     | <b>0.5</b> | <b>\$78.97</b>    | <b>1</b>   | <b>\$24.02</b> | <b>\$104.36</b>            |                           |



## Drink Mixes - Sample Bar

| Drink Name                  | Brand                                       | Quantity | Drink Cost | Profit Per Drink | Pour Cost | Sales | Regular Price |
|-----------------------------|---------------------------------------------|----------|------------|------------------|-----------|-------|---------------|
| 99999908 MERCER             | Mercer Pinot Gris                           | 25.36    | \$9.99     | \$22.01          | 31.2%     | 4     | \$32.00       |
| 99999909 GRAND CRU CH       | Grand Cru Chard                             | 25.36    | \$3.33     | \$23.67          | 12.3%     | 6     | \$27.00       |
| 99999910 TANQUERAY          | Tanqueray                                   | 1.50     | \$1.35     | \$8.65           | 13.5%     | 3     | \$10.00       |
| 99999912 WOODEN NICKE       | Wooden Nickel Sirah                         | 25.36    | \$10.00    | \$32.00          | 23.8%     | 1     | \$42.00       |
| 99999913 NELMS ROAD         | Nelms Road 2006 Cab Sauv                    | 25.36    | \$13.75    | \$34.25          | 28.6%     | 3     | \$48.00       |
| 99999914 HAYMAN             | Hayman & Hill Meritage Monterey County      | 25.36    | \$10.00    | \$26.00          | 27.8%     | 3     | \$36.00       |
| 99999915 BARBERA            | Terra d'Oro Barbera Amodor County           | 25.36    | \$12.39    | \$26.61          | 31.8%     | 1     | \$39.00       |
| 99999916 PERRIN             | Reserve Perrin Cotes du Rhone Perrin & Fils | 25.36    | \$10.00    | \$18.00          | 35.7%     | 1     | \$28.00       |
| 99999917 MEIOMIPNOIR        | Meiomi Belle Glos Pinot Noir                | 25.36    | \$12.00    | \$30.00          | 28.6%     | 6     | \$42.00       |
| 99999918 HOB NOB            | Hob Nob Pinot Noir                          | 25.36    | \$10.87    | \$21.13          | 34.0%     | 3     | \$32.00       |
| 99999919 ZIN, RED SEGHE SIO | Red Seghesio Zin                            | 25.36    | \$12.99    | \$29.01          | 30.9%     | 2     | \$42.00       |
| 99999920 ERATH PN           | Erath Pinot Noir                            | 25.36    | \$13.12    | \$35.88          | 26.8%     | 13    | \$49.00       |
| 99999921 DARIOUSHCABF       | Dariouish Cab Franc                         | 25.36    | \$10.00    | \$70.00          | 12.5%     | 1     | \$80.00       |
| 99999922 VITIANO            | Terra d'Oro Barbera Amodor County           | 25.36    | \$12.39    | \$15.61          | 44.3%     | 1     | \$28.00       |
| 99999923 PASO CREEK         | Paso Creek Zin                              | 25.36    | \$10.00    | \$32.00          | 23.8%     | 1     | \$42.00       |
| 99999924 CRISTOM            | Cristom Pinot Noir                          | 25.36    | \$36.42    | \$55.58          | 39.6%     | 1     | \$92.00       |
| 99999925 SANCERRE           | Dom Cherrier Sancerre                       | 25.36    | \$13.36    | \$36.64          | 26.7%     | 4     | \$50.00       |
| 99999926 SIMBOLI            | Simboli Pinot Grigio                        | 25.36    | \$6.50     | \$21.50          | 23.2%     | 4     | \$28.00       |
| 99999927 *MERCER            | Mercer Pinot Gris                           | 6.00     | \$2.36     | \$6.64           | 26.3%     | 12    | \$9.00        |
| 99999928 *PICADA 15         | Picada 15 Blend                             | 6.00     | \$2.37     | \$0.30           | 88.7%     | 9     | \$2.67        |
| 99999929 *LA MARCA GL       | Lamarca Prosecco                            | 5.00     | \$1.77     | \$7.23           | 19.7%     | 20    | \$9.00        |
| 99999930 MSULLBERG CH       | Michael Sullberg Barrel Select Chard        | 25.36    | \$6.58     | \$21.42          | 23.5%     | 2     | \$28.00       |
| 99999932 SIMI               | Simi Chard                                  | 25.36    | \$10.00    | \$43.00          | 18.9%     | 1     | \$53.00       |
| 99999933 KIM CRAWFORD       | Kim Crawford Sauv Blanc                     | 25.36    | \$11.00    | \$28.50          | 27.8%     | 6     | \$39.50       |
| 99999934 TIEFENBRUNNE       | Tiefenbrunner Pinot Grigio                  | 25.36    | \$9.50     | \$28.50          | 25.0%     | 1     | \$38.00       |
| 99999935 INDABA             | Indaba Sauv Blanc                           | 25.36    | \$5.83     | \$20.17          | 22.4%     | 2     | \$26.00       |
| 99999936 BLUE LABELBR       | Nicolas Feuillatte Brut Blue Label          | 25.36    | \$14.68    | \$33.32          | 30.6%     | 2     | \$48.00       |
| 99999937 *VINHO VERDE       | Grinalda Vinho Verde                        | 6.00     | \$1.89     | \$6.11           | 23.7%     | 1     | \$8.00        |
| 99999938 *SIMBOLI           | Simboli Pinot Grigio                        | 6.00     | \$1.54     | \$7.46           | 17.1%     | 22    | \$9.00        |
| 99999939 *NELMS ROAD        | Nelms Road 2006 Cab Sauv                    | 6.00     | \$3.25     | \$9.75           | 25.0%     | 8     | \$13.00       |
| 99999940 *HAYMAN            | Hayman & Hill Meritage Monterey County      | 6.00     | \$2.37     | \$7.63           | 23.7%     | 4     | \$10.00       |
| 99999941 *INDABA            | Indaba Sauv Blanc                           | 6.00     | \$1.38     | \$5.62           | 19.7%     | 8     | \$7.00        |
| 99999942 *PERRIN            | Reserve Perrin Cotes du Rhone Perrin & Fils | 6.00     | \$2.37     | \$5.63           | 29.6%     | 5     | \$8.00        |
| 99999943 *MEIOMIPNOIR       | Meiomi Belle Glos Pinot Noir                | 6.00     | \$2.84     | \$9.16           | 23.7%     | 9     | \$12.00       |
| 99999944 *HOBNOB            | Hob Nob Pinot Noir                          | 6.00     | \$2.57     | \$5.55           | 31.7%     | 22    | \$8.12        |
| 99999945 *SAUVBLANCHA       | Clara Benegas                               | 6.00     | \$2.37     | \$6.63           | 26.3%     | 2     | \$9.00        |