



**Papa John's #1218- Tarpon Springs, FL
PROFORMA**

| Trailing 12 Months Ending 1/31/2016 | | |
|-------------------------------------|--------------------|-------|
| SALES | \$ 611,083 | |
| COGS: | \$ 169,270 | 27.7% |
| Crew Labor: | \$ 116,106 | 19.0% |
| GM: | Assume Owner is GM | |
| Other Store Level Mgmt: | \$ - | 0.0% |
| Workers Comp*: | \$ 5,109 | 4.4% |
| Payroll Taxes*: | \$ 15,558 | 13.4% |
| R&M: | \$ 6,722 | 1.1% |
| Non-Ingredient: | \$ 4,889 | 0.8% |
| Utilities: | \$ 29,000 | 4.7% |
| Rent: | \$ 43,200 | 7.1% |
| CAM: | \$ 15,300 | 2.5% |
| Property Tax: | \$ - | 0.0% |
| Personal Property Tax: | \$ 1,500 | 0.2% |
| Local Advertising: | \$ 12,222 | 2.0% |
| Nat'l Advertising: | \$ 30,554 | 5.0% |
| Royalty: | \$ 33,610 | 5.5% |
| Equipment Lease: | \$ - | 0.0% |
| Insurance: | \$ 2,600 | 0.4% |
| Bank Charges: | \$ 600 | 0.1% |
| Credit Card Fees: | \$ 2,444 | 0.4% |
| Professional Services: | \$ 4,000 | 0.7% |
| Outside Services: | \$ - | 0.0% |
| Laundry/Uniforms: | \$ 2,000 | 0.3% |
| Pest Control: | \$ 800 | 0.1% |
| Security: | \$ - | 0.0% |
| Music: | \$ - | 0.0% |
| Permits & Licenses: | \$ 600 | 0.1% |
| Cash Over/Short: | \$ 611 | 0.1% |
| Auto Insurance: | \$ 5,520 | 0.9% |
| Personal Expenses: | \$ - | 0.0% |
| Mgmt Fee/Owner Draw: | \$ - | 0.0% |
| PJ Monthly other fees: | \$ 11,320 | 1.9% |
| Delivery Mileage: | \$ 21,610 | 3.5% |
| Total Expenses: | \$ 535,144 | 87.6% |
| Other Income: | \$ - | 0.0% |
| Store Level Net Profit: | \$ 75,939 | 12.4% |

*Workers Comp and Payroll Taxes shown as a % of Total Labor.

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