| Sales |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Delivery: | 22,500.98 | 41.3\% |  |  |  |
| Carry-Out: | 2,023.70 | 3.7\% |  |  |  |
| Catering: | 0.00 | 0.0\% |  |  |  |
| Pick-Up: | 9,133.58 | 16.8\% |  |  |  |
| Web Delivery: | 17,366.11 | 31.9\% |  |  |  |
| Web Pick-Up: | 3,405.79 | $6.3 \%$ |  |  |  |
| Total Sales | 54,430.16 |  |  |  |  |
| Sales Tax: | 3,558.37 | 7.0\% |  |  |  |
| Net Sales: | 50,871.79 | 100.0\% |  |  |  |
| Coupons: | 1,157.38 | 2.3\% |  |  |  |
| Royalty Sales: | 50,871.79 | 100.0\% |  |  |  |
| Cost of Goods Sold: | 16,010.33 | 31.5\% |  |  |  |
| Money Received: | 125.00 | $0.2 \%$ |  |  |  |
| Gross Profit: | 34,986.46 | 68.8\% | Non-Control Expenses: |  |  |
| Controllable Expenses: |  |  |  |  |  |
| Wages - Employee: | 12,773.12 | 25.1\% | Royalties: | 0.00 | 0.0\% |
| Employer Share - FICA: | 957.98 | 1.9\% | Cash Paid Out: | 4,725.73 | 9.3\% |
| Taxes - SUTA: | 434.29 | $0.9 \%$ | Tot Non-Contr Expenses: | 4,725.73 | 9.3\% |
| Taxes - FUTA: | 102.18 | $0.2 \%$ |  |  |  |
| Labor Total: | 14,267.58 | 28.0\% | Total Expenses: | 20,364.31 | 40.0\% |
| Driver Reimbursement: | 1,349.10 | 2.7\% |  |  |  |
| Delivery Total: | 1,349.10 | 2.7\% | Net Operating Profit: | 14,622.15 | 28.7\% |
| Cash Short(+)/Over(-): | 2.65 | $0.0 \%$ |  |  |  |
| National Advertising: | 0.00 | $0.0 \%$ |  |  |  |
| Supplies: | 19.25 | $0.0 \%$ |  |  |  |
| Other Controllable: | 21.90 | 0.0\% |  |  |  |
| Control Expenses Total: | 15,638.58 | 30.7\% |  |  |  |

