



Franchisee Performance Benchmarks

Quarter Ending

Store Data

Store number:

3150

Annual Sales Range:

\$2.5-\$3 Million

Menu Tier Pricing Category:

T28

	Results for	\$2.5-\$3 Million				
	KB	Sales Peer Group*	Variance	Best in Class	Variance	
FOOD AND ALCOHOL						
FOOD MARGIN	75.0%	75.0%	0.0%	75.0%	0.0%	Congratulations, you are the best in class!
BAR MARGIN	50.0%	50.0%	0.0%	50.0%	0.0%	Congratulations, you are the best in class!
GROSS MARGIN	43.0%	43.0%	0.0%	43.0%	0.0%	Congratulations, you are the best in class!
PAPER COSTS TO SALES	1.3%	1.3%	0.0%	1.3%	0.0%	Congratulations, you are the best in class!
CHEMICAL COSTS TO SALES	1.0%	1.0%	0.0%	1.0%	0.0%	Congratulations, you are the best in class!
TAKEOUT SALES TO TOTAL SALES	35.0%	35.0%	0.0%	n/a	n/a	
LABOR						
FRONT OF HOUSE WAGES TO SALES	7.5%	7.5%	0.0%	7.5%	0.0%	Congratulations, you are the best in class!
BACK OF HOUSE WAGES TO SALES	10.4%	10.4%	0.0%	10.4%	0.0%	Congratulations, you are the best in class!
SALES PER LABOR HOUR **	\$ 611	\$ 611	\$ -	\$ 611	\$ -	Congratulations, you are the best in class!
HOURLY WAGES TO SALES	12.8%	12.8%	0.0%	12.8%	0.0%	Congratulations, you are the best in class!
MANAGER WAGES TO SALES	8.0%	8.0%	0.0%	8.0%	0.0%	Congratulations, you are the best in class!
TOTAL WAGES TO SALES	20.8%	20.8%	0.0%	20.8%	0.0%	Congratulations, you are the best in class!
PAYROLL INSURANCE COST TO WAGES	15.9%	15.9%	0.0%	15.9%	0.0%	Congratulations, you are the best in class!
PAYROLL INSURANCE COST TO SALES	3.3%	3.3%	0.0%	3.3%	0.0%	Congratulations, you are the best in class!
OTHER						
INSURANCE COSTS TO SALES	0.6%	0.6%	0.0%	0.6%	0.0%	Congratulations, you are the best in class!
LOCAL ADVERTISING TO SALES	6.5%	6.5%	0.0%	6.5%	0.0%	Congratulations, you are the best in class!

**Annual sales used to calculate SPLH is equal to the mid-point of the annual sales range selected

* Sales peer group includes data from 1 store