

Crisp Salads
Profit and Loss
January - October, 2023

	1-Division		2-NoPo		3-Happy Valley		4-MODA		5-Corporate		TOTAL	
	Jan - Oct, 2023	% of Income	Jan - Oct, 2023	% of Income	Jan - Oct, 2023	% of Income	Jan - Oct, 2023	% of Income	Jan - Oct, 2023	% of Income	Jan - Oct, 2023	% of Income
Income												
4000 Sales		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
4005 Food Sales	350,900.92	48.06%	448,250.18	51.75%	181,283.90	70.57%	20,323.33	96.60%			1,000,758.33	53.40%
4010 Beverage Sales	17,891.93	2.45%	21,019.06	2.43%	4,796.43	1.87%		0.00%			43,707.42	2.33%
4015 Retail Sales	5.79	0.00%	33.82	0.00%	119.91	0.05%		0.00%			159.52	0.01%
4016 Pop-Up/Event Sales		0.00%	2,767.24	0.32%		0.00%		0.00%			2,767.24	0.15%
4020 Third Party Sales		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
4021 Doordash Sales	168,184.73	23.03%	124,761.36	14.40%	28,939.00	11.27%		0.00%			321,885.09	17.17%
4022 UberEats Sales	77,116.39	10.56%	126,482.12	14.60%	12,556.10	4.89%		0.00%			216,154.61	11.53%
4026 GrubHub Sales	51,420.50	7.04%	49,099.23	5.67%	16,714.73	6.51%		0.00%			117,234.46	6.26%
4027 Waiter Sales	8,265.56	1.13%	4,173.00	0.48%	94.65	0.04%	716.21	3.40%			13,249.42	0.71%
4028 E2 Cater Sales	61,211.85	8.38%	87,583.54	10.11%	26,567.64	10.34%		0.00%			175,363.03	9.36%
4029 Spork Sales	9,956.17	1.36%	19,843.52	2.29%	2,348.37	0.91%		0.00%			32,148.06	1.72%
4030 Too Good To Go	318.00	0.04%	236.60	0.03%		0.00%		0.00%			554.60	0.03%
Total 4020 Third Party Sales	\$ 376,473.20	51.56%	\$ 412,179.37	47.59%	\$ 87,220.49	33.95%	\$ 716.21	3.40%	\$ 0.00		\$ 876,589.27	46.77%
Total 4000 Sales	\$ 745,271.84	102.07%	\$ 884,249.67	102.09%	\$ 273,420.73	106.44%	\$ 21,039.54	100.00%	\$ 0.00		\$ 1,923,981.78	102.65%
4200 Discounts	-15,084.73	-2.07%	-18,129.26	-2.09%	-16,536.83	-6.44%		0.00%			-49,750.82	-2.65%
Total Income	\$ 730,187.11	100.00%	\$ 866,120.41	100.00%	\$ 256,883.90	100.00%	\$ 21,039.54	100.00%	\$ 0.00		\$ 1,874,230.96	100.00%
Cost of Goods Sold												
5000 Cost of Goods		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
5001 Food Purchases	142,243.15	19.48%	189,072.72	21.83%	67,962.02	26.46%		0.00%			399,277.89	21.30%
5005 Beverage Purchases	6,041.20	0.83%	19,233.87	2.22%	2,077.76	0.81%		0.00%			27,352.83	1.46%
5015 Disposables	34,707.05	4.75%	35,629.79	4.11%	16,505.69	6.43%		0.00%			86,842.53	4.63%
5020 Catering COGS	362.05	0.05%	362.06	0.04%	181.04	0.07%		0.00%			905.15	0.05%
Total 5000 Cost of Goods	\$ 183,353.45	25.11%	\$ 244,298.44	28.21%	\$ 86,726.51	33.76%	\$ 0.00	0.00%	\$ 0.00		\$ 514,378.40	27.44%
5040 Third Party Delivery Fees	152,672.49	20.91%	120,032.67	13.86%	31,936.82	12.43%		0.00%			304,641.98	16.25%
Total Cost of Goods Sold	\$ 336,025.94	46.02%	\$ 364,331.11	42.06%	\$ 118,663.33	46.19%	\$ 0.00	0.00%	\$ 0.00		\$ 819,020.38	43.70%
Gross Profit	\$ 394,161.17	53.98%	\$ 501,789.30	57.94%	\$ 138,220.57	53.81%	\$ 21,039.54	100.00%	\$ 0.00		\$ 1,055,210.58	56.30%
Expenses												
6300 DIRECT Labor		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6305 In Store	123,981.36	16.98%	117,160.66	13.53%	77,234.38	30.07%	4,284.94	20.37%			322,661.34	17.22%
6310 Management	8,016.83	1.10%	33,267.70	3.84%	0.00	0.00%		0.00%			41,284.53	2.20%
6315 Corporate Labor	20,319.96	2.78%	22,577.52	2.61%	7,902.48	3.08%		0.00%	52,041.64		102,841.60	5.49%
6330 Production Labor	41,729.27	5.71%	51,937.20	6.00%	14,790.06	5.76%		0.00%			108,456.53	5.79%
6335 Training	752.38	0.10%	622.98	0.07%	93.45	0.04%		0.00%			1,468.81	0.08%
Total 6300 DIRECT Labor	\$ 194,799.80	26.68%	\$ 225,566.06	26.04%	\$ 100,020.37	38.94%	\$ 4,284.94	20.37%	\$ 52,041.64		\$ 576,712.81	30.77%
6400 INDIRECT Labor		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6401 Payroll - Taxes	21,725.36	2.98%	38,147.48	4.40%	10,959.67	4.27%	647.18	3.08%			71,479.69	3.81%
6405 Management Benefits		0.00%		0.00%		0.00%		0.00%	18,691.20		18,691.20	1.00%
6411 Employee Meals	8.49	0.00%	23.98	0.00%		0.00%		0.00%			32.47	0.00%
6420 Mileage & Parking	14.50	0.00%	52.00	0.01%	0.00	0.00%	0.00	0.00%	350.00		416.50	0.02%
6440 Workers Compensation	2,526.10	0.35%	2,817.78	0.33%	1,305.67	0.51%	9.02	0.04%	484.10		7,142.67	0.38%
Total 6400 INDIRECT Labor	\$ 24,274.45	3.32%	\$ 41,041.24	4.74%	\$ 12,265.34	4.77%	\$ 656.20	3.12%	\$ 19,525.30		\$ 97,762.53	5.22%
6700 Controllable Expenses		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6705 Advertising & Paid Media	4.41	0.00%		0.00%		0.00%		0.00%			4.41	0.00%
6712 Linens and Rentals	3,499.98	0.48%	5,135.21	0.59%	2,778.13	1.08%		0.00%			11,413.32	0.61%
6717 Merchant Service Fees	13,509.30	1.85%	21,145.36	2.44%	5,754.79	2.24%		0.00%			40,409.45	2.16%
6731 Office Supplies	38.32	0.01%	764.78	0.09%	163.75	0.06%		0.00%			966.85	0.05%
6734 Repairs and Maintenance	7,513.26	1.03%	5,111.43	0.59%	1,485.92	0.58%		0.00%			14,110.61	0.75%
6736 Restaurant Supplies	6,257.06	0.86%	8,688.74	1.00%	3,793.61	1.48%		0.00%			18,739.41	1.00%
6739 Smallwares	213.53	0.03%	2,073.10	0.24%	186.78	0.07%		0.00%			2,473.41	0.13%
6741 Software Dues	825.90	0.11%	1,157.18	0.13%	1,020.23	0.40%		0.00%			3,003.31	0.16%
6743 Utilities		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6744 Phone	830.91	0.11%	93.43	0.01%		0.00%		0.00%			924.34	0.05%
6745 Electricity	8,191.09	1.12%	6,813.73	0.79%	5,125.49	2.00%		0.00%			20,130.31	1.07%
6747 Trash		0.00%	65.00	0.01%		0.00%		0.00%			65.00	0.00%
6748 Water	5,839.41	0.80%		0.00%		0.00%		0.00%			5,839.41	0.31%
6749 WIFI	3,615.07	0.50%	3,287.52	0.38%	2,804.25	1.09%		0.00%			9,706.84	0.52%
6750 Gas	4,624.14	0.63%	2,354.41	0.27%	4,152.74	1.62%		0.00%			11,131.29	0.59%
Total 6743 Utilities	\$ 23,100.62	3.16%	\$ 12,614.09	1.46%	\$ 12,082.48	4.70%	\$ 0.00	0.00%	\$ 0.00		\$ 47,797.19	2.55%
Total 6700 Controllable Expenses	\$ 54,962.38	7.53%	\$ 56,689.89	6.55%	\$ 27,265.69	10.61%	\$ 0.00	0.00%	\$ 0.00		\$ 138,917.96	7.41%
6800 Non-Controllable Expenses		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6806 Uniforms	169.96	0.02%	2,076.89	0.24%	67.98	0.03%		0.00%			2,314.83	0.12%
6810 Business Licenses and Permits	1,595.00	0.22%	20.00	0.00%	890.00	0.35%		0.00%			2,505.00	0.13%
6815 Equipment Rental	3,524.38	0.48%	2,289.65	0.26%	2,823.00	1.10%		0.00%			8,637.03	0.46%
6820 Rent Expense	48,775.85	6.68%	62,186.40	7.18%	68,360.35	26.61%		0.00%			179,322.60	9.57%
Total 6800 Non-Controllable Expenses	\$ 54,065.19	7.40%	\$ 66,572.94	7.69%	\$ 72,141.33	28.08%	\$ 0.00	0.00%	\$ 0.00		\$ 192,779.46	10.29%
6900 G&A Expenses		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6707 Auto Expense		0.00%		0.00%		0.00%		0.00%	127.57		127.57	0.01%
6905 Bank Service Charges		0.00%	5.00	0.00%		0.00%		0.00%	216.99		221.99	0.01%
6915 Charitable Donations	0.00	0.00%		0.00%		0.00%		0.00%	2,872.50		2,872.50	0.15%
6920 Dues and Memberships		0.00%		0.00%		0.00%		0.00%	6,717.81		6,717.81	0.36%
6950 Insurance Expense		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6955 General Liability Insurance		0.00%		0.00%		0.00%		0.00%	3,393.09		3,393.09	0.18%
Total 6950 Insurance Expense	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 3,393.09		\$ 3,393.09	0.18%
6970 Marketing		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6971 Branding & Design		0.00%		0.00%		0.00%		0.00%	6,141.30		6,141.30	0.33%
6973 PR		0.00%		0.00%		0.00%		0.00%	278.61		278.61	0.01%
6974 Social/Promo/Campaign		0.00%		0.00%		0.00%		0.00%	13,054.86		13,054.86	0.70%
Total 6970 Marketing	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 19,474.77		\$ 19,474.77	1.04%
6980 Meals & Entertainment		0.00%		0.00%		0.00%		0.00%	532.08		532.08	0.03%
6986 Postage and Delivery		0.00%		0.00%		0.00%		0.00%	55.00		55.00	0.00%
6987 Professional Services		0.00%		0.00%		0.00%		0.00%			0.00	0.00%
6105 401K Management		0.00%		0.00%		0.00%		0.00%	1,750.00		1,750.00	0.09%
6988 Accounting		0.00%		0.00%		0.00%		0.00%	7,947.00		7,947.00	0.42%
6990 Consulting		0.00%		0.00%		0.00%		0.00%	18,672.20		18,672.20	1.00%
Total 6987 Professional Services	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 28,369.20		\$ 28,369.20	1.51%
6996 Travel Expense		0.00%		0.00%		0.00%		0.00%	219.95		219.95	0.01%
Total 6900 G&A Expenses	\$ 0.00	0.00%	\$ 5.00	0.00%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 61,978.96		\$ 61,983.96	3.31%
Total Expenses	\$ 328,101.82	44.93%	\$ 389,875.13	45.01%	\$ 211,692.73	82.41%	\$ 4,941.14	23.49%	\$ 133,545.90		\$ 1,068,156.72	56.99%
Net Operating Income	\$ 66,059.35	9.05%	\$ 111,914.17	12.92%	\$ 73,472.16	-28.60%	\$ 16,098.40	76.51%	\$ -133,545.90		\$ -12,946.14	-0.69%
Other Income												
7005 Interest Earned	0.11	0.00%		0.00%	0.01	0.00%		0.00%			0.12	0.00%
7015 ERTC	12,071.74	1.65%		0.00%		0.00%		0.00%			12,071.74	0.64%
Total Other Income	\$ 12,071.85	1.65%	\$ 0.00	0.00%	\$ 0.01	0.00%	\$ 0.00	0.00%	\$ 0.00		\$ 12,071.86	0.64%
Other Expenses												
7100 Interest Expense		0.00%	453.97	0.05%		0.00%		0.00%	870.00		1,323.97	0.07%
7110 Taxes		0.00%		0.00%		0.00%		0.00%	3,879.21		3,879.21	0.21%
Total Other Expenses	\$ 0.00	0.00%	\$ 453.97	0.05%	\$ 0.00	0.00%	\$ 0.00	0.00%	\$ 4,749.21		\$ 5,203.18	0.28%
Net Other Income	\$ 12,071.85	1.65%	\$ -453.97	-0.05%	\$ 0.01	0.00%	\$ 0.00	0.00%	\$ -4,749.21		\$ 6,868.68	0.37%
Net Income	\$ 78,131.20	10.70%	\$ 111,460.20	12.87%	\$ 73,472.15	-28.60%	\$ 16,098.40					

Crisp Salads

Balance Sheet

As of October 31, 2023

	<u>Total</u>
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash Drawer	0.00
1004 Division Checking - Unitus 22-0004	-909.82
1005 Division Checking - Unitus 22-0001 - Inactive	0.00
1006 Division Savings - Unitus 22-0000	866.05
1007 NoPo Checking - Unitus 47-0001	1,826.50
1008 NoPo Savings - Unitus 47-0000	5.00
1009 Happy Valley Checking - Unitus 73-0003	926.74
1010 Happy Valley Savings - Unitus 73-0000	5.00
1011 Oregon CU - [NoPo] SM Business Checking	17.43
1013 Oregon CU - [NoPo] Business Shares	5.00
1016 Unitus Bus Savings	105.00
Total Bank Accounts	<u>\$ 2,846.90</u>
Accounts Receivable	
1100 Accounts Receivable	0.00
Total Accounts Receivable	<u>\$ 0.00</u>
Other Current Assets	
1650 Pending Deposits	0.00
1652 Third Party/Catering Pending	0.00
1652.1 Toast	0.00
1652.2 DoorDash	0.00
1652.3 Uber Eats	0.00
1652.4 Grubhub	0.00
1652.5 Waiter.com	0.00
1652.8 EZ Cater	0.00
1652.9 Too Good to Go	0.00
Total 1652 Third Party/Catering Pending	<u>\$ 0.00</u>
1660 Security Deposits Asset	3,601.01
Total Other Current Assets	<u>\$ 3,601.01</u>
Total Current Assets	<u>\$ 6,447.91</u>
Fixed Assets	
1700 Accumulated Depreciation	-216,173.00
1710 Furniture and Equipment	168,637.58
1715 Leasehold Improvement	74,234.13
Total Fixed Assets	<u>\$ 26,698.71</u>
Other Assets	
1800 Accumulated Amortization - Sec 704	-31,650.00
1805 Startup Costs	44,739.54
Total 1800 Accumulated Amortization - Sec 704	<u>\$ 13,089.54</u>

1810 Goodwill - 704		20,000.00
Total Other Assets	\$	33,089.54
TOTAL ASSETS	\$	66,236.16
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
2000 Accounts Payable		29,376.04
Total Accounts Payable	\$	29,376.04
Other Current Liabilities		
2205 Accrued Payroll Liabilities		0.00
2210 Tips Accrued		0.00
2215 Employee Tips Payable		0.00
2240 Gift Card Outstanding		-6,073.83
2245 Toast Short Term Loan		14,669.09
Total Other Current Liabilities	\$	8,595.26
Total Current Liabilities	\$	37,971.30
Long-Term Liabilities		
2315 Loan Payable OCU 9001		4,154.64
2320 Loan Payable Dyes		
2321 Loan Payable Emma Dye		2,879.67
2322 Loan Payable Kirt Dye		37,457.69
Total 2320 Loan Payable Dyes	\$	40,337.36
Total Long-Term Liabilities	\$	44,492.00
Total Liabilities	\$	82,463.30
Equity		
3000 Opening Balance Equity		0.00
3010 Owner Distributions		0.00
3015 Owner Contribution		165,561.89
3030 Retained Earnings		-175,176.57
Net Income		-6,612.46
Total Equity	-\$	16,227.14
TOTAL LIABILITIES AND EQUITY	\$	66,236.16

Crisp Salads

Statement of Cash Flows

January - October, 2023

	Total
OPERATING ACTIVITIES	
Net Income	-6,612.46
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1652.1 Third Party/Catering Pending:Toast	1,814.20
1652.2 Third Party/Catering Pending:DoorDash	0.00
1652.3 Third Party/Catering Pending:Uber Eats	0.00
1652.4 Third Party/Catering Pending:Grubhub	0.00
2000 Accounts Payable	29,376.04
2205 Accrued Payroll Liabilities	-3,146.71
2210 Tips Accrued	0.00
2215 Employee Tips Payable	0.00
2240 Gift Card Outstanding	-25,031.17
2245 Toast Short Term Loan	14,669.09
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	\$ 17,681.45
Net cash provided by operating activities	\$ 11,068.99
INVESTING ACTIVITIES	
1400 Computer Equipment (deleted)	15,482.48
1402 Restaurant Equipment Purchase (deleted)	21,856.15
1710 Furniture and Equipment	-37,338.63
Net cash provided by investing activities	\$ 0.00
FINANCING ACTIVITIES	
2315 Loan Payable OCU 9001	-8,746.19
2321 Loan Payable Dyes:Loan Payable Emma Dye	2,139.00
2322 Loan Payable Dyes:Loan Payable Kirt Dye	-17,862.80
3010 Owner Distributions	0.00
Net cash provided by financing activities	-\$ 24,469.99
Net cash increase for period	-\$ 13,401.00
Cash at beginning of period	16,247.90
Cash at end of period	\$ 2,846.90

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