

Summary

Current Year's Date	Day of the Week	Last Year's Date	Last Year's Sales	This Year's Sales	Sales % Chg vs. Last Year	This Year's Transaction Count	Transaction Count % Chg	Labor Hours Used	Benchmark Hours	Labor Cost Opportunity \$	Labor Cost Opportunity %	Actual Labor Cost %
2/1/2019	Friday	2/2/2018	\$21,379.55	\$21,823.53	2.07%	2075	-1.61%	320.72	359.45	(\$490.50)	-2.25%	18.61%
2/2/2019	Saturday	2/3/2018	\$21,155.99	\$23,865.48	12.80%	2001	7.75%	313.23	389.43	(\$964.90)	-4.04%	16.62%
Week 1: Totals to Date			\$42,535.54	\$45,689.01	7.41%	4076	2.77%	633.95	748.88	(\$1,455.40)	-3.19%	17.57%
2/3/2019	Sunday	2/4/2018	\$0.00	\$0.00	0.00%	0	0.00%	0.00	0.00	\$0.00	0.00%	0.00%
2/4/2019	Monday	2/5/2018	\$17,571.67	\$17,972.55	2.28%	1850	0.82%	306.65	302.91	\$47.36	0.26%	21.61%
2/5/2019	Tuesday	2/6/2018	\$16,687.91	\$18,068.14	8.27%	1864	15.92%	289.75	304.31	(\$184.42)	-1.02%	20.31%
2/6/2019	Wednesday	2/7/2018	\$17,904.26	\$18,650.44	4.16%	2014	1.87%	295.22	312.86	(\$223.46)	-1.20%	20.04%
2/7/2019	Thursday	2/8/2018	\$19,313.22	\$18,940.09	-1.93%	1954	-3.32%	318.50	317.12	\$17.53	0.09%	21.29%
2/8/2019	Friday	2/9/2018	\$21,914.96	\$20,270.54	-7.50%	1934	-12.41%	318.52	336.65	(\$229.62)	-1.13%	19.90%
2/9/2019	Saturday	2/10/2018	\$19,900.54	\$21,615.50	8.61%	1791	1.94%	310.65	356.40	(\$579.30)	-2.68%	18.20%
Week 2: Totals to Date			\$113,292.56	\$115,517.26	1.96%	11407	0.01%	1,839.28	1,930.25	(\$1,151.92)	-1.00%	20.16%
2/10/2019	Sunday	2/11/2018	\$0.00	\$0.00	0.00%	0	0.00%	0.00	0.00	\$0.00	0.00%	0.00%
2/11/2019	Monday	2/12/2018	\$17,365.28	\$17,653.68	1.66%	1795	-3.75%	296.37	298.23	(\$23.58)	-0.13%	21.26%
2/12/2019	Tuesday	2/13/2018	\$18,209.53	\$17,206.92	-5.50%	1834	0.71%	283.75	291.67	(\$100.28)	-0.58%	20.88%
2/13/2019	Wednesday	2/14/2018	\$20,749.06	\$19,108.27	-7.90%	2055	-3.93%	302.83	319.58	(\$212.13)	-1.11%	20.07%
2/14/2019	Thursday	2/15/2018	\$19,294.12	\$21,580.62	11.85%	2078	4.90%	322.12	355.88	(\$427.61)	-1.98%	18.90%
2/15/2019	Friday	2/16/2018	\$20,734.66	\$22,352.60	7.80%	2148	1.27%	318.28	367.22	(\$619.68)	-2.77%	18.03%
2/16/2019	Saturday	2/17/2018	\$20,087.01	\$21,954.55	9.29%	1839	-1.45%	321.77	361.37	(\$501.56)	-2.28%	18.56%
Week 3: Totals to Date			\$116,439.66	\$119,856.64	2.93%	11749	-0.37%	1,845.11	1,993.96	(\$1,884.84)	-1.57%	19.49%
2/17/2019	Sunday	2/18/2018	\$0.00	\$0.00	0.00%	0	0.00%	0.00	0.00	\$0.00	0.00%	0.00%
2/18/2019	Monday	2/19/2018	\$19,086.98	\$20,698.23	8.44%	1906	-1.95%	299.03	342.93	(\$555.86)	-2.69%	18.29%
2/19/2019	Tuesday	2/20/2018	\$16,502.65	\$16,416.38	-0.52%	1564	-4.98%	267.32	280.06	(\$161.40)	-0.98%	20.62%
2/20/2019	Wednesday	2/21/2018	\$15,643.08	\$18,724.47	19.69%	1989	20.33%	302.65	313.95	(\$143.10)	-0.76%	20.47%
2/21/2019	Thursday	2/22/2018	\$17,625.08	\$19,659.71	11.54%	1921	5.96%	311.72	327.68	(\$202.16)	-1.03%	20.08%
2/22/2019	Friday	2/23/2018	\$21,325.16	\$21,729.81	1.89%	1988	-6.54%	318.27	358.07	(\$504.10)	-2.32%	18.55%
2/23/2019	Saturday	2/24/2018	\$20,899.13	\$23,828.84	14.01%	1978	2.65%	321.32	388.89	(\$855.73)	-3.59%	17.08%
Week 4: Totals to Date			\$111,082.08	\$121,057.44	8.98%	11346	2.12%	1,820.30	2,011.59	(\$2,422.35)	-2.00%	19.04%
2/24/2019	Sunday	2/25/2018	\$0.00	\$0.00	0.00%	0	0.00%	0.00	0.00	\$0.00	0.00%	0.00%
2/25/2019	Monday	2/26/2018	\$19,212.31	\$19,560.47	1.81%	1885	-7.78%	298.68	326.22	(\$348.76)	-1.78%	19.34%
2/26/2019	Tuesday	2/27/2018	\$16,932.81	\$18,656.59	10.18%	1893	5.70%	285.97	312.95	(\$341.74)	-1.83%	19.41%
2/27/2019	Wednesday	2/28/2018	\$17,908.08	\$19,361.68	8.11%	1975	-3.75%	302.50	323.31	(\$263.47)	-1.36%	19.78%
2/28/2019	Thursday	3/1/2018	\$19,468.13	\$19,334.33	-0.68%	1864	-8.72%	315.70	322.90	(\$91.23)	-0.47%	20.68%
Week 5: Totals to Date			\$73,521.33	\$76,913.07	4.61%	7617	-3.93%	1,202.85	1,285.39	(\$1,045.19)	-1.36%	19.80%
Month: Totals to Date			\$456,871.17	\$479,033.42	4.85%	46195	-0.02%	7,341.49	7,970.06	(\$7,959.69)	-1.66%	19.41%

Sales

Current Year's Date	Day of the Week	Last Year's Date	Last Year's Sales	This Year's Sales	Sales \$ Chg vs. Last Year	Sales % Chg vs. Last Year	This Year's Sales Goal	Actual vs. Goal \$	Actual vs. Goal %	This Year's Sales Forecast	Actual vs. Forecast \$	Actual vs. Forecast %
2/1/2019	Friday	2/2/2018	\$21,379.55	\$21,823.53	\$443.98	2.07%	\$0.00	\$0.00	0.00%	\$20,763.00	\$1,060.53	5.11%
2/2/2019	Saturday	2/3/2018	\$21,155.99	\$23,865.48	\$2,709.49	12.80%	\$0.00	\$0.00	0.00%	\$20,052.00	\$3,813.48	19.02%
Week 1: Totals to Date			\$42,535.54	\$45,689.01	\$3,153.47	7.41%	\$0.00	\$0.00	0.00%	\$40,815.00	\$4,874.01	11.94%
2/4/2019	Monday	2/5/2018	\$17,571.67	\$17,972.55	\$400.88	2.28%	\$0.00	\$0.00	0.00%	\$18,235.00	(\$262.45)	-1.44%
2/5/2019	Tuesday	2/6/2018	\$16,687.91	\$18,068.14	\$1,380.23	8.27%	\$0.00	\$0.00	0.00%	\$16,918.00	\$1,150.14	6.80%
2/6/2019	Wednesday	2/7/2018	\$17,904.26	\$18,650.44	\$746.18	4.16%	\$0.00	\$0.00	0.00%	\$17,337.00	\$1,313.44	7.58%
2/7/2019	Thursday	2/8/2018	\$19,313.22	\$18,940.09	(\$373.13)	-1.93%	\$0.00	\$0.00	0.00%	\$18,395.00	\$545.09	2.96%
2/8/2019	Friday	2/9/2018	\$21,914.96	\$20,270.54	(\$1,644.42)	-7.50%	\$0.00	\$0.00	0.00%	\$20,870.00	(\$599.46)	-2.87%
2/9/2019	Saturday	2/10/2018	\$19,900.54	\$21,615.50	\$1,714.96	8.61%	\$0.00	\$0.00	0.00%	\$18,858.00	\$2,757.50	14.62%
Week 2: Totals to Date			\$113,292.56	\$115,517.26	\$2,224.70	1.96%	\$0.00	\$0.00	0.00%	\$110,613.00	\$4,904.26	4.43%
2/11/2019	Monday	2/12/2018	\$17,365.28	\$17,653.68	\$288.40	1.66%	\$0.00	\$0.00	0.00%	\$18,774.00	(\$1,120.32)	-5.97%
2/12/2019	Tuesday	2/13/2018	\$18,209.53	\$17,206.92	(\$1,002.61)	-5.50%	\$0.00	\$0.00	0.00%	\$17,024.00	\$182.92	1.07%
2/13/2019	Wednesday	2/14/2018	\$20,749.06	\$19,108.27	(\$1,640.79)	-7.90%	\$0.00	\$0.00	0.00%	\$18,177.00	\$931.27	5.12%
2/14/2019	Thursday	2/15/2018	\$19,294.12	\$21,580.62	\$2,286.50	11.85%	\$0.00	\$0.00	0.00%	\$18,148.00	\$3,432.62	18.91%
2/15/2019	Friday	2/16/2018	\$20,734.66	\$22,352.60	\$1,617.94	7.80%	\$0.00	\$0.00	0.00%	\$20,554.00	\$1,798.60	8.75%
2/16/2019	Saturday	2/17/2018	\$20,087.01	\$21,954.55	\$1,867.54	9.29%	\$0.00	\$0.00	0.00%	\$19,401.00	\$2,553.55	13.16%
Week 3: Totals to Date			\$116,439.66	\$119,856.64	\$3,416.98	2.93%	\$0.00	\$0.00	0.00%	\$112,078.00	\$7,778.64	6.94%
2/18/2019	Monday	2/19/2018	\$19,086.98	\$20,698.23	\$1,611.25	8.44%	\$0.00	\$0.00	0.00%	\$18,898.00	\$1,800.23	9.53%
2/19/2019	Tuesday	2/20/2018	\$16,502.65	\$16,416.38	(\$86.27)	-0.52%	\$0.00	\$0.00	0.00%	\$16,460.00	(\$43.62)	-0.27%
2/20/2019	Wednesday	2/21/2018	\$15,643.08	\$18,724.47	\$3,081.39	19.69%	\$0.00	\$0.00	0.00%	\$16,142.00	\$2,582.47	16.00%
2/21/2019	Thursday	2/22/2018	\$17,625.08	\$19,659.71	\$2,034.63	11.54%	\$0.00	\$0.00	0.00%	\$17,137.00	\$2,522.71	14.72%
2/22/2019	Friday	2/23/2018	\$21,325.16	\$21,729.81	\$404.65	1.89%	\$0.00	\$0.00	0.00%	\$20,962.00	\$767.81	3.66%
2/23/2019	Saturday	2/24/2018	\$20,899.13	\$23,828.84	\$2,929.71	14.01%	\$0.00	\$0.00	0.00%	\$19,723.00	\$4,105.84	20.82%
Week 4: Totals to Date			\$111,082.08	\$121,057.44	\$9,975.36	8.98%	\$0.00	\$0.00	0.00%	\$109,322.00	\$11,735.44	10.73%
2/25/2019	Monday	2/26/2018	\$19,212.31	\$19,560.47	\$348.16	1.81%	\$0.00	\$0.00	0.00%	\$18,259.00	\$1,301.47	7.13%
2/26/2019	Tuesday	2/27/2018	\$16,932.81	\$18,656.59	\$1,723.78	10.18%	\$0.00	\$0.00	0.00%	\$16,547.00	\$2,109.59	12.75%
2/27/2019	Wednesday	2/28/2018	\$17,908.08	\$19,361.68	\$1,453.60	8.11%	\$0.00	\$0.00	0.00%	\$17,354.00	\$2,007.68	11.57%
2/28/2019	Thursday	3/1/2018	\$19,468.13	\$19,334.33	(\$133.80)	-0.68%	\$0.00	\$0.00	0.00%	\$17,235.00	\$2,099.33	12.18%
Week 5: Totals to Date			\$73,521.33	\$76,913.07	\$3,391.74	4.61%	\$0.00	\$0.00	0.00%	\$69,395.00	\$7,518.07	10.83%
Month: Totals to Date			\$456,871.17	\$479,033.42	\$22,162.25	4.85%	\$0.00	\$0.00	0.00%	\$442,223.00	\$36,810.42	8.32%

Transaction Count

Current Year's Date	Day of the Week	Last Year's Date	Sales % Chg vs. Last Year	Last Year's Transaction Count	This Year's Transaction Count	Transaction Count # Chg	Transaction Count % Chg
2/1/2019	Friday	2/2/2018	2.07%	2109	2075	-34	-1.61%
2/2/2019	Saturday	2/3/2018	12.80%	1857	2001	144	7.75%
Week 1: Totals to Date			7.41%	3966	4076	110	2.77%
2/4/2019	Monday	2/5/2018	2.28%	1835	1850	15	0.82%
2/5/2019	Tuesday	2/6/2018	8.27%	1608	1864	256	15.92%
2/6/2019	Wednesday	2/7/2018	4.16%	1977	2014	37	1.87%
2/7/2019	Thursday	2/8/2018	-1.93%	2021	1954	-67	-3.32%
2/8/2019	Friday	2/9/2018	-7.50%	2208	1934	-274	-12.41%
2/9/2019	Saturday	2/10/2018	8.61%	1757	1791	34	1.94%
Week 2: Totals to Date			1.96%	11406	11407	1	0.01%
2/11/2019	Monday	2/12/2018	1.66%	1865	1795	-70	-3.75%
2/12/2019	Tuesday	2/13/2018	-5.50%	1821	1834	13	0.71%
2/13/2019	Wednesday	2/14/2018	-7.90%	2139	2055	-84	-3.93%
2/14/2019	Thursday	2/15/2018	11.85%	1981	2078	97	4.90%
2/15/2019	Friday	2/16/2018	7.80%	2121	2148	27	1.27%
2/16/2019	Saturday	2/17/2018	9.29%	1866	1839	-27	-1.45%
Week 3: Totals to Date			2.93%	11793	11749	-44	-0.37%
2/18/2019	Monday	2/19/2018	8.44%	1944	1906	-38	-1.95%
2/19/2019	Tuesday	2/20/2018	-0.52%	1646	1564	-82	-4.98%
2/20/2019	Wednesday	2/21/2018	19.69%	1653	1989	336	20.33%
2/21/2019	Thursday	2/22/2018	11.54%	1813	1921	108	5.96%
2/22/2019	Friday	2/23/2018	1.89%	2127	1988	-139	-6.54%
2/23/2019	Saturday	2/24/2018	14.01%	1927	1978	51	2.65%
Week 4: Totals to Date			8.98%	11110	11346	236	2.12%
2/25/2019	Monday	2/26/2018	1.81%	2044	1885	-159	-7.78%
2/26/2019	Tuesday	2/27/2018	10.18%	1791	1893	102	5.70%
2/27/2019	Wednesday	2/28/2018	8.11%	2052	1975	-77	-3.75%
2/28/2019	Thursday	3/1/2018	-0.68%	2042	1864	-178	-8.72%
Week 5: Totals to Date			4.61%	7929	7617	-312	-3.93%
Month: Totals to Date			4.85%	46204	46195	-9	-0.02%

Labor

Current Year's Date	Day of the Week	Last Year's Date	This Year's Sales	Sales % Chg vs. Last Year	Labor Hours Used	Benchmark Hours	Hours Difference	Labor Cost Opportunity \$	Labor Cost Opportunity %	Actual Productivity Rate	Benchmark Productivity Rate	Average Wage Rate	Actual Labor Cost %
2/1/2019	Friday	2/2/2018	\$21,823.53	2.07%	320.72	359.45	-38.73	(\$490.50)	-2.25%	68.05	60.71	\$12.66	18.61%
2/2/2019	Saturday	2/3/2018	\$23,865.48	12.80%	313.23	389.43	-76.20	(\$964.90)	-4.04%	76.19	61.28	\$12.66	16.62%
Week 1: Totals to Date			\$45,689.01	7.41%	633.95	748.88	-114.93	(\$1,455.40)	-3.19%	72.07	61.01	\$12.66	17.57%
2/3/2019	Sunday	2/4/2018	\$0.00	0.00%	0.00	0.00	0.00	\$0.00	0.00%	0.00	0.00	\$0.00	0.00%
2/4/2019	Monday	2/5/2018	\$17,972.55	2.28%	306.65	302.91	3.74	\$47.36	0.26%	58.61	59.33	\$12.66	21.61%
2/5/2019	Tuesday	2/6/2018	\$18,068.14	8.27%	289.75	304.31	-14.56	(\$184.42)	-1.02%	62.36	59.37	\$12.66	20.31%
2/6/2019	Wednesday	2/7/2018	\$18,650.44	4.16%	295.22	312.86	-17.65	(\$223.46)	-1.20%	63.18	59.61	\$12.66	20.04%
2/7/2019	Thursday	2/8/2018	\$18,940.09	-1.93%	318.50	317.12	1.38	\$17.53	0.09%	59.47	59.73	\$12.66	21.29%
2/8/2019	Friday	2/9/2018	\$20,270.54	-7.50%	318.52	336.65	-18.13	(\$229.62)	-1.13%	63.64	60.21	\$12.66	19.90%
2/9/2019	Saturday	2/10/2018	\$21,615.50	8.61%	310.65	356.40	-45.75	(\$579.30)	-2.68%	69.58	60.65	\$12.66	18.20%
Week 2: Totals to Date			\$115,517.26	1.96%	1,839.28	1,930.25	-90.97	(\$1,151.92)	-1.00%	62.81	59.85	\$12.66	20.16%
2/10/2019	Sunday	2/11/2018	\$0.00	0.00%	0.00	0.00	0.00	\$0.00	0.00%	0.00	0.00	\$0.00	0.00%
2/11/2019	Monday	2/12/2018	\$17,653.68	1.66%	296.37	298.23	-1.86	(\$23.58)	-0.13%	59.57	59.20	\$12.66	21.26%
2/12/2019	Tuesday	2/13/2018	\$17,206.92	-5.50%	283.75	291.67	-7.92	(\$100.28)	-0.58%	60.64	58.99	\$12.66	20.88%
2/13/2019	Wednesday	2/14/2018	\$19,108.27	-7.90%	302.83	319.58	-16.75	(\$212.13)	-1.11%	63.10	59.79	\$12.66	20.07%
2/14/2019	Thursday	2/15/2018	\$21,580.62	11.85%	322.12	355.88	-33.77	(\$427.61)	-1.98%	67.00	60.64	\$12.66	18.90%
2/15/2019	Friday	2/16/2018	\$22,352.60	7.80%	318.28	367.22	-48.94	(\$619.68)	-2.77%	70.23	60.87	\$12.66	18.03%
2/16/2019	Saturday	2/17/2018	\$21,954.55	9.29%	321.77	361.37	-39.61	(\$501.56)	-2.28%	68.23	60.75	\$12.66	18.56%
Week 3: Totals to Date			\$119,856.64	2.93%	1,845.11	1,993.96	-148.84	(\$1,884.84)	-1.57%	64.96	60.11	\$12.66	19.49%
2/17/2019	Sunday	2/18/2018	\$0.00	0.00%	0.00	0.00	0.00	\$0.00	0.00%	0.00	0.00	\$0.00	0.00%
2/18/2019	Monday	2/19/2018	\$20,698.23	8.44%	299.03	342.93	-43.90	(\$555.86)	-2.69%	69.22	60.36	\$12.66	18.29%
2/19/2019	Tuesday	2/20/2018	\$16,416.38	-0.52%	267.32	280.06	-12.75	(\$161.40)	-0.98%	61.41	58.62	\$12.66	20.62%
2/20/2019	Wednesday	2/21/2018	\$18,724.47	19.69%	302.65	313.95	-11.30	(\$143.10)	-0.76%	61.87	59.64	\$12.66	20.47%
2/21/2019	Thursday	2/22/2018	\$19,659.71	11.54%	311.72	327.68	-15.96	(\$202.16)	-1.03%	63.07	60.00	\$12.66	20.08%
2/22/2019	Friday	2/23/2018	\$21,729.81	1.89%	318.27	358.07	-39.81	(\$504.10)	-2.32%	68.28	60.69	\$12.66	18.55%
2/23/2019	Saturday	2/24/2018	\$23,828.84	14.01%	321.32	388.89	-67.58	(\$855.73)	-3.59%	74.16	61.27	\$12.66	17.08%
Week 4: Totals to Date			\$121,057.44	8.98%	1,820.30	2,011.59	-191.29	(\$2,422.35)	-2.00%	66.50	60.18	\$12.66	19.04%
2/24/2019	Sunday	2/25/2018	\$0.00	0.00%	0.00	0.00	0.00	\$0.00	0.00%	0.00	0.00	\$0.00	0.00%
2/25/2019	Monday	2/26/2018	\$19,560.47	1.81%	298.68	326.22	-27.54	(\$348.76)	-1.78%	65.49	59.96	\$12.66	19.34%
2/26/2019	Tuesday	2/27/2018	\$18,656.59	10.18%	285.97	312.95	-26.99	(\$341.74)	-1.83%	65.24	59.61	\$12.66	19.41%
2/27/2019	Wednesday	2/28/2018	\$19,361.68	8.11%	302.50	323.31	-20.81	(\$263.47)	-1.36%	64.01	59.89	\$12.66	19.78%
2/28/2019	Thursday	3/1/2018	\$19,334.33	-0.68%	315.70	322.90	-7.20	(\$91.23)	-0.47%	61.24	59.88	\$12.66	20.68%
Week 5: Totals to Date			\$76,913.07	4.61%	1,202.85	1,285.39	-82.54	(\$1,045.19)	-1.36%	63.94	59.84	\$12.66	19.80%
Month: Totals to Date			\$479,033.42	4.85%	7,341.49	7,970.06	-628.57	(\$7,959.69)	-1.66%	65.25	60.10	\$12.66	19.41%

Labor

Labor Productivity Paramaters For: FSU

BPR Above Minimum: \$68.11

Daily Sales Breakpoint: \$5,174.00

Minimum Staffing Hours: 115