



**QUALITY HOSPITALITY**  
ADELAIDE CATERING

# Profit & Loss - Adelaide

	Year 2018	Year 2019
<b>Sales</b>		
Coffee	280,800	285,500
Food	372,000	409,200
Drinks	61,000	66,720
<b>Total Sales</b>	<b>\$713,800</b>	<b>\$761,420</b>
<b>Direct Cost of Sales</b>		
Coffee and associated products	35,412	36,016
Food	71,800	73,100
Drinks	52,300	54,010
<b>Total Cost of Sales</b>	<b>\$159,512</b>	<b>\$163,126</b>
<b>Gross Margin</b>	<b>\$554,288</b>	<b>\$598,294</b>
Gross Margin %	78%	79%

	Year 2018	Year 2019
<b>Operating Expenses</b>		
Advertising	100,000	108,140
Bank Service Charges	9,714	9,714
Credit Card Fees	3,600	3,893
Insurances	13,100	13,100
Miscellaneous	1,200	1,298
Head Office Contribution	18,000	18,000
Payroll	171,750	180,338
Team Building	18,000	19,800
Professional Fees	17,800	17,800
Rent or Lease	38,400	38,400
Subscriptions and Dues	3,600	3,600
Supplies	28,000	30,279
Taxes and Licenses	2,400	2,400
Utilities and Telephone	18,000	18,900
Equipment Leases	24,000	24,000
Maintenance	8,000	8,000
<b>Total Operating Expenses</b>	<b>\$475,564</b>	<b>\$497,661</b>
<b>Profit Before Interest and Taxes</b>	<b>\$ 71,636</b>	<b>\$94,743</b>
Interest	-	-
Corporate Taxes	20,416	27,002
<b>Net Profit (or Net Income)</b>	<b>\$51,220</b>	<b>\$67,741</b>