

Location: RCHC	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	Q1-13	Q2-13	Q3-13	Q4-13	YTD
Guest Count	10,532	10,534	10,528	12,236	14,456	10,526	11,420	11,420	14,765	11,353	12,586	16,194	148,274	148,274	148,274	148,274	148,274	148,274
Check Average	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21	\$9.21
Gross Sales	76,917	102,516	147,931	109,877	121,417	143,238	107,838	106,375	138,350	109,191	119,591	176,548	1,482,280	1,482,280	1,482,280	1,482,280	1,482,280	1,482,280
Net Sales	76,917	102,516	147,931	109,877	121,417	143,238	107,838	106,375	138,350	109,191	119,591	176,548	1,482,280	1,482,280	1,482,280	1,482,280	1,482,280	1,482,280
Food Cost %	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%	29.6%
Food Cost	22,616	29,709	43,480	33,651	36,061	42,266	31,828	29,508	41,092	32,277	35,470	52,188	439,146	439,146	439,146	439,146	439,146	439,146
Labor Cost %	31.2%	29.0%	29.4%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%	29.3%
Labor Cost	21,030	22,127	35,271	29,300	28,266	36,162	29,489	28,473	34,694	27,711	30,451	44,805	367,798	367,798	367,798	367,798	367,798	367,798
Labor Cost per Guest	\$2.03	\$2.11	\$3.39	\$2.76	\$2.49	\$3.43	\$2.56	\$2.46	\$2.36	\$2.36	\$2.49	\$2.76	\$2.50	\$2.50	\$2.50	\$2.50	\$2.50	\$2.50
Net Margin	39.1%	45.0%	41.4%	37.3%	41.0%	40.7%	39.0%	41.5%	37.9%	41.9%	41.9%	41.9%	40.8%	40.8%	40.8%	40.8%	40.8%	40.8%
% of Gross Sales	39.1%	45.0%	41.4%	37.3%	41.0%	40.7%	39.0%	41.5%	37.9%	41.9%	41.9%	41.9%	40.8%	40.8%	40.8%	40.8%	40.8%	40.8%
Advertising - Marketing Dept	1,104	1,042	1,525	3,110	3,028	2,417	2,490	2,201	3,709	2,273	2,273	2,841	28,013	28,013	28,013	28,013	28,013	28,013
Unit-level marketing	12	12	125	4	4	4	4	4	4	4	4	4	4	4	4	4	4	4
Building & security	831	356	851	1,167	356	930	930	930	495	642	642	803	7,944	7,944	7,944	7,944	7,944	7,944
General expense	1,538	1,789	2,281	2,563	2,224	2,947	2,364	2,272	2,463	2,257	2,257	2,822	27,797	27,797	27,797	27,797	27,797	27,797
Insurance	2,362	2,325	2,464	2,362	2,464	2,362	2,362	2,362	2,362	2,362	2,362	2,362	23,516	23,516	23,516	23,516	23,516	23,516
Payroll taxes	3,602	3,438	5,160	4,011	5,112	5,112	5,112	5,112	5,112	5,112	5,112	5,112	51,073	51,073	51,073	51,073	51,073	51,073
Repairs & maintenance	84	749	1,475	992	3,045	204	731	22	202	955	955	1,244	10,888	10,888	10,888	10,888	10,888	10,888
Supplies	2,584	3,303	5,469	4,316	4,093	3,206	4,059	3,312	5,344	3,782	3,782	4,703	48,911	48,911	48,911	48,911	48,911	48,911
Utilities	7,316	5,572	6,561	6,961	8,028	8,156	5,779	5,663	9,075	6,710	6,144	8,200	84,187	84,187	84,187	84,187	84,187	84,187
Other operating expenses	18,420	18,688	25,789	25,647	26,943	25,449	22,735	20,284	28,822	22,880	22,568	28,818	288,840	288,840	288,840	288,840	288,840	288,840
Unit-level profit	11,418	27,648	33,625	14,400	23,962	19,776	32,715	23,913	22,455	22,913	21,091	23,191	308,127	308,127	308,127	308,127	308,127	308,127
% of Gross Sales	14.5%	26.9%	22.8%	14.0%	19.7%	13.8%	32.7%	22.5%	16.2%	22.9%	17.6%	13.4%	20.8%	20.8%	20.8%	20.8%	20.8%	20.8%
Management compensation	10,963	9,633	14,286	7,702	7,390	14,964	12,566	13,014	13,460	10,780	10,780	13,450	138,967	138,967	138,967	138,967	138,967	138,967
Occupancy charges	12,625	12,751	12,751	12,751	12,751	12,751	12,751	12,751	12,751	12,826	12,826	12,826	133,564	133,564	133,564	133,564	133,564	133,564
Unit-level G&A	765	766	730	894	1,069	1,049	1,141	811	799	876	876	1,095	10,861	10,861	10,861	10,861	10,861	10,861
Unit-level EBITDA	(12,834)	4,397	4,397	(6,847)	2,782	3,881	(7,159)	(3,114)	(4,545)	(1,550)	3,274	17,832	4,735	4,735	4,735	4,735	4,735	4,735
% of Gross Sales	-16.4%	4.3%	4.3%	-5.4%	2.3%	2.6%	-6.4%	-2.9%	-3.3%	-1.4%	3.2%	10.1%	0.3%	0.3%	0.3%	0.3%	0.3%	0.3%

[illegible]

Location: TUSUM	JAN-13	FEB-13	MAR-13	APR-13	MAY-13	JUN-13	JUL-13	AUG-13	SEP-13	OCT-13	NOV-13	DEC-13	Total
Guest Count	9,650	11,519	15,022	11,986	10,453	13,066	9,770	10,420	11,663	10,370	10,677	14,583	138,661
Check Average	\$8.26	\$8.61	\$8.67	\$8.67	\$8.88	\$8.81	\$8.85	\$8.85	\$8.89	\$8.60	\$8.80	\$8.61	\$8.68
Gross Sales	8,75%	8,75%	10,79%	8,16%	7,65%	9,01%	7,06%	7,04%	8,52%	7,39%	7,35%	7,35%	1,206,641
Net Margin	79,68%	85,07%	124,14%	94,10%	111,38%	81,27%	82,10%	88,22%	88,61%	88,70%	90,93%	120,25%	1,182,705
Net sales	1,172,71	1,408,91	1,302,30	1,346,01	1,159,83	94,732	85,210	102,768	99,141	123,636	123,636	143,936	1,439,936
Food cost	25,77%	27,61%	34,24%	27,00%	25,08%	31,69%	23,01%	22,88%	28,19%	23,67%	24,63%	32,63%	326,776
Food cost %	31,7%	27,9%	26,3%	27,4%	27,3%	27,3%	24,8%	26,4%	27,4%	25,7%	26,6%	27,6%	273,675
Labor cost	19,85%	20,12%	27,15%	20,81%	21,10%	27,26%	20,88%	21,81%	25,72%	20,82%	21,06%	27,65%	283,554
Labor cost per Guest	2,04	1,75	1,84	1,78	2,04	2,81	2,18	2,10	2,22	2,00	2,00	2,38	2,04
Net Margin %	24,3%	20,3%	20,8%	21,1%	22,3%	23,5%	24,5%	23,7%	25,0%	22,5%	22,5%	22,5%	22,7%
% of Gross sales	41,0%	47,7%	48,2%	48,0%	47,7%	45,2%	44,8%	47,2%	43,7%	48,2%	48,2%	48,2%	48,0%
Advertising - Marketing Dept	1,09%	1,01%	1,37%	1,37%	1,37%	1,37%	1,37%	1,37%	1,37%	1,37%	1,37%	1,37%	1,37%
Building & security	3,43	2,87	2,99	2,99	2,99	2,99	2,99	2,99	2,99	2,99	2,99	2,99	2,99
General expense	1,248	1,337	1,524	1,524	1,524	1,524	1,524	1,524	1,524	1,524	1,524	1,524	1,524
Insurance	2,596	2,559	2,707	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585	2,585
Repairs & maintenance	1,655	1,624	2,046	2,894	5,071	1,850	774	1,841	1,961	3,227	2,784	2,784	2,784
Supplies	3,729	1,103	4,831	3,089	3,534	3,675	4,910	4,910	5,897	3,525	4,406	7,886	85,833
Utilities	8,541	8,184	8,460	8,460	8,460	8,460	8,460	8,460	8,460	8,460	8,460	8,460	8,460
Other operating expenses	23,160	21,423	28,351	24,388	24,213	28,031	22,048	23,181	22,282	23,354	22,887	28,639	288,532
Unit-level profit	10,833	28,008	38,601	21,905	18,948	28,408	18,183	17,788	22,813	18,682	22,166	32,826	272,719
% of Gross sales	13,4%	28,1%	28,0%	22,2%	21,1%	22,0%	18,0%	18,3%	22,0%	22,0%	22,1%	28,6%	22,0%
Management compensation	8,095	7,822	9,352	7,055	7,208	9,315	8,400	8,400	10,057	8,691	10,064	110,715	110,715
Unit-level G&A	4,29	10,275	10,275	10,275	10,275	10,275	12,567	12,567	10,876	10,876	10,876	570	5,648
Unit-level EBITDA	(7,802)	7,421	18,378	4,182	2,073	873	(8,118)	(3,814)	1,888	(531)	2,038	10,616	28,748
% of Gross sales	-8,7%	7,3%	12,0%	4,2%	2,2%	0,9%	-7,2%	-4,1%	1,9%	-0,5%	2,2%	8,5%	2,2%

Location: ALEX	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	FY14	FY15	FY16	FY17
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13						
Gross Count	18,335	23,368	30,433	24,319	22,991	21,036	19,277	20,944	27,459	20,947	20,372	25,077	27,748	282,467	283,358	284,613	286,211	287,481
Guest Average	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78	87.78
Gross Sales	154,592	180,745	245,577	189,264	186,000	209,565	163,144	173,241	215,670	163,645	163,645	201,442	2,251,210	2,153,514	2,093,094	2,101,029	2,134,106	(49,142)
Net sales deductions	(12,520)	(14,642)	(17,750)	(15,985)	(15,177)	(6,709)	(4,593)	(4,437)	(5,001)	(3,033)	(2,950)	(3,631)	(55,825)	(49,598)	(48,189)	(48,380)	(49,142)	
Net Sales	152,083	176,104	238,438	183,278	180,833	202,856	158,551	168,805	210,669	160,612	160,696	197,810	2,195,384	2,103,925	2,044,897	2,052,649	2,084,964	
Food cost	50,801	53,372	68,776	53,936	51,710	58,544	46,134	49,371	64,680	47,290	48,080	56,706	647,491	619,363	601,689	604,268	613,781	
Food cost %	32.9%	28.5%	28.0%	28.5%	27.6%	27.9%	28.3%	28.5%	30.0%	28.2%	28.2%	28.2%	28.8%	28.8%	28.8%	28.8%	28.8%	
Labor cost	41,228	41,568	53,758	45,146	43,926	53,208	42,171	43,550	56,105	40,831	39,516	48,642	549,448	525,604	510,657	512,794	520,887	
Labor cost per Guest	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	2.26	
Labor Cost %	26.7%	23.0%	21.9%	23.9%	23.6%	25.4%	26.8%	25.1%	26.0%	24.1%	24.1%	24.1%	24.4%	24.4%	24.4%	24.4%	24.4%	
Net Margin	60,034	81,164	116,004	84,197	85,248	91,104	70,246	75,884	89,844	77,234	75,114	92,482	988,476	859,958	832,053	833,595	850,316	
% of Gross sales	38.8%	44.9%	47.2%	44.5%	45.8%	43.5%	43.1%	43.8%	41.7%	45.9%	45.9%	45.9%	44.4%	45.8%	45.8%	45.8%	45.8%	
Advertising - Marketing Dept	1,104	1,021	2,893	3,215	2,235	1,611	2,098	2,289	2,235	2,175	2,175	2,719	25,570	24,391	21,862	19,676	19,676	
Utilities - Marketing	208	214	205	224	232	265	242	208	236	212	212	265	2,725	2,588	2,300	2,097	2,097	
Building & security	1,372	1,752	1,383	1,85	1,83	1,83	165	297	635	840	840	1,050	11,949	11,949	11,949	11,949	11,949	
General expense	1,981	2,346	2,870	2,288	2,632	2,303	2,278	2,397	2,428	2,238	2,238	2,788	28,585	28,585	25,726	23,154	23,154	
Insurance	3,265	3,315	3,389	3,249	3,249	3,651	3,306	3,861	3,866	3,319	3,319	3,319	41,294	41,013	42,542	43,180	43,180	
Payroll taxes	3,653	3,791	4,454	5,651	5,301	6,138	4,800	4,858	6,110	4,814	4,711	5,619	66,284	64,035	63,005	63,556	64,700	
Repairs & maintenance	5,092	7,702	7,702	17,888	2,751	3,346	991	2,138	2,021	2,422	2,422	3,027	30,361	30,816	27,734	27,734	27,734	
Supplies	5,834	5,517	5,517	6,669	5,864	6,718	5,493	6,510	9,174	5,639	5,639	7,299	77,178	77,178	69,461	69,461	69,461	
Utilities	5,834	5,517	5,517	5,869	5,861	5,869	5,446	6,510	9,174	5,639	5,639	7,299	77,178	77,178	69,461	69,461	69,461	
Other operating expenses	28,424	27,787	34,877	26,511	26,833	32,008	23,689	25,268	38,071	26,132	26,132	30,902	357,588	351,912	333,165	339,045	332,518	
Unit-level profit	31,610	53,328	61,327	55,638	66,346	69,098	44,577	46,618	53,813	46,102	46,785	61,460	640,505	607,246	589,697	605,341	617,788	
% of Gross sales	20.4%	28.9%	25.1%	28.4%	30.3%	28.2%	27.3%	26.9%	26.0%	26.6%	26.9%	30.6%	28.6%	28.2%	28.6%	28.6%	28.6%	
Management compensation	13,525	15,020	10,601	11,538	11,688	14,265	12,701	13,111	13,860	11,370	11,370	14,212	153,289	153,259	157,091	161,018	165,044	
Occupancy charges	10,465	10,465	10,465	10,465	10,465	10,465	10,465	11,854	19,020	8,412	8,412	8,412	115,881	115,881	115,881	115,881	115,881	
Unit-level G&A	808	1,155	553	581	682	481	477	548	543	511	511	639	7,491	7,116	6,405	5,764	5,764	
Unit-level EBITDA	6,611	28,728	59,208	33,524	33,528	33,824	26,834	34,613	20,391	27,639	28,492	38,297	394,496	331,010	319,711	323,468	331,320	
% of Gross sales	4.4%	14.6%	24.3%	17.2%	18.0%	16.2%	12.6%	20.1%	9.3%	16.3%	17.4%	19.0%	18.2%	15.4%	15.3%	15.4%	15.4%	

Guest Count	28,655	28,651	34,697	27,164	23,820	31,166	23,656	24,666	30,162	21,621	22,322	24,312	314,676	280,600	280,600
Check Average	\$8.66	\$9.68	\$9.14	\$9.03	\$9.06	\$9.87	\$8.82	\$8.68	\$9.10	\$8.68	\$8.66	\$8.66	\$8.90	\$9.07	\$9.13
Gross Sales	198,082	238,707	318,780	242,472	234,435	278,577	212,787	227,916	188,963	175,202	210,630	2,000,190	2,678,926	2,652,091	2,652,091
Net Sales	192,260	232,384	310,795	233,882	228,975	271,990	207,748	222,707	186,438	172,882	207,718	2,774,075	2,627,787	2,573,666	2,573,666
Net Sales Deductions	(2,803)	(4,343)	(7,956)	(1,956)	(5,560)	(7,586)	(5,191)	(6,422)	(2,340)	(2,317)	(2,912)	(49,494)	(49,138)	(48,131)	(48,131)
Food Cost %	58.84	57.18	65.878	64.967	62.607	76.074	59.503	62.566	51.293	47.558	57.147	771,835	737,870	722,755	731,106
Food Cost	115,260	113,613	195,862	164,967	146,607	206,748	139,503	148,566	94,293	84,558	94,147	1,191,835	1,137,870	1,100,755	1,100,755
Labor Cost %	44.059	45.662	58.614	47.170	47.042	57.698	45.038	46.457	57.125	37.637	34,687	563,332	538,472	527,442	533,536
Labor Cost per Guest	16.14	16.31	20.84	16.28	16.28	18.54	16.14	16.14	16.14	16.14	16.14	20.84	18.54	18.54	18.54
Net Margin	91,337	118,918	150,918	121,745	118,326	138,219	103,206	113,684	87,028	108,637	108,637	1,408,637	1,337,739	1,323,469	1,338,781
% of Gross Sales	46.1%	50.5%	48.1%	51.0%	50.9%	49.4%	48.5%	48.9%	46.7%	51.0%	51.0%	50.2%	51.4%	51.4%	51.4%
Advertising - Marketing Dept	1,331	2,859	4,461	4,527	4,067	2,242	5,084	6,117	3,723	3,723	4,653	48,604	44,273	39,646	35,882
Unit-level marketing	12	37	1	1	1	1	1	1	1	1	1	140	107	107	107
Building & security	9,231	6,800	6,718	5,964	5,753	7,026	5,626	5,784	5,672	5,672	7,090	78,419	78,419	78,419	78,419
General insurance	3,883	2,850	4,158	3,932	3,155	4,009	3,249	3,977	3,320	3,320	4,150	43,052	38,747	34,872	34,872
Insurance	3,289	2,399	3,414	3,272	3,449	3,678	3,260	3,991	3,344	3,344	4,150	43,052	38,747	34,872	34,872
Payroll taxes	7,152	6,650	8,014	5,966	5,966	7,052	5,445	5,267	5,033	5,033	5,780	74,244	71,492	71,492	71,492
Repairs & maintenance	1,723	3,649	3,243	3,468	3,006	3,161	2,970	3,251	2,292	2,292	4,115	41,545	42,168	37,951	37,951
Supplies	6,436	6,023	7,607	7,607	8,071	1,205	7,859	9,007	7,032	7,032	8,790	87,747	87,747	87,747	87,747
Utilities	9,195	8,808	9,077	9,006	10,395	11,020	12,156	10,980	10,019	10,019	7,962	7,962	110,780	111,242	112,527
Other operating expenses	42,312	40,849	50,436	43,870	47,423	41,218	42,810	48,180	58,828	41,441	38,049	43,828	541,811	501,419	504,423
Unit-level profit	49,028	78,670	118,656	78,776	71,703	67,001	60,387	73,648	66,067	61,356	62,711	683,688	617,832	622,054	634,337
% of Gross Sales	24.7%	33.2%	38.4%	32.9%	30.5%	34.7%	28.4%	28.0%	28.7%	29.3%	28.6%	30.8%	30.8%	31.4%	31.5%
Management compensation	18,490	14,481	15,556	12,508	12,699	15,440	13,036	13,311	14,332	12,700	15,875	171,128	171,128	179,791	184,286
Occupancy charges	18,394	15,066	15,877	16,877	16,877	16,877	16,877	16,877	16,877	16,877	16,877	203,542	203,542	203,542	203,542
Unit-level GSA	1,242	1,517	1,984	1,928	1,732	1,557	1,605	1,971	1,588	1,588	1,988	19,208	17,289	15,580	15,580
Unit-level EBITDA	10,688	48,907	81,448	48,482	40,584	63,127	28,878	38,824	38,760	24,901	20,192	27,973	423,953	423,161	430,850
% of Gross Sales	5.3%	18.0%	25.6%	20.0%	17.2%	22.0%	13.0%	19.7%	14.0%	13.2%	11.5%	13.9%	18.8%	16.1%	16.2%

Location: ESSEN	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	5	4	3	2	1
Guest Count	20,053	20,458	20,458	21,229	20,608	21,229	20,608	21,229	20,608	21,229	20,608	21,229	20,608	21,229	20,608	21,229	20,608	21,229	20,608
Check Average	\$8.23	\$8.60	\$8.66	\$8.64	\$8.67	\$8.65	\$8.60	\$8.74	\$8.78	\$8.75	\$8.75	\$8.75	\$8.75	\$8.65	\$8.65	\$8.65	\$8.65	\$8.65	\$8.65
Gross Sales	7,10%	7,80%	8,01%	8,20%	7,95%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%	7,53%
Gross Sales	230,883	233,704	241,034	256,610	259,342	227,207	244,653	251,888	258,106	254,019	242,085	242,085	242,085	242,085	242,085	242,085	242,085	242,085	242,085
Net Sales	228,682	247,787	252,734	258,783	251,509	218,451	239,605	244,084	251,891	250,802	239,114	239,114	239,114	239,114	239,114	239,114	239,114	239,114	239,114
Food cost	67,967	70,640	67,896	54,174	68,275	69,467	69,382	69,421	62,428	60,914	60,344	60,344	60,344	60,344	60,344	60,344	60,344	60,344	60,344
Food cost %	29.4%	27.6%	27.6%	27.3%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%	27.4%
Labor cost	55,268	55,441	67,896	54,059	68,275	69,467	69,382	69,421	62,428	60,914	60,344	60,344	60,344	60,344	60,344	60,344	60,344	60,344	60,344
Labor cost %	23.9%	21.9%	19.9%	20.3%	21.0%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%	20.9%
Net Margin	105,628	121,708	117,891	132,161	128,829	118,711	124,171	124,171	124,171	124,171	124,171	124,171	124,171	124,171	124,171	124,171	124,171	124,171	124,171
% of Gross sales	45.7%	48.0%	50.6%	49.6%	48.9%	48.8%	49.3%	47.6%	47.6%	47.6%	47.6%	47.6%	47.6%	47.6%	47.6%	47.6%	47.6%	47.6%	47.6%
Advertising - Marketing Dept	1,331	2,859	3,817	4,566	4,893	4,172	2,347	5,190	6,223	3,844	3,844	3,844	3,844	3,844	3,844	3,844	3,844	3,844	3,844
Building & security	5,505	5,591	6,621	4,972	6,789	6,714	7,026	7,026	7,026	7,026	7,026	7,026	7,026	7,026	7,026	7,026	7,026	7,026	7,026
General expense	3,729	3,709	4,806	4,002	4,568	4,343	3,511	3,565	4,132	3,818	3,818	3,818	3,818	3,818	3,818	3,818	3,818	3,818	3,818
Insurance	3,838	3,778	3,975	4,016	4,282	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046	4,046
Payroll taxes	7,965	7,935	9,192	8,161	9,282	8,192	7,793	7,793	7,793	7,793	7,793	7,793	7,793	7,793	7,793	7,793	7,793	7,793	7,793
Repairs & maintenance	1,968	4,541	3,882	3,166	8,967	2,942	2,612	4,978	3,666	3,666	3,666	3,666	3,666	3,666	3,666	3,666	3,666	3,666	3,666
Supplies	8,282	6,454	11,812	8,967	12,831	7,387	10,553	11,097	10,553	10,553	10,553	10,553	10,553	10,553	10,553	10,553	10,553	10,553	10,553
Utilities	9,502	8,482	8,816	9,776	10,958	11,853	11,097	11,194	10,352	9,116	9,116	9,116	9,116	9,116	9,116	9,116	9,116	9,116	9,116
Other operating expenses	42,883	44,672	53,333	45,985	49,061	60,034	54,338	55,465	48,261	45,928	54,481	601,282	592,688	592,688	592,688	592,688	592,688	592,688	592,688
Unit-level profit	63,043	77,035	117,558	68,208	78,067	59,978	71,748	68,833	68,833	68,833	68,833	68,833	68,833	68,833	68,833	68,833	68,833	68,833	68,833
% of Gross sales	27.3%	30.4%	34.4%	32.3%	36.7%	28.5%	33.7%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%	33.3%
Management compensation	14,448	15,483	20,360	17,742	14,711	18,415	16,864	15,791	18,219	15,982	15,982	15,982	15,982	15,982	15,982	15,982	15,982	15,982	15,982
Occupancy charges	21,074	19,862	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074	21,074
Unit-level GDA	1,212	1,109	1,182	1,228	1,296	851	1,292	1,264	1,735	1,088	1,088	1,088	1,088	1,088	1,088	1,088	1,088	1,088	1,088
Unit-level EBITDA	28,509	40,821	74,842	48,182	39,786	69,334	32,519	31,684	44,609	38,280	45,559	521,477	507,699	507,699	507,699	507,699	507,699	507,699	507,699
% of Gross sales	11.4%	18.0%	21.9%	17.3%	18.4%	18.1%	13.3%	12.6%	18.0%	18.5%	18.5%	18.0%	18.5%	18.0%	18.5%	18.5%	18.5%	18.5%	18.5%

LTM	%	Run-rate	28	Location: MTN08	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	FT14	FT15	FT16	FT17
Total																						
130,422																						
Guest Count	8,445	8,514	12,819	9,409	8,740	12,188	8,804	8,421	8,200	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	77,589				
Guest Average	\$8.79	\$8.12	\$8.18	\$8.79	\$8.18	\$8.79	\$8.08	\$8.25	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00	\$8.00				
Gross Sales	1,031,171	1,000,000	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111	1,027,111				
Net Sales Deductions	(21,223)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)	(2,535)				
Net Sales	1,009,948	997,465	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576	1,024,576				
Food Cost	34,184	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636	28,636				
Food Cost %	3.4%	2.9%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%	2.8%				
Labor Cost	344,300	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436	30,436				
Labor Cost per Guest																						
Labor Cost %	34.4%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%				
Net Margin	338,444	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436	33,436				
% of Gross Sales	33.4%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%	3.3%				
Advertising - Marketing Dept	1,091	1,011	1,373	1,323	1,288	831	1,068											20,334				
Unit-level marketing																		34				
Building & security	1,934	3,274	2,213	2,118	3,288	2,882	3,639											20,017				
General expense	1,175	1,398	2,212	1,805	1,805	1,702	2,034											15,014				
Insurance	2,069	2,657	2,865	2,865	2,865	2,865	3,284											22,880				
Payroll taxes	3,724	3,866	4,665	3,444	3,201	4,051	3,042											28,739				
Repairs & maintenance	585	1,536	2,003	1,348	1,583	2,033	251											8,782				
Supplies	2,604	2,240	2,691	2,691	4,400	5,755	1,856											28,585				
Utilities	7,533	6,538	7,510	7,510	8,553	9,183	9,183											59,958				
Other operating expenses	21,643	25,350	42,884	18,586	27,004	28,448	23,846											203,840				
Unit-level profit	(1,932)	7,355	2,921	13,507	8,116	13,430	7,658	(7,873)										43,181				
% of Gross Sales	-2.0%	0.7%	0.3%	1.3%	0.8%	1.3%	0.7%	-0.8%										4.3%				
Management compensation	7,316	7,395	8,703	8,423	7,863	10,338	8,071	5,780										64,789				
Occupancy charges	14,672	13,455	14,667	14,667	14,667	14,667	14,667	14,667										114,558				
Unit-level GDA	1,535	1,069	742	712	565	822	853	477										7,375				
Unit-level EBITDA	(25,455)	(15,053)	(22,100)	(10,286)	(14,978)	(12,298)	(15,530)	(26,598)										(142,510)				
% of Gross Sales	-2.6%	-1.6%	-2.2%	-1.0%	-1.5%	-1.2%	-1.5%	-2.6%										-14.2%				

Location: LAF		Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Total	Q4	Q3	Q2	Q1	FY17	FY16	FY15	FY14	FY13
Guest Count	Average	10,765	11,420	16,221	11,555	11,665	14,169	11,170	11,561	14,063	10,531	10,554	12,503	144,610	10,531	10,531	10,531	10,531	10,531	10,531	10,531	10,531	10,531
Gross Sales		93,700	104,558	143,288	110,170	113,447	139,456	112,985	137,546	137,546	97,004	97,004	114,543	1,372,777	97,004	97,004	97,004	97,004	97,004	97,004	97,004	97,004	97,004
Net Sales	deductions	92,444	101,454	138,019	106,419	108,768	134,769	108,048	129,580	129,580	84,074	84,074	98,176	1,335,420	84,074	84,074	84,074	84,074	84,074	84,074	84,074	84,074	84,074
Food Cost %		29.932	30.814	39.955	30.014	31.669	38.557	30.880	31.768	38.557	28.775	27.688	31.790	387.099	27.688	27.688	27.688	27.688	27.688	27.688	27.688	27.688	27.688
Labor Cost %		24.754	25.279	35.569	28.391	28.058	34.780	28.025	28.240	33.523	23.453	23.727	27.845	333.645	23.727	23.727	23.727	23.727	23.727	23.727	23.727	23.727	23.727
Net Margin		40.3%	47.5%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%
% of Gross Sales		40.3%	47.5%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%	44.9%
Advertising - Marketing Dept		1,104	3,354	4,253	4,121	3,246	3,734	3,925	3,870	3,870	3,577	3,577	4,471	43,214	3,577	3,577	3,577	3,577	3,577	3,577	3,577	3,577	3,577
Unit-level marketing		12	2	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
Building & security		3,288	7,050	5,607	3,583	3,968	5,307	4,310	4,532	4,532	4,121	4,121	5,151	55,049	4,121	4,121	4,121	4,121	4,121	4,121	4,121	4,121	4,121
General expense		1,399	1,638	2,024	1,557	1,894	1,726	2,423	1,766	1,766	1,831	1,831	2,289	22,859	1,831	1,831	1,831	1,831	1,831	1,831	1,831	1,831	1,831
Insurance		2,500	2,462	2,606	2,498	2,633	2,808	3,048	3,035	3,035	2,549	2,549	3,912	32,886	2,549	2,549	2,549	2,549	2,549	2,549	2,549	2,549	2,549
Payroll taxes		3,903	3,519	4,699	3,734	4,562	3,967	3,281	4,215	4,215	3,266	3,266	5,791	58,530	3,266	3,266	3,266	3,266	3,266	3,266	3,266	3,266	3,266
Repairs & maintenance		3,005	1,652	1,537	3,156	3,762	3,657	3,885	4,706	4,706	4,833	4,833	5,791	58,530	4,833	4,833	4,833	4,833	4,833	4,833	4,833	4,833	4,833
Supplies		3,490	3,788	5,026	4,944	4,115	3,175	3,118	4,740	4,740	3,015	3,015	4,518	47,281	3,015	3,015	3,015	3,015	3,015	3,015	3,015	3,015	3,015
Utilities		5,617	7,821	9,514	8,027	9,354	8,282	9,416	7,387	7,387	4,381	4,381	6,708	89,204	4,381	4,381	4,381	4,381	4,381	4,381	4,381	4,381	4,381
Other operating expenses		24,384	31,308	32,287	30,868	30,052	31,639	30,853	40,280	40,280	27,854	27,854	35,389	383,048	27,854	27,854	27,854	27,854	27,854	27,854	27,854	27,854	27,854
Unit-level profit	% of Gross Sales	13,393	16,056	22,028	18,048	18,038	22,381	17,404	15,420	22,003	12,892	12,892	16,406	18,669	12,892	12,892	12,892	12,892	12,892	12,892	12,892	12,892	12,892
% of Gross Sales		14.3%	15.4%	22.4%	17.3%	16.0%	17.4%	16.0%	13.4%	22.0%	13.4%	13.4%	16.4%	18.6%	13.4%	13.4%	13.4%	13.4%	13.4%	13.4%	13.4%	13.4%	13.4%
Management compensation		10,573	11,160	12,244	11,143	11,353	14,139	11,543	15,105	15,105	11,043	11,043	13,804	144,510	11,043	11,043	11,043	11,043	11,043	11,043	11,043	11,043	11,043
Occupancy charges		5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	66,000	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500
Unit-level G&A		241	173	143	143	143	187	183	189	177	20	20	25	787	20	20	20	20	20	20	20	20	20
Unit-level EBITDA	% of Gross Sales	(2,820)	(777)	14,141	2,783	2,854	178	(1,827)	(1,414)	1,220	(3,871)	(3,871)	(1,58)	144,510	(3,871)	(3,871)	(3,871)	(3,871)	(3,871)	(3,871)	(3,871)	(3,871)	(3,871)
% of Gross Sales		-3.1%	-0.7%	14.1%	2.8%	2.8%	0.2%	-1.4%	-0.9%	1.2%	-3.8%	-3.8%	-0.2%	14.5%	-3.8%	-3.8%	-3.8%	-3.8%	-3.8%	-3.8%	-3.8%	-3.8%	-3.8%

Location: LAF2	Jan-12	Feb-12	Mar-12	Apr-12	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Nov-12	Dec-12	Total	5	4	3	2	1
Guest Count	16,437	22,643	16,248	17,101	17,713	21,610	17,335	18,006	20,411	17,242	17,784	21,917	224,506	223,333	223,045	223,445	223,445	223,445
Check Average	\$8.03	\$8.87	\$8.84	\$8.84	\$8.84	\$8.71	\$8.65	\$8.65	\$8.67	\$8.34	\$8.34	\$8.34	\$8.65	\$8.61	\$8.62	\$8.64	\$8.64	\$8.64
Gross Sales	140,265	157,114	122,963	154,875	174,013	208,774	167,229	174,169	193,607	168,114	168,114	204,716	2,144,823	2,147,146	2,145,453	2,149,912	2,167,397	2,167,397
Net sales	140,265	157,114	122,963	154,875	174,013	208,774	167,229	174,169	193,607	168,114	168,114	204,716	2,144,823	2,147,146	2,145,453	2,149,912	2,167,397	2,167,397
Net sales deductions	(1,491)	(4,285)	(16,933)	(5,875)	(18,060)	(4,029)	(5,077)	(5,356)	(5,522)	(2,856)	(2,856)	(3,612)	(48,987)	(48,987)	(48,987)	(48,987)	(48,987)	(48,987)
Food cost %	44.634	45.863	62.950	46.908	48.218	61.193	47.688	48.694	58.427	45.854	47.127	58.078	615,734	616,458	615,972	617,252	622,273	622,273
Labor cost %	39.930	40.004	52.615	47.242	51.620	42.244	42.005	50.195	38.880	28.496	28.7%	50.148	533,262	533,499	533,499	534,577	538,925	538,925
Labor cost per guest	148,773	152,829	210,680	158,000	168,207	201,745	168,152	168,812	188,288	159,124	161,163	201,105	2,086,795	2,088,687	2,088,687	2,101,225	2,118,315	2,118,315
Net Margin %	26.5%	25.5%	23.0%	25.0%	24.3%	25.3%	25.3%	25.0%	24.5%	24.5%	24.5%	24.5%	24.9%	24.9%	24.9%	24.9%	24.9%	24.9%
% of Gross Sales	62,508	66,002	100,015	70,871	77,748	68,028	72,220	77,514	78,663	73,484	73,484	82,676	837,768	847,426	847,426	847,426	847,426	847,426
Advertising - Marketing Dept	1,104	3,354	3,962	3,972	3,871	3,246	3,734	3,935	3,870	3,487	3,487	4,371	42,432	43,311	43,311	43,311	43,311	43,311
Utilities	8,812	13,329	8,108	11,936	10,478	11,135	10,478	11,475	12,475	10,180	11,370	12,180	121,386	122,066	122,066	122,066	122,066	122,066
Supplies	5,207	4,857	7,596	7,371	5,237	7,645	5,667	7,677	7,291	6,337	6,337	7,922	79,145	79,145	79,145	79,145	79,145	79,145
Repairs & maintenance	2,035	2,035	4,941	5,243	3,621	9,031	787	1,552	6,865	3,873	3,873	4,841	50,011	50,011	50,011	50,011	50,011	50,011
Payroll taxes	5,560	2,918	3,060	2,952	3,112	3,316	2,941	3,601	3,568	3,015	3,015	3,751	37,518	38,080	38,080	38,231	39,820	39,820
Insurance	2,459	2,525	3,568	3,498	3,771	3,587	3,164	3,395	3,775	3,231	3,231	4,039	40,264	40,264	40,264	40,264	40,264	40,264
Building & security	1,735	2,639	2,639	750	1,445	1,960	1,868	1,164	3,704	1,443	1,443	1,803	20,149	20,149	20,149	20,149	20,149	20,149
Utilities	270	380	488	488	531	180	180	2	185	185	185	232	2,468	2,468	2,468	2,468	2,468	2,468
Advertising - Marketing Dept	1,104	3,354	3,962	3,972	3,871	3,246	3,734	3,935	3,870	3,487	3,487	4,371	42,432	43,311	43,311	43,311	43,311	43,311
Unit-level profit	31,841	47,002	66,518	28,652	41,060	43,371	39,081	39,081	39,081	32,354	32,354	37,608	61,673	62,732	62,732	62,732	62,732	62,732
% of Gross Sales	21.5%	29.9%	26.3%	18.1%	23.6%	24.2%	23.4%	22.0%	18.7%	17.2%	17.2%	22.6%	25.2%	22.0%	22.0%	22.7%	24.1%	24.1%
Management compensation	12,183	12,976	16,252	16,252	12,340	15,328	11,562	13,729	15,479	12,544	12,544	15,679	162,939	162,939	162,939	167,012	171,187	175,406
Occupancy charges	14,966	14,966	(1,633)	170	14,966	21,182	14,966	15,931	16,122	13,387	13,387	16,824	166,824	166,824	166,824	166,824	166,824	166,824
Unit-level GAA	229	109	109	170	7	202	135	566	162	184	184	243	2,395	2,395	2,395	2,469	1,843	1,843
Unit-level EBITDA	4,463	18,950	43,728	2,677	13,671	6,879	12,367	9,772	691	1,783	1,783	11,374	22,354	167,893	173,167	177,896	178,850	178,850
% of Gross Sales	3.0%	12.1%	19.6%	1.6%	7.9%	2.7%	7.4%	5.6%	0.3%	1.1%	1.1%	8.9%	10.9%	7.4%	8.1%	8.3%	8.3%	8.3%

Location: PLM	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	FY14	FY15	FY16	FY17
Guest Count	18,820	17,748	24,022	17,833	18,735	23,114	18,881	18,198	21,703	16,590	17,387	24,087	24,087	233,322	234,037	233,344	233,573	238,384
Cheek Average	18.00	18.18	18.13	18.08	18.08	18.13	18.10	18.22	18.04	18.31	18.31	18.31	18.31	18.14	18.40	18.34	18.40	18.71
Guest %	3.88%	3.88%	5.35%	3.88%	3.88%	5.35%	3.88%	3.88%	5.35%	3.88%	3.88%	5.35%	5.35%	5.35%	5.35%	5.35%	5.35%	5.35%
Guest Sales	123,468	182,468	218,410	180,668	188,933	212,952	172,639	187,859	193,985	184,520	183,805	228,837	2,133,673	2,207,821	2,228,543	2,253,384	2,294,188	
Net sales	123,468	182,468	218,410	180,668	188,933	212,952	172,639	187,859	193,985	184,520	183,805	228,837	2,133,673	2,207,821	2,228,543	2,253,384	2,294,188	
Food cost	36,304	45,407	55,756	42,068	43,916	54,954	45,285	43,118	50,038	39,619	42,318	59,403	556,557	577,889	582,868	588,888	600,578	
Food Cost %	28.9%	25.4%	25.4%	23.0%	23.4%	25.6%	23.6%	22.9%	25.8%	21.5%	23.4%	26.2%	25.8%	26.2%	26.2%	26.2%	25.7%	26.2%
Labor cost	28,140	30,036	41,453	32,933	32,662	44,140	35,071	34,022	42,068	30,874	32,729	45,943	430,272	445,164	448,000	454,414	482,841	
Labor Cost Per Guest	1.49	1.70	1.72	1.85	1.74	2.43	1.88	1.87	2.22	1.86	1.83	2.50	24.6	25.1	25.1	25.1	25.1	
Labor Cost %	22.8%	16.9%	18.9%	18.5%	17.4%	20.7%	19.3%	18.1%	21.7%	18.0%	18.3%	20.0%	20.0%	20.2%	20.2%	20.2%	20.2%	20.2%
Net Margin	86,914	136,931	142,654	138,600	144,967	157,998	127,354	144,741	143,947	144,900	141,487	168,934	1,607,606	1,530,932	1,545,675	1,568,966	1,611,369	
% of Gross sales	48.9%	50.4%	50.0%	49.5%	49.5%	50.7%	49.5%	50.7%	49.7%	50.7%	50.7%	50.7%	50.7%	50.7%	50.7%	50.7%	50.7%	50.7%
Advertising - Marketing Dept	1,104	1,021	2,443	3,271	2,558	2,066	2,381	2,571	2,517	2,345	2,345	2,631	27,504	28,129	23,516	21,164	21,164	
Unit-level marketing	57	57	99	180	138	93	130	138	138	138	138	138	138	138	138	138	138	138
Building & security	436	465	300	1,833	1,833	2,403	1,510	1,510	1,510	1,510	1,510	1,510	1,510	1,510	1,510	1,510	1,510	1,510
General expense	2,656	2,714	3,630	3,630	3,630	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882
Insurance	2,645	2,714	3,630	3,630	3,630	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882	2,882
Payroll taxes	4,311	4,345	5,754	4,641	4,641	5,754	4,641	4,641	5,754	4,641	4,641	5,754	57,512	58,973	59,732	60,555	61,884	
Repairs & maintenance	2,872	3,313	3,766	4,876	3,280	4,876	4,876	4,876	4,876	4,876	4,876	4,876	4,876	4,876	4,876	4,876	4,876	4,876
Supplies	3,981	4,831	6,937	4,176	4,728	6,937	4,176	4,176	6,937	4,176	4,176	6,937	63,428	63,428	57,084	57,084	57,084	
Utilities	8,058	7,104	7,984	7,412	8,191	8,191	8,191	8,191	8,191	8,191	8,191	8,191	8,191	8,191	8,191	8,191	8,191	8,191
Other operating expenses	25,229	26,158	34,108	30,287	30,287	33,778	28,658	30,648	30,648	28,388	28,388	34,351	378,598	381,887	388,720	383,708	387,384	
Unit-level profit	32,443	55,489	79,613	48,109	58,677	71,645	58,433	48,617	69,624	60,334	61,199	85,164	702,210	742,931	787,448	794,180	801,282	
% of Gross sales	26.0%	31.3%	36.4%	26.4%	30.8%	33.0%	31.0%	26.2%	37.8%	34.6%	34.5%	37.0%	32.0%	33.7%	34.9%	34.6%	34.6%	34.6%
Management compensation	10,628	13,771	15,156	11,888	12,055	14,645	12,413	12,188	13,829	12,650	12,650	15,893	155,716	155,716	158,609	163,599	167,888	
Occupancy charges	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525	9,525
Unit-level GAA	1,017	733	514	1,160	2,087	1,023	1,155	914	899	1,053	1,053	1,328	13,118	12,462	11,216	10,694	10,694	
Unit-level EBITDA	11,617	31,640	64,614	28,638	31,611	44,435	30,378	26,048	33,318	27,130	32,405	68,091	408,748	448,016	470,008	483,350	490,542	
% of Gross sales	6.2%	17.8%	26.9%	15.5%	16.9%	20.7%	16.6%	14.0%	19.7%	16.3%	18.4%	30.3%	18.7%	20.3%	21.1%	21.5%	21.5%	21.5%

Location: SHER	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	
Guest Count	17,081	16,658	22,242	16,842	19,070	23,319	19,251	19,169	21,061	17,228	20,546	22,823	222,632	5
Check Average	\$2.78	\$2.16	\$2.25	\$2.24	\$2.00	\$2.33	\$2.05	\$2.05	\$2.04	\$2.25	\$2.26	\$2.22	\$2.22	5
Gross Sales	6.91%	7.87%	10.75%	7.85%	10.07%	10.07%	7.90%	7.90%	7.90%	7.34%	8.75%	8.75%	2,280,446	5
Net sales deductions	(2,417)	(4,575)	(6,051)	(6,051)	(6,051)	(6,051)	(7,958)	(5,266)	(5,941)	(3,127)	(3,166)	(54,394)	(55,039)	5
Net sales	150,003	170,859	223,549	170,827	210,830	170,345	171,604	201,491	187,541	159,432	190,208	2,172,816	2,194,956	5
Food cost	47.29%	49.14%	67.17%	46.92%	47.78%	64.35%	47.57%	48.81%	44.06%	44.06%	53.19%	618,404	630,090	5
Food cost %	31.5%	28.7%	28.8%	27.5%	28.4%	27.9%	28.4%	27.9%	28.4%	28.0%	28.5%	28.5%	28.5%	5
Labor cost	43.95%	42.19%	51.48%	42.09%	41.65%	52.06%	41.56%	42.21%	39.02%	37.90%	45.11%	530,552	540,888	5
Labor cost per guest	2.57	2.53	2.28	2.50	2.28	2.28	2.28	2.28	2.28	2.28	2.28	2.28	2.28	5
Net Margin	66.46%	75.04%	106.80%	45.7%	44.2%	43.2%	44.0%	45.3%	77.69%	72.88%	48.3%	68.12%	907,022	5
% of Gross sales	37.0%	43.8%	47.9%	45.7%	44.2%	43.2%	44.0%	45.3%	77.69%	72.88%	48.3%	68.12%	907,022	5
Advertising - Marketing Dept	1.33%	2.85%	3.81%	4.58%	5.15%	4.19%	2.39%	6.21%	6.24%	3.88%	3.88%	4.87%	48,440	5
Unit-level marketing	4.38	557	438	438	1	327	981	981	981	269	336	336	3,177	5
Building & security	4.734	5.115	4.496	4.460	5.223	4.219	4.219	4.219	4.219	3.743	4.078	52,825	52,825	5
General expense	2.287	2.355	2.719	2.355	2.877	2.607	2.607	2.607	2.607	2.512	2.512	33,321	33,321	5
Insurance	4.006	3.944	4.147	4.095	4.169	4.046	4.046	4.046	4.046	4.046	4.046	50,555	50,555	5
Physical assets	5.998	5.704	6.641	5.335	5.493	6.414	4.847	4.847	4.847	4.784	5.779	66,911	66,911	5
Repairs & maintenance	7.068	4.775	4.275	2.259	2.259	2.259	2.259	2.259	2.259	2.259	2.259	2.259	2.259	5
Supplies	5.660	11.395	6.635	5.911	5.911	5.911	5.911	5.911	5.911	5.911	5.911	5.911	5.911	5
Utilities	8.092	9.484	9.484	10.190	10.190	10.190	10.190	10.190	10.190	10.190	10.190	10.190	10.190	5
Other operating expenses	38.191	47.627	38.191	43.573	43.573	43.573	43.573	43.573	43.573	43.573	43.573	43.573	43.573	5
Unit-level profit	14,509	35,856	69,179	35,811	35,409	48,098	37,678	28,158	21,687	32,165	35,893	43,480	450,445	5
% of Gross sales	8.7%	21.0%	25.3%	21.3%	21.0%	28.1%	22.1%	17.0%	10.8%	20.4%	22.6%	22.0%	22.3%	5
Management compensation	10.503	12.380	13.543	12.417	15.734	18.186	15.788	12.973	14.620	13.639	13.639	17,048	170,479	5
Occupancy charges	967	1,130	1,130	1,130	1,130	1,130	1,130	1,130	1,130	1,130	1,130	1,130	13,387	5
Unit-level G&A	827	873	873	873	904	856	923	1,045	1,735	853	853	1,066	11,853	5
Unit-level EBIDTA	2,112	21,473	43,837	21,908	20,851	28,013	19,734	14,010	4,202	16,564	20,371	24,246	234,718	5
% of Gross sales	1.4%	12.6%	10.7%	12.8%	11.8%	16.0%	11.8%	8.2%	2.1%	10.5%	12.0%	12.7%	10.8%	5
Unit-level EBITDA	280,487	281,710	281,706	281,710	281,706	281,706	281,706	281,706	281,706	281,706	281,706	281,706	281,706	5
% of Gross sales	11.4%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	12.7%	5

Location: SHP2													
Guest Count		Check Average		Gross Sales		Net sales		Food cost		Labor cost		Labor Cost per Guest	
1	2	3	4	5	6	7	8	9	10	11	12	13	Total
21,447	24,624	31,580	22,544	22,710	27,667	22,372	23,490	27,681	21,237	22,651	28,704	287,807	285,917
8,835	9,824	10,944	9,932	10,431	10,453	10,431	10,431	10,431	10,431	10,431	10,431	10,431	10,431
108,179	122,389	207,649	202,690	209,656	251,837	201,896	214,090	248,210	166,761	198,339	261,444	2,617,071	2,612,708
199,289	228,387	298,030	216,671	216,671	260,853	208,325	220,381	268,730	190,438	202,328	276,825	2,748,023	2,698,950
58,975	72,214	95,450	78,214	98,168	98,832	56,668	58,079	69,773	51,482	54,447	71,978	754,256	735,024
31.7%	28.9%	30.4%	27.2%	27.2%	27.2%	26.9%	26.9%	27.2%	27.0%	27.0%	27.4%	27.4%	27.4%
40.57%	51.73%	42.45%	41.73%	52.70%	41.38%	43.08%	54.03%	36.794	39.07%	51.40%	536.01%	536.01%	536.01%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%	20.2%	19.9%	20.2%	19.9%	20.2%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%	21.0%
66.6%	118.9%	156.8%	101.9%	100.0%	119.8%	100.0%	119.8%	124.0%	88.5%	104.8%	137.0%	1,350,200	1,354,562
45.0%	50.3%	52.0%	48.0%	48.0%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%	48.5%
21.4%	18.1%												

Location: WD	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	2	3	4	5
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			FT-14	FT-15	FT-16	FT-17
Guest Count	32,348	32,373	43,035	32,377	27,276	13,583	6,984	31,200	42,013	42,778	40,977	44,798	405,976	429,764	438,085	442,478	482,205	
Guest Average	\$4.85	\$4.80	\$5.27	\$4.27	\$3.58	\$2.02	\$2.42	\$3.11	\$3.73	\$3.73	\$3.73	\$3.73	\$3.59	\$3.90	\$3.99	\$4.13	\$4.33	
Gross Sales	157,290	164,561	227,281	172,282	146,872	113,592	81,722	169,234	245,442	276,858	244,413	296,891	2,226,176	2,635,518	2,611,679	2,710,206	2,884,254	
Net sales deductions	(1,560)	(1,560)	(4,520)	(3,500)	(3,500)	(4,520)	(3,500)	(3,500)	(4,520)	(3,472)	(3,472)	(3,222)	(2,216,254)	(2,491,041)	(2,566,866)	(2,682,666)	(2,814,010)	
Net Sales	155,730	163,001	222,761	168,782	143,372	109,072	78,222	165,734	240,922	273,386	240,941	293,669	2,223,922	2,634,477	2,608,813	2,706,540	2,880,244	
Food cost %	67.00%	62.71%	84.71%	71.59%	53.06%	34.20%	23.03%	65.72%	82.29%	100.00%	84.67%	92.79%	831,774	833,930	891,983	999,275	1,055,016	
Food Cost %	42.7%	37.4%	71.5%	41.5%	28.6%	36.1%	28.2%	38.5%	37.6%	36.1%	36.1%	36.1%	36.5%	38.8%	38.8%	38.8%	38.8%	
Labor Cost %	40.67%	41.56%	54.16%	42.72%	37.02%	33.62%	28.32%	30.55%	56.67%	68.92%	50.21%	64.89%	565,632	635,326	694,410	679,068	717,988	
Labor Cost Per Guest	25.8%	25.0%	22.6%	24.6%	25.7%	29.8%	34.7%	21.6%	23.2%	25.3%	23.3%	25.3%	25.1%	23.1%	23.1%	23.1%	23.1%	
Net Margin % of Gross Sales	30.3%	36.0%	39.4%	31.6%	35.6%	38.1%	33.9%	33.9%	37.6%	37.4%	37.4%	37.4%	36.3%	37.0%	37.0%	37.0%	37.0%	
Advertising & Marketing Dept	1,331	2,859	3,917	4,461	4,588	4,087	2,242	5,984	6,160	3,732	3,732	4,895	48,738	44,401	39,861	35,985	35,985	
Unlabeled marketing	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
Building & security	3,259	3,664	5,375	4,403	3,743	3,284	76	94	3,960	3,895	3,895	4,818	48,936	46,936	46,936	46,936	46,936	
General expense	1,559	1,488	1,664	1,664	1,569	1,672	1,672	1,672	2,508	1,518	1,518	1,888	20,359	20,359	18,323	18,491	18,491	
Insurance	2,590	2,551	2,669	2,587	2,720	2,507	2,577	3,155	3,142	2,840	2,840	2,840	32,652	33,345	33,345	34,353	34,353	
Payroll taxes	5,938	6,147	7,653	5,816	4,428	3,975	4,633	6,614	6,166	7,728	6,037	73,937	80,648	82,673	85,652	90,086	90,086	
Repairs & maintenance	1,627	2,601	3,568	3,568	3,568	3,568	3,568	3,568	3,568	3,568	3,568	3,568	38,410	40,001	38,001	38,001	38,001	
Supplies	8,277	8,389	10,324	9,174	5,413	5,413	4,066	8,066	8,162	6,796	6,796	8,469	92,109	82,109	82,888	82,888	82,888	
Utilities	7,284	6,332	6,724	6,625	7,712	7,607	8,046	7,812	8,162	8,162	8,162	10,659	92,472	107,085	110,302	114,463	120,898	
Other operating expenses	31,857	34,311	43,665	40,609	34,688	33,097	28,332	37,847	43,778	39,359	37,221	45,100	448,253	486,492	481,766	453,457	484,708	
Unit-level profit	15,601	23,442	40,708	14,033	17,207	7,201	1,924	20,624	47,616	46,037	40,585	49,885	370,338	456,203	497,887	531,842	576,560	
% of Gross Sales	10.1%	14.2%	18.0%	8.2%	12.1%	6.4%	1.3%	12.4%	19.4%	16.9%	15.5%	19.6%	16.4%	18.0%	18.1%	16.8%	16.8%	
Management compensation	15,321	15,679	18,410	16,613	14,718	19,446	13,441	16,014	20,222	15,725	15,725	18,032	199,770	199,770	204,794	209,833	215,130	
Occupancy charges	11,063	10,418	12,791	10,812	9,216	5,500	5,500	10,500	13,719	9,007	9,007	9,007	118,260	118,260	118,260	118,260	118,260	
Unit-level GAA	793	509	474	951	549	626	485	385	991	489	489	611	6,762	6,424	5,781	5,203	5,203	
Unit-level EBITDA	(11,377)	(863)	16,433	(14,014)	(8,293)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	(18,423)	
% of Gross Sales	-7.2%	-0.5%	7.0%	-4.3%	-2.9%	-16.3%	-22.6%	-10.9%	-8.2%	-8.2%	-8.2%	-8.2%	-8.2%	-8.2%	-8.2%	-8.2%	-8.2%	

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Location: AUOWS	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	Q4	Q3	Q2	Q1	YTD
Guest Count	11,133	11,862	16,359	12,616	15,660	12,816	15,484	12,187	14,820	13,333	18,273	161,704	165,427	161,704	161,704	161,704	161,704	165,427
Check Average	\$9.22	\$9.50	\$9.83	\$9.82	\$9.85	\$9.71	\$9.85	\$9.87	\$9.82	\$9.04	\$9.04	\$9.04	\$9.10	\$9.04	\$9.04	\$9.04	\$9.04	\$9.10
Gross Sales	102,669	112,682	160,455	110,107	126,227	100,408	116,337	110,641	140,793	122,176	147,144	1,525,297	1,509,490	1,525,297	1,525,297	1,525,297	1,525,297	1,509,490
Net sales deductions	(1,759)	(7,591)	(5,192)	(5,728)	(6,534)	(5,667)	(5,340)	(5,943)	(3,333)	(3,404)	(4,099)	(59,371)	(49,595)	(59,371)	(59,371)	(59,371)	(59,371)	(49,595)
Net sales	100,910	105,092	155,264	104,379	119,693	94,741	110,970	104,697	137,460	118,772	143,045	1,465,926	1,459,895	1,465,926	1,465,926	1,465,926	1,465,926	1,459,895
Food cost	31,985	32,591	44,363	30,836	33,217	31,916	31,916	31,916	38,408	33,372	32,665	40,192	417,982	33,372	32,665	32,665	32,665	417,982
Food cost %	28.9%	27.6%	28.0%	28.0%	27.8%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%	27.3%
Labor cost	24,572	24,185	33,664	24,859	26,050	32,700	25,925	25,609	31,372	26,441	25,897	31,845	329,706	26,441	25,897	25,897	25,897	329,706
Labor cost per guest	\$2.19	\$2.04	\$2.04	\$1.96	\$2.04	\$2.66	\$2.11	\$1.75	\$2.11	\$1.88	\$1.42	\$1.75	\$1.96	\$2.11	\$1.88	\$1.42	\$1.42	\$1.96
Labor cost %	23.0%	21.5%	21.0%	22.6%	20.6%	21.7%	22.3%	22.0%	22.3%	22.3%	21.6%	21.6%	21.6%	22.3%	21.6%	21.6%	21.6%	21.6%
Net Margin	44,335	62,026	74,837	48,160	61,231	62,485	69,445	65,445	65,445	65,445	65,445	65,445	65,445	65,445	65,445	65,445	65,445	65,445
% of Gross sales	43.2%	48.2%	48.0%	44.7%	48.5%	48.0%	48.4%	48.2%	48.2%	48.3%	48.3%	48.3%	48.3%	48.3%	48.3%	48.3%	48.3%	48.3%
Advertising - Marketing Dept	1,104	1,042	1,525	1,497	1,528	917	1,132	1,425	1,769	1,235	1,543	15,851	12,274	1,235	1,543	1,543	1,543	12,274
Unit-level marketing	125	120	2,185	2,000	1,050	1,864	816	2,275	1,334	1,571	0	464	357	0	464	464	464	357
Building & security	2,079	2,389	2,612	2,332	2,287	2,287	2,287	2,287	2,287	2,287	2,287	2,287	2,287	2,287	2,287	2,287	2,287	2,287
General expense	2,069	2,602	2,752	2,638	2,965	2,965	2,965	2,965	2,965	2,965	2,965	2,965	2,965	2,965	2,965	2,965	2,965	2,965
Insurance	2,643	4,195	5,008	3,705	4,497	3,643	4,497	4,086	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545
Payroll taxes	4,225	4,195	5,008	3,705	4,497	3,643	4,497	4,086	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545	3,545
Repairs & maintenance	4,635	7,797	2,703	5,198	1,422	3,323	2,263	3,323	2,263	2,263	2,263	2,263	2,263	2,263	2,263	2,263	2,263	2,263
Supplies	4,737	3,762	4,809	5,685	4,827	5,333	4,165	4,319	3,756	4,483	4,483	4,483	4,483	4,483	4,483	4,483	4,483	4,483
Utilities	8,316	9,226	9,088	8,790	9,278	8,463	9,310	10,274	10,081	10,081	10,081	10,081	10,081	10,081	10,081	10,081	10,081	10,081
Other operating expenses	29,951	24,145	29,284	31,208	28,408	30,484	25,477	28,358	28,184	28,184	27,492	30,818	325,770	28,184	27,492	27,492	27,492	325,770
Unit-level profit	14,403	27,691	45,573	17,974	34,823	38,764	28,182	24,296	35,907	30,417	30,417	40,491	329,453	30,417	30,417	30,417	30,417	329,453
% of Gross sales	14.0%	24.7%	28.4%	16.3%	27.0%	28.0%	24.2%	21.9%	25.0%	24.9%	25.3%	27.5%	25.0%	24.9%	25.3%	25.3%	25.3%	25.0%
Management compensation	11,467	11,580	14,056	9,221	8,582	9,715	9,968	8,241	12,678	8,198	8,198	11,487	125,402	8,198	8,198	8,198	8,198	125,402
Occupancy charges	20,201	18,814	20,026	20,026	20,026	20,026	20,026	20,026	20,026	20,026	20,026	20,026	229,983	20,026	20,026	20,026	20,026	229,983
Unit-level GSA	520	204	55	55	130	130	130	415	369	108	108	138	2,154	108	108	108	108	2,154
Unit-level EBITDA	(17,766)	(2,717)	11,434	(11,328)	8,085	9,026	(2,227)	(2,434)	2,127	1,084	919	8,822	2,814	1,084	919	919	919	2,814
% of Gross sales	-17.3%	-2.4%	7.1%	-10.3%	4.9%	8.0%	-1.9%	-2.4%	1.6%	0.9%	0.6%	8.0%	0.2%	0.9%	0.6%	0.6%	0.6%	0.2%

Location: DAY	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total
Guest Count	11,923	13,554	16,821	12,119	12,256	15,110	13,006	13,772	17,357	13,113	17,011	169,994	167,533
Check Average	\$8.97	\$9.20	\$8.47	\$8.27	\$8.50	\$8.50	\$8.44	\$8.87	\$8.90	\$8.90	\$9.00	\$8.90	\$8.46
Gross Sales	103,407	124,666	160,182	112,403	110,393	144,513	124,616	123,005	141,607	117,031	122,787	152,992	1,554,193
Net sales	101,743	120,895	153,314	107,878	119,554	138,899	120,827	119,358	137,138	114,341	119,845	149,478	1,485,275
Food cost	29,880	38,464	43,873	31,934	38,466	33,073	34,584	39,745	31,663	33,315	41,393	425,854	427,298
Food Cost %	28.9%	30.9%	27.4%	27.1%	28.9%	26.9%	28.9%	28.1%	27.1%	27.1%	27.1%	27.6%	27.6%
Labor cost	26,318	26,342	34,029	26,613	26,518	33,541	27,664	29,055	33,826	26,595	27,898	34,787	357,276
Labor Cost %	25.5%	21.1%	21.2%	22.8%	22.2%	22.2%	22.2%	22.9%	22.7%	22.7%	22.7%	22.9%	22.9%
Net Margin	44.0%	44.8%	44.0%	48.4%	48.4%	48.4%	48.2%	44.9%	44.9%	47.9%	47.9%	48.1%	48.1%
% of Gross sales	44.0%	44.8%	44.0%	48.4%	48.4%	48.4%	48.2%	44.9%	44.9%	47.9%	47.9%	48.1%	48.1%
Advertising - Marketing Dept	1,091	1,011	4,142	4,584	4,026	4,254	3,233	6,266	3,805	3,805	4,756	45,466	34,866
Building & security	665	632	359	723	528	782	1,530	550	550	550	688	159	122
General expense	1,757	1,856	2,492	2,809	2,989	3,233	2,004	2,778	2,778	2,778	2,848	15	122
Insurance	2,731	2,689	2,842	2,725	2,872	3,062	3,310	4,067	4,067	4,067	4,217	136	136
Payroll taxes	5,340	5,362	5,870	4,300	4,050	4,238	3,310	4,603	4,603	4,603	4,603	4,603	4,603
Repairs & maintenance	2,000	965	1,181	2,653	1,623	3,817	3,817	4,668	4,668	4,668	4,668	4,668	4,668
Supplies	4,444	4,668	5,549	5,067	4,387	4,668	5,175	5,175	5,175	5,175	5,175	5,175	5,175
Utilities	7,566	9,400	8,569	9,602	8,458	8,302	9,199	10,955	10,955	10,955	10,955	10,955	10,955
Other operating expenses	25,614	26,595	31,010	32,878	28,504	30,224	35,800	28,237	28,237	28,237	34,024	360,538	344,088
Unit-level profit	18,931	29,185	44,403	17,822	22,890	42,841	31,666	25,808	27,765	24,981	28,565	355,498	357,022
% of Gross sales	18.9%	23.4%	27.7%	18.9%	20.6%	28.9%	25.3%	20.6%	19.6%	21.4%	24.1%	25.7%	25.0%
Management compensation	12,242	10,952	10,523	7,688	7,796	9,583	9,064	13,862	8,752	8,752	10,940	122,386	131,787
Occupancy charges	11,985	12,226	15,265	7,571	14,240	17,123	10,300	12,235	12,890	12,890	12,890	153,458	153,458
Unit-level G&A	168	1,939	1,356	1,564	1,356	1,356	255	2,634	363	363	454	8,278	8,370
Unit-level EBITDA	(4,463)	3,076	17,450	898	418	18,000	11,947	1,287	(966)	2,866	7,580	16,009	105,387
% of Gross sales	-4.3%	2.5%	10.9%	0.9%	0.4%	11.1%	8.6%	1.0%	-0.7%	2.6%	6.2%	8.8%	6.6%

Location: FTLW	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	Total	2012
Guest Count	14,408	16,453	20,166	14,287	14,459	18,968	13,905	14,508	17,998	13,432	14,320	17,499	190,435	88,858
Check Averages	88.51	88.70	88.70	88.70	88.70	88.70	88.70	88.70	88.70	88.70	88.70	88.70	88.70	88.85
Gross Sales	137,053	150,296	195,433	149,577	147,128	191,742	140,163	145,820	175,430	131,828	140,430	171,483	1,878,214	1,079,214
Net sales deductions	(12,021)	(3,806)	(5,778)	(4,328)	(4,605)	(5,140)	(4,168)	(4,821)	(4,821)	(2,111)	(2,251)	(2,750)	(28,009)	(39,403)
Net sales	125,032	146,490	189,655	145,249	142,523	186,602	135,995	141,000	170,609	129,717	138,180	168,733	1,850,205	1,039,811
Food cost %	41.26%	45.26%	45.48%	43.82%	43.26%	43.26%	39.15%	41.03%	50.46%	37.27%	39.73%	48.50%	537.184	537.184
Labor cost %	30.1%	30.1%	28.4%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%	28.0%
Labor cost per guest	32.106	33.838	32.966	34.238	34.238	34.238	34.238	34.238	34.238	34.238	34.238	34.238	34.238	34.238
Net Margin %	22.4%	22.5%	22.0%	22.6%	22.3%	22.2%	22.8%	22.3%	22.8%	22.8%	22.8%	22.8%	22.8%	22.8%
% of Gross sales	61.87%	67.417%	68.015%	68.015%	68.015%	68.015%	68.015%	68.015%	68.015%	68.015%	68.015%	68.015%	68.015%	68.015%
Advertising - Marketing Dept	2,349	2,089	1,584	4,881	7,087	1,136	4,413	4,661	4,552	3,656	4,570	4,570	45,233	45,233
Building & security	1,890	2,063	1,308	2,329	3,077	1,362	1,466	2,003	2,113	1,801	2,251	2,251	23,516	23,516
Insurance	1,923	2,062	2,136	2,114	2,114	2,114	2,114	2,114	2,114	2,114	2,114	2,114	22,986	22,986
Payroll taxes	3,385	7,599	7,599	7,599	7,599	7,599	7,599	7,599	7,599	7,599	7,599	7,599	73,650	73,650
Repairs & maintenance	5,513	5,240	9,379	4,951	4,951	4,951	4,951	4,951	4,951	4,951	4,951	4,951	48,000	48,000
Supplies	10,385	14,153	9,649	9,649	9,649	9,649	9,649	9,649	9,649	9,649	9,649	9,649	93,600	93,600
Utilities	10,385	14,153	9,649	9,649	9,649	9,649	9,649	9,649	9,649	9,649	9,649	9,649	93,600	93,600
Other operating expenses	34,857	44,022	44,149	38,444	42,259	44,185	38,444	38,444	38,444	38,444	38,444	38,444	432,818	432,818
Unit-level profit	27,010	23,384	24,142	30,972	22,191	24,336	24,336	24,336	24,336	24,336	24,336	24,336	24,336	24,336
% of Gross sales	19.7%	15.6%	12.4%	16.4%	15.1%	12.8%	17.9%	17.9%	17.9%	17.9%	17.9%	17.9%	17.9%	17.9%
Management compensation	12,307	12,805	12,805	12,805	12,805	12,805	12,805	12,805	12,805	12,805	12,805	12,805	12,805	12,805
Occupancy charges	14,378	14,285	14,285	14,285	14,285	14,285	14,285	14,285	14,285	14,285	14,285	14,285	14,285	14,285
Unit-level G&A	242	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058	1,058
Unit-level EBITDA	83	(5,394)	(5,394)	18,387	3,234	(6,435)	(1,036)	6,412	6,412	(2,272)	6,368	7,808	40,653	40,653
% of Gross sales	0.1%	-3.6%	-3.6%	0.4%	2.2%	-4.3%	-0.7%	0.3%	0.3%	-1.7%	0.8%	4.6%	2.2%	2.2%

Location	JUL-10	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	2	3	4	5
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13				FY14	FY15	FY16	FY17
Guest Count	0.271	1.891													10,982				
Guest Average	\$0.34	\$0.271													\$9.40	\$0.00	\$0.00	\$0.00	\$0.00
Gross Sales	\$6,089	13,824	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	103,079				
Net sales deductions	\$6,427	16,383													(2,289)				
Food cost	26.110	6.751	(1.81)												32,691				
Food Cost %	30.1%	41.2%													31.7%	31.7%	31.7%	31.7%	31.7%
Labor cost	22.982	8.314													31,306				
Labor Cost per Guest																			
Labor Cost %	28.5%	50.7%													30.4%	30.4%	30.4%	30.4%	30.4%
Net Margin	34.325	1.308	1.81												35,814				
% of Gross sales	40.8%	8.0%													35.7%				
Advertising - Marketing Dept	1.104	2.244	1.374	1.323											6,044				
Unit-level marketing	239	275													603				
Building & security	1.321	265													1,006				
General expense	1.891	485	478	28											2,747				
Insurance	3.233	3.183													6,417				
Payroll taxes	4.961	2.140													7,101				
Repairs & maintenance	1.056	2.271													1,328				
Supplies	3.578	1.331	246	308											3,524				
Utilities	3.113	3.588													15,644				
Other operating expenses	27.020	11,870	6,438	1,688											48,015				
Unit-level profit	6.304	(10,462)	(6,246)	(1,688)											(8,251)				
% of Gross sales	8.6%	-64.4%													-8.0%				
Management compensation	11.445	4.816													18,281				
Occupancy charges	4.069	51													12,138				
Unit-level G&A															54				
Unit-level EBITDA	(8,209)	(21,488)	(6,246)	(1,681)											(37,054)				
% of Gross sales	-10.6%	-151.6%													-36.5%				

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Location: J008	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	14	15	16	17
	Jan13	Feb13	Mar13	Apr13	May13	Jun13	Jul13	Aug13	Sep13	Oct13	Nov13	Dec13			FT14	FT15	FT16	FT17
Guest Count	13,975	13,169	19,484	18,904	14,777	18,562	14,748	18,083	16,831	18,391	17,245	16,931	201,516	207,215	209,135	210,707	211,002	
Guest Average	30.40	30.00	30.04	30.21	30.13	30.21	30.02	30.03	30.00	30.04	30.04	30.04	\$8.92	\$9.24	\$9.32	\$9.44	\$9.51	
Gross Sales	118,096	133,672	173,871	136,448	134,865	170,922	133,035	136,129	164,547	162,649	152,692	176,272	1,790,186	1,917,261	1,949,771	1,989,206	2,091,518	
Net Sales Deductions	(13,076)	(15,041)	(6,889)	(3,188)	(3,170)	(5,984)	(4,450)	(4,595)	(5,445)	(3,889)	(3,648)	(4,211)	(57,803)	(55,398)	(56,303)	(57,474)	(59,271)	
Net Sales	115,019	118,631	166,982	133,260	128,695	164,937	128,585	131,534	159,101	158,763	149,044	172,061	1,732,383	1,861,863	1,893,468	1,931,731	2,032,247	
Food cost	37,002	39,133	51,757	39,552	38,799	47,750	37,343	39,552	48,135	48,542	43,893	50,441	519,700	554,145	563,217	574,932	592,912	
Food Cost %	31.3%	33.3%	28.4%	28.4%	28.6%	27.8%	28.1%	28.1%	28.3%	28.6%	28.6%	28.6%	28.9%	28.9%	28.9%	28.9%	28.9%	
Labor cost	29,143	30,450	38,094	30,456	30,456	36,955	30,232	30,507	36,689	36,000	33,815	38,037	404,312	431,110	438,168	447,281	461,289	
Labor Cost %	25.3%	25.7%	22.7%	22.9%	23.6%	22.4%	23.3%	23.3%	22.9%	22.7%	22.7%	22.1%	23.3%	23.1%	23.1%	23.1%	22.7%	
Net Margin	48,874	59,048	78,131	64,272	60,442	80,234	60,851	61,476	74,277	76,201	71,530	82,583	816,584	879,751	891,084	909,618	943,065	
% of Gross sales	41.4%	44.2%	45.0%	46.1%	46.3%	48.6%	46.5%	45.2%	43.9%	46.8%	46.8%	46.8%	47.5%	47.1%	47.1%	47.1%	47.1%	
Advertising - Marketing Dept	1,104	1,021	1,584	1,629	1,528	904	1,592	1,582	2,094	1,357	1,357	1,698	17,447	18,575	14,917	13,428	13,428	
Uniflex marketing	289	317	469	414	331	458	425	421	559	387	387	484	4,822	4,978	4,208	3,787	3,787	
Building & security	913	1,162	2,394	1,973	2,417	968	1,870	1,004	1,164	1,639	1,639	2,049	18,643	18,643	18,643	18,643	18,643	
General expenses	2,985	2,949	3,113	2,984	3,145	3,353	2,972	3,639	3,624	3,047	3,047	3,047	37,918	39,485	39,062	38,648	40,243	
Insurance	5,037	5,817	6,595	5,271	5,295	6,193	4,734	4,014	4,821	5,365	5,115	6,027	64,134	67,037	68,310	69,818	71,889	
Payroll taxes	3,734	2,005	6,625	4,087	5,454	6,832	3,723	1,950	4,321	4,062	4,862	5,827	55,504	56,338	50,702	60,725	50,702	
Repairs & maintenance	4,735	7,126	6,500	4,947	6,524	6,967	5,967	6,674	8,085	4,985	4,885	6,231	67,139	67,139	67,139	67,139	67,139	
Supplies	11,367	3,492	3,942	9,807	13,711	14,785	14,865	16,257	17,859	14,865	14,865	8,231	154,715	154,715	154,715	154,715	154,715	
Other operating expenses	33,331	32,582	30,917	33,345	38,487	43,215	37,828	41,190	41,885	42,072	40,027	37,885	453,785	487,723	494,420	493,034	483,080	
Uniflex profit	15,443	28,456	48,234	30,727	20,408	38,599	23,133	20,286	34,329	34,129	31,659	44,698	382,798	409,008	436,644	454,534	471,688	
% of Gross sales	13.2%	19.8%	27.4%	22.0%	16.3%	23.0%	17.4%	14.9%	18.0%	21.0%	20.5%	25.4%	22.0%	21.9%	22.4%	23.0%	23.2%	
Management compensation	9,758	10,580	19,318	9,866	10,171	13,040	10,294	10,317	58,145	11,201	11,201	14,001	187,704	187,704	182,398	187,206	202,138	
Occupancy charges	13,750	12,553	12,639	12,859	13,761	13,040	13,553	13,553	12,579	12,579	12,579	12,579	153,372	153,372	153,372	153,372	153,372	
Uniflex G&A	228	1,554	1,25	1,929	1,25	481	1,565	1,565	448	448	448	560	7,711	7,328	6,593	5,934	5,934	
Uniflex EBITDA	(8,394)	1,653	15,331	6,273	(2,660)	24,339	(11,580)	(3,710)	(42,871)	8,901	7,281	17,588	14,011	60,006	64,332	68,022	113,543	
% of Gross sales	-6.9%	1.2%	8.7%	4.5%	-2.0%	14.2%	-8.8%	-2.7%	-28.1%	6.1%	4.0%	10.0%	0.8%	3.2%	3.4%	3.5%	5.5%	

Location: HIAFL	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	2	3	4	5
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			FT14	FT15	FT16	FT17
Guest Count	11,438	12,555	12,557	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	28,431				
Cheek Average	\$9,128	\$10,821	\$10,821	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Gross Sales	43,28%	43,76%	10,00%	-0,02%	0,00%	0,00%	0,00%	0,00%	0,00%	0,00%	0,00%	0,00%	0,00%	284,747				
Net Sales Deductions	113,398	124,718	26,088	(35)										(5,666)				
Net Sales	114,884	121,135	25,607	(428)										281,081				
Food Cost	34,127	36,121	8,936											79,084				
Food Cost %	29,6%	29,0%	33,1%	0,0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	28,6%	29,6%	29,6%	29,6%	29,6%
Labor Cost	30,421	30,753	11,263											72,387				
Labor Cost per Guest																		
Labor Cost %	26,4%	24,6%	42,2%	0,0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	27,1%	27,1%	27,1%	27,1%	27,1%
Net Margin	60,018	64,311	5,708	(428)										109,910				
% of Gross Sales	43,3%	43,5%	21,4%	771,9%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	41,1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Advertising - Marketing Dept	1,104	2,689	1,374	1,323										6,488				
Unlabeled Marketing	152	621	2											686				
Building & Security	2,157	3,059	1,068											6,888				
General Expenses	2,127	2,222	3,504	(21)										4,831				
Insurance	3,448	3,581	3,375	2,428										13,848				
Payroll Taxes	6,180	5,985	2,375											14,573				
Repairs & maintenance	2,057	4,620	1,540											8,480				
Supplies	4,914	4,141	849											9,914				
Utilities	12,901	11,127	4,913	22										28,963				
Other operating expenses	34,963	38,744	16,189	4,801										94,687				
Unlabeled Profit	18,032	15,657	(10,451)	(6,328)										14,843				
% of Gross Sales	13,0%	12,5%	-29,2%	890,2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	5,0%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
Management competition	10,607	10,566	9,355											29,428				
Occupancy charges	24,627	24,627	19,500											68,753				
Unlabeled G&A	228	1,846	25	1,454										3,352				
Unlabeled EBITDA	(20,410)	(21,471)	(38,231)	(6,678)										(84,791)				
% of Gross Sales	-17,7%	-17,2%	-143,2%	1214,1%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	-27,2%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!

Location: MIARR	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	2	3	4	5
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			FY'14	FY'15	FY'16	FY'17
Guest Count	12,370	13,500	18,585	13,771	14,094	18,701	12,819	13,480	14,485	11,702	12,491	14,889	168,688	156,103				
Check Average	\$10.16	\$10.51	\$10.93	\$10.41	\$10.60	\$10.61	\$10.64	\$10.62	\$10.60	\$10.38	\$10.38	\$10.38	\$10.53	\$10.79				
Gross Sales	125,833	141,871	203,107	143,304	149,386	177,157	136,343	143,197	153,489	121,462	129,080	152,487	1,777,078	1,683,821				
Net sales deductions	(760)	(3,709)	(6,149)	(4,443)	(5,060)	(5,404)	(4,107)	(4,101)	(4,649)	(1,848)	(1,972)	(2,319)	(44,520)	(34,032)				
Net sales	124,873	138,162	196,958	138,862	144,326	171,753	132,236	139,096	148,840	119,614	127,687	150,168	1,732,558	1,649,789				
Food cost	39,204	44,065	58,375	41,611	43,531	52,443	39,642	40,444	46,369	35,201	37,577	44,187	522,651	495,224				
Food Cost %	31.2%	31.1%	28.7%	29.0%	29.1%	29.6%	29.1%	28.2%	30.2%	29.0%	29.0%	29.0%	29.4%	29.4%				
Labor cost	30,975	31,373	42,879	33,641	33,757	41,430	32,082	34,657	42,415	27,933	29,818	35,063	416,624	394,761				
Labor Cost per Guest																		
Labor Cost %	24.7%	22.1%	21.1%	23.5%	22.6%	23.4%	24.0%	24.2%	27.6%	23.0%	23.0%	23.0%	23.4%	23.4%				
Net Margin	54,894	62,723	95,704	63,609	67,038	77,880	59,912	63,995	60,057	56,480	60,292	70,888	793,281	759,805				
% of Gross sales	43.5%	44.2%	47.1%	44.4%	44.9%	44.0%	43.9%	44.7%	39.1%	48.5%	48.5%	48.5%	44.6%	46.1%				
Advertising - Marketing Dept	1,104	2,689	1,584	4,881	7,087	904	4,171	4,361	4,307	3,537	3,537	4,421	42,583	40,454				
Unit-level marketing	5	23	8	4	6	23			1	6	6	8	90	86				
Building & security	2,733	2,733	4,503	1,403	4,925	6,829	3,623	3,660	3,448	3,837	3,837	4,797	48,327	48,327				
General expense	1,670	2,023	2,427	2,171	2,103	2,182	1,797	1,983	2,548	1,948	1,948	2,435	25,237	25,237				
Insurance	3,445	3,393	3,574	3,425	3,610	3,650	3,412	4,177	4,161	3,501	3,501	3,501	43,551	44,204				
Payroll taxes	8,133	6,285	7,472	5,882	5,692	5,944	4,393	4,605	5,435	4,484	4,885	5,597	66,388	63,750				
Repairs & maintenance	1,697	5,911	6,557	3,491	3,543	4,422	3,880	6,412	5,908	4,355	4,355	5,443	55,973	56,813				
Supplies	5,154	6,397	5,209	5,091	4,228	7,082	5,772	3,656	6,640	4,775	4,775	5,969	64,747	64,747				
Utilities	12,120	10,465	2,824	11,601	12,054	10,579	12,872	10,459	11,674	9,428	7,458	10,181	121,735	115,919				
Other operating expenses	34,062	39,718	34,158	37,949	43,268	41,814	39,921	39,324	44,123	35,651	34,103	42,351	468,629	457,536				
Unit-level profit	20,632	23,004	61,848	25,660	23,780	38,068	19,991	24,671	16,934	20,629	26,190	28,547	328,662	302,268				
% of Gross sales	16.4%	16.2%	30.3%	17.9%	15.9%	20.4%	14.7%	17.2%	10.4%	17.0%	20.2%	18.7%	18.4%	18.0%				
Management compensation	11,173	11,132	13,738	11,812	10,500	9,104	9,128	11,072	13,603	10,054	10,054	12,568	133,938	133,938				
Occupancy charges	22,856	22,856	22,856	22,856	22,856	22,856	22,856	22,856	22,856	22,856	22,856	22,856	274,268	274,268				
Unit-level G&A	215	1,936	115	1,544	115	115	295	505	3,036	414	414	517	9,220	8,759				
Unit-level EBITDA	(13,811)	(12,918)	24,830	(10,851)	(9,691)	3,992	(12,287)	(9,781)	(23,561)	(12,694)	(7,134)	(7,394)	(90,772)	(114,898)				
% of Gross sales	-10.6%	-9.1%	12.2%	-7.4%	-6.5%	2.3%	-9.0%	-6.6%	-15.4%	-10.5%	-5.5%	-4.8%	-5.1%	-6.6%				

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Location: TPOHM	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	2	3	4	5
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			Jan-14	Feb-14	Mar-14	Apr-14
Guest Count	12,242	13,233	12,351	13,366	12,418	16,478	12,243	12,744	12,333	14,700	14,331	17,028	174,085		176,518	170,330	170,724	177,407
Guest Average	18.01	18.31	18.20	18.41	18.41	18.59	18.44	18.41	18.41	18.53	18.53	18.53	18.41	18.41	18.53	18.53	18.53	18.53
Guest Rate	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046	1,046
Net sales deductions	114,133	121,851	107,541	123,571	124,518	153,241	114,404	116,727	137,857	132,035	136,634	159,415	1,601,782		1,672,607	1,688,466	1,712,334	1,749,409
Food Cost %	34.14%	35.31%	47.50%	34.59%	35.40%	42.63%	32.57%	32.53%	40.50%	36.054	37.004	44.207	454,104		472,517	477,260	483,081	483,931
Labor Cost %	28.5%	28.2%	27.4%	27.0%	27.4%	27.0%	27.6%	27.1%	28.5%	27.3%	27.3%	27.3%	418,708		436,620	441,223	447,325	456,618
Labor Cost per Guest	28.445	30.349	39.979	32.028	32.307	47.660	31.591	38.834	34.207	35.374	41.313	47.678	456,618		436,620	441,223	447,325	456,618
Net Margin %	25.4%	24.3%	21.1%	25.7%	25.0%	28.2%	28.8%	27.4%	27.4%	25.5%	25.5%	25.5%	25.5%		25.5%	25.5%	25.5%	25.5%
% of Gross sales	60.4%	55.8%	44.8%	54.3%	54.7%	61.6%	50.27%	52.0%	54.6%	61.7%	61.2%	71.8%	727,881		763,370	770,944	781,527	787,581
Advertising - Marketing Dept	1,104	1,258	1,712	1,028	1,946	904	1,392	1,582	1,773	1,410	1,410	1,762	17,881		18,887	15,289	13,700	13,700
Utilities	3,801	3,889	2,713	4,27	2,51	678	324	546	347	385	385	481	4,888		4,623	4,161	3,745	3,745
Buildings & security	3,682	3,322	2,062	2,832	2,832	2,832	2,832	2,832	2,832	2,832	2,832	2,832	28,322		28,322	28,322	28,322	28,322
General expenses	3,096	3,218	2,868	2,868	2,868	3,119	3,647	2,873	2,234	2,873	2,873	3,342	33,279		33,279	29,951	26,945	26,945
Insurance	5,905	5,905	5,905	5,905	5,905	5,905	5,905	5,905	5,905	5,905	5,905	5,905	59,050		59,050	59,050	59,050	59,050
Payroll taxes	3,216	3,216	3,216	3,216	3,216	3,216	3,216	3,216	3,216	3,216	3,216	3,216	32,160		32,160	32,160	32,160	32,160
Repairs & maintenance	3,613	4,246	6,398	4,246	4,246	4,246	4,246	4,246	4,246	4,246	4,246	4,246	42,460		42,460	42,460	42,460	42,460
Supplies	9,823	9,823	9,823	9,823	9,823	9,823	9,823	9,823	9,823	9,823	9,823	9,823	98,230		98,230	98,230	98,230	98,230
Other operating expenses	30,958	30,458	37,450	31,603	31,603	31,603	31,603	31,603	31,603	31,603	31,603	31,603	316,030		316,030	316,030	316,030	316,030
Unlabeled Profit	18,651	22,438	43,131	24,530	25,038	33,031	16,397	16,397	16,397	28,073	31,632	36,000	377,233		345,137	365,425	377,444	384,792
% of Gross sales	16.0%	20.4%	24.3%	18.3%	18.4%	21.3%	13.4%	12.8%	13.4%	19.4%	22.0%	20.7%	21.7%		20.2%	21.1%	21.5%	21.7%
Management compensation	12,906	14,813	17,272	13,139	13,278	16,478	13,635	12,484	15,652	13,273	13,273	16,591	172,884		172,884	177,208	181,741	186,285
Occupancy charges	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	2,400	24,000		24,000	24,000	24,000	24,000
Unlabeled GSA	146	1,454	25	1,454	25	146	146	25	1,465	261	261	327	3,613		3,332	4,799	4,319	4,319
Unlabeled EBITDA	4,001	6,723	22,438	7,433	8,335	14,697	197	682	80	16,138	16,538	17,482	188,609		137,323	144,320	162,406	168,191
% of Gross sales	3.0%	5.4%	12.0%	6.0%	7.2%	9.3%	0.2%	0.7%	0.0%	10.1%	11.4%	10.6%	13.7%		8.1%	8.5%	9.3%	9.5%

Location: JAXRR	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	2	3	4	5
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			FT14	FT15	FT16	FT17
Guest Count	24,012	28,530	38,832	29,328	29,248	31,863	25,000	28,682	31,283	27,138	25,241	25,681	331,418	308,948	294,180	294,180	298,681	
Check Average	\$8.82	\$8.74	\$8.70	\$8.44	\$8.44	\$8.80	\$8.48	\$8.14	\$8.08	\$8.88	\$8.68	\$8.68	\$8.78	\$8.78	\$8.78	\$8.78	\$8.78	
Gross Sales	204,500	231,788	338,029	282,118	282,708	302,118	220,512	233,822	282,997	198,608	174,818	219,205	2,900,633	2,480,768	2,578,482	2,578,568	2,594,163	
Net sales deductions	(6,112)	(7,137)	(15,264)	(10,370)	(10,569)	(13,089)	(7,541)	(9,583)	(10,023)	(4,871)	(4,558)	(5,727)	(105,023)	2,187,149	2,080,223	2,080,223	2,080,223	
Net sales	198,058	224,550	322,765	271,748	272,139	289,029	212,971	224,239	272,974	193,737	170,260	213,478	2,795,610	2,293,619	2,498,259	2,498,345	2,513,940	
Food cost	55,733	61,068	84,308	62,584	62,584	75,578	59,582	59,582	72,816	46,790	43,782	55,018	736,660	680,824	694,890	695,131	699,630	
Food Cost %	27.34	26.34	24.04	21.74	21.74	23.64	23.64	23.64	23.64	23.14	23.14	23.14	23.64	23.64	23.64	23.64	23.64	
Labor cost	38,337	39,609	54,311	43,088	42,548	54,328	41,589	41,589	52,580	32,386	30,257	38,022	508,888	470,409	452,482	452,956	455,212	
Labor Cost per Guest	1.59	1.37	1.39	1.47	1.45	1.72	1.54	1.47	1.74	1.19	1.13	1.48	18.41	15.74	14.82	14.82	14.82	
Labor Cost %	18.74	17.14	16.14	15.04	15.04	18.84	18.84	18.84	18.84	17.34	17.34	17.34	17.34	17.34	17.34	17.34	17.34	
Net Margin	105,018	123,872	164,145	132,477	132,477	132,477	115,092	122,588	148,659	102,517	84,521	120,537	1,458,941	1,442,118	1,390,947	1,391,543	1,399,400	
% of Gross sales	51.44	53.54	54.54	54.24	54.24	54.14	52.74	52.74	52.74	52.04	50.04	55.04	50.34	58.74	55.74	55.74	55.74	
Advertising - Marketing Dept	1,104	3,540	4,855	5,341	5,014	4,102	2,851	5,401	6,300	4,211	4,211	5,284	52,006	49,408	44,485	40,010	40,010	
Unit-level marketing	128	155	2	2	139					32	32	37	28,454	28,454	28,454	28,454	28,454	
Building & security	2,082	2,756	2,772	2,772	1,720	2,867	3,271	1,538	2,431	2,172	2,172	2,715	27	28,454	28,454	28,454	28,454	
General expense	2,763	4,308	3,938	3,704	4,661	4,662	4,422	4,422	4,422	3,891	3,891	4,884	46,171	48,171	44,253	39,628	39,628	
Insurance	3,710	3,633	3,884	3,884	3,884	4,141	3,871	4,489	4,716	3,787	3,787	4,533	46,887	47,561	48,274	48,999	49,733	
Payroll taxes	5,408	5,593	6,184	5,526	5,526	5,526	6,349	6,349	6,349	4,527	4,527	5,435	68,857	63,247	62,048	62,559	63,303	
Repairs & maintenance	1,500	2,666	5,138	7,880	5,637	7,880	7,880	7,880	7,880	8,423	8,423	8,423	107,741	107,741	107,741	107,741	107,741	
Supplies	7,641	7,675	11,321	7,880	8,008	11,321	11,995	7,419	8,282	10,783	10,783	8,012	123,913	119,741	110,734	110,734	111,407	
Utilities	11,488	10,292	10,504	11,312	10,107	9,932	12,207	12,207	12,207	10,783	10,783	8,012	123,913	119,741	110,734	110,734	111,407	
Other Operating expenses	33,632	40,572	49,445	43,160	44,433	47,278	43,688	44,087	47,787	41,053	39,750	46,473	523,658	510,284	479,785	472,167	472,167	
Unit-level Profit	68,188	83,400	134,700	94,187	92,272	111,643	71,524	78,871	98,242	61,428	56,140	74,062	1,028,084	933,634	911,440	910,377	924,738	
% of Gross sales	33.84	36.04	39.04	37.74	36.94	37.04	32.24	33.74	36.84	32.84	32.24	33.64	35.44	38.04	35.74	35.74	35.74	
Management compensation	13,870	14,412	17,727	14,332	14,683	20,412	19,872	18,104	20,540	16,051	16,051	20,064	205,422	205,422	210,558	215,822	221,217	
Occupancy charges	12,459	12,459	12,459	12,459	12,459	12,459	12,459	12,459	12,459	11,533	11,533	11,533	141,716	141,716	141,716	141,716	141,716	
Unit-level GFA	1,254	210	937	240	225	(3,772)	273	192	30	(358)	(358)	(424)	(1,812)	(1,722)	(1,550)	(1,386)	(1,386)	
Unit-level EBITDA	41,602	88,318	103,877	87,165	84,908	83,240	39,338	83,299	84,433	34,481	29,733	42,766	630,758	600,438	590,435	633,234	653,597	
% of Gross sales	20.34	24.34	30.74	28.64	28.74	27.44	17.04	22.74	23.44	16.34	16.64	18.54	23.54	22.04	21.74	21.64	21.74	

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Location: JAX55	1	2	3	4	5	6	7	8	9	10	11	12	13	Total	2	3	4	5
	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13			FT-14	FT-15	FT-16	FT-17
Guest Count	33,921	38,474	52,318	41,944	41,720	52,118	40,238	40,715	42,060	39,682	38,504	41,687	578,324	630,878	631,317	631,157	632,087	632,087
Guest Average	88.40	88.70	88.03	88.70	88.00	88.00	88.00	88.00	88.00	88.00	88.00	88.00	88.00	88.00	88.00	88.00	88.11	88.22
Gross Sales	6,634	7,624	10,609	8,636	8,056	8,276	10,356	7,839	7,839	7,506	7,506	7,506	4,978,037	4,978,037	4,978,037	4,978,037	4,978,037	4,978,037
Gross Sales	303,721	347,609	493,138	368,338	375,356	473,079	357,443	360,268	418,403	342,415	330,492	396,783	4,967,333	4,978,037	4,978,037	4,978,037	4,978,037	4,978,037
Net sales deductions	(4,450)	(9,208)	(12,415)	(16,457)	(11,782)	(16,457)	(9,813)	(9,167)	(10,825)	(6,139)	(5,825)	(7,113)	(4,967,333)	4,978,037	4,978,037	4,978,037	4,978,037	4,978,037
Net sales	299,264	338,401	480,723	351,881	363,569	456,622	347,630	351,101	407,578	336,276	324,667	389,670	4,972,704	4,978,037	4,978,037	4,978,037	4,978,037	4,978,037
Food cost	84,981	99,475	119,767	90,850	91,174	115,225	87,128	89,408	105,318	83,734	80,818	87,030	1,135,009	1,162,771	1,169,868	1,180,199	1,195,336	1,195,336
Food Cost %	28.0%	28.0%	24.3%	24.3%	24.3%	24.4%	24.4%	24.6%	25.2%	24.5%	24.5%	24.5%	24.9%	24.9%	24.9%	24.9%	24.9%	24.9%
Labor cost	52,587	53,653	70,680	57,580	57,580	57,580	57,895	57,895	57,895	57,895	57,895	57,895	728,366	728,366	728,366	728,366	728,366	728,366
Labor Cost Per Guest	1.56	1.39	1.34	1.37	1.37	1.10	1.41	1.37	1.37	1.46	1.48	1.41	1.83	1.83	1.83	1.83	1.83	1.83
Labor Cost %	17.3%	15.5%	14.2%	14.2%	15.6%	15.4%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%	15.6%
Net Margin	161,608	183,272	220,154	207,410	214,403	207,410	202,702	202,702	202,702	198,483	192,443	231,163	2,693,274	2,693,274	2,693,274	2,693,274	2,693,274	2,693,274
% of Gross sales	53.2%	56.1%	59.2%	58.2%	57.1%	57.1%	56.3%	56.3%	56.3%	56.3%	56.3%	56.3%	56.3%	56.3%	56.3%	56.3%	56.3%	56.3%
Advertising - Marketing Dept	1,104	3,540	4,865	5,486	4,759	3,847	2,395	5,146	6,044	4,078	4,078	4,078	5,098	50,450	47,827	43,135	38,821	38,821
Building & security	3,881	4,609	5,597	4,521	4,628	6,156	5,036	4,806	4,602	4,078	4,078	4,078	5,098	50,450	47,827	43,135	38,821	38,821
General expense	4,418	4,278	5,586	5,586	5,586	5,586	5,586	5,586	5,586	5,586	5,586	5,586	5,586	50,450	47,827	43,135	38,821	38,821
Insurance	3,954	3,893	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	3,924	50,450	47,827	43,135	38,821	38,821
Payroll taxes	7,524	7,728	8,366	8,366	8,366	8,366	8,366	8,366	8,366	8,366	8,366	8,366	8,366	50,450	47,827	43,135	38,821	38,821
Repairs & maintenance	3,531	3,735	5,084	8,159	8,159	8,159	8,159	8,159	8,159	8,159	8,159	8,159	8,159	50,450	47,827	43,135	38,821	38,821
Supplies	11,119	12,606	16,391	14,308	14,308	14,308	14,308	14,308	14,308	14,308	14,308	14,308	14,308	50,450	47,827	43,135	38,821	38,821
Utilities	10,220	9,884	9,601	9,601	9,601	9,601	9,601	9,601	9,601	9,601	9,601	9,601	9,601	50,450	47,827	43,135	38,821	38,821
Other operating expenses	48,740	50,308	62,458	67,108	67,108	69,742	69,742	69,742	69,742	69,742	69,742	69,742	69,742	50,450	47,827	43,135	38,821	38,821
Unit-level profit	118,956	144,968	223,346	180,304	180,304	202,702	202,702	202,702	202,702	202,702	202,702	202,702	2,693,274	2,693,274	2,693,274	2,693,274	2,693,274	2,693,274
% of Gross sales	38.2%	41.7%	45.0%	40.0%	40.0%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%	42.7%
Management compensation	21,218	18,506	26,053	20,735	19,105	24,654	22,466	23,887	25,573	20,043	20,043	20,043	26,179	289,487	279,234	283,140	289,218	289,218
Occupancy charges	17,126	14,166	16,071	15,652	22,312	15,652	15,652	17,780	7,277	14,407	14,407	14,407	168,243	168,243	168,243	168,243	168,243	168,243
Unit-level GAA	1,178	360	833	387	380	446	529	442	535	465	465	465	561	6,601	5,644	5,079	5,079	5,079
Unit-level EBITDA	78,426	111,832	198,057	113,640	118,448	161,447	161,447	161,447	161,447	161,447	161,447	161,447	1,488,434	1,488,434	1,488,434	1,488,434	1,488,434	1,488,434
% of Gross sales	26.2%	32.2%	40.2%	20.5%	20.8%	31.6%	30.5%	28.7%	30.5%	31.8%	31.4%	32.4%	32.1%	32.0%	32.0%	32.0%	32.0%	32.0%

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Location: JM	Jan-14	Feb-14	Mar-14	Apr-14	May-14	Jun-14	Jul-14	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Total
Guest Count	17,765	14,234	16,087	14,079	13,289	16,753	12,149	13,112	16,755	12,509	11,188	13,269	170,453
Check Average	\$8.77	\$8.77	\$8.03	\$8.68	\$8.03	\$8.03	\$8.75	\$8.72	\$8.78	\$8.04	\$8.04	\$8.04	\$8.85
Gross Sales	154,383	124,715	130,909	120,051	106,804	106,110	115,156	147,131	146,015	99,876	89,877	106,757	1,364,489
Net Sales	109,680	121,587	124,330	118,059	103,802	103,802	111,797	143,514	143,514	97,169	88,289	104,747	1,358,147
Food Cost %	31.14%	33.32%	44.15%	33.93%	31.44%	40.28%	28.63%	29.56%	34.02%	22.68%	20.61%	24.45%	30.1221
Labor Cost %	28.04%	28.74%	28.04%	28.04%	28.04%	28.74%	28.74%	28.74%	28.74%	28.74%	28.74%	28.74%	28.4%
Labor Cost per Guest	26.955	27.047	34.944	29.058	26.951	35.653	27.355	27.776	28.9%	22.68%	20.61%	24.45%	30.1221
Net Margin	24.2%	21.7%	20.5%	22.3%	22.4%	22.6%	25.7%	24.1%	22.9%	22.9%	22.9%	22.9%	22.9%
% of Gross Sales	48.4%	48.1%	50.0%	48.5%	48.0%	48.7%	44.7%	47.3%	47.8%	48.0%	49.0%	49.0%	48.0%
Advertising - Marketing Dept	1,104	3,540	4,865	5,088	5,009	3,847	2,795	5,140	6,044	4,108	4,108	5,132	50,716
Building & Security	254	3,394	2,069	1,828	2,110	2,474	2,603	336	527	2,101	2,81	2,81	27,613
General expense	48	47	112	2,055	2,252	1,946	2,277	2,119	2,456	1,965	2,456	2,456	27,613
Insurance	2,048	2,254	2,272	2,054	2,165	2,309	2,468	4,314	3,558	3,023	3,558	3,558	26,003
Payroll taxes	4,034	4,681	3,917	3,861	4,591	3,564	3,460	4,314	3,558	3,023	3,558	3,558	26,003
Repairs & maintenance	874	1,433	2,060	2,805	1,837	1,837	1,837	1,837	1,837	1,837	1,837	1,837	23,359
Supplies	3,655	5,604	7,459	7,044	6,793	4,913	5,058	5,468	5,722	4,557	4,557	4,557	51,162
Utilities	4,422	3,738	5,712	5,704	6,797	3,665	4,429	4,429	4,429	4,429	4,429	4,429	51,162
Other operating expenses	19,499	28,310	30,544	30,658	31,408	24,488	23,107	28,829	33,512	24,710	23,359	27,558	319,527
Unit-level profit	32,078	34,908	64,652	32,317	38,957	38,957	38,957	38,957	38,957	38,957	38,957	38,957	382,485
% of Gross sales	28.0%	28.0%	32.1%	24.8%	27.6%	25.8%	23.0%	22.2%	25.0%	24.0%	20.0%	23.2%	28.0%
Management compensation	11,975	11,704	16,086	12,840	15,551	10,220	11,845	14,905	14,905	12,194	12,194	15,242	157,474
Occupancy charges	7,917	7,917	9,411	8,517	4,750	11,075	7,125	7,125	7,125	7,125	7,125	7,125	83,127
Unit-level G&A	845	584	791	616	602	627	628	508	508	604	604	755	7,825
Unit-level EBITDA	11,342	14,702	28,858	9,508	11,311	18,028	2,450	8,008	14,244	3,878	1,336	1,833	121,768
% of Gross sales	10.2%	11.8%	17.5%	7.3%	8.4%	12.0%	2.3%	8.2%	9.7%	3.8%	1.3%	1.5%	8.3%
% of Gross sales	7.4%	7.4%	7.2%	7.0%	7.0%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%	7.4%