

Financial Updates

Sales Revenue

Total sales for the month of June were \$565,283.13, which was an average of \$18,842.00 per day, and an increase of 112% over last year, because of Covid restrictions. Our liquor sales continue to grow and are close to surpassing our wine sales as a percentage. Vincent has done an amazing job developing our beverage program, and we continue to see strong growth in this area.

Other Revenue

We received a CEWS wage subsidy credit of \$49,655.86.

Cost of Goods

Total cost of goods for June were 32.13%, which is an increase of 1.80% over last year, and we continue to struggle with significant price increases from our suppliers. We are doing everything we can to negotiate the best pricing possible and leverage our other restaurants with our purchasing power. Unfortunately, our food cost is not clearly reflective of our actuals because inventory was not counted this month, due to staff shortages. We will see an adjustment in July to accommodate for this.

Wage Costs

Our total wage costs, including fringe benefits, were 36.51%, which is down 8.50% from last year, which is clearly reflective from our sales increase compared to last year. We are very pleased with this total, even though we have had lots of training being done. This also included an increase to minimum wage, and higher kitchen wages due to competition for cooks.

Controllable Costs

Total controllable costs for the month were 11.86%, down 2.41% from last year. Again, our increased revenues helped us bring this cost in line with our expected budget. Credit Card fees continue to decline, due to the change in our processing from a flat rate to a variable rate. We purchased \$2,286.76 in glass ware and plate ware last month to allow for increased volumes. Landscaping expenses were \$5,360.63, which was for new planters for the promenade patio, and enhanced planting around the exterior of the restaurant.

Marketing Costs

Marketing costs were 1.67%, which is down 2.05% from last year because of the reduction in external advertising. Our QSAs continue to be above our budgeted totals, we continue to have problems with server errors due to new staffing, in both front and back of house positions. Jade and Matt continue to work with all staff to help improve this expense.

Fixed Expenses

Total fixed expenses were 5.22%, which includes a rent subsidy of \$9,249.68.



Total Profit

We are happy to report a significant profit of \$120,369.02 in June due to our significant sales increases, better control of labour and controllable costs, as well as the wage and rent subsidies that we received. We have now been able to build up good cash reserves and will be considering repayment of a portion of shareholder loans next month.

