No. 02

Restaurant Profitability Calculator

See exactly where each dollar of restaurant sales goes: food and beverage cost, prime cost, contribution after variable costs and net operating profit after fixed costs — with break-even sales, sensitivity and menu margins.

Built for: Restaurant owners, operators, chefs and F&B; directors with one or more outlets.

What is included

File	Format	Use
Restaurant-Profitability-Workbook-Blank.xlsx	Excel	Start here: formatted, formula-ready workbook for your own data.
Restaurant-Profitability-Workbook-Sample.xlsx	Excel	Same model filled with fictional sample data.
Restaurant-Profitability-Calculator.html	Interactive dashboard	Optional: opens in Chrome, Edge or Safari on a computer or tablet. Runs without internet; data stays in that browser.
restaurant-profitability-calculator-guide.pdf	PDF	This guide.
LICENSE.txt, START-HERE.txt	Text	License terms and quick start.

Quick start

1. **Start with Excel.** Open **Restaurant-Profitability-Workbook-Blank.xlsx** and enter your own data in the blue cells; every other cell calculates. The **-Sample** workbook shows a filled-in example.
2. **Use Google Sheets?** In Google Drive choose New › File upload, then open the workbook with Google Sheets. Formulas carry over; charts may need restyling.
3. **Optional interactive dashboard:** open **Restaurant-Profitability-Calculator.html** in Chrome, Edge or Safari on a computer or tablet. It runs offline and opens with fictional sample data — choose **Start blank** when you are ready.
4. The dashboard saves entries only in that browser on that device. Use **Save backup** regularly; **Restore** loads a backup elsewhere.

Operating routine

1. **Enter net sales** by month and outlet, after discounts and comps.
2. **Reconcile ingredient costs:** COGS = opening inventory + purchases − closing inventory.
3. **Include payroll burden:** enter gross hourly and salaried wages; the burden rate is applied for you.
4. **Investigate negative contribution** on Period analysis — sales that did not cover variable costs.
5. **Test changes** on Break-even & scenarios: price, volume, food cost, labor and fixed costs. Review menu margins with the chef quarterly.

Sample — the full product includes the Excel workbook, interactive dashboard and complete guide

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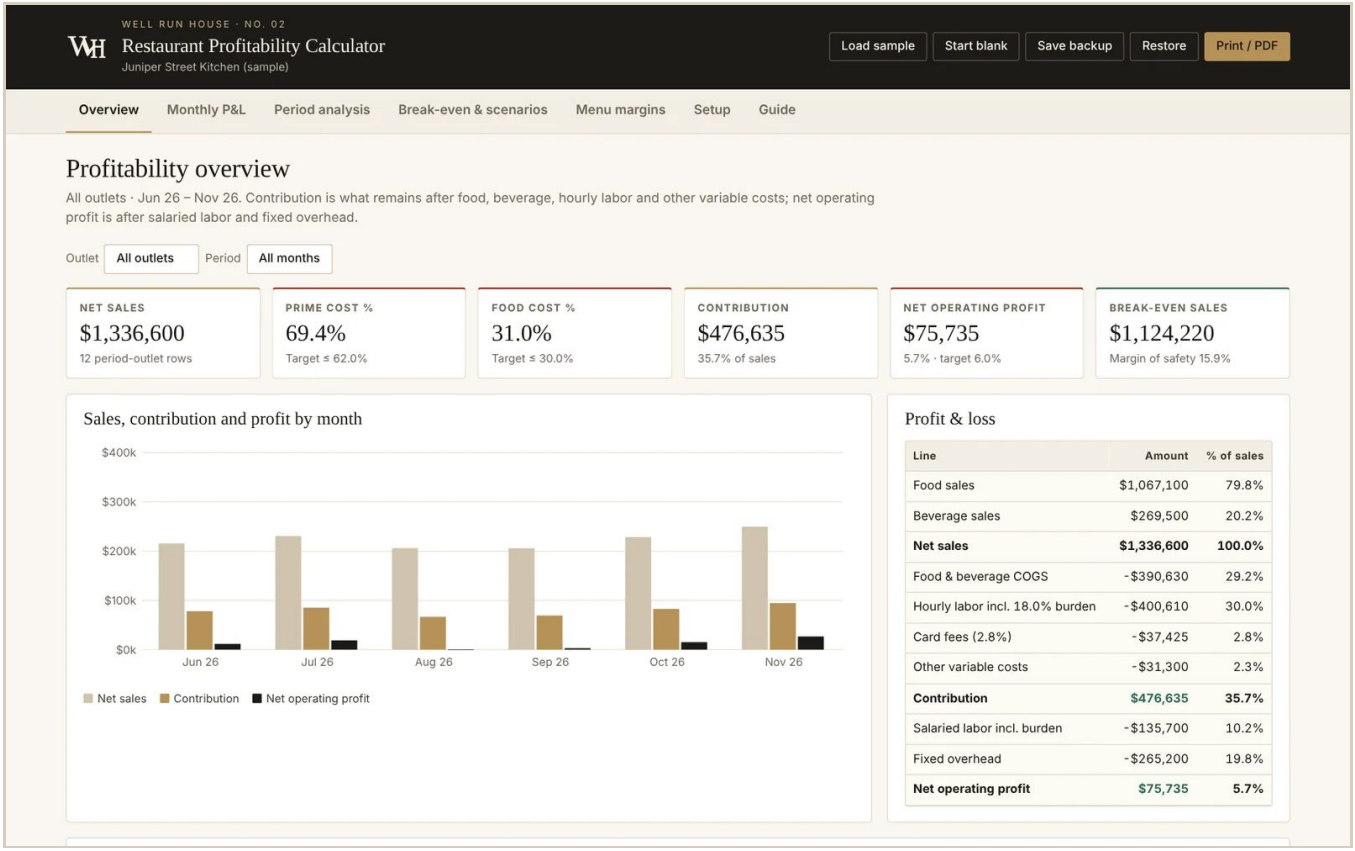
Two screenshots from the product, taken with its fictional sample data.



Interactive dashboard — Profitability overview

	A	B	C
1	Summary		
2	*Type an outlet name in B4, or All.*		
3			
4	**Outlet**	All	*
5			
6	**Food sales**	$1,067,100	
7	**Beverage sales**	$269,500	
8	**Net sales**	**$1,336,600**	
9	**Food COGS**	$331,010	
10	**Beverage COGS**	$59,620	
11	**Hourly labor (loaded)**	$400,610	
12	**Card fees**	$37,425	
13	**Other variable**	$31,300	
14	**Contribution**	**$476,635**	
15	**Salaried labor (loaded)**	$135,700	
16	**Fixed overhead**	$265,200	
17	**Fixed costs**	$400,900	
18	**Net operating profit**	**$75,735**	
19	**Food cost %**	31.0%	
20	**Prime cost %**	69.4%	
21	**Contribution margin %**	35.7%	
22	**Break-even sales**	**$1,124,220**	
23	**Margin of safety**	15.9%	

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