

Provision	Section in ADA	Summary
r. Non-competition covenants after the agreement is terminated or expires	Section 9	For 2 years after termination or expiration of the ADA you will not have any interest in a similar business with the Development Area or within 10 miles of any existing Buona Business except under a Franchise Agreement with us. For 2 years, you will not divert customers to competitive businesses or employ any of our or our affiliates' employees, subject to applicable state law.
s. Modification of the Agreement	Section 13.4	No modifications unless in writing and signed.
t. Integration/merger clause	Section 13.4	Only the terms of the ADA are binding (subject to state law). Any representations or promises outside of the Franchise Disclosure Document and other agreement may not be enforceable.
u. Dispute resolution by arbitration or mediation	Section 12	Except for certain claims, mandatory mediation before initiating an arbitration proceeding; subject to applicable state law.
v. Choice of forum	Section 12.4	Arbitration must be in the Chicago, Illinois metropolitan area. Litigation must be in any state court of general jurisdiction or a federal court in Illinois (subject to state law).
w. Choice of law	Section 12.4	Except for applicable federal law, Illinois law applies (subject to state law).

ITEM 18 **PUBLIC FIGURES**

We do not use any public figure to promote our franchise.

ITEM 19 **FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the Franchise Disclosure Document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided by this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

This Item 19 presents the following historical results of 19 affiliate-owned Buona restaurants located in the Chicago metropolitan area that are owned and operated solely by companies affiliated with us and are similar to the Buona Business offered in this Disclosure Document. The Buona brand has been established in the Chicago metropolitan area since 1981. Beginning in July 2021, we began adding the Rainbow Cone brand to certain existing affiliate-owned Buona restaurants. The Original Rainbow Cone brand was established in the Chicago metropolitan area over 90 years ago.

As of the date of this Disclosure Document, we do not have any franchised Buona restaurants so no data is included in this statement from franchised businesses.

All of the data shown on the tables below covers the 12 month period January 1, 2024 through December 29, 2024, except for one table for Store #18 which covers the period February 26, 2024 (opening date) through February 23, 2025.

The data of the 19 Buona restaurants included in this statement are broken down into the following categories:

- 10 Single Brand Free Standing Restaurants with Drive Thru
- 1 Single Brand Inline Restaurant
- 7 Dual Brand Free Standing Restaurants for the period January 1, 2024 through December 29, 2024
- 1 Dual Brand Free Standing Restaurant for the period February 26, 2024 (date of opening) through February 23, 2025.

Beginning in 2013, our affiliates launched a new prototype for Buona restaurants going forward that is similar to the Buona Business franchise offered to franchisees under this Disclosure Document. This new prototype restaurant included changes in kitchen layout, square footage, trade dress, trademarks and signage, menu, seating, access to parking and the addition of a drive through window. For that reason, we have not included in this Item 19 the data from 10 existing affiliate-owned Buona restaurants that were opened before January 2013 and are still in operation but have not remodeled to meet the new prototype.

STATEMENT OF HISTORICAL RESULTS FOR
10 AFFILIATE-OWNED SINGLE BRAND FREE STANDING RESTAURANTS
WITH DRIVE THROUGH

The 10 Buona restaurants included in the 3 tables below are single brand free standing restaurants with a drive through (identified in the tables below as Stores #1 through #10). All 10 of the Buona restaurants opened on or after January 2013 and were in operation for the full 52 operating weeks from January 1, 2024 through December 29, 2024.

The length of time the 10 restaurants have been in operation as of December 31, 2023 ranged from 12 years to 3 years, 7 months.

The operations of the 10 affiliate-owned units included in 3 tables below do not differ materially from those of a new franchised Buona Business that is a free standing location with a drive through window except that the affiliate-owned units sell pizza, and the new franchised Buona Businesses will not sell pizza. Information is provided below on what percentage of total sales of the affiliate-owned units was derived from the sale of pizza products.

If you will be establishing an inline location without a drive through window, you should not rely on these numbers and should review the data below regarding our one affiliate-owned unit that is an inline location.

The 3 tables below show the Gross Sales and certain specified expenses as listed and defined below of the

10 Buona affiliate-owned restaurants included in this statement. This does not include all expenses incurred by a Buona restaurant.

The source of this data is income statements for each individual restaurant prepared internally by our affiliates consistent with generally accepted accounting principles. The same accounting system is used for each restaurant. The information has not been audited.

Definitions for Single Brand. The terms used in the tables below for the Single Brand Buona Businesses (both Free Standing and Inline) are defined for purposes of this Item 19 statement of financial performance representation as follows:

- (1) “BUONA Restaurant Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Restaurant Menu Items, less sales tax.
- (2) “BUONA Catering Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Catering Menu Items, less sales tax.
- (3) “Food Cost” includes costs of food and beverage items.
- (4) “Packaging Cost” includes paper and plastic product expenses.
- (5) “Gross Profit” is Gross Sales less Food Cost and Packaging Cost.
- (6) “Salaries and Wages” include wages paid to Company-Owned Restaurant managers and crew. Salaried Manager wages range from \$48,000/year to \$81,000/year. Crew wages range from \$13.00/hour to \$23.00/hour.
- (7) “Employee Benefits” includes Payroll Taxes, Workers Compensation contributions, Health Insurance, Dental Insurance, Vision Insurance, and POS Discounts given to store staff.
- (8) “Direct Operating Expenses” include in-store marketing, signage, uniforms, telephone, internet, permits, door and fire alarm monitoring, music, pest control, fuel, and vehicle insurance.
- (9) “Supplies & Chemicals” include supplies and chemicals.
- (10) “Utilities” includes electricity, gas, water and sewer, and garbage collection.
- (11) “General & Administrative” include bank charges, credit card fees, office supplies, freight, postage, payroll service, team recruitment, liability insurance, and dues and subscriptions.
- (12) “Repairs & Maintenance” include building, equipment, and vehicle repairs, as well as grease trap, hood cleaning, knife sharpening, and landscaping services.
- (13) “Sales Incentives” include commissions, marketing, and promotional expenses paid to third party delivery services, POS promotional discounts, POS discounts related to the loyalty program, and POS discounts related to guest satisfaction/resolutions.
- (14) “Tech Fee” represents the \$100/week charge that a Franchised Restaurant will currently pay to Chicago’s Original Italian Beef Franchising LLC under the Franchise Agreement.

(15) “Local Advertising” represents the minimum percentage of sales (1.0%) that a Franchised Restaurant must spend on local advertising expenses under the Franchise Agreement.

(16) “Brand Marketing Fund” represents the maximum percentage of sales (2.5%) that a Franchised Restaurant would pay to the Marketing Fund under the Franchise Agreement.

(17) “Royalty” represents the percentage of sales (4.0%) that a Franchised Restaurant will pay to Chicago’s Original Italian Beef Franchising LLC as a royalty under the Franchise Agreement.

(18) “Income” is Sales less the expenses listed above. The income above is before deductions for Rent, Real Estate Taxes, Personal Property Taxes, Interest Costs, Depreciation and Amortization or Income Tax. The statements shown in the tables DO NOT include the following expense items, which must be calculated and included separately for every Buona Restaurant:

- Actual Local Advertising, including promotional discounts done at the POS.
- Depreciation of property and equipment.
- Rent, interest or other financing cost for land, buildings, equipment and inventory.
- Initial franchise fee and organization costs.
- Any management fees.
- Income taxes and property taxes.
- Other Employee benefits, such as bonus incentives, meal discounts, other team member compensation.
- Other expenses, such as furniture and equipment, technology software and equipment, meeting expense, cash over/short, credit card chargebacks, armored car, and window washing services.

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1/1/24 - 12/29/24 BUONA Drive Thru	Store 1		Store 2		Store 3		Store 4		Store 5	
BUONA Restaurant Sales (1)	3,307,030	91.2%	2,442,310	89.6%	3,604,343	94.0%	2,573,537	89.7%	3,174,786	90.8%
BUONA Catering Sales (2)	318,672	8.8%	282,328	10.4%	228,438	6.0%	296,987	10.3%	321,924	9.2%
Total Gross Sales	3,625,702	100.0%	2,724,638	100.0%	3,832,781	100.0%	2,870,524	100.0%	3,496,710	100.0%
Food Cost (3)	1,081,603	29.8%	805,282	29.6%	1,089,652	28.4%	849,451	29.6%	1,045,112	29.9%
Packaging Cost (4)	110,692	3.1%	83,516	3.1%	115,050	3.0%	83,499	2.9%	108,806	3.1%
Gross Profit (5)	2,433,407	67.1%	1,835,840	67.4%	2,628,079	68.6%	1,937,574	67.5%	2,342,792	67.0%
Salaries & Wages (6)	839,991	23.2%	684,534	25.1%	900,477	23.5%	714,848	24.9%	815,389	23.3%
Employee Benefits (7)	140,590	3.9%	109,073	4.0%	146,070	3.8%	109,621	3.8%	127,389	3.6%
Direct Operating Expenses (8)	27,870	0.8%	33,121	1.2%	26,795	0.7%	28,197	1.0%	28,861	0.8%
Supplies & Chemicals (9)	34,731	1.0%	33,279	1.2%	33,097	0.9%	36,091	1.3%	40,561	1.2%
Utilities (10)	71,886	2.0%	59,753	2.2%	61,621	1.6%	55,944	1.9%	54,886	1.6%
General & Administrative (11)	126,456	3.5%	113,196	4.2%	113,676	3.0%	109,525	3.8%	121,377	3.5%
Repairs & Maintenance (12)	76,822	2.1%	63,429	2.3%	49,684	1.3%	69,040	2.4%	60,195	1.7%
Sales Incentives (13)	195,223	5.4%	173,771	6.4%	278,738	7.3%	208,068	7.2%	208,300	6.0%
Tech Fee (14)	5,200	0.1%	5,200	0.2%	5,200	0.1%	5,200	0.2%	5,200	0.1%
Local Advertising (15)	36,257	1.0%	27,246	1.0%	38,328	1.0%	28,705	1.0%	34,967	1.0%
Brand Marketing Fund (16)	90,643	2.5%	68,116	2.5%	95,820	2.5%	71,763	2.5%	87,418	2.5%
Royalty (17)	145,028	4.0%	108,986	4.0%	153,311	4.0%	114,821	4.0%	139,868	4.0%
Income (18)	642,710	17.7%	356,136	13.1%	725,262	18.9%	385,751	13.4%	618,381	17.7%

1/1/24 - 12/29/24 BUONA Drive Thru	Store 6		Store 7		Store 8		Store 9		Store 10	
BUONA Restaurant Sales (1)	3,196,978	93.7%	2,910,422	88.4%	2,365,094	90.7%	2,843,373	90.5%	4,109,574	95.2%
BUONA Catering Sales (2)	213,454	6.3%	382,251	11.6%	242,959	9.3%	299,027	9.5%	207,853	4.8%
Total Gross Sales	3,410,432	100.0%	3,292,673	100.0%	2,608,053	100.0%	3,142,400	100.0%	4,317,427	100.0%
Food Cost (3)	998,690	29.3%	980,194	29.8%	769,233	29.5%	929,933	29.6%	1,245,848	28.9%
Packaging Cost (4)	100,454	2.9%	100,339	3.0%	77,485	3.0%	94,385	3.0%	130,309	3.0%
Gross Profit (5)	2,311,288	67.8%	2,212,140	67.2%	1,761,335	67.5%	2,118,082	67.4%	2,941,270	68.1%
Salaries & Wages (6)	805,443	23.6%	781,271	23.7%	672,648	25.8%	771,560	24.6%	973,202	22.5%
Employee Benefits (7)	142,619	4.2%	133,857	4.1%	113,221	4.3%	140,253	4.5%	163,269	3.8%
Direct Operating Expenses (8)	25,721	0.8%	26,769	0.8%	31,029	1.2%	27,199	0.9%	31,410	0.7%
Supplies & Chemicals (9)	35,392	1.0%	37,062	1.1%	30,138	1.2%	31,510	1.0%	37,870	0.9%
Utilities (10)	57,239	1.7%	75,941	2.3%	57,294	2.2%	58,333	1.9%	69,157	1.6%
General & Administrative (11)	112,709	3.3%	110,950	3.4%	109,592	4.2%	119,939	3.8%	124,744	2.9%
Repairs & Maintenance (12)	58,779	1.7%	38,888	1.2%	37,275	1.4%	55,140	1.8%	62,665	1.5%
Sales Incentives (13)	236,525	6.9%	253,755	7.7%	172,529	6.6%	163,014	5.2%	290,633	6.7%
Tech Fee (14)	5,200	0.2%	5,200	0.2%	5,200	0.2%	5,200	0.2%	5,200	0.1%
Local Advertising (15)	34,104	1.0%	32,927	1.0%	26,081	1.0%	31,424	1.0%	43,174	1.0%
Brand Marketing Fund (16)	85,261	2.5%	82,317	2.5%	65,201	2.5%	78,560	2.5%	107,936	2.5%
Royalty (17)	136,417	4.0%	131,707	4.0%	104,322	4.0%	125,696	4.0%	172,697	4.0%
Income (18)	575,879	16.9%	501,497	15.2%	336,805	12.9%	510,254	16.2%	859,313	19.9%

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The table below shows the high-low range, average, and median for each entry for the historical results of all 10 single brand free standing Buona restaurants with drive through windows included in tables above.

The same definitions listed above apply to the table below. Additional defined terms for the table below are:

“Average” is the sum of all data points, divided by the number of data points.

“Median” is the data point that is in the center of all data points used.

1/1/24 - 12/29/24 BUONA Drive Thru	High		Low		Average		Median	
BUONA Restaurant Sales (1)	3,604,343	94.0%	2,365,094	90.7%	3,052,745	91.6%	3,042,604	90.8%
BUONA Catering Sales (2)	228,438	6.0%	242,959	9.3%	279,389	8.4%	289,658	8.6%
Total Gross Sales	3,832,781	100.0%	2,608,053	100.0%	3,332,134	100.0%	3,351,553	100.0%
Food Cost (3)	1,089,652	28.4%	769,233	29.5%	979,500	29.4%	989,442	29.5%
Packaging Cost (4)	115,050	3.0%	77,485	3.0%	100,454	3.0%	100,397	3.0%
Gross Profit (5)	2,628,079	68.6%	1,761,335	67.5%	2,252,181	67.6%	2,261,714	67.5%
Salaries & Wages (6)	900,477	23.5%	672,648	25.8%	795,936	23.9%	793,357	23.7%
Employee Benefits (7)	146,070	3.8%	113,221	4.3%	132,596	4.0%	137,055	4.1%
Direct Operating Expenses (8)	26,795	0.7%	31,029	1.2%	28,697	0.9%	28,034	0.8%
Supplies & Chemicals (9)	33,097	0.9%	30,138	1.2%	34,973	1.0%	35,062	1.0%
Utilities (10)	61,621	1.6%	57,294	2.2%	62,205	1.9%	59,043	1.8%
General & Administrative (11)	113,676	3.0%	109,592	4.2%	116,216	3.5%	113,436	3.4%
Repairs & Maintenance (12)	49,684	1.3%	37,275	1.4%	57,192	1.7%	59,487	1.8%
Sales Incentives (13)	278,738	7.3%	172,529	6.6%	218,056	6.5%	208,184	6.2%
Tech Fee (14)	5,200	0.1%	5,200	0.2%	5,200	0.2%	5,200	0.2%
Local Advertising (15)	38,328	1.0%	26,081	1.0%	33,321	1.0%	33,516	1.0%
Brand Marketing Fund (16)	95,820	2.5%	65,201	2.5%	83,303	2.5%	83,789	2.5%
Royalty (17)	153,311	4.0%	104,322	4.0%	133,285	4.0%	134,062	4.0%
Income (18)	725,262	18.9%	336,805	12.9%	551,199	16.5%	543,066	16.2%

STATEMENT OF HISTORICAL RESULTS FOR **1 AFFILIATE-OWNED SINGLE BRAND INLINE RESTAURANT**

The data provided in this section in the table below is based on the historical performance of 1 single brand Buona restaurant in an inline location in the Chicago metropolitan area that is owned and operated by a company affiliated with us. This restaurant has been in operation since November 2017.

The operations of the affiliate-owned unit included in the table below do not differ materially from those of a new franchised Buona Business established in an inline shopping center location without a drive through window.

As noted above, in this Item 19, we have only included Buona restaurants that have been opened in January 2013 or after due to the fact that our affiliates launched a new prototype for Buona restaurants going forward beginning in January 2013 that is similar to the Buona Business franchise offered to franchisees under this Disclosure Document. Only one Buona restaurant established by an affiliate on or after January 2013 is located in an inline shopping center and was in operation for the full 52 operating weeks from January 1, 2024 through December 29, 2024.

The table below shows the Sales and certain specified expenses as listed below and defined above of the 1 Buona affiliate-owned single brand inline restaurant. This does not include all expenses incurred by a Buona restaurant.

The source of this data is the income statement for this restaurant prepared internally by our affiliate consistent with generally accepted accounting principles. The information has not been audited.

See definitions above.

1/1/24 - 12/29/24 BUONA In-Line	Store 19	
BUONA Restaurant Sales (1)	2,047,210	76.3%
BUONA Catering Sales (2)	636,126	23.7%
Total Gross Sales	2,683,336	100.0%
Food Cost (3)	754,296	28.1%
Packaging Cost (4)	88,903	3.3%
Gross Profit (5)	1,840,137	68.6%
Salaries & Wages (6)	626,158	23.3%
Employee Benefits (7)	110,959	4.1%
Direct Operating Expenses (8)	37,922	1.4%
Supplies & Chemicals (9)	28,582	1.1%
Utilities (10)	38,448	1.4%
General & Administrative (11)	116,255	4.3%
Repairs & Maintenance (12)	85,977	3.2%
Sales Incentives (13)	273,487	10.2%
Tech Fee (14)	5,200	0.2%
Local Advertising (15)	26,833	1.0%
Brand Marketing Fund (16)	67,083	2.5%
Royalty (17)	107,333	4.0%
Income (18)	315,899	11.8%

See Explanatory Notes below.

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STATEMENT OF HISTORICAL RESULTS FOR
8 AFFILIATE-OWNED DUAL BRAND FREE STANDING RESTAURANTS
WITH DRIVE THROUGH

The 8 Buona restaurants included in the table below are free standing restaurants with a drive through operating under the dual brands of “Buona” and “The Original Rainbow Cone.”

All of the data shown on the tables below covers the 12 month period January 1, 2024 through December 29, 2024, except for one table for Store #18 which covers the period February 26, 2024 (opening date) through February 23, 2025.

As of December 31, 2024, the 7 stores operating for a full 52 operating weeks from January 1, 2024 through December 29, 2024 have been in operation as a Dual Brand restaurant (some stores were originally a single brand and added the Original Rainbow Cone concept later) ranges from 17 years, 6 months to 1 year, 1 month. Store #18 had been in operation for 1 year as of February 23, 2025. 2 Dual Brand Restaurants have been excluded from the data since they have not been in operation for a full 52 operating weeks as of February 23, 2025.

Stores #11 has a seasonal The Original Rainbow Cone Express that operates from May to September only of each year and has a more limited The Original Rainbow Cone menu than will be typical for a Dual Brand Business.

The operations of the 8 affiliate-owned Dual Brand restaurants included in the table below do not differ materially from those of a new franchised Dual Brand Business that is a free standing location with a drive through window, except that the affiliate-owned units sell pizza, and the new franchised Buona Businesses will not sell pizza. Information is provided below on what percentage of total sales of the affiliate-owned units was derived from the sale of pizza products.

If you will be establishing a single brand franchised restaurant, you should not rely on these numbers and should review the data in the other tables of this Item 19.

The tables below show the Gross Sales and certain specified expenses as listed and defined below of the 8 Buona affiliate-owned dual brand restaurants included in this statement. This does not include all expenses incurred by a Dual Brand Business.

The source of this data is income statements for each individual restaurant prepared internally by our affiliates consistent with generally accepted accounting principles. The same accounting system is used for each restaurant. The information has not been audited.

Definitions for Dual Brand. The terms used in the tables for Dual Brand restaurants are defined for purposes of this Item 19 statement of financial performance representation are defined follows:

- (1) “BUONA Restaurant Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Restaurant Menu Items, less sales tax.
- (2) “BUONA Catering Sales” are defined as the portion of total revenue received from the sale of goods and services, whether by cash or by check or credit card, for BUONA Catering Menu Items, less sales tax.

- (3) “Rainbow Cone Sales” are defined as the portion total revenue received from the sale of goods and services, whether by cash or by check or credit card, for Rainbow Cone Menu Items, less sales tax.
- (4) “Food Cost” includes costs of food and beverage items.
- (5) “Packaging Cost” includes paper and plastic product expenses.
- (6) “Gross Profit” is Gross Sales less Food Cost and Packaging Cost.
- (7) “Salaries and Wages” include wages paid to Company-Owned Restaurant managers and crew. Salaried Manager wages range from \$48,000/year to \$81,000/year. Crew wages range from \$13.00/hour to \$23.00/hour.
- (8) “Employee Benefits” includes Payroll Taxes, Workers Compensation contributions, Health Insurance, Dental Insurance, Vision Insurance, and POS Discounts given to store staff.
- (9) “Direct Operating Expenses” include in-store marketing, signage, uniforms, telephone, internet, permits, door & fire alarm monitoring, music, pest control, fuel, and vehicle insurance.
- (10) “Supplies & Chemicals” include supplies and chemicals used at Company-Owned Restaurants.
- (11) “Utilities” includes electricity, gas, water and sewer, and garbage collection.
- (12) “General & Administrative” include bank charges, credit card fees, office supplies, freight, postage, payroll service, team recruitment, liability insurance, and dues and subscriptions.
- (13) “Repairs & Maintenance” include building, equipment, and vehicle repairs as well as grease trap, hood cleaning, knife sharpening, and landscaping services.
- (14) “Sales Incentives” include commissions, marketing, and promotional expenses paid to third party delivery services, POS promotional discounts, POS discounts related to the loyalty program, and POS discounts related to guest satisfaction/resolutions.
- (15) “Tech Fee” represents the \$100/week charge that a Franchised Restaurant will currently pay to Chicago’s Original Italian Beef Franchising LLC under the Franchise Agreement.
- (16) “Local Advertising” represents the minimum percentage of sales (1.0%) that a Franchised Restaurant must spend on local advertising expenses under the Franchise Agreement.
- (17) “BUONA Brand Marketing Fund” represents the maximum percentage of BUONA sales (2.5%) that a Franchised Restaurant would pay to Chicago’s Original Italian Beef Franchising LLC under the Franchise Agreement.
- (18) “BUONA Royalty” represents the percentage of BUONA sales (4.0%) that a Franchised Restaurant will pay to Chicago’s Original Italian Beef Franchising LLC as a service royalty under the Franchise Agreement.
- (19) “Rainbow Cone Brand Marketing Fund” represents the percentage of sales (3.0%) that a Franchised Restaurant will pay to the Five Flavors Franchising Marketing Fund under the Franchise Agreement.

(20) “Rainbow Cone Royalty” represents the percentage of sales (6.0%) that a Franchised Restaurant will pay to Five Flavors Franchising LLC as a royalty under the Franchise Agreement.

(21) “Income” is Sales less the expenses listed above. The income above is before deductions for Rent, Real Estate Taxes, Personal Property Taxes, Interest Costs, Depreciation and Amortization or Income Tax.

The statements shown in the tables DO NOT include the following expense items, which must be calculated and included separately for every Buona Restaurant:

- Actual Local Advertising, including promotional discounts done at the POS.
- Depreciation of property and equipment.
- Rent, interest or other financing cost for land, buildings, equipment and inventory.
- Initial franchise fee and organization costs.
- Any management fees.
- Income taxes and property taxes.
- Other Employee benefits, such as bonus incentives, meal discounts, other team member compensation.
- Other expenses, such as furniture & equipment, technology software & equipment, meeting expense, cash over/short, credit card chargebacks, armored car, & window washing services.

1/1/24 - 12/29/24 Dual Brand (The Original Rainbow Cone Seasonal - May thru Sept)	Store 11	
BUONA Restaurant Sales (1)	3,768,651	90.9%
BUONA Catering Sales (2)	270,590	6.5%
Rainbow Cone Sales (3)	108,551	2.6%
Total Gross Sales	4,147,792	100.0%
Food Cost (4)	1,208,146	29.1%
Packaging Cost (5)	122,319	2.9%
Gross Profit (6)	2,817,327	67.9%
Salaries & Wages (7)	982,946	23.7%
Employee Benefits (8)	171,544	4.1%
Direct Operating Expenses (9)	31,561	0.8%
Supplies & Chemicals (10)	42,411	1.0%
Utilities (11)	69,281	1.7%
General & Administrative (12)	136,212	3.3%
Repairs & Maintenance (13)	44,907	1.1%
Sales Incentives (14)	240,624	5.8%
Tech Fee (15)	5,200	0.1%
Local Advertising (16)	41,478	1.0%
2.5% BUONA Brand Marketing Fund (17)	100,981	2.4%
4.0% BUONA Royalty (18)	161,570	3.9%
3.0% Rainbow Cone Brand Marketing Fund (19)	3,257	0.1%
6.0% Rainbow Cone Royalty (20)	6,513	0.2%
Income (21)	778,843	18.8%