



Luigi's Spaghetti House

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Example Intro Slide

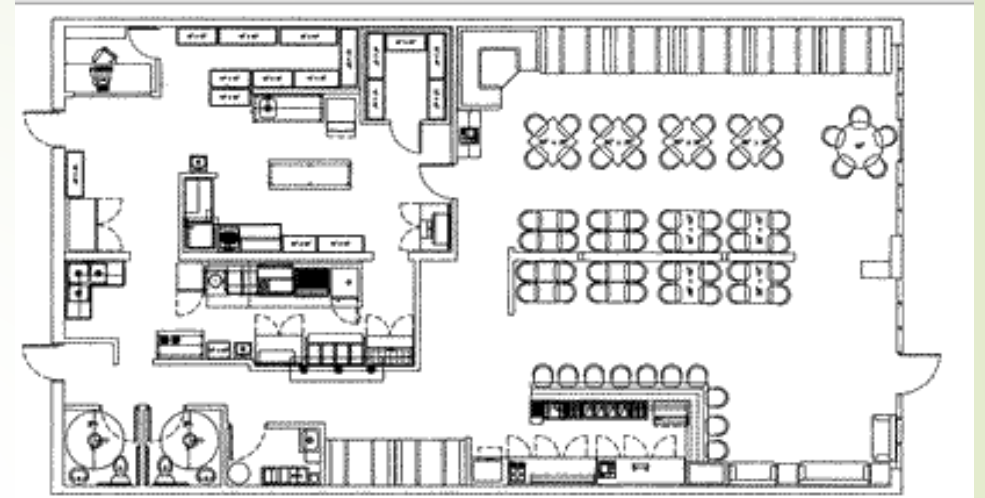
Luigi's Spaghetti House

Your casual Italian dining experience. Come to Luigi's and enjoy great Italian cooking from Rome born and trained Luigi and Maria Capaso. They came here from Rome 5 years ago to start a business and now they are the head chef's at Luigi's. Everything is made the day of your meal and all meals are sure to delight. Hours of operation are Monday to Saturday 11am to 11pm. Come and enjoy real Italian food and service.



Building and Real Estate

Purchase Price	\$350,000
Down Payment %	20%
Down Payment	\$70,000
Loan Amount	\$280,000
Annual Interest Rate	3.25%*
Loan period in years	30*
Number of payments per year	12
Interest	\$158,480
Taxes	\$6,000
Insurance	\$3,600
Total Mortgage Payment	\$438,480



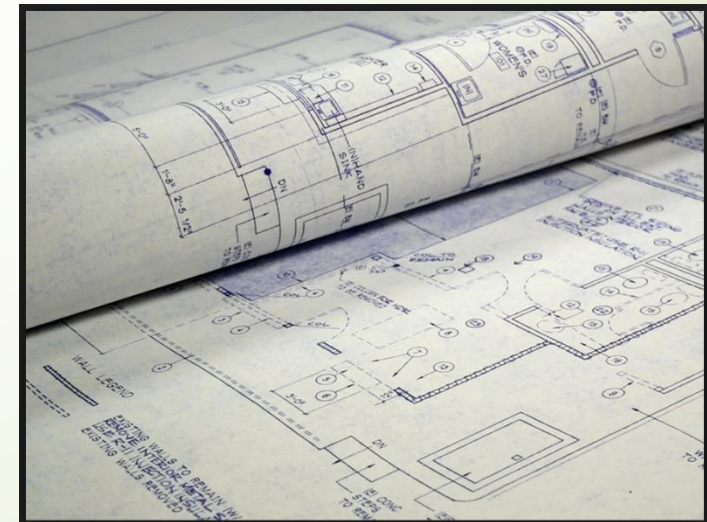
Build out Fund Needs

Additional Funds for Building and Grounds

\$100,000

Percent Allocation	Dollars Allocated
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Grounds	10%	\$10,000
Building's Structure	20%	\$20,000
Interior Design	20%	\$20,000
Kitchen Installation	50%	\$50,000



Operating Setup Expenses

Initial Equipment Purchases



Tables:

2 Top

4 Top

6 Top

Chairs

Silverware, Tablecloths, and
Napkins

Serving Utensils

Glassware

Place/Plate Settings

Serving Carts, Cooking
Equipment, Prep Tables,
Storage Containers, and
Other Supplies

Number
Required

Cost

Total

Total Costs

Revenue



	6 days (low end)	6 days (high end)
Gross Receipts	\$	\$
Cost	\$	\$
Projected Gross Margin	\$	\$

Average Receipts per person \$
Number of times a table is turned over

, Average Cost per Meal \$
, Fill Rate or occupancy rate

Closing Comments

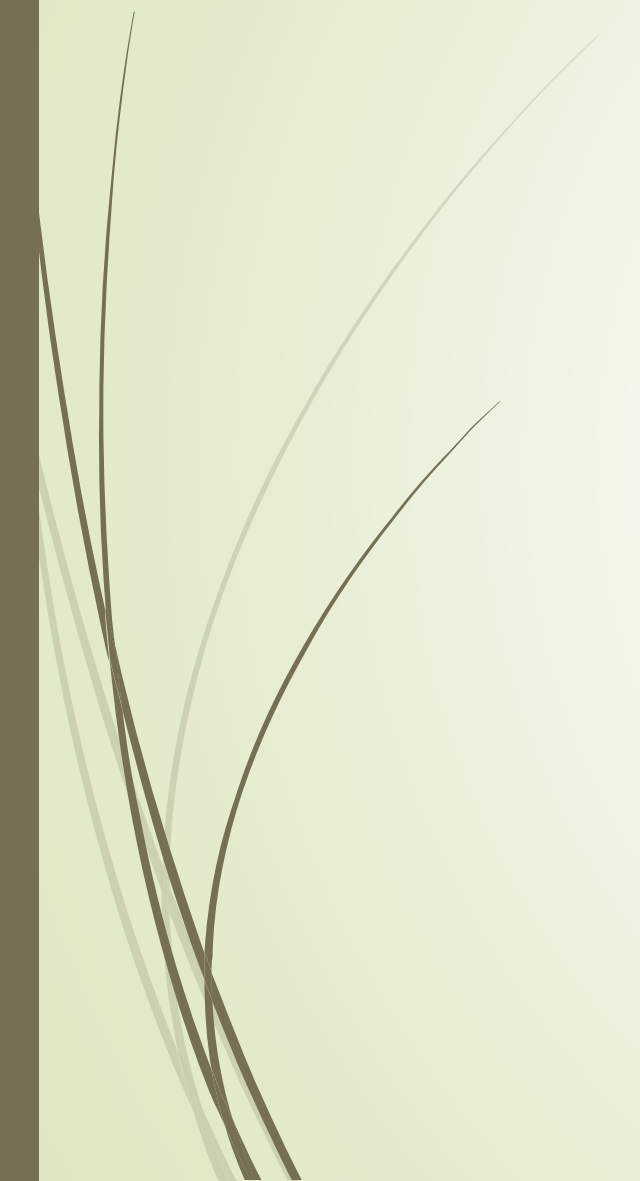
What makes Luigi's different

- True Italian food
- Chef's born, raised and trained in Italy
- Location of building excellent
- Costs planned and reviewed
- Revenue generation conservative yet profitable





Appendix

- Head Count Calculations
 - Mortgage Calculations
 - References
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Head count calculations (per day)

				40% Occupancy		60% Occupancy	
	Number of People Seated at a time	# People for 15 times turnover	# People for 23 times turnover	15 times turnover	23 times turnover	15 times turnover	23 times turnover
2 Top (8)	16	240	368	96	147.2	144	220.8
4 Top (8)	32	480	736	192	294.4	288	441.6
6 Top (12)	72	1080	1656	432	662.4	648	993.6
Total Served	120			720	1104	1080	1656
Revenue \$14				\$10,080	\$15,456	\$15,120	\$23,184
Cost \$6				\$4320	\$6624	\$6480	\$9936

Mortgage Calculations

$$160,000 \left(\frac{\frac{.0325}{12}}{1 - \left(1 + \frac{.0325}{12}\right)^{-360}} \right) = \$696.33$$

Taxes: $\$9,000 / 12 = \750

Insurance: $\$2400 / 12 =$
 $\$200$

References

The Global Times on *Who Moved My Cheese*: "Who Moved My Cheese has sold over 26 million copies, staying on the *New York Times* bestseller list since its release in 1998." (23 November 2009)

Kreissl, Brian (7 January 2014). "[Is Change Management patronizing to Employees?](#)". *hrreporter.com*. Canadian HR Reporter. Retrieved 28 April 2015.

