

OPERATIONS REVIEW

Lantern All Day Sep 14 – 27, 2026

PREPARED OCTOBER 22, 2026 · CONFIDENTIAL

NET SALES	PRIME COST	LABOUR	FOOD + BAR COST
\$91,528	56.9%	28.5%	28.4%
+2.2% vs prior 2 weeks	Target ≤ 60%	-0.3 pts vs prior 2 weeks	-0.1 pts vs prior 2 weeks

Net sales for Sep 14 – 27, 2026 were \$91,528, +2.2% on the two weeks before. Prime cost is 56.9%, inside the 60% target. Three actions follow, each with an estimated monthly impact.

Three things to act on

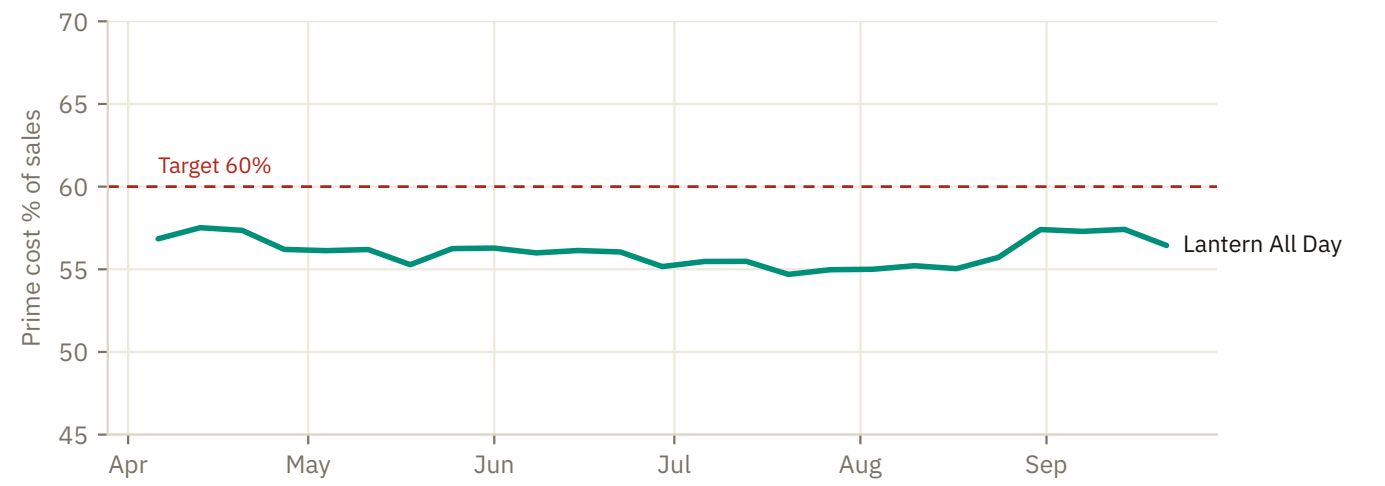
- 1 Re-set the Monday–Tuesday schedule** \$4,819/mo
Sales per labour hour on Monday–Tuesday is \$43, 34% below what a typical day here brings in. Staffing those days to forecast covers frees roughly 223 hours a month.
- 2 Tighten pours and comps at the bar** \$2,025/mo
Bar cost is 27.5% of bar sales over the last 8 weeks, up from 25.4% before (target ≤ 24%). Jigger every pour, log every comped drink with a reason, and do a weekly bottle count on the top 10 spirits.
- 3 Re-price or re-spec Steak & Eggs** \$1,401/mo
It sells well (518 a month) but costs 43% of its \$29 price. Moving to \$32 and trimming the portion slightly brings it close to 33% without touching the bestsellers.

How the two weeks went

LOCATION	NET SALES	VS P2W	VS LY	COVERS	AVG CHEQUE	FOOD+BAR %	LABOUR %	PRIME %	SPLH	VOID+COMP
Lantern All Day	\$91,528	+2.2%	—	2,534	\$36.12	28.4%	28.5%	● 56.9%	\$75	2.3%

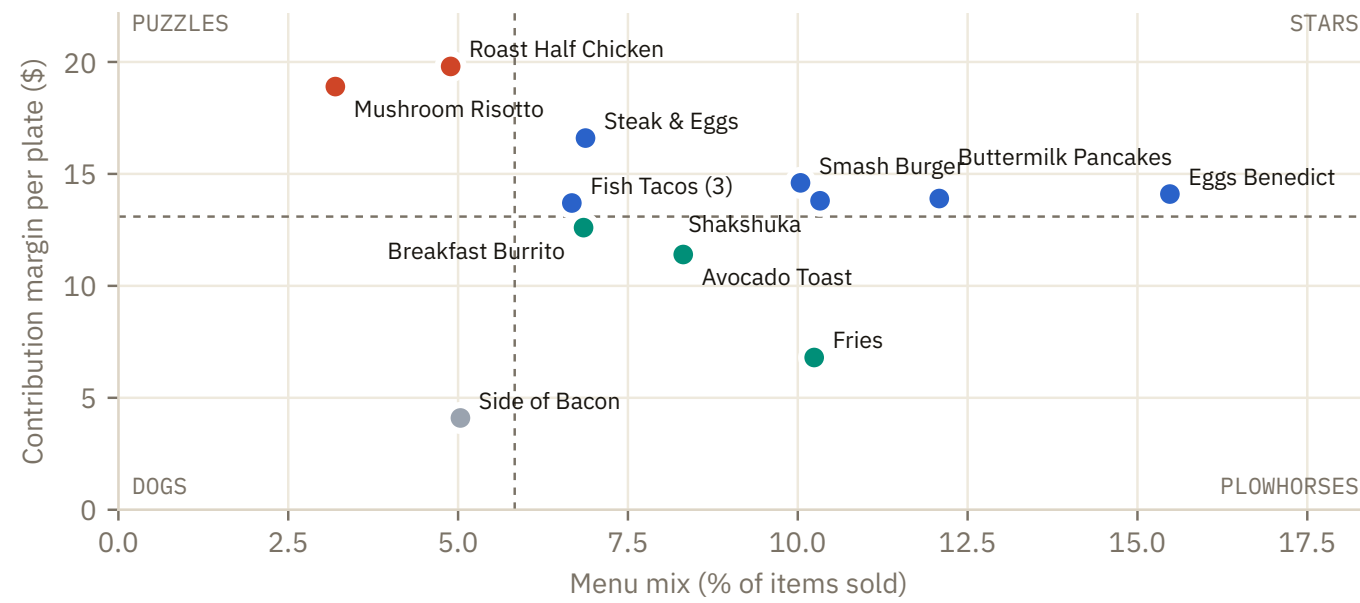
Prime cost = food purchases + labour, as % of net sales. SPLH = net sales per labour hour. Targets: prime ≤ 60%, food ≤ 32%, labour ≤ 32%.

Prime cost, weekly — last 26 weeks



Prime cost stayed inside the 60% target almost every week. The money to find is in slow-day staffing and the bar — see page 4.

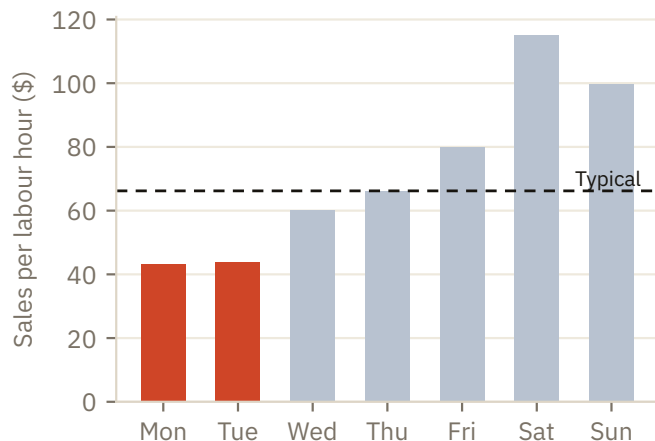
Menu engineering — what earns its place



Each dot is a food item. Bar and coffee excluded — see page 4 for the bar. Right = sells more than 70% of an even share; up = earns more than the average contribution margin.

ITEM	CLASS	MENU MIX	AVG PRICE	MARGIN / PLATE
Side of Bacon	DOG	5.0%	\$6.00	\$4.10
Avocado Toast	PLOWHORSE	8.3%	\$16.00	\$11.40
Breakfast Burrito	PLOWHORSE	6.8%	\$17.00	\$12.60
Fries	PLOWHORSE	10.2%	\$8.00	\$6.80
Roast Half Chicken	PUZZLE	4.9%	\$28.00	\$19.80
Mushroom Risotto	PUZZLE	3.2%	\$24.00	\$18.90
Smash Burger	STAR	10.0%	\$21.00	\$14.60
Fish Tacos (3)	STAR	6.7%	\$20.00	\$13.70
Eggs Benedict	STAR	15.5%	\$19.00	\$14.10
Buttermilk Pancakes	STAR	12.1%	\$17.00	\$13.90
Shakshuka	STAR	10.3%	\$18.00	\$13.80
Steak & Eggs	STAR	6.9%	\$29.00	\$16.60

Where the hours go



Sales per labour hour by weekday, last 4 weeks.

Reading the chart

Monday–Tuesday bring in 34% less per labour hour than a typical busy day. The quiet days are staffed like busy ones.

Recommendation: build Monday–Tuesday schedules from forecast covers, not from a fixed template. Review again in 4 weeks.

Bar & weekend

BAR SHARE OF SALES

27.8%

BAR COST (POUR COST)

27.5%

WEEKEND SHARE OF SALES

48%

Bar cost = liquor, beer and wine purchases as % of bar sales. Target ≤ 24%. Comps were 1.7% of sales.

Data & method

Sources: POS daily sales and item exports, payroll hours, supplier invoices — cleaned and reconciled by The Pass. Food cost uses invoice purchases in the period (not inventory-adjusted). All figures exclude tax and tips.