



PROFITABILITY  
AND COST  
CONTROLS

# SALES FORECASTING

*and Declining Budgets*

*Tools for customers to estimate weekly sales revenue and create budgets for food and labor expenditures.*

Establishing a weekly budget for food and labor expenditures is a critical tool for restaurants hoping to control costs and manage cashflow. Our specialists can teach your team to use historical data to create sales projections for the coming weeks. With those sales forecasts, expense budgets can be created for each cost category. These budgets can be used to create a declining budget template for managers to use when making purchasing decisions. If there is money left in the budget at the end of the week or month, then money can be allocated to purchase more supplies.

The same sales forecasts can be used to create labor cost budgets that are critical to writing an effective work schedule. If the schedule was written to spend more than the budget allows, the manager should make needed adjustments before posting it for the team to see. If there is money left in the budget at the end of the week or month, then money can be allocated to other needed expenses. Our specialists can provide strategies and structures for writing schedules that improve productivity and are under budget.

## WE'RE HERE FOR YOU

**Mission Statement:** *The Upper Lakes Foods Specialist team brings innovative operational and culinary expertise to deliver value and inspire solutions for all our partners success.*

*Let's do this.*

*Contact us to find a solution that works for you and your operation.*

801 Industry Ave.  
Cloquet, MN 55720

800.879.1265

upperlakesfoods.com

