

Must Review for every ABACUS Years

	Profitability		
All Stores	Least Profitable	Middle Profits	Most Profitable

FISCAL YEAR 2020

COST OF GOODS SOLD AND GROSS MARGIN

Cost of Goods Sold (as % of Net Sales)	53.8%	55.5%	54.4%	51.0%
Gross Margin(Gross Margin as % of Net Sales)	46.2%	44.5%	45.6%	49.0%

MANAGEMENT RATIOS

Inventory Turnover (Cost of Goods Sold/Inventory)	2.8	2.3	2.9	2.5
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EMPLOYEE PRODUCTIVITY RATIOS

Net Sales Per Full-Time Equivalent Employee	\$127,607	\$107,124	\$148,393	\$152,887
Gross Margin Per Full-Time Equivalent Employee	\$64,551	\$46,858	\$69,404	\$77,875
Total Payroll as a % of Net Sales	24.0%	30.5%	24.5%	16.7%
Total Payroll Per Full-Time Equivalent Employee	\$35,279	\$39,147	\$36,473	\$30,090

SPACE PRODUCTIVITY RATIOS

Total Square Feet Per Store	2,200	2,793	2,500	2,000
Selling Square Feet Per Store	1,748	2,100	2,000	1,500
Net Sales Per Total Square Foot	\$210	\$170	\$262	\$205
Net Sales Per Selling Square Foot	\$268	\$236	\$309	\$260
Gross Margin Per Total Square Foot	\$101	\$82	\$115	\$94
Gross Margin Per Selling Square Foot	\$131	\$117	\$135	\$124

PAYROLL EXPENSES

Owner Compensation	5.6%	6.0%	5.9%	4.6%
Other Payroll Expenses	18.4%	24.5%	18.6%	12.1%
Total Payroll Expenses	24.0%	30.5%	24.5%	16.7%
Total Occupancy Expenses	11.3%	17.9%	9.6%	8.1%
Total Operating Expenses	11.6%	14.0%	11.6%	9.1%
Total Expenses	46.9%	62.5%	45.6%	33.9%
Net Operating Profit	-0.7%	-18.0%	0.0%	15.1%

ONLINE SALES

Does your business offer online sales?

(N)	336	57	115	57
Yes	94.1%	91.2%	98.3%	94.7%
No	6.0%	8.8%	1.7%	5.3%

Of those which conduct sales online, amount sold as a % of total net sales

(N)	248	46	101	48
Median	1.3%	1.3%	1.4%	0.7%
Average	3.8%	2.5%	3.1%	1.9%

Of those which conduct sales online, dollar amount sold

(N)	259	49	103	49
Median	\$6,730	\$5,289	\$13,473	\$3,350
Average	\$70,778	\$54,133	\$135,061	\$11,741