

Net Lease Investment Team

The Restaurant Experts

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Website

Colliers
INTERNATIONAL

Information is pulled directly from
the December 13, 2018 Sonic FDD

Certain Expenses of Traditional Company Drive-Ins

	Average (\$ in thousands)	Percent of Gross Sales (%)	% / # of Drive-Ins that Attained or Surpassed the Average Sales
Gross Sales	1,181	100	44% / 78
Cost of Sales	329	29	45% / 80
Labor			
Direct Labor	271	23	45% / 80
Management Compensation	52	4	27% / 47
Payroll Taxes and Bene- fits	54	5	43% / 76
Total Labor	377	32	45% / 79
Gross Profit	475	39	47% / 82
Controllables			
Advertising	56	5	46% / 81
Utilities	39	3	42% / 73
Other Controllables	69	6	48% / 85
Total Controllables	164	14	47% / 82
Operating Profit before Occupancy Costs	311	25	46% / 81

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