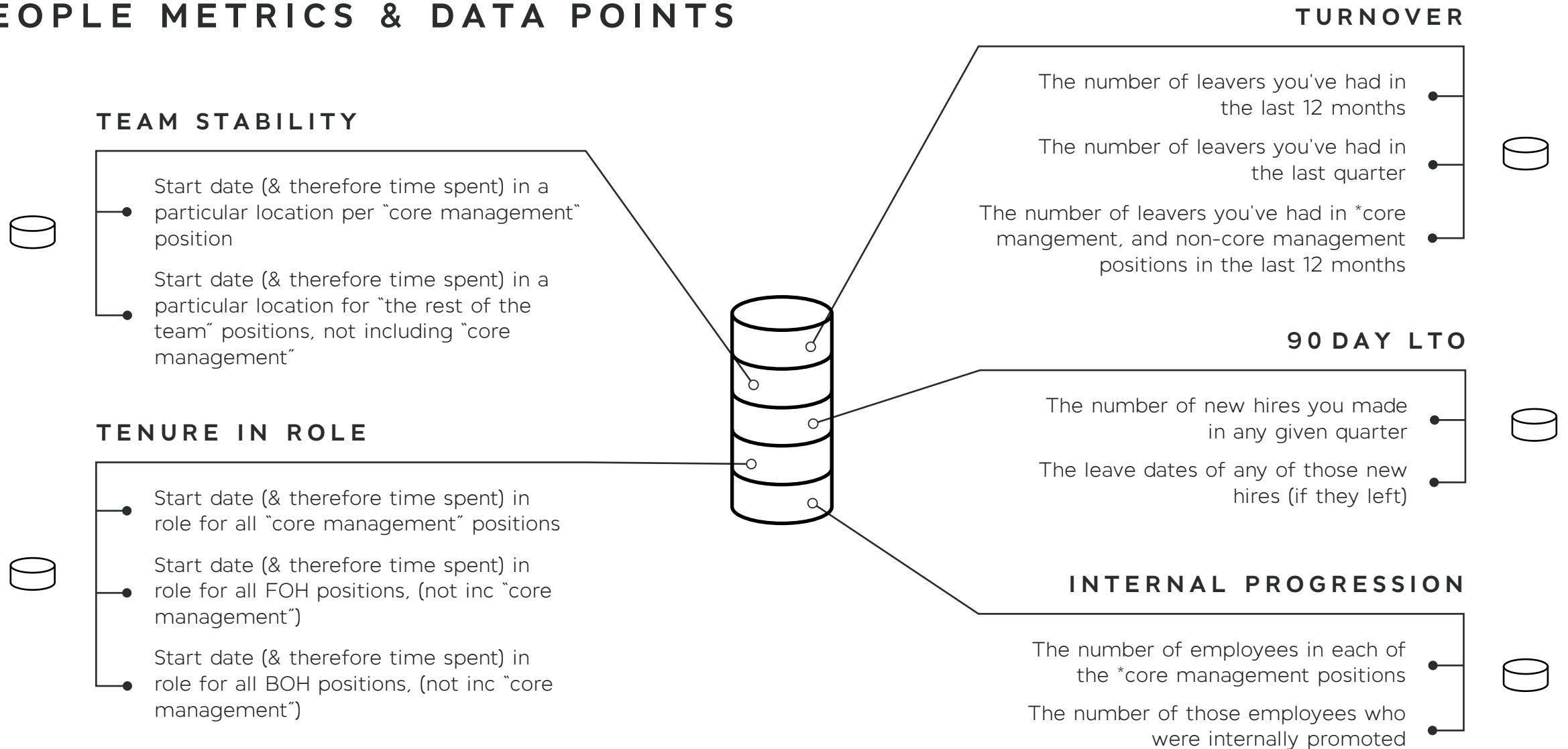


PEOPLE METRICS & DATA POINTS

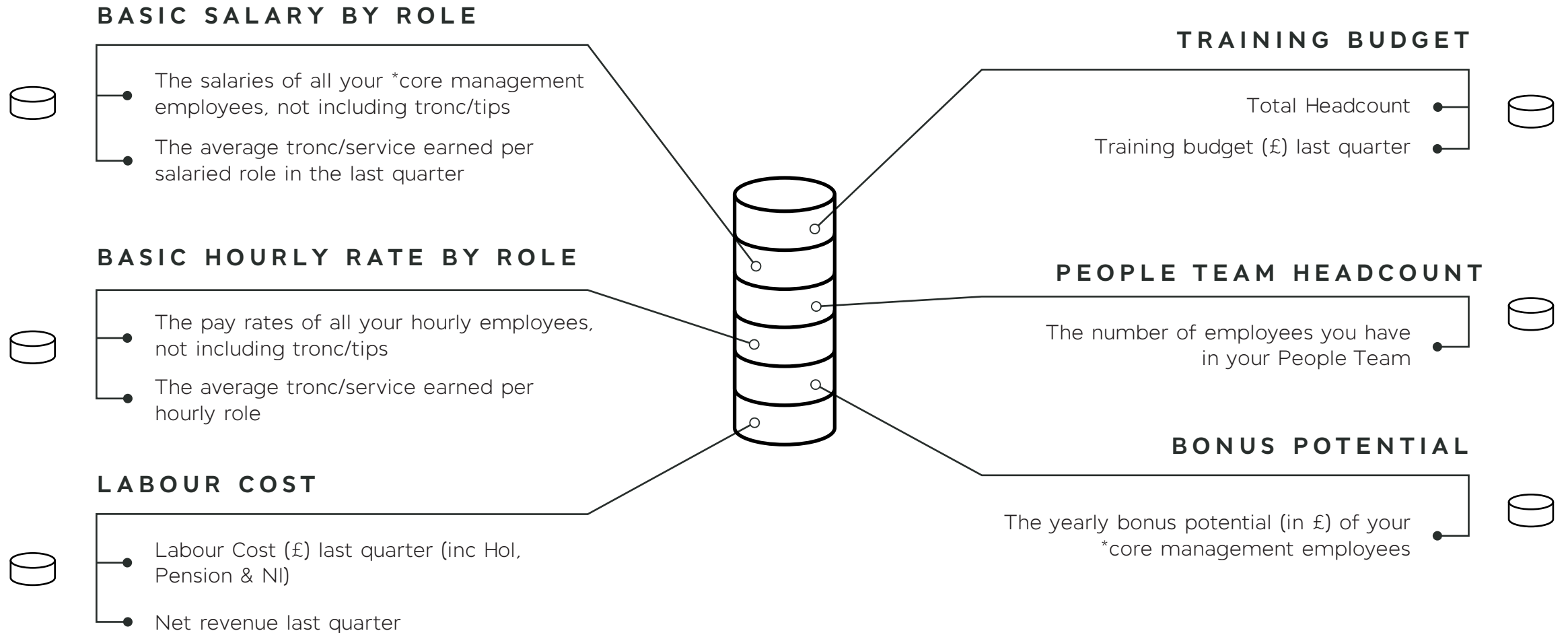


KEY DEFINITIONS

Core Management is General Manager, Assistant General Manager, Assistant Manager, Supervisor, Head Chef, Sous Chef and Junior Sous Chefs. If you don't have any one of those layers simply leave that data point blank. If you have it but call it something else, like "Bar Manager" or "Duty Manager" then include it against the appropriate layer.

New Store Openings (NSO's) - don't include any data for locations open for less than six months.

SPEND METRICS & DATA POINTS



KEY DEFINITIONS

Core Management is General Manager, Assistant General Manager, Assistant Manager, Supervisor, Head Chef, Sous Chef and Junior Sous Chefs. If you don't have any one of those layers simply leave that data point blank. If you have it but call it something else, like "Bar Manager" or "Duty Manager" then include it against the appropriate layer.

New Store Openings (NSO's) - don't include any data for locations open for less than six months.