



INDUSTRY (RE)PORT

Full-Service Restaurants

ZIP Code Level (10026)

11.01.17

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Overall Score

0-250 251-500 501-750 751-1000
High risk Low risk

Industry Rating

INDUSTRY: Full-Service Restaurants

Indexes (Score Components)

| | | | | |
|------------------------------|--|--|-----|-----|
| Business Performance Factors | | | | 766 |
| Business Risk Factors | | | 536 | |
| Lease Risk Factors | | | 633 | |

| Industry | Market (\$000,000) | Market Growth | Per Establishment (\$000) | Per Establishment Growth |
|---------------|--------------------|---------------|---------------------------|--------------------------|
| Revenue | \$24.64 | 2.59% | \$1,173.51 | 12.36% |
| EBITDA | \$4.90 | 3.27% | \$233.10 | 13.10% |
| Rent | \$1.79 | 2.31% | \$85.20 | 12.05% |
| EBITDA / Rent | 2.74 | 1.11% | | |
| Rent / Sales | 7.26% | 0.00% | | |

| Business Performance Factor | Local Industry | US Industry | Risk Level | |
|-----------------------------|----------------|-------------|------------|-----|
| EBITDA Margin % | 19.9% | 17.7% | | 568 |
| EBITDA Growth Rate % | 13.1% | 1.8% | | 960 |
| Net Revenues Growth Rate % | 12.4% | 1.8% | | 960 |
| Gross Profit % | 59.3% | 59.3% | | 578 |

Business Performance Factors Financial Industry Benchmarks that reflect growth and profitability.

| Business Risk Factor | Local Industry | US Industry | Risk Level | |
|---------------------------|----------------|---------------|------------|-----|
| Current Ratio | 1.1 | 1.1 | | 498 |
| Debt/Equity | 16.3 | 15.8 | | 488 |
| Net Revenues Size (\$000) | \$24,644 | \$287,869,689 | | 423 |
| Asset Turnover | 1.5 | 1.6 | | 468 |
| ROE % | 39.3% | 35.9% | | 552 |
| ROA % | 9.6% | 8.9% | | 789 |

Business Risk Factors Financial Industry Benchmarks that reflect size, liquidity, leverage and efficient use of assets.

| Lease Risk Factor | Local Industry | US Industry | Risk Level | |
|-------------------|----------------|-------------|------------|-----|
| Rent Coverage | 2.74 | 1.44 | | 769 |
| Rent to Sales | 7.26% | 7.24% | | 497 |

Lease Risk Factors Industry Benchmarks that reflect ability to afford rent.

Industry Information



INDUSTRY ANALYSIS – Full-Service Restaurants (NAICS: 722511)

Reporting Level: Reported on NAICS 6, ZIP Level

| Local Industry | | US Industry | |
|--------------------------|----------|--------------------------|---------------|
| # of Companies | 21 | # of Companies | 208,050 |
| Combined Revenue (\$000) | \$24,644 | Combined Revenue (\$000) | \$287,869,689 |
| Average Revenue (\$000) | \$1,174 | Average Revenue (\$000) | \$1,384 |
| Net New Establishments | (2) | Net New Establishments | 1,743 |

INDUSTRY TRENDS

| | 2014 | 2015 | 2016 | 2014vs.2015 % Growth | 2015vs.2016 % Growth |
|---------------------------------------------|-----------|-----------|-----------|-------------------------|-------------------------|
| # of Establishments | | | | | |
| Local | 20 | 23 | 21 | 15.0% | -8.7% |
| National | 202,623 | 206,307 | 208,050 | 1.8% | 0.8% |
| # of Employees | | | | | |
| Local | 147 | 253 | 257 | 72.1% | 1.6% |
| National | 4,744,112 | 4,907,488 | 5,011,737 | 3.4% | 2.1% |
| Payroll/Net Sales % | | | | | |
| Local | 19.8% | 20.1% | 20.2% | 1.8% | 0.3% |
| National | 20.0% | 20.2% | 20.3% | 0.9% | 0.3% |
| Average Rent – Establishment (\$000) | | | | | |
| Local | \$52.5 | \$76.0 | \$85.2 | 44.9% | 12.0% |
| National | \$97.8 | \$98.7 | \$100.1 | 0.9% | 1.4% |
| Rent Per Employee (\$000) | | | | | |
| Local | \$7.1 | \$6.9 | \$7.0 | -3.2% | 0.7% |
| National | \$4.2 | \$4.1 | \$4.2 | -0.7% | 0.2% |
| Rent to Sales % | | | | | |
| Local | 7.3% | 7.3% | 7.3% | -0.0% | -0.0% |
| National | 7.3% | 7.3% | 7.2% | -0.0% | -0.0% |

Industry (RE)port Rating Methodology

RISK SCORE MEANING

Low Risk

1000

750

500

250

0

High Risk

Low Risk: Local Industry Economic Condition is Much Stronger than the Local or US Economy

Below Average Risk: Local Industry Economic Condition is Stronger than the Local or US Economy

Above Average Risk: Local Industry Economic Condition is Weaker than the Local or US Economy

High Risk: Local Industry Economic Condition is Much Weaker than the Local or US Economy

INDUSTRY BENCHMARKS USED FOR RISK SCORE

Business Risk Factors Index

Financial Industry Benchmarks that reflect size, liquidity, leverage and efficient use of assets.

Business Performance Factors

Financial Industry Benchmarks that reflect growth and profitability.

Current Ratio

Debt/Equity

Asset Turnover

Net Revenues Size

ROE

ROA

EBITDA Margin %

EBITDA Growth Rate

Net Revenues Growth Rate

Gross Margin %