

**PROFIT:
VOLUME IS VANITY,
PROFIT IS SANITY**

TED LEBOW

KITCHENTABLECONSULTANTS.COM



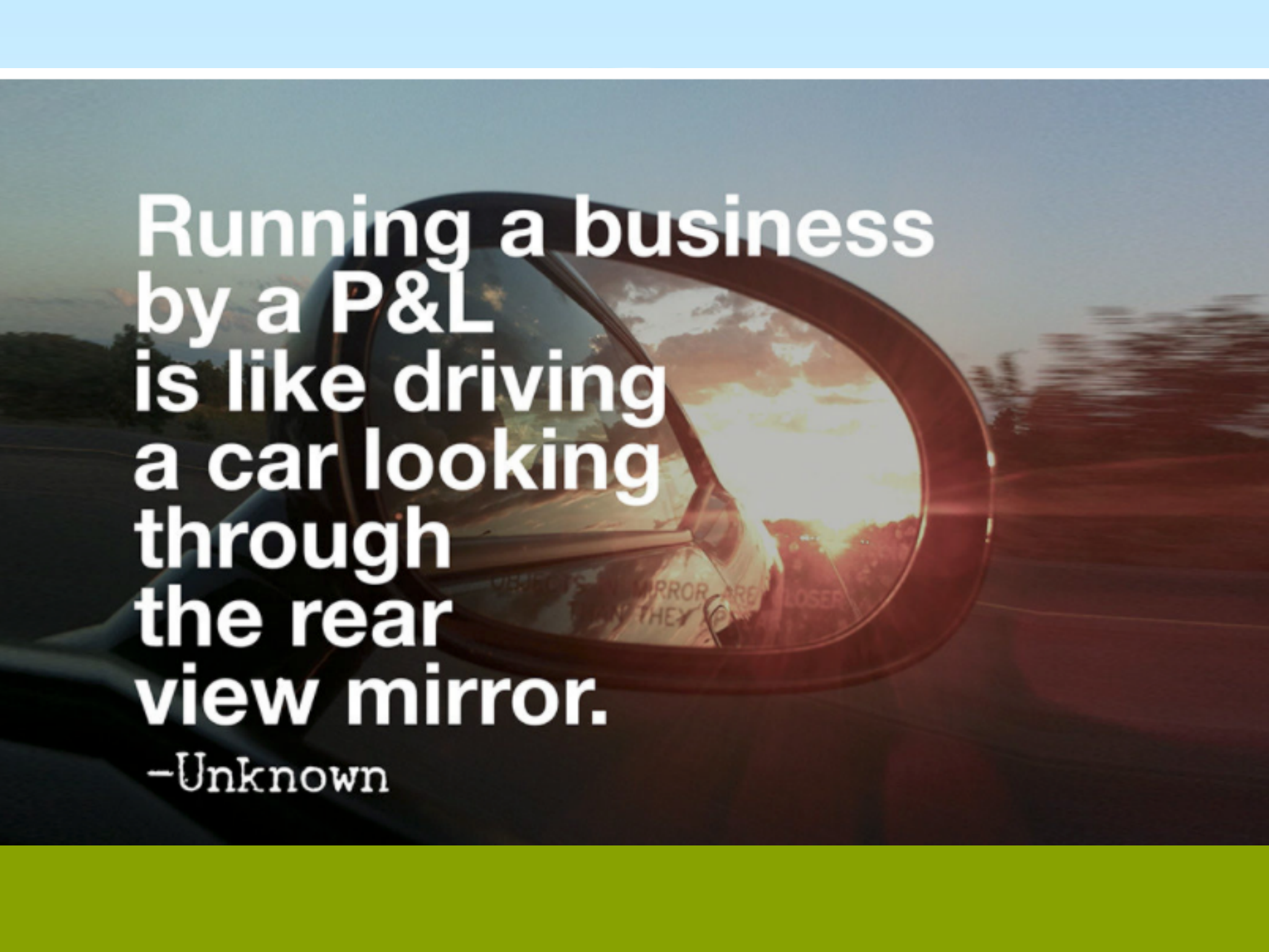
OUR IMPACT

We have helped raise over \$70 Million in debt, equity and donations for our clients.

Our team, including our subject matter experts, have over 300 years of combined local food expertise, we sit on numerous local food/sustainable food related non-profit boards, and since our inception of consulting in 2009, we have provided consulting services to more than 300 small businesses. Our current food/farm focus at KTC includes 22 local food related non-profits, 73 local farms and 40 other local food-related businesses.

Our clients have a collective annual revenue of over \$210 Million.

In nearly every case, our clients will attest to the fact that what keeps KTC up at night is that our services generate more improved profit than we cost.



**Running a business
by a P&L
is like driving
a car looking
through
the rear
view mirror.**

—Unknown

ORGANIZE YOUR BOOKS

Chart of Accounts

1.Income

2.Cost of Goods Sold (COGS)

→ Gross Profit (gross margin %)

3.Operating Expenses

4.Labor

5.General + Administrative

6.Fixed Expenses

7.One-Time Expenses

→ Net Profit (net profit %)



ORGANIZE YOUR BOOKS

Chart of Accounts

You don't need a category for everything. What you DO need to see is TRENDS.

Built from the perspective of a management accountant, not a tax accountant; similar expenses are chunked together which make spotting trends easier, and you still have the ability to look at the details.



DAILY PROFIT ???

Measuring Labor

- CASE STUDY
- 5MM annual sales
- 50 Employees
- Co-packer
- Labor
- What made us take a look
- What did we do?
 - LOP Tool development
& theory
- What were the results
 - Labor revenue



DAILY PROFIT ???

Measuring Labor

- CASE STUDY
 - 1.5MM
 - Produce Logistics
 - Midwest
-
- Labor
 - Transport Measurement



Measuring Materials

- CASE STUDY
 - 3MM
 - Fertilizer Manufacturer
-
- Materials
 - Raw Materials Management



ENGAGEMENT

- Storyboarding
- Budget vs. Actuals
- Role of incentives
- Steady improvement
- Brought in lean manufacturing training



CRITICAL NUMBERS

Benchmarking

\$35-\$40/labor hour for
manufacturing

LABOR & RAW MATERIALS



• THANK YOU •

QUESTIONS?

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