

# GRAPPA MEDITERRANEAN BISTRO & CAFE

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1027 Washington Avenue  
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December 1, 2009

Marc Heller & Board of Directors  
Of GURA Golden Urban Renewal Authority  
922 Washington Ave. Suite 100  
Golden, Colorado 80402

I have enclosed the revised document for the Hurricane Fish House & Oyster Bar. As you requested I have broken the yearly totals down to monthly projections.

Please call with any questions. Look forward to hearing from you soon.

Sincerely,

  

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Maurice Couturier

MC:sb



**Hurricane Fish House Oyster Bar New Restaurant Operating Expenses for**  
**2011**

Grand Total Food & Beverage Sales Projection		\$1,386,870.00
<b>Labor Costs (incl. officers &amp; payroll taxes)</b>		28.00% of Total Sales \$390,925.00
Rent	(approx 6500 sq ft) \$17/ft base rent \$8.32 / ft Triple Net	\$110,500.00  \$54,080.00
<b>Total Rent</b>		<b>\$164,580.00</b>
Percentage Rent / Gross Sales		11.87%
<b>Operating Expenses</b>		
Insurance - Building		\$5,500.00
Repair/Maintenance		\$5,000.00
Linen		\$18,750.00
Utilities (gas, phone, electric, water)		\$45,000.00
Marketing & Promotion		\$26,250.00
Office Supply		\$3,000.00
Operating Supply (china, glassware, silverware, other small equipment)		\$13,500.00
Workers' Compensation		\$5,625.00
Accounting		\$4,500.00
Bookkeeping		\$17,000.00
Miscellaneous		\$11,250.00
Entertainment		\$15,000.00
Legal/Licensing		\$9,000.00
Credit Card Fees	75% at 2.6%	\$33,750.00
Donations		\$2,125.00
Equipment Lease		\$3,000.00
Decorations		\$6,000.00
<b>Total Operating Expense</b>		<b>\$225,753.00</b>
Total Costs of Projected Sales		\$1,174,824.90 <b>84.71%</b>
<b>Net Profit before Loan Repayment</b>		<b>\$212,045.10</b>
<b>Loan Repayment (based on 5 yr terms)</b>		<b>\$38,400.00 per year</b>
<b>150,000.00 @ 6% = \$192000.00</b>		
<b>Loan Repayment (based on 5 yr terms)</b>		<b>\$3,200.00 per month</b>

**Hurricane Fish House Oyster Bar New Restaurant Cost of Operations for**  
**2011**

Grand Total Food & Beverage Sales Projection	\$1,386,870.00
Food Sales	55% of Total Sales \$755,226.00 28% Cost of Goods (211,463.28)
Wine Sales	25% of Total Sales \$343,286.00 32% Cost of Goods (109,851.52)
Beer Sales	10% of Total Sales \$137,313.00 28% Cost of Goods (38,447.64)
Liquor Sales	11% of Total Sales \$151,045.00 26% Cost of Goods (39,271.70)
<b>Total Food &amp; Beverage Costs</b>	<b>(399,034.14)</b> <b>-28.77%</b>



Monthly Labor  
Break Down

Month	Labor Projections	
	Amt	100%
January	\$ 19,183.00	4.94%
February	\$ 27,183.00	7.00%
March	\$ 19,183.00	4.94%
April	\$ 18,639.00	4.80%
May	\$ 37,279.00	9.60%
June	\$ 47,298.00	12.18%
July	\$ 53,045.00	13.66%
August	\$ 47,298.00	12.18%
September	\$ 38,716.00	9.97%
October	\$ 28,658.00	7.38%
November	\$ 22,911.00	5.90%
December	\$ 31,532.00	8.12%
Total	\$ 390,925.00	

Monthly Rent  
Break Down

	Rent Projections	
Month	Amt	100%
January	\$ 13,715.00	4.94%
February	\$ 13,715.00	7.00%
March	\$ 13,715.00	4.94%
April	\$ 13,715.00	4.80%
May	\$ 13,715.00	9.60%
June	\$ 13,715.00	12.18%
July	\$ 13,715.00	13.66%
August	\$ 13,715.00	12.18%
September	\$ 13,715.00	9.97%
October	\$ 13,715.00	7.38%
November	\$ 13,715.00	5.90%
December	\$ 13,715.00	8.12%
Total	\$ 164,580.00	

Monthly Operating Expenses  
Break Down

Yearly Sales  
Projections

Month	Expense Projection	100%
January	\$ 11,078.00	4.94%
February	\$ 15,697.00	7.00%
March	\$ 11,078.00	4.94%
April	\$ 10,764.00	4.80%
May	\$ 21,528.00	9.60%
June	\$ 27,314.00	12.18%
July	\$ 30,632.00	13.66%
August	\$ 27,314.00	12.18%
September	\$ 22,358.00	9.97%
October	\$ 16,550.00	7.38%
November	\$ 13,231.00	5.90%
December	\$ 18,209.00	8.12%
Total	\$ 225,753.00	

# **Hurricane Fish House & Oyster Bar New Restaurant Business Proposal**

*Submitted By:*

*Maurice Couturier  
Grappa Mediterranean Bistro & Café  
1027 Washington Avenue  
Golden, CO 80401  
(303) 273-8882  
[www.grappabistro.com](http://www.grappabistro.com)*

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Maurice Couturier  
1027 Washington Avenue  
Golden, CO 80401  
(303) 273-8882  
[www.grappabistro.com](http://www.grappabistro.com)

Dear Friends, Food and Wine or Beer Lovers,

I, Maurice Couturier, want to thank you all for all of the support you have given to our new restaurant, Grappa Mediterranean Bistro & Café, that opened May 2008. I would like to especially thank the City of Golden, the Golden Civic Foundation, the Golden Urban Renewal Agency, the Foothills Art Center, the Colorado School of Mines, CoorsTek, and the Coors Brewery Family. Also, I would like to thank my very good friends and local customers.

One year ago, I discovered Golden and began my plan to stay for a great long time. I have always felt and continue to feel a sense of community and home here. I came during a very difficult economic time, yet I determined that my background which includes restaurant management knowledge, prior restaurant ownership experience, and exceptional cooking knowledge, I had the opportunity to create an extremely successful business following Rhapsody's closure.

As you know, the current economy continues to appear grim and may not be the best time for opening prospective businesses. However, after Grappa's proven success, I am very interested to propose a wonderful new restaurant concept at the brand new corner building located at Washington Avenue and 13<sup>th</sup> Street in Golden referenced as Gateway Station.

I believe that there is local demand for a New Orleans style seafood restaurant here. I plan to call the new restaurant Hurricane Fish House and Oyster Bar. I am confident of the potential to open another successful eatery. Relying on my experience, background, and Grappa's proximity to the prospective site, my strategy is to operate another eatery using the current market to easily promote the new idea.

I would like to share some of my qualifications and history that has allowed Grappa to become an anchor in the Golden restaurant venue. I was born in Normandy, France. My cooking history includes employ as the former chef for the late King Hussein of Jordan. My cooking expertise consists of international cuisine: Italian, French, Middle Eastern, Contemporary New Orleans', and much more. I have owned restaurants in Aspen, Colorado for nearly twenty (20) years: L'Absinthe in Boulder, La Boheme in Snowmass Village, Margarita Grill in Snowmass Village, and Ute City Bar and Grill in Aspen. With over two (2) decades in managing restaurant establishments, I have supervised approximately one hundred and forty (140) employees.

With the ability to use some of my current labor force at both sites and lower bulk costs for food, wine, and liquor supplies, I anticipate at least ten (10) percent lower in operating costs for both restaurants. I will be able to create thirty (30) new jobs locally, generate an

Please let me know should you require further information.

Sincerely,

Maurice Couturier

MC:sb

Attachments: 10

# Hurricane Fish House Oyster Bar New Restaurant Sales Projections

## Breakfast

Summer/Busy Season

June 01 - September 30 (17.5 weeks)

Monday - Thursday

40 guests

10 \$ per person

4 days

17.5 weeks

\$28,000.00 Total

Friday - Sunday

80 guests

10 \$ per person

3 days

17.5 weeks

\$42,000.00 Total

Lower Season

October 01 - May 31 (34.65 weeks)

Monday - Thursday

30 guests

10 \$ per person

4 days

34.65 weeks

\$41,580.00 Total

Friday - Sunday

50 guests

10 \$ per person

3 days

34.65 weeks

\$51,975.00 Total

**Total Yearly Breakfast Sales**

**\$163,555.00**

# Hurricane Fish House Oyster Bar New Restaurant Sales Projections

## Happy Hour

Summer/Busy Season

June 01 - September 30 (17.5 weeks)

Monday - Thursday

60 guests  
12 \$ per person  
4 days  
17.5 weeks  
\$50,400.00 Total

Friday - Sunday

80 guests  
12 \$ per person  
3 days  
17.5 weeks  
\$50,400.00 Total

Lower Season

October 01 - May 31 (34.65 weeks)

Monday - Thursday

35 guests  
12 \$ per person  
4 days  
34.65 weeks  
\$58,212.00 Total

Friday - Sunday

45 guests  
12 \$ per person  
3 days  
34.65 weeks  
\$56,133.00 Total

**Happy Hour Yearly Total**

**\$215,145.00**

# Hurricane Fish House Oyster Bar New Restaurant Sales Projections

## Late Night

Summer/Busy Season

June 01 - September 30 (17.5 weeks)

Thursday, Friday, Saturday

50 guests

15 \$ per person

3 days

17.5 weeks

\$39,375.00 Total

Lower Season

October 01 - May 31 (34.65 weeks)

Thursday, Friday, Saturday

30 guests

15 \$ per person

3 days

34.65 weeks

\$46,777.50 Total

**Late Night Yearly Sales**

**\$86,152.50**

**Grand Total Food & Beverage Sales**

**\$1,716,631.00**

**Projection**

## Hurricane Fish House Oyster Bar New Restaurant Cost of Operations

Grand Total Food & Beverage Sales Projection		\$1,716,631.00
Food Sales	55% of Total Sales	
	\$944,147.05	
	28% Cost of Goods	
	(264,361.17)	
Wine Sales	25% of Total Sales	
	\$429,157.75	
	32% Cost of Goods	
	(137,330.48)	
Beer Sales	10% of Total Sales	
	\$171,663.10	
	28% Cost of Goods	
	(48,065.67)	
Liquor Sales	11% of Total Sales	
	\$188,829.41	
	26% Cost of Goods	
	(49,095.65)	
<b>Total Food &amp; Beverage Costs</b>		<b>(498,852.97)</b>
		<b>-29.06%</b>

## Hurricane Fish House Oyster Bar New Restaurant Construction Costs

Architect Fees & Plans	\$15,000.00	
General Contractor Fee	\$50,000.00	20%
Electrical (incl. Subcontractor)	\$50,000.00	
Plumbing (incl. Subcontractor)	\$65,000.00	
HVAC (incl. Subcontractor)	\$35,000.00	
Ceilings (Restaurant, Kitchen, Office)	\$35,000.00	
Flooring (Kitchen, Offices)	\$35,000.00	
Fire Suppression System Kitchen	\$25,000.00	
Hood/Ventilations Hansel System	\$25,000.00	
Restrooms	\$10,000.00	
Restrooms	\$20,000.00	
Walls/Doorways/Wainsco ating	\$25,000.00	
U-Shaped Bar	\$20,000.00	
Lighting Fixtures	\$12,000.00	
Booths/Banquets	\$12,000.00	
Tables/Chairs	\$18,000.00	
Kitchen Heavy Equipment (Refrigeration, Stove, Grill, Range)	\$35,000.00	
Small Kitchen Equipment	\$15,000.00	
Walk-In Cooler/Freezer	\$12,000.00	
Kitchen Sink/Bath Sinks/Prep Sink/Hand Sink	\$2,000.00	
Add'l Shelving/Kitchen Stainless Steel/Kitchen Wall Cover	\$1,500.00	
Paint/Wall Finishing	\$5,000.00	
China/Silverware/Plates/G lasses	\$8,000.00	
Contract Labor	\$25,000.00	
Awnings	\$12,000.00	
Signage	\$3,500.00	
Operating Supply	\$3,500.00	
Office/Computer/Supply	\$3,000.00	
	\$2,000.00	

## Hurricane Fish House Oyster Bar New Restaurant Funding

Tenant Restaurant Improvement (provided by landowner)	\$260,000.00	
Civic Foundation Loan	\$350,000.00 at 6%	\$21,000.00
Personal	\$100,000.00	
Total Funding	\$710,000.00	
Civic Foundation Loan Repayment	\$350,000.00	
	6.00% Interest	
	\$21,000.00	

We would like to discuss a 10 years term, maybe with a balloon payment after 6 years. We would like to discuss with Mark Heller from GURA to help finance the loan repayment from tax revenue to Golden Civic Foundations. We are asking for long-term lease, 10-20 years minimum, pending agreement on lease terms. Please review this documentation for future discussions and approval. As soon as proposal has been approved, we would anticipate four to five months before restaurant opening.