

WORKSHEET 20 · CHAPTER 20 · OPENING NIGHT AND THE FIRST 90 DAYS

First 90 Days Dashboard

Print, complete by hand, or use as a working review sheet.

Instructions

Track weekly for the first ninety days and review at each 30-day gate.

Revenue and Covers

Weekly covers vs projected	Weekly revenue vs projected
Average check	RevPASH

Cost Control

Food cost %	Actual vs theoretical food cost gap
Beverage pour cost %	Labour cost %
Prime cost %	

Customer and Operations

Aggregate review score	Total reviews
Repeat visit rate	Community size
Average ticket time	Table turn rate
No-show rate	Void/comp percentage

Team and Founder Wellbeing

Staff turnover	Positions vacant
Training hours completed	Founder working hours
Days off	Sleep average
Delegated tasks to GM	

Gate Reviews

30-Day Gate Revenue vs projection, key issue, action taken.

60-Day Gate

Prime cost target, supplier terms, retention marketing.

90-Day Gate

Menu engineering, daypart profitability, concept pivot decision.