



GOLIATH
CONSULTING
GROUP

Management Contract Outline

Management Services

- Manage Day-to-Day Operations
 - Guest Experience
 - Employee Experience
 - Bar
 - Kitchen
 - Shift management
 - Safety and security
 - R&M
 - Cleanliness and Sanitation
 - POS and other technology
 - Third party delivery, takeout and catering
- Financial
 - Prime Cost Accountability and Management
 - Food and Beverage Costs on a macro and per-item micro level
 - Budget Creation monitoring
 - Sales Forecasting using historical data and current trends
 - Cost based expenditure procedures
 - Inventory and Cash Management
 - Loss Prevention Strategies
 - Waste Reduction and Accountability
 - Cashflow management
 - Balance Sheet and Debt Management
- Human Resources
 - Compliance to current labor standards
 - Performance evaluation and documentation
 - Recruitment, hiring and training
 - Virtual leadership support
- Supply Chain and Vendor Relations
 - Vendor Negotiations and Consolidation
 - Access to Goliath's Preferred Vendor Network and Pricing
- Menu Development
 - Maintain and develop recipes for bar and food menu
 - Manage menu pricing
- Marketing
 - Manage online reputation; build or improve social media presence
 - Work with PR and Marketing companies to support brand business plan
- Strategic Planning
 - Business plan reviews
 - Look at internal and external trends and incorporate into operations
 - Develop development plan to grow the current business (revenue growth, additional locations)