

Overall Score

3/5



Direction & Leadership	3/5
People & Operations	2/5
Market & Resilience	3.5/5
Financial Benchmarking	3.5/5

YOUR PROFIT ADVANTAGE

\$129,468

Profit Margin Strength

Your profit margin is 6.0% above industry benchmarks, indicating strong operational efficiency.

Key Takeaways

Strong Vision, Weak Execution Systems

You have a compelling destination brand and clear purpose, but without a formal planning process or performance tracking, growth depends too heavily on instinct rather than repeatable systems.

Financials Are a Genuine Strength

Your gross profit margin of 67.9% is nearly double the 40.5% industry benchmark, and your net profit margin of 12.1% versus 6.2% for peers shows this business is performing exceptionally well financially.

People Systems Are the Biggest Risk

High turnover with no benchmarking, no formal career paths, and no documented front-of-house procedures means your team quality is inconsistent and your growth plans are harder to execute.

Financial Performance Ratios

GROSS PROFIT MARGIN 67.9% ▲ vs 40.5% industry avg	EBITDA MARGIN 13.3% ▲ vs 6.6% industry avg	ACCOUNTS RECEIVABLE DAYS 0 days ▲ vs 3 days industry avg	CURRENT RATIO 2.31 ▼ vs 2.32 industry avg	DSCR N/A vs 1.25 industry avg
NET PROFIT MARGIN 12.1% ▲ vs 6.2% industry avg	WAGES AS A % OF REVENUE 32.2% ▼ vs 15.1% industry avg	ACCOUNTS PAYABLE DAYS 8 days ▲ vs 29 days industry avg	DEBT / EQUITY 0.45 ▲ vs 1.88 industry avg	ROA 80.6% ▲ vs 25.3% industry avg

Financial Benchmarking

Category	Company	Industry	Variance
Revenue	100.0%	100.0%	+0.0%
Cost of Sales	32.1%	59.5%	-27.4%
Gross Margin	67.9%	40.5%	+27.4%
Wages	32.2%	15.1%	+17.1%
Depreciation	0.8%	1.7%	-0.9%
Advertising	3.1%	1.0%	+2.1%
Rent	5.6%	5.7%	-0.1%
Repairs	2.6%	0.9%	+1.8%
All Other Costs	14.1%	12.1%	+1.9%
Total Expenses	55.8%	35.7%	+20.1%
Profit Margin	12.1%	6.2%	+6.0%

Strategic Recommendations & Action Plan

Tyler's Good Old Games

Immediate Priorities (Next 90 Days)

Strategy and Planning

- Hold a focused 2-hour session with your management team to define 3 priorities for the next 90 days with a named owner and a measurable outcome for each
- Set up a simple one-page scorecard to review those priorities at every monthly management meeting so progress is visible

People and Retention

- Pull your actual turnover rate for the last 12 months and compare it to National Restaurant Association data so you know where you really stand
- Write down 3 to 5 criteria that define readiness for a management role so promotions are based on performance, not just tenure

Operational Consistency

- Document your top 10 front-of-house service steps the same way you document recipes, so new staff have a written standard to train against
- Create a simple opening and closing checklist that any manager can use to run a consistent shift without relying on memory

Medium-Term Goals (6-12 Months)

Expansion Readiness

- Define what a second location would require in terms of staffing, capital, and systems so you can evaluate the opportunity with real numbers
- Build a documented operations manual that would allow a new location to replicate your quality without you being physically present

Customer and Revenue Growth

- Define your ideal customer profile beyond 'anyone who will buy our pizza' so your billboard and social media spend targets the people most likely to become regulars
- Launch a simple loyalty or referral program to convert your destination visitors into repeat customers and word-of-mouth advocates

Success Metrics

67.9%

Gross Profit Margin

Your gross margin is 27 points above the industry benchmark, confirming your premium pricing and quality model is working.

\$129K

Profit Advantage vs. Industry

You are generating \$129,468 more profit than the average peer in your industry, a lead worth protecting and building on.

3 of 8

Pillars Needing Attention

People, strategy, and systems scored below 3.0, and closing those gaps is the clearest path to supporting your expansion goal.

2.31

Current Ratio

Your current ratio of 2.31 nearly matches the 2.32 benchmark, meaning your short-term financial position is healthy and stable.

Report Recap

Vision Is Clear and Motivating

You have a genuine destination brand with a passionate team and a restaurant that runs at capacity. That is a real competitive advantage most owners never achieve.

Financials Outperform Your Peers

With a net profit margin of 12.1% versus the 6.2% industry average, your business is generating strong returns. The financial foundation is solid.

Systems and People Need Structure

Your biggest growth risk is not the market. It is the absence of documented processes and people development systems that would let you scale without losing quality.

Strategy Needs a Formal Rhythm

Monthly financial reviews are a good start, but adding a quarterly planning session with defined priorities and measurable outcomes will turn good intentions into consistent progress.

Company Overview

INDUSTRY

Hobby, Toy, and Game Shops

SIZE

15

CURRENT REVENUE

\$1M - \$5M

SUBMISSION DATE

July 8, 2026

Prepared by Orca Advisor · Confidential · 2026-07-08