

## Sales Comparative 2016 & 2015 of those Operators with New Foods

Operation	New Product	Sales 2016	Sales 2015	Difference	As a %
Blue Barn (2 items)	Candied Bacon BLT Pork Bowl	\$628,428	\$474,916	\$153,512	32%
Tot Boss (compared to previous operator)	Tater Tots	\$177,597	\$24,425	\$153,172	627%
Oofda Tacos (compared to previous operator)	Oofda Tacos	\$123,367	\$19,961	\$103,406	518%
Texas Steak Out	Deep Fried Nachos	\$360,133	\$267,912	\$92,221	34%
O'Garas	Grilled Cheese Bites	\$294,052	\$216,049	\$78,003	36%
Minn Wine Country	Candied Bacon Donut Sliders	\$110,237	\$45,734	\$64,503	141%
RC's BBQ (compared to Famous Dave's)	Burnt Butt Ends	\$277,918	\$222,376	\$55,542	25%
Oodles of Noodles	Mac & Cheese with Curds	\$96,813	\$43,411	\$53,402	123%
Lamb Shoppe	Sheep Dog	\$94,625	\$41,882	\$52,743	126%
Strawberry Patch	Strawberry Donut Delight	\$89,864	\$38,138	\$51,726	136%
French Meadow	Rustic Beef Pastry	\$248,532	\$209,158	\$39,374	19%
Fish & Chips (2 locations)	Saucy Shrimp & Slaw	\$205,204	\$173,034	\$32,170	19%
Giggles	Iron Range Meat & Potatoes	\$450,190	\$421,695	\$28,495	7%
Lancer	Spam Sushi (Compared to former Pizza Operation)	\$58,369	\$33,330	\$25,039	75%
Ragin Cajun	Gumbo Frites	\$96,950	\$73,458	\$23,492	32%
Blue Moon	French Onion Monkey Bread	\$185,139	\$163,979	\$21,160	13%
Gass Station	Minn Corn Dog	\$91,965	\$70,808	\$21,157	30%
Café Caribe	Peel'N Eat Shrimp	\$137,330	\$121,756	\$15,574	13%
JonnyPops	Banana Cinnamon Dipped in Chocolate	\$41,253	\$37,703	\$3,550	9%
Goertzes Dairy	Cracker Jack Sundae	\$91,620	\$88,184	\$3,436	4%
Bridgeman's	La La Palooza	\$73,020	\$72,639	\$381	1%
LuLu's	Bang Bang Chicken (against a hot new item in '15)	\$336,035	\$345,836	\$9,801	-3%
Sausage Sisters	Beer Brat Buddies (against hot new item in '15)	\$55,149	\$65,143	\$9,994	-15%
Green Mill	Italian Taco (cut back menu from '15)	\$85,065	\$101,802	\$16,737	-16%
Midtown Global	Carpe Diem and Panear on a spear (two big items in '15)	\$90,583	\$119,649	\$29,066	-24%
Totals		\$4,499,438	\$3,492,978	\$1,006,460	29%