Labor Hour Budget

RestaurantProfitSystems-Scheduletosales - step-by-step

Goal

Build a weekly schedule that hits target labor percent and Sales per Labor Hour (SPLH) without understaffing.

STEP 1 - Pick the Week and Forecast Sales

Choose a 7-day window (Mon-Sun orSun-Sat).
Enter expected NET sales per day (exclude tax and gift card redemptions).
Use last year same week x growth percent, or last 8-week weekday averages.

EXAMPLE: Mon $6800, Tue $6200, Fri $12000, Sun $8400

STEP 2 - Choose Target Labor Percent (by concept and category)

Pick total labor percent, or split FOH/BOH/Bar targets.
Typical TOTAL labor percent (guide):
- Quick Service: 22-26 percent
- Fast Casual: 25-29 percent
- Full Service: 28-33 percent
- Bar-heavy: 24-28 percent

Split example: FOH 13 percent, BOH 14 percent, Bar 2 percent (if applicable).

EXAMPLE: Target total 29 percent; split FOH 13, BOH 14, Bar 2

STEP 3 - Convert Percent to Labor Dollars

Foreach day: Labor Dollars Cap = Forecast Sales x Target percent.
If you split by department, multiply each by its own percent.

EXAMPLE: Friday $10000 x 0.29 = $2900 labor cap

STEP 4 - Set Productivity Targets (SPLH)

SetSales per Labor Hour by department and daypart (lunch, dinner, late).
Example SPLH targets: FOH Lunch $90, FOH Dinner $120, BOH $75, Bar $150.
Higher SPLH means fewer hours for that area

EXAMPLE: Dinner forecast $6000 and FOH SPLH $120 -> 50 FOH hours

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STEP 5 - Base Coverage (fixed hours)

List minimum bodies by daypart for safety and service standards.
Include opening, closing, and cleaning time (e.g., 1 DW close + 1 expo Fri-Sat).
These hours are fixed regardless of sales.

EXAMPLE: Dinner: 1 cook 8h, 1 DW 6h, 1 host 5h (fixed)

STEP 6 - Variable Hours via SPLH

Variable Hours = Forecast Sales / SPLH (per department/daypart).
Total Hours = Base Hours + Variable Hours. Then adjust for coverage and flow.
Cross-check guest flow, peak arrival, and station capacity.

EXAMPLE: BOH dinner variable = $6000 / $75 = 80 hours

STEP 7 - Convert Hours to Dollars (by role wage)

Labor Dollars by role = Hours x Base Wage (exclude taxes/benefits in this sheet).

Total Labor Dollars = sum of role dollars per day; compare to cap from Step 3.

EXAMPLE: Line cook 38h x $18 = $684; Server 30h x $12 = $360

Labor Budget Worksheet

Restaurant Profit Systems - Fill this for the upcoming week

A) Sales and Daily Labor Caps

Set your sales forecast and caps by target percent

Day	Open Hrs	Forecast Sales ($)	Target Labor %	Labor $ Cap
Mon				
Tue				
Wed				
Thu				
Fri				
Sat				
Sun				

Labor Budget Worksheet

Restaurant Profit Systems - Fill this for the upcoming week

B) Productivity Targets (SPLH)

Targets by department and daypart

Dept	Daypart	SPLH Target ($/hr)	Notes

C) Role Hour Plan and Dollars

Base+variablehoursbywage;keepwithinthe daily cap

Role	Wage $/hr	Base Hours	Variable Hours	Total Hours	Labor $	Notes

TOTAL HOURS: **TOTAL LABOR $:** **LABOR % (Total Labor $ / Total Sale**

OVERALL SPLH (Total Sales / Total Hours):