CAFE KPIs

This list below contains some of the more common KPIs used in cafes.

When considering which KPIs to use then think about what is most important in your business, which ones are going to drive the results that you are after?

I would suggest choosing no more than about 5-7 KPIs and make sure that they are quick and easy to measure and record, you don't want it to become a job that you can't do consistently.

Remember, things that are measured and monitored usually grow.

- Sales

- Sales per labour hour

- COGS %

- COGS $

- Gross profit %

- Wage %

- Net profit $

- Net profit%

- Customer reviews/feedback

- Social media followers

- Social media interactions

- Number of transactions

- Average transaction Value