

Opening a fast food outlet

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Introduction

- The sphere of fast, delicious and budget food will always be in demand.
- With proper registration and business management, this will bring a stable income



Where to open?

The shawarma kiosk should be located in a crowded place. There should be a train station, park, metro, shopping center or public transport stop in the immediate vicinity. The biggest lovers of fast food are students who prefer to eat quickly, tasty and inexpensively, so you can choose a place for a shawarma stall next to an educational institution (technical schools, universities, colleges, training centers) or a hostel.

Choosing a format and room

- We chose the option of a stationary retail outlet. The room will have an internal hall and a window for quick trade for passers-by.

Expenses

- Rent a stall — 20,000 ₱
- Registration of documents — 15,000 ₱
- Purchase of equipment — 100,000 ₱
- Purchase of products — 40,000 ₱
- Advertising program — 33,000 ₱
- Disposable tableware — 2,000 ₱
- Total: 210,000 ₱

Documents

- It's not difficult to open shawarma, but you will have to collect a lot of documents and permits. First you need to register an individual entrepreneur and register with the tax authority. An individual entrepreneur is registered at the place of residence, and not at the place of business. You can put a kiosk anywhere on the territory of the Russian Federation, having coordinated this with the local authorities. Next, you need to collect the following package of documents:

- Permission for the production and trade of shawarma (municipal authority).
- Permission to open a retail outlet in a certain territory (Rospotrebnadzor).
- Certificate of sanitary and epidemiological condition (Rospotrebnadzor).
- List of manufactured products (Rospotrebnadzor).
- An agreement with a laundry and dry cleaning service for the washing of uniforms.
- Quality certificates.
- Agreement on disinfection, deratization, disinsection.
- Ventilation cleaning contract.
- Contract for the removal and disposal of fluorescent lamps.
- Waste collection agreement (household and organic).
- Staff medical records.

Opening checklist

- Registration of individual entrepreneurs.
- Registration of allowing documents.
- Search for a suitable location.
- Approval of opening in points in the municipal authority (if the point is new).
- Rent or buy a kiosk (trailer).
- Purchase and placement of equipment.
- Kiosk design (internal and external).
- Setting the opening date.
- The distribution of advertising.
- The employment of staff.

Monthly expenses

- Kiosk rental — 20,000 ₱
- The ends tax is 6,000 ₱
- Insurance premiums for employees — 2,000 ₱
- Food and beverages — 50,000 ₱
- Garbage collection, Laundry, utility bills — 5,000 ₱
- Disposable tableware, napkins, bags, etc. — 2,000 ₱
- Employees ' salary is 30,000 ₱
- Total: 115,000 ₱

Revenue

- Here, the price policy of the enterprise is important, which includes the level of purchase prices, the category of products, the amount of cheating, and the level of prices for Shawarma in the region. On average, Shawarma costs 120 rubles. If you sell 20 servings of Shawarma in 1 day, you will get 2,400 rubles, or 72,000 rubles a month. Together with the rest of the products of the minimum range is obtained:
- Shawarma — 72,000 rubles.
- Drinks — 70,000 rubles.
- Toast, rolls, chips — 30,000 rubles.
- Ice cream — 38,000 rubles.
- Total: 210,000 rubles.
- *Thus, the average net income from one point with the simplest assortment is about 100,000 rubles per month.*



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- The enterprise can be confidently called profitable. Given the correct location, it can be argued that there is no particular seasonality in this business. Shawarma is bought both in heat and cold. Having hot tea and ice cream in the assortment, you can attract people in any weather, earning additional income on related products.