

## NRA Member Profit Margins Compared to Industry

Restaurants operate on tight margins — an average of 2- 3 percent. But NRA members have greater pre-tax profit margins than the industry average — often two to four times higher.

Source Data:

	Sales - Under \$1 m.		Sales - \$1 m. - \$2 m.	
	Pre-Tax Profit		Pre-Tax Profit	
	NRA Members	Industry	NRA Members	Industry
Fullservice	2 – 6 %	0 – 1 %	4 – 5 %	1 -2 %
Quickservice	4 - 5%	0 - 1%	6 – 14 %	1 – 3 %

*Source(s): NRA Industry Operations Report and 2007 Risk Management Association Financial Ratio Benchmarks Report*