

BET Statewide Financial Averages

District	Cafeteria	Snack Bar	Vending	Convenience Stores	Totals	Percentage of Program	Highway Rest Areas
South Austin	7	2	11	0	20	16.26%	3
Fort Worth	2	3	13	1	19	15.45%	6
Houston	1	3	15	0	19	15.45%	2
San Antonio	0	1	18	2	21	17.07%	4
El Paso	3	0	21	0	24	19.51%	3
North Austin	6	6	7	1	20	16.26%	1
Totals	19	15	85	4	133	100.00%	19
% of program	15.45%	12.20%	69.10%	3.25%			

Federal Locations:

Agency	Cafeteria	Snack Bar	Vending	Convenience Stores	Totals	Percentage of Program
GSA	3	5	0	1	6	17.65%
USPS	0	0	7	0	7	20.59%
DOD	4	0	2	1	6	17.65%
INS	0	0	2	0	2	5.88%
HHS	0	2	0	0	3	8.82%
AAFES	0	0	0	0	0	0.00%
VA	2	1	2	1	5	14.71%
NASA	0	1	0	0	1	2.94%
Vending Routes	0	0	8	0	4	11.76%
Totals	9	9	21	3	34	100.00%

Statewide Averages:

Cafeterias Excluding Military Contracts

Counter and Vending	2022	2021	2020	2019	2018
Average Monthly Sales Cost of Goods	44.14%	42.93%	45.05%	42.67%	43.46%

Average Monthly Labor Cost	24.49%	28.40%	37.38%	28.99%	30.25%
Average Monthly Miscellaneous Cost	8.72%	12.22%	10.18%	8.51%	8.67%
Average Monthly Net Profit	22.65%	16.46%	7.38%	18.14%	17.23%

### Snack Bars

Counter and Vending	2022	2021	2020	2019	2018
Average Monthly Sales Cost of Goods	39.09	48.27%	47.44%	42.25%	42.34%
Average Monthly Labor Cost	34.18	40.47%	28.31%	25.11%	25.46%
Average Monthly Miscellaneous Cost	11.03	19.06%	8.06%	7.80%	8.32%
Average Monthly Net Profit	15.7	0.00%	14.62%	24.84%	24.21%

### Convenience Stores

Counter and Vending	2022	2021	2020	2019	2018
Average Monthly Sales Cost of Goods	40.99	41.96%	44.25%	42.53%	42.61%

Average Monthly Labor Cost	21.58	21.05%	23.10%	16.35%	22.23%
Average Monthly Miscellaneous Cost	10	12.21%	10.44%	6.41%	6.95%
Average Monthly Net Profit	27.42	24.79%	22.21%	34.71%	32.55%

### Post Offices

Vending	2022	2021	2020	2019	2018
Average Monthly Sales Cost of Goods	51.48	47.24%	43.58%	46.82%	45.67%
Average Monthly Labor Cost	10.01	11.53%	12.67%	9.83%	8.92%
Average Monthly Miscellaneous Cost	1.79	1.66%	1.15%	1.37%	1.32%
Average Monthly Net Profit	36.72	39.56%	42.60%	41.97%	43.73%

### State Prisons

Vending	2022	2021	2020	2019	2018
Average Monthly Sales Cost of Goods	47.72	50.09%	54.68%	48.00%	48.39%
Average Monthly Labor Cost	11.15	15.28%	16.93%	11.40%	12.47%

Average Monthly Miscellaneous Cost	5.43	10.42%	8.77%	4.06%	4.76%
Average Monthly Net Profit	35.82	24.21%	19.63%	36.53%	35.59%

### Highway Rest Areas

Vending	2022	2021	2020	2019	2018
Average Monthly Sales	46.33	49.20%	50.70%	48.27%	49.74%
Cost of Goods					
Average Monthly Labor Cost	10.78	12.71%	12.61%	11.14%	10.04%
Average Monthly Miscellaneous Cost	5.66	6.10%	7.64%	4.54%	5.92%
Average Monthly Net Profit	36.99	32.11%	29.07%	32.99%	34.11%

### State & Federal Locations

Vending	2022	2021	2020	2019	2018
Average Monthly Sales	49.61	51.68%	49.84%	49.68%	49.10%
Cost of Goods					
Average Monthly Labor Cost	14.09	19.85%	11.72%	10.95%	10.75%
Average Monthly Miscellaneous Cost	7.12	9.08%	11.75%	6.38%	4.45%

Average Monthly Net Profit	28.55	23.94%	26.69%	32.99%	35.11%
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