



T & S Management Services, LLC

“A Formula For Success”

CONVENIENCE STORE GROSS PROFIT BENCHMARKS

CONVENIENCE STORE EXPENSE BENCHMARKS

DEPARTMENT	GROSS PROFIT %
Beer/Wine/Liquor	17 – 25%
Prepared Foods	35 – 45
Bottled/Canned Drinks	30 – 35
Candy	40 – 45
Grocery/Frozen Foods	30 – 36
Milk/Dairy	15 – 19
Fountain (Cold)	60 – 65
Hot Beverages	50 – 55
Frozen Beverages	61 – 66
Packaged Baked Goods	30 – 35
Packaged Meats/Deli	35 – 40
Salty Snacks	30 – 35
Other Food Items	30 – 35
Cigarettes	13 – 18
Tobacco Products	23 – 27
Health & Beauty Aids	45 – 52
General Merchandise	35 – 40
Automotive	36 – 44
Lottery/Newspapers	5 – 7
Bagged Ice	55 – 60
Total – All Categories	24% – 28%

EXPENSE CATEGORY	EXPENSE % GROSS PROFIT \$
Employee Wages	30 - 35%
Taxes – Payroll	2.6
W/Comp, Med Ins., Other Ben.	5.2
Accounting & Legal	1.5
Advertising	1.2
Bad Debt	1.2
Cash Shortage	.8
Depreciation	3.4
Discounts & Refunds	.2
Interest	1.5
Insurance	1.5
Laundry & Uniforms	.2
Maintenance & Repairs	5.0
Equipment Rental	.5
Supplies	2.0
Personal Property Taxes	3.0
Utilities & Telephone	6.1
Vehicle	.4
Other	2.0
Sub – Total	73.3%
PLUS:	
Rental Property/Mortgage	6.4% – 14.0%
Credit Card Fees (5.8 - 6.0¢ per gal.)	9.0% – 11.2%
Total	88.7% – 98.5%

These figures are for comparison only.
 TSMS makes no guarantee that your results will be the same.

8/2015