



# Northeast Audit Services, Inc.

## Physical Audit Results

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**CASE #:** 439342                      **CARRIER #:** 180  
**INSURED NAME:** Martie O'Fallon's  
**INSURED ADDRESS:** 121 Main Street  
**CITY:** Lawrencetown    **STATE:** NY    **ZIP:** xxxxx  
**CARRIER:** Mutual Insurance  
**AGENT:** Agency Inc  
**POLICY #:** CPP0100587718    **AGENT PHONE:** (800) 123-4567  
**POLICY PERIOD:** 07/06/06                      **TO** 07/06/07  
**AUDIT PERIOD:** 07/01/06                      **TO** 07/01/07  
**REP #:** 3139                      **AUDIT DATE:** 8/29/2007

State	Code	Terminology	Estimate	Actual	% change
NY	16910	Restaurant - Alcohol <30%	600,000	0	-100%
NY	58161	Liquor Legal	150,000	280,171	87%
NY	16916	Restaurant -Alcohol >30%<75%	0	683,453	

**Special Notes: (office use only)**

# Northeast Audit Services, Inc.

## PREMIUM AUDIT SUMMARY

CARRIER: <u>Mutual Insurance</u>	POL. #: <u>CPP0100587718</u>	POL. PERIOD: <u>07/06/06</u> TO <u>07/06/07</u>
INSURED: <u>Martie O'Fallon's</u>	LOCATION: <u>Lawrencetown, NY</u>	AUDIT PERIOD: <u>07/01/06</u> TO <u>07/01/07</u>

### DESCRIPTION OF OPERATIONS

Case # 439342

Martie O'Fallon's is a restaurant and bar. They have been serving lunches and dinners in Lawrencetown, New York for fourteen years. They serve American Cuisine with hours of 11:00 AM to 12:00 PM M,T,W and 11:00 AM to 1:00 AM F, S, S. Total seating capacity is 48 with 15 seats at the bar. They have occasional entertainers on weekends but they do not have a dance floor. Bar sales are 40% of total sales. Insured opened for business in July, 2006. No other operations disclosed during the course of the audit.

ENTITY TYPE: Corporation

OFFICERS,OWNERS,PARTNERS	TITLE	DESCRIPTION OF DUTIES	CODE	GROSS	USED
Martin O'Fallon	Pres	General Manager	N/A	N/A	Excl

STATE	CODE	TERMINOLOGY	EXPOSURE
NY	16910	Restaurant - Alcohol <30%	0
NY	58161	Liquor Legal	280,171
NY	16916	Restaurant - Alcohol >30%<75%	683,453

SOURCE OF DATA	
Payroll Book	<input type="checkbox"/>
Earnings Record	<input type="checkbox"/>
General Ledger	<input type="checkbox"/>
Cash Disbursements	<input type="checkbox"/>
Check Book	<input type="checkbox"/>
Sales Journal	<input checked="" type="checkbox"/>
Insured Summary	<input type="checkbox"/>

VERIFICATION	
Sales Tax	
6/1/06-9/1/06	107,203
9/1/06-12/1/06	146,464
12/1/06-3/1/07	139,714
3/1/07-6/1/07	207,716
June 06	0
June 07	82,351
Total	683,453

LOCATION OF RECORDS	
Martin O'Fallon	
121 Main Street	
Rochester, NY 14604	
Ph (518) 378-6739	

CONDITION OF RECORDS	
<input checked="" type="checkbox"/>	Good
<input type="checkbox"/>	Fair(Explain)
<input type="checkbox"/>	Poor(Explain)
VERIFICATION SOURCE	
<input type="checkbox"/>	Soc.Sec.Records
<input type="checkbox"/>	Unemployment Records
<input checked="" type="checkbox"/>	Sale Tax Reports
<input type="checkbox"/>	None(Explain)

AUDIT REFLECTS	
<input type="checkbox"/>	Bonuses
<input type="checkbox"/>	Commissions
<input type="checkbox"/>	Board & Lodging
<input type="checkbox"/>	Tips
<input type="checkbox"/>	Sub Contractors
<input type="checkbox"/>	Excess Wages
<input type="checkbox"/>	Overtime
<input type="checkbox"/>	Casual Labor
<input type="checkbox"/>	410Ks or IRAS
<input type="checkbox"/>	Classification Chg

# Northeast Audit Services, Inc.

# Worksheet

CARRIER: Mutual Insurance POL. # CPP0100587718 POL.Period: 7/6/2006 TO 7/6/2007  
 INSURED: Martie O'Fallon's LOCATION: Lawrencetown, NY AUD Period 7/1/2006 TO 7/1/2007

Sales 2006	Bar	Dining	Total
7/22/2006	10,802	8,419	19,221
7/29/2006	10,843	8,266	19,109
8/5/2006	8,302	9,476	17,778
8/12/2006	8,102	9,319	17,421
8/19/2006	8,455	9,150	17,604
8/26/2006	7,320	8,749	16,069
9/2/2006	6,593	5,626	12,220
9/9/2006	9,957	8,671	18,628
9/16/2006	6,023	4,907	10,930
9/23/2006	4,838	5,562	10,400
9/30/2006	4,890	5,920	10,810
10/7/2006	4,918	5,863	10,781
10/14/2006	3,960	5,548	9,508
10/21/2006	4,553	5,516	10,069
10/28/2006	3,918	6,808	10,726
11/4/2006	4,436	7,128	11,564
11/11/2006	4,807	4,877	9,684
11/18/2006	4,207	6,084	10,291
11/25/2006	4,804	6,050	10,853
12/2/2006	4,317	5,954	10,271
12/9/2006	3,030	4,761	7,791
12/16/2006	3,225	5,470	8,695
12/23/2006	3,816	6,416	10,232
12/30/2006	3,914	5,127	9,041
<b>Total</b>	<b>140,031</b>	<b>159,667</b>	<b>299,697</b>

Sales 2007	Bar	Dining	Total
1/6/2007	3,295	5,482	8,777
1/13/2007	4,319	5,403	9,722
1/20/2007	4,620	6,846	11,465
1/27/2007	4,786	6,093	10,878
2/3/2007	4,125	7,746	11,870
2/10/2007	4,343	8,830	13,172
2/17/2007	4,390	8,453	12,842
2/24/2007	4,875	10,082	14,957
3/3/2007	5,522	9,959	15,480
3/10/2007	5,875	9,474	15,349
3/17/2007	9,015	10,870	19,885
3/24/2007	6,382	10,426	16,808
3/31/2007	6,555	10,853	17,408
4/7/2007	7,015	9,876	16,891
4/14/2007	5,898	10,018	15,917
4/21/2007	5,866	10,462	16,328
4/28/2007	5,622	9,620	15,242
5/5/2007	4,815	9,842	14,657
5/12/2007	5,546	9,855	15,401
5/19/2007	5,015	9,415	14,430
5/26/2007	4,985	8,936	13,920
6/2/2007	4,803	11,425	16,227
6/9/2007	5,429	9,698	15,127
6/16/2007	5,682	11,425	17,107
6/23/2007	5,583	10,656	16,239
6/30/2007	5,782	11,869	17,652
<b>Total</b>	<b>140,140</b>	<b>243,612</b>	<b>383,752</b>

### Summary

#16916	Restaurant -Alcohol >30%<75%	2006	299,697
		2007	383,752
	<b>Total</b>		<b>683,449</b>
#58161	Liquor	2006	140,031
		2007	140,140
	<b>Total</b>		<b>280,171</b>

**INSURED** Martie O'Fallon's **POLICY #** CPP0100587718  
**ADDRESS** Lawrencetown, NY **CARRIER** Mutual Insurance

**AUDIT RESULTS FOR THIS INSURED HAS DEVELOPED**

**CLASSIFICATION CHANGES**

**ADD CODE #(s)** 16916 - Restaurants - Alcohol <30%  
 Classification(s) \_\_\_\_\_

**DELETE CODE #(s)** 16910 - Restaurants - Alcohol >30%<75%  
 Classification(s) \_\_\_\_\_

**CHANGE IN ENTITY TO:**

- Insured Name Should Read: \_\_\_\_\_
- Corporation \_\_\_\_\_
- Partnership \_\_\_\_\_
- Individual \_\_\_\_\_

Effective Date of Change: \_\_\_\_\_

**ADDRESS SHOULD READ:**

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Effective Date of Change: \_\_\_\_\_

**ACTUAL EXPOSURES AS COMPARED TO ESTIMATED VARY BY MORE THAN 25% (EXPLAIN BELOW)**

Bar sales are a much larger proportion of business than was anticipated at inception of policy.

**UNINSURED OR UNDERINSURED SUBCONTRACTOR FOUND AT TIME OF AUDIT PLEASE REFER TO SUBCONTRACTOR SCHEDULE AS ATTACHED**

**EMPLOYEE LEASING DISCLOSED**

**COMMENTS**

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**AUDIT QUESTIONABLE DUE TO:**

- RECORDS MADE AVAILABLE
- LACK OF COOPERATION
- OTHER:

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