



## Projected Profitability

Proposed Hours Of Opening :	Forecast Wet Sales (£)		
Monday Closed			
Tuesday Closed			
Wednesday 5pm —Midnight	300		
Thursday 5pm — Midnight	300		
Friday 5pm — Midnight	500		
Saturday Noon – Midnight	700		
Sunday 12.30pm — 11pm	400	Total 2,200 gross.	1,833 net of VAT
	Forecast Dry Sales		

We would envisage commencing a food operation 3 days a week from Friday to Sunday inclusive, this could be extended if demand could be seen to warrant it. Suggested hours Friday 5 — 9pm Sat 12 -3pm & 5.30 -9pm Sunday 12.30 -7.30pm (17.5 hours)

We have forecast a figure of 20 covers on the 3 days of opening at an average spend of £15.

900 gross. 750 net of VAT

Wet sales 1833.00 @ 64%GP 1173.00 gross profit per week

Dry sales 750.00 @ 67%GP 502.50 gross profit per week Total gross profit 1675.50 per week

### Labour Costs

Cook 25 hours @ £9 hour £225.00

KP & Cleaning 14 hours @ £6.5 hour # £91.00

Bar 25 hours @8.50 hour £212.50

Waiter/ress 14hours @ £6.5 hour # £91.00 Total labour cost £619.50 per week

# Assumes these staff will be 20 years old or younger.

A profit figure of about £1056 a week (£54,912 p.a) is arrived at after labour costs but prior to expenses. We have anticipated approx. 50% of bar person requirement as being supplied voluntarily by locals.

Expenses ; Major Items ; Rates £4000 Insurance £1000 Heat and light £3000 Cleaning £800 Maintenance & Consumables £2500 Accountancy £2000 Bank charges £1200 Misc Expenses £2,700

TOTAL EXPENSES £21,900 pa

AND SO..!! We arrive at a possible net profit figure of maybe circa £22,789 per annum. We have tried to err on the side of caution with all the figures and would therefore be relatively optimistic a figure of at least £25k net profit per annum should be achievable.

PROFIT & LOSS ACCOUNT	net of VAT		
		Cost of Sales	G.P.
SALES			
Wet	95,316	34,313	61,003
Dry	26,000	11700	14,300
Cafe/Misc	2,000	400	1,600
TOTAL	123,316	46,413	76,903
ADMIN EXPENSES			
Wages	32,214		
Rates	3,000		
Insurance	1,000		
Heat & light	3,000		
Cleaning Exp	800		
Maint.& Consumables	2,500		
Stationery	400		
Advertising	400		
Telephone	440		
Motor Exp.	0		
Travelling Exp.	300		
Legal & Professional	1,500		
Accountancy	3,000		
Bank charges	1,200		
Credit Card charges	600		
Misc	2,000		
Water	1,400		
Cellar Gas	360		
TOTAL	54,114		54,114
NET PROFIT			22,789