

WEEK ST MARY COMMUNITY SHOP LIMITED
BUSINESS PLAN - PHASE 1
PROFIT & LOSS ACCOUNT

Schedule 1

	BUSINESS PLAN				EXISTING BUSINESS			
	Year Ending 28th February				6 mths	Year Ending		
	2018	2019	2020	2021	to Aug 16	2016	2015	2014
	£	£	£	£	£	£	£	£
Non-Lottery Sales	200,000	205,000	210,000	215,000	173,583	186,247	206,647	209,831
Gross profit %	13.0%	14.0%	15.0%	16.0%		8.1%	12.7%	11.3%
Gross profit from non-lottery sales	26,000	28,700	31,500	34,400		15,050	26,282	23,623
Lottery Commission	1,500	1,500	1,500	1,500		1,550	1,980	2,046
Contribution from Bude PO for outreach service	2,300	2,300	2,300	2,300		2,350	2,574	2,442
Total income	29,800	32,500	35,300	38,200	-	18,950	30,836	28,111
Base rent of shop premises	- 6,000	- 6,000	- 6,000	- 6,000	** Based on 2 quarters VAT returns for March to August 2016			
Staff costs	- 14,876	- 15,322	- 15,782	- 16,255				
Other Overheads	- 8,924	- 9,192	- 9,467	- 9,751				
Total overheads	- 29,800	- 30,514	- 31,249	- 32,007				
Trading Profit	-	1,986	4,051	6,193				
Manager's incentive scheme	-	- 436	- 888	- 1,358				
Additional rent 50% of profit yrs 1 to 4	-	- 775	- 1,581	- 2,417				
Profit Before Taxation	-	775	1,581	2,417				
Corporation Tax (20%)	-	- 155	- 316	- 483				
Retained by Community Shop	-	620	1,265	1,934				