



The Owain Glyndwr Community Hotel

Business Plan

Appendix I - Financial Information



P&L Forecasts

P&L Year 1 Owain Glyndŵr

	Year 1												
	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Annual
Income													
Food Income	0	3,200	12,800	12,800	12,800	12,800	3,200	3,200	12,800	3,200	3,200	3,200	83,200
Wet trade income	10,425	10,425	20,850	20,850	20,850	20,850	10,425	10,425	20,850	10,425	10,425	10,425	177,225
Accommodation	0	0	0	6,804	12,096	12,096	6,804	3,024	6,804	3,024	3,024	3,024	56,700
Events	1,000	0	0	0	1,550	550	1,550	550	750	1,750	750	1,750	10,200
	11,425	13,625	33,650	40,454	47,296	46,296	21,979	17,199	41,204	18,399	17,399	18,399	327,325
Expenses													
Food costs	0	1,280	5,120	5,120	5,120	5,120	1,280	1,280	5,120	1,280	1,280	1,280	33,280
Drink costs	3,649	3,649	7,298	7,298	7,298	7,298	3,649	3,649	7,298	3,649	3,649	3,649	62,029
Wastage allowance 10%	365	365	730	730	730	730	365	365	730	365	365	365	6,203
Consumables	119	64	256	256	256	256	64	64	256	64	64	64	1,783
Accommodation	0	0	0	200	220	250	200	150	200	150	150	150	1,670
Events	300	0	0	0	543	193	543	193	263	613	263	613	3,520
	4,433	5,358	13,403	13,603	14,166	13,846	6,100	5,700	13,866	6,120	5,770	6,120	108,485
Gross Profit	6,992	8,267	20,247	26,851	33,130	32,450	15,879	11,499	27,338	12,279	11,629	12,279	218,840
Overheads													
Wages	8,396	12,729	14,157	15,700	15,700	16,413	18,727	19,381	19,381	16,831	16,831	19,381	193,623
Recruiting	375	188	188										750
Advertising & Marketing	140	165	405	537	663	649	318	230	547	246	233	246	4,377
Training	67	67	67	67	67	67	67	67	67	67	67	67	800
Cleaning Materials	75	75	75	75	75	75	75	75	75	75	75	75	900
Insurance	292	292	292	292	292	292	292	292	292	292	292	292	3,500
Heat & Light	2,472	1,854	1,236	1,545	1,545	2,163	2,781	3,399	3,708	3,708	3,708	2,781	30,900
Water	167	167	167	167	167	167	167	167	167	167	167	167	2,000
Telephone & Internet	150	150	150	150	150	150	150	150	150	150	150	150	1,800
Licences	1,549	1,549	1,549	1,549	1,549	1,549	1,549	1,549	1,549	1,549	1,549	1,549	18,590
Council Tax & Business Rates	292	292	292	292	292	292	292	292	292	292	292	292	3,500
Refuse collection	167	167	167	167	167	167	167	167	167	167	167	167	2,000
Uniforms	1,000												1,000
Professional Fees	225	225	225	225	225	225	225	225	225	225	225	225	2,700
Sundry	123	123	123	123	123	123	123	123	123	123	123	123	1,480
	15,488	18,041	19,091	20,888	21,013	22,330	24,931	26,115	26,741	23,890	23,877	25,513	267,920
Net Profit (Loss)	-8,496	-9,774	1,155	5,963	12,117	10,120	-9,052	-14,617	597	-11,611	-12,248	-13,234	-49,079

P&L Forecasts

P&L Year 2 Owain Glyndŵr		Year 2												
		Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Annual
Income														
Food Income		6,667	6,667	20,000	20,000	20,000	20,000	6,667	6,667	20,000	6,667	6,667	6,667	146,667
Wet trade income		13,734	13,734	23,806	23,806	23,806	23,806	13,734	13,734	23,806	13,734	13,734	13,734	215,172
Accommodation		4,167	4,167	9,377	9,377	16,670	16,670	9,377	4,167	9,377	4,167	4,167	4,167	95,850
Events		2,520	2,520	3,570	2,520	3,570	2,520	3,570	2,520	2,520	3,570	2,520	2,520	34,440
		27,088	27,088	56,753	55,703	64,046	62,996	33,348	27,088	55,703	28,138	27,088	27,088	492,129
Expenses														
Food costs		2,667	2,667	8,000	8,000	8,000	8,000	2,667	2,667	8,000	2,667	2,667	2,667	58,667
Drink costs		4,807	4,807	8,332	8,332	8,332	8,332	4,807	4,807	8,332	4,807	4,807	4,807	75,310
Wastage allowance 10%		481	481	833	833	833	833	481	481	833	481	481	481	7,531
Consumables		133	133	400	400	400	400	133	133	400	133	133	133	2,933
Accommodation		308	308	619	619	1,033	1,033	619	308	619	308	308	308	6,393
Events		882	882	1,250	882	1,250	882	1,250	882	882	1,250	882	882	12,054
		9,278	9,278	19,434	19,066	19,848	19,481	9,956	9,278	19,066	9,646	9,278	9,278	162,888
Gross Profit		17,810	17,810	37,319	36,637	44,197	43,515	23,392	17,810	36,637	18,493	17,810	17,810	329,241
Overheads														
Wages		18,699	18,699	19,769	19,977	19,977	19,977	19,606	19,606	19,977	18,144	19,769	19,977	234,178
Recruiting		100												100
Advertising & Marketing		356	356	746	733	884	870	468	356	733	370	356	356	6,585
Training		76	76	76	76	76	76	76	76	76	76	76	76	910
Cleaning Materials		75	75	75	75	75	75	75	75	75	75	75	75	905
Insurance		292	292	292	292	292	292	292	292	292	292	292	292	3,500
Heat & Light		2,544	1,908	1,272	1,590	1,590	2,226	2,862	3,498	3,816	3,816	3,816	2,862	31,800
Water		250	250	250	250	250	250	250	250	250	250	250	250	3,000
Telephone & Internet		154	154	154	154	154	154	154	154	154	154	154	154	1,845
Licences		1,679	1,679	1,679	1,679	1,679	1,679	1,679	1,679	1,679	1,679	1,679	1,679	20,145
Council Tax & Business Rates		298	298	298	298	298	298	298	298	298	298	298	298	3,570
Refuse collection		170	170	170	170	170	170	170	170	170	170	170	170	2,040
Uniforms		200												200
Professional Fees		225	225	225	225	225	225	225	225	225	225	225	225	2,700
Sundry		129	129	129	129	129	129	129	129	129	129	129	129	1,544
		25,246	24,310	25,134	25,646	25,798	26,420	26,282	26,807	27,872	25,676	27,288	26,542	313,022

Year 3													
	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Annual
Income													
Food Income	9,167	9,167	26,400	26,400	26,400	26,400	9,167	9,167	26,400	9,167	9,167	9,167	196,167
Wet trade income	15,938	15,938	24,863	24,863	24,863	24,863	15,938	15,938	24,863	15,938	15,938	15,938	235,875
Accommodation	5,470	5,470	12,307	12,307	21,879	21,879	12,307	5,470	12,307	5,470	5,470	5,470	125,803
Events	3,749	2,646	3,749	2,646	3,749	2,646	3,749	2,646	2,646	3,749	2,646	3,749	38,367
	34,322	33,220	67,318	66,215	76,890	75,787	41,159	33,220	66,215	34,322	33,220	34,322	596,212
Expenses													
Food costs	3,667	3,667	10,560	10,560	10,560	10,560	3,667	3,667	10,560	3,667	3,667	3,667	78,467
Drink costs	5,578	5,578	8,702	8,702	8,702	8,702	5,578	5,578	8,702	5,578	5,578	5,578	82,556
Wastage allowance 10%	558	558	870	870	870	870	558	558	870	558	558	558	8,256
Consumables	183	183	528	528	528	528	183	183	528	183	183	183	3,923
Accommodation	373	373	765	765	1,294	1,294	765	373	765	373	373	373	7,890
Events	1,367	926	1,367	926	1,367	926	1,367	926	1,367	926	1,367	1,367	13,759
	11,727	11,286	22,793	22,352	23,321	22,880	12,118	11,286	22,352	11,727	11,286	11,727	194,851
Gross Profit	22,596	21,934	44,525	43,864	53,569	52,907	29,041	21,934	43,864	22,596	21,934	22,596	401,361
Overheads													
Wages	20,547	20,842	21,612	21,612	21,612	21,612	21,612	20,842	21,612	18,526	19,033	20,547	250,010
Recruiting	250												250
Advertising & Marketing	452	439	891	877	1,071	1,058	581	439	877	452	439	452	8,027
Training	76	76	76	76	76	76	76	76	76	76	76	76	910
Cleaning Materials	78	78	78	78	78	78	78	78	78	78	78	78	930
Insurance	333	333	333	333	333	333	333	333	333	333	333	333	4,000
Heat & Light	2,784	2,088	1,392	1,740	1,740	2,436	3,132	3,828	4,176	4,176	4,176	3,132	34,800
Water	253	253	253	253	253	253	253	253	253	253	253	253	3,030
Telephone & Internet	158	158	158	158	158	158	158	158	158	158	158	158	1,891
Licences	1,685	1,685	1,685	1,685	1,685	1,685	1,685	1,685	1,685	1,685	1,685	1,685	20,214
Council Tax & Business Rates	553	553	553	553	553	553	553	553	553	553	553	553	6,641
Refuse collection	173	173	173	173	173	173	173	173	173	173	173	173	2,081
Uniforms	200												200
Professional Fees	238	238	238	238	238	238	238	238	238	238	238	238	2,850
Sundry	134	134	134	134	134	134	134	134	134	134	134	134	1,612
	27,913	27,048	27,575	27,909	28,103	28,786	29,005	28,788	30,345	26,834	27,328	27,811	337,446
Net Profit (Loss)	-5,317	-5,114	16,951	15,954	25,465	24,121	36	-6,854	13,518	-4,238	-5,394	-5,215	63,915

P&L Year 4 Owain Glyndŵr

	Year 4												
	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Annual
Income													
Food Income	11,200	11,200	33,600	33,600	33,600	33,600	11,200	11,200	33,600	11,200	11,200	11,200	246,400
Wet trade income	18,448	18,448	28,175	28,175	28,175	28,175	18,448	18,448	28,175	18,448	18,448	18,448	270,010
Accommodation	7,189	7,189	16,175	16,175	28,755	28,755	16,175	7,189	16,175	7,189	7,189	7,189	165,341
Events	3,936	2,778	3,936	3,936	3,936	2,778	3,936	3,936	2,778	3,936	3,936	2,778	42,601
	40,773	39,615	81,886	81,886	94,466	93,308	49,759	40,773	80,728	40,773	40,773	39,615	724,352
Expenses													
Food costs	4,480	4,480	13,440	13,440	13,440	13,440	4,480	4,480	13,440	4,480	4,480	4,480	98,560
Drink costs	6,457	6,457	9,861	9,861	9,861	9,861	6,457	6,457	9,861	6,457	6,457	6,457	94,504
Wastage allowance 10%	646	646	986	986	986	986	646	646	986	646	646	646	9,450
Consumables	224	224	672	672	672	672	224	224	672	224	224	224	4,928
Accommodation	459	459	959	959	1,638	1,638	959	459	959	459	459	459	9,867
Events	1,435	972	1,435	1,435	1,435	972	1,435	1,435	972	1,435	1,435	972	15,373
	13,701	13,238	27,354	27,354	28,033	27,570	14,201	13,701	26,891	13,701	13,701	13,238	232,682
Gross Profit	27,071	26,377	54,532	54,532	66,433	65,739	35,558	27,071	53,837	27,071	27,071	26,377	491,670
Overheads													
Wages	21,429	21,429	22,215	22,215	22,215	22,215	21,429	22,215	18,430	18,430	21,429	255,867	
Recruiting	250												250
Advertising & Marketing	541	528	1,091	1,091	1,329	1,315	711	541	1,077	541	541	528	9,833
Training	93	93	93	93	93	93	93	93	93	93	93	93	1,120
Cleaning Materials	78	78	78	78	78	78	78	78	78	78	78	78	940
Insurance	333	333	333	333	333	333	333	333	333	333	333	333	4,000
Heat & Light	2,880	2,160	1,440	1,800	1,800	2,520	3,240	3,960	4,320	4,320	4,320	3,240	36,000
Water	258	258	258	258	258	258	258	258	258	258	258	258	3,100
Telephone & Internet	162	162	162	162	162	162	162	162	162	162	162	162	1,938
Licences	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	1,698	20,375
Council Tax & Business Rates	560	560	560	560	560	560	560	560	560	560	560	560	6,714
Refuse collection	177	177	177	177	177	177	177	177	177	177	177	177	2,122
Uniforms	200												200
Professional Fees	246	246	246	246	246	246	246	246	246	246	246	246	2,950
Sundry	140	140	140	140	140	140	140	140	140	140	140	140	1,682
	29,045	27,861	28,491	28,851	29,089	29,795	29,912	29,675	31,357	27,036	27,036	28,941	347,093

P&L Forecasts

P&L Year 5 Owain Glyndŵr													
	Year 5												
	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Annual
Income													
Food Income	14,583	14,583	45,000	45,000	45,000	45,000	14,583	14,583	45,000	14,583	14,583	14,583	327,083
Wet trade income	19,135	19,135	31,313	31,313	31,313	31,313	19,135	19,135	31,313	19,135	19,135	19,135	290,510
Accommodation	9,377	9,377	21,097	21,097	37,507	37,507	21,097	9,377	21,097	9,377	9,377	9,377	215,663
Events	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	49,593
	47,228	47,228	101,543	101,543	117,952	117,952	58,949	47,228	101,543	47,228	47,228	47,228	882,849
Expenses													
Food costs	5,833	5,833	18,000	18,000	18,000	18,000	5,833	5,833	18,000	5,833	5,833	5,833	130,833
Drink costs	6,697	6,697	10,959	10,959	10,959	10,959	6,697	6,697	10,959	6,697	6,697	6,697	101,679
Wastage allowance 10%	670	670	1,096	1,096	1,096	1,096	670	670	1,096	670	670	670	10,168
Consumables	292	292	900	900	900	900	292	292	900	292	292	292	6,542
Accommodation	569	569	1,205	1,205	2,075	2,075	1,205	569	1,205	569	569	569	12,383
Events	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	18,087
	15,568	15,568	33,667	33,667	34,538	34,538	16,204	15,568	33,667	15,568	15,568	15,568	279,691
Gross Profit	31,660	31,660	67,875	67,875	83,414	83,414	42,745	31,660	67,875	31,660	31,660	31,660	603,158
Overheads													
Wages	22,098	22,098	22,909	22,909	22,909	22,909	22,909	22,098	22,909	19,016	19,651	22,098	264,517
Recruiting	250												250
Advertising & Marketing	633	633	1,358	1,358	1,668	1,668	855	633	1,358	633	633	633	12,063
Training	98	98	98	98	98	98	98	98	98	98	98	98	1,180
Cleaning Materials	80	80	80	80	80	80	80	80	80	80	80	80	961
Insurance	375	375	375	375	375	375	375	375	375	375	375	375	4,500
Heat & Light	2,928	2,196	1,464	1,830	1,830	2,562	3,294	4,026	4,392	4,392	4,392	3,294	36,600
Water	292	292	292	292	292	292	292	292	292	292	292	292	3,500
Telephone & Internet	166	166	166	166	166	166	166	166	166	166	166	166	1,987
Licences	1,704	1,704	1,704	1,704	1,704	1,704	1,704	1,704	1,704	1,704	1,704	1,704	20,445
Council Tax & Business Rates	566	566	566	566	566	566	566	566	566	566	566	566	6,789
Refuse collection	180	180	180	180	180	180	180	180	180	180	180	180	2,165
Uniforms	400												400
Professional Fees	250	250	250	250	250	250	250	250	250	250	250	250	3,000
Sundry	146	146	146	146	146	146	146	146	146	146	146	146	1,756
	30,166	28,784	29,588	29,954	30,264	30,996	30,915	30,614	32,516	27,898	28,534	29,882	360,112
Net Profit (Loss)	1,494	2,876	38,288	37,922	53,149	52,417	11,830	1,046	35,360	3,762	3,126	1,778	243,045

Food and Drink Forecasts

Food and Drink Totals													
YEAR 1													
Average monthly													
Food													
No. Settings	No. covers	No. Days	No. sales Meals week	Sales per month	Total Covers	Sales Meals £ each	Costs Meals £ each 60%GP	Meals Sales £	Meals Costs £				
Quiter Months	1	15	4	60	240	1680	13.33	5.33	£3,200	£1,280	Main meal aver 16 gross		
Summer Months	2	20	6	240	960	4800	13.33	5.33	£12,800	£5,120			
				1200	6480								
Drink													
No. Days Month	No customers	Customers per month		Aver spend	Costs Meals £ each 65%GP	Wet Sales £	Wet Costs £						
Quiter Months	20	900		6300	11.58	4.05	£10,425	£3,649	Average of 3 drinks per person				
Busy Months	30	1800		9000	11.58	4.05	£20,850	£7,298					
		2700		15300									
Yr 1													
Income	Annual	April	May	June	July	August	September	October	November	December	January	February	March
Food	83,200		3,200	12,800	12,800	12,800	12,800	3,200	3,200	12,800	3,200	3,200	
Drink	177,225		10,425	10,425	20,850	20,850	20,850	20,850	10,425	10,425	20,850	10,425	
	260,425		10,425	13,625	33,650	33,650	33,650	33,650	13,625	13,625	33,650	13,625	
Costs													
Main Bar (Food)	33,280		1,280	5,120	5,120	5,120	5,120	1,280	1,280	5,120	1,280	1,280	
Main Bar (Wet)	62,029		3,649	3,649	7,298	7,298	7,298	3,649	3,649	7,298	3,649	3,649	
Wastage allowance 10%	6,203		365	365	730	730	730	365	365	730	365	365	
Consumables & Gas bottle hire	1,783		119	64	256	256	256	64	64	256	64	64	
	103,295		4,133	5,358	13,403	13,403	13,403	5,358	5,358	13,403	5,358	5,358	

Food and Drink Forecasts

Food and Drink Totals												
YEAR 2												
Average monthly												
	No. Sittings	No. covers	No. Days	No. sales Meals week	Sales per month	Total Covers	Sales Meals £ each	Costs Meals £ each 60%GP	Meals Sales £	Meals Costs £	Average prices	Average Sales
Quiter Months	1	20	5	100	400	2800	16.67	6.67	£6,667	£2,667	Wine	4.79
Summer Months	2	25	6	300	1200	6000	16.67	6.67	£20,000	£8,000	Pint	3.75
					1600	8800					Spirit	3.67
												4.07
Average monthly												
	No. Days Month	No customers	Aver spend		Aver spend		Costs Meals £ each 65%GP	MONTHLY	Wet Sales £	Wet Costs £		
Quiter Months	25	45	1125	7875	12.21	4.27			£13,734	£4,807	Average of 3 drinks per person	
Busy Months	30	65	1950	9750	12.21	4.27			£23,806	£8,332	Average of 3 drinks per person busy months	
				3075	17625							
Yr 2												
Income												
Food	Annual	April	May	June	July	August	September	October	November	December	January	February
146,667		6,667	6,667	20,000	20,000	20,000	20,000	6,667	6,667	20,000	6,667	6,667
Drink		13,734	13,734	23,806	23,806	23,806	23,806	13,734	13,734	23,806	13,734	13,734
215,172												
361,839		20,401	20,401	43,806	43,806	43,806	43,806	20,401	20,401	43,806	20,401	20,401
Costs												
Main Bar (Food)	58,667	2,667	2,667	8,000	8,000	8,000	8,000	2,667	2,667	8,000	2,667	2,667
Main Bar (Wet)	75,310	4,807	4,807	8,332	8,332	8,332	8,332	4,807	4,807	8,332	4,807	4,807
Wastage allowance 10%	7,531	481	481	833	833	833	833	481	481	833	481	481
Consumables & Gas bottle hire	2,933	133	133	400	400	400	400	133	133	400	133	133
144,441		8,088	8,088	17,565	17,565	17,565	17,565	8,088	8,088	17,565	8,088	8,088

Food and Drink Forecasts

Food and Drink Totals

YEAR 23												
<u>Average monthly</u>	Food											
	No. Sittings	No. covers	No. Days	No. sales Meals week	Sales per month	Total Covers	Sales Meals £ each	Costs Meals £ each 60%GP	Meals Sales £	Meals Costs £	Average prices	Average Sales
Quiter Months	1	25	5	125	500	3500	18.33	7.33	£9,167	£3,667	Wine	4.96
Summer Months	2	30	6	360	1440	7200	18.33	7.33	£26,400	£10,560	Pint	3.96
					1940	10700					Spirit	3.83
												4.25
<u>Average monthly</u>	Drink											
	No. Days Month	No. customers	Aver spend		Aver spend		Costs Meals £ each 65%GP		Wet Sales £	Wet Costs £		
Quiter Months	25	50	1250	8750	12.75	4.46			£15,938	£5,578	Average of 3 drinks per person	
Busy Months	30	65	1950	9750	12.75	4.46			£24,863	£8,702		
				3200	18500							

Yr 3													
Income	Annual	April	May	June	July	August	September	October	November	December	January	February	March
Food	196,167		9,167	9,167	26,400	26,400	26,400	26,400	9,167	9,167	26,400	9,167	9,167
Drink	235,875		15,938	15,938	24,863	24,863	24,863	24,863	15,938	15,938	24,863	15,938	15,938
	432,042		25,104	25,104	51,263	51,263	51,263	51,263	25,104	25,104	51,263	25,104	25,104
Costs													
Main Bar (Food)	78,467		3,667	3,667	10,560	10,560	10,560	10,560	3,667	3,667	10,560	3,667	3,667
Main Bar (Wet)	82,556		5,578	5,578	8,702	8,702	8,702	8,702	5,578	5,578	8,702	5,578	5,578
Wastage allowance 10%	8,256		558	558	870	870	870	870	558	558	870	558	558
Consumables & Gas bottle hire	3,923		183	183	528	528	528	528	183	183	528	183	183
	173,202		9,986	9,986	20,660	20,660	20,660	20,660	9,986	9,986	20,660	9,986	9,986

Food and Drink Forecasts

YEAR 4																	
<u>Average monthly</u>		Food							MONTHLY								
	No. Settings	No. covers	No. Days	No. sales Meals week	Sales per month	Total Covers	Sales Meals £ each	Costs Meals £ each 60%GP	Meals Sales £	Meals Costs £			Average prices	Average Sales	Average Cost	GP%	
Quiter Months	1	28	5	140	560	3920	20.00	8.00	£11,200	£4,480	Main meal aver 24 gross				Wine 5.21	1.82	65%
Summer Months	2	35	6	420	1680	8400	20.00	8.00	£33,600	£13,440					Pint 4.17	1.46	65%
					2240	12320									Spirit 4.04	1.41	65%
																4.47	
<u>Average monthly</u>		Drink							MONTHLY								
		No. Days Month	No. customers	Aver spend			Aver spend	Costs Meals £ each 65%GP	Wet Sales £	Wet Costs £							
Quiter Months		25	55	1375	9625		13.42	4.70	£18,448	£6,457	Average of 3 drinks per person						
Busy Months		30	70	2100	10500		13.42	4.70	£28,175	£9,861							
				3475	20125												

Food and Drink Forecasts

Food and Drink Totals

YEAR 5															
<u>Average monthly</u>															
	No. Sittings	No. covers	No. Days	Food				MONTHLY				Average prices	Average Sales	Average Cost	GP%
				No. sales Meals week	Sales per month	Total Covers	Sales Meals £ each	Costs Meals £ each 60%GP	Meals Sales £	Meals Costs £					
Quiter Months	1	35	5	175	700	4900	20.83	8.33	£14,583	£5,833		Main meal aver 25 gross			
Summer Months	2	45	6	540	2160	10800	20.83	8.33	£45,000	£18,000					
					2860	15700									

Average monthly

YEAR 5																
<u>Average monthly</u>																
	No. Days Month	No customers	Aver spend	Aver spend	Drink				MONTHLY				Average prices	Average Sales	Average Cost	GP%
					Wet Sales £	Wet Costs £										
Quiter Months	25	55	1375	9625	13.92	4.87			£19,135	£6,697		Average of 3 drinks per person				
Busy Months	30	75	2250	11250	13.92	4.87			£31,313	£10,959						
				3625	20875											

Yr 5														
Income	Annual		April	May	June	July	August	September	October	November	December	January	February	March
	Food	327,083		14,583	14,583	45,000	45,000	45,000	45,000	14,583	14,583	45,000	14,583	14,583
Food	327,083		14,583	14,583	45,000	45,000	45,000	45,000	14,583	14,583	45,000	14,583	14,583	14,583
Drink	290,510		19,135	19,135	31,313	31,313	31,313	31,313	19,135	19,135	31,313	19,135	19,135	19,135
	617,594		33,719	33,719	76,313	76,313	76,313	76,313	33,719	33,719	76,313	33,719	33,719	33,719
Costs														
Main Bar (Food)	130,833		5,833	5,833	18,000	18,000	18,000	18,000	5,833	5,833	18,000	5,833	5,833	5,833
Main Bar (Wet)	101,679		6,697	6,697	10,959	10,959	10,959	10,959	6,697	6,697	10,959	6,697	6,697	6,697
Wastage allowance 10%	10,168		670	670	1,096	1,096	1,096	1,096	670	670	1,096	670	670	670
Consumables & Gas bottle hire	6,542		292	292	900	900	900	900	292	292	900	292	292	292
	249,222		13,492	13,492	30,955	30,955	30,955	30,955	13,492	13,492	30,955	13,492	13,492	13,492

Accommodation

Accommodation

Events

Events																
	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Corporate Events	Social Events	Private Functions	
Yr 1	Launch night	1,000								200	200	200	200	Corporate Events	Social Events	Private Functions (Wakes etc)
	Corporate Events					550	550	550	550	550	550	550	550	Total income	Per month	1
	Social Events					1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	Income	Cost	Cost
	Private Functions													Cost	Cost	Cost
	Total Income	1,000	0	0	0	1,550	550	1,550	550	750	1,750	750	1,750	10,200		
	Costs	300				543	193	543	193	263	613	263	613	3,520		
Yr 2	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Corporate Events	Social Events	Private Functions	
	Corporate Event	210	210	210	210	210	210	210	210	210	210	210	210	Corporate Events	Social Events	Private Functions (Wakes etc)
	Social Events	2,310	2,310	2,310	2,310	2,310	2,310	2,310	2,310	2,310	2,310	2,310	2,310	Total income	Per month	4
	Private Functions			1,050		1,050		1,050						Income	Cost	Cost
	Total Income	2,520	2,520	3,570	2,520	3,570	2,520	3,570	2,520	3,570	2,520	2,520	34,440			
	Costs	882	882	1,250	882	1,250	882	1,250	882	882	1,250	882	882	12,054		
Yr 3	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Corporate Events	Social Events	Private Functions	
	Corporate Event	221	221	221	221	221	221	221	221	221	221	221	221	Corporate Events	Social Events	Private Functions (Wakes etc)
	Social Events	2,426	2,426	2,426	2,426	2,426	2,426	2,426	2,426	2,426	2,426	2,426	2,426	Total income	Per month	4
	Private Function			1,103		1,103		1,103						Income	Cost	Cost
	Total Income	3,749	2,646	3,749	2,646	3,749	2,646	3,749	2,646	3,749	2,646	3,749	38,367			
	Costs	1,367	926	1,367	926	1,367	926	1,367	926	926	1,367	926	1,367	13,759		
Yr 4	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Corporate Events	Social Events	Private Functions	
	Corporate Event	232	232	232	232	232	232	232	232	232	232	232	232	Corporate Events	Social Events	Private Functions (Wakes etc)
	Social Events	2,547	2,547	2,547	2,547	2,547	2,547	2,547	2,547	2,547	2,547	2,547	2,547	Total income	Per month	4
	Private Function			1,158		1,158		1,158						Income	Cost	Cost
	Total Income	3,936	2,778	3,936	3,936	3,936	2,778	3,936	3,936	2,778	3,936	3,936	2,778	42,601		
	Costs	1,435	972	1,435	1,435	1,435	972	1,435	1,435	972	1,435	1,435	972	15,373		
Yr 5	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Corporate Events	Social Events	Private Functions	
	Corporate Event	243	243	243	243	243	243	243	243	243	243	243	243	Corporate Events	Social Events	Private Functions (Wakes etc)
	Social Events	2,674	2,674	2,674	2,674	2,674	2,674	2,674	2,674	2,674	2,674	2,674	2,674	Total income	Per month	4
	Private Function			1,216		1,216		1,216						Income	Cost	Cost
	Total Income	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	4,133	49,593		
	Costs	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	1,507	18,087		

Wages

Wages Summary

	Mth 1	Mth 2	Mth 3	Mth 4	Mth 5	Mth 6	Mth 7	Mth 8	Mth 9	Mth 10	Mth 11	Mth 12	Total
Year 1	8,396	12,729	14,157	15,700	15,700	16,413	18,727	19,381	19,381	16,831	16,831	19,381	193,623
Year 2	18,699	18,699	19,769	19,977	19,977	19,977	19,606	19,606	19,977	18,144	19,769	19,977	234,178
Year 3	20,547	20,842	21,612	21,612	21,612	21,612	21,612	20,842	21,612	18,526	19,033	20,547	250,010
Year 4	21,429	21,429	22,215	22,215	22,215	22,215	22,215	21,429	22,215	18,430	18,430	21,429	255,867
Year 5	22,098	22,098	22,909	22,909	22,909	22,909	22,909	22,098	22,909	19,016	19,651	22,098	264,517

Overheads

Overheads		Yr1	Yr2	Yr3	Yr4	Yr5
Recruiting		750	100	250	250	250
Advertising & Marketing	2% of GP					
Training		Yr1	Yr2	Yr3	Yr4	Yr5
First Aid		450	450	450	550	550
H&S		150	160	160	170	180
Food Hygiene		200	300	300	400	450
		800	910	910	1,120	1,180
Cleaning (cleaning products)		Yr1	Yr2	Yr3	Yr4	Yr5
Cleaning (cleaning products)		500	505	510	515	520
Chimney sweep		100	100	105	110	110
Window Cleaning		300	300	315	315	331
		900	905	930	940	961

Overheads

Insurance	3,500	3,500	4,000	4,000	4,500											
Heat & Light	Yr 1	April	May	June	July	August	September	October	November	December	January	February	March			
		8%	6%	4%	5%	5%	7%	9%	11%	12%	12%	12%	9%	100%		
Gas	11,100	888	666	444	555	555	777	999	1,221	1,332	1,332	1,332	999			
Electricity	19,800	1,584	1,188	792	990	990	1,386	1,782	2,178	2,376	2,376	2,376	1,782			
	30,900	2,472	1,854	1,236	1,545	1,545	2,163	2,781	3,399	3,708	3,708	3,708	2,781			
Heat & Light	Yr 2	April	May	June	July	August	September	October	November	December	January	February	March			
		8%	6%	4%	5%	5%	7%	9%	11%	12%	12%	12%	9%	100%		
Gas	11,400	912	684	456	570	570	798	1,026	1,254	1,368	1,368	1,368	1,026			
Electricity	20,400	1,632	1,224	816	1,020	1,020	1,428	1,836	2,244	2,448	2,448	2,448	1,836			
	31,800	2,544	1,908	1,272	1,590	1,590	2,226	2,862	3,498	3,816	3,816	3,816	2,862			
Heat & Light	Yr 3	April	May	June	July	August	September	October	November	December	January	February	March			
		8%	6%	4%	5%	5%	7%	9%	11%	12%	12%	12%	9%	100%		
Gas	13,200	1,056	792	528	660	660	924	1,188	1,452	1,584	1,584	1,584	1,188			
Electricity	21,600	1,728	1,296	864	1,080	1,080	1,512	1,944	2,376	2,592	2,592	2,592	1,944			
	34,800	2,784	2,088	1,392	1,740	1,740	2,436	3,132	3,828	4,176	4,176	4,176	3,132			
Heat & Light	Yr 4	April	May	June	July	August	September	October	November	December	January	February	March			
		8%	6%	4%	5%	5%	7%	9%	11%	12%	12%	12%	9%	100%		
Gas	13,500	1,080	810	540	675	675	945	1,215	1,485	1,620	1,620	1,620	1,215			
Electricity	22,500	1,800	1,350	900	1,125	1,125	1,575	2,025	2,475	2,700	2,700	2,700	2,025			
	36,000	2,880	2,160	1,440	1,800	1,800	2,520	3,240	3,960	4,320	4,320	4,320	3,240			
Heat & Light	Yr 5	April	May	June	July	August	September	October	November	December	January	February	March			
		8%	6%	4%	5%	5%	7%	9%	11%	12%	12%	12%	9%	100%		
Gas	13,800	1,104	828	552	690	690	966	1,242	1,518	1,656	1,656	1,656	1,242			
Electricity	22,800	1,824	1,368	912	1,140	1,140	1,596	2,052	2,508	2,736	2,736	2,736	2,052			
	36,600	2,928	2,196	1,464	1,830	1,830	2,562	3,294	4,026	4,392	4,392	4,392	3,294			

Overheads

	Yr1	Yr2	Yr3	Yr4	Yr5					
Water	2,000	3,000	3,030	3,100	3,500					
Telephone	1,800	1,845	1,891	1,938	1,987	Wifi connection and landline standing				
Licences & Subscriptions	Yr1	Yr2	Yr3	Yr4	Yr5					
Sky Sports	16,500	18,000	18,000	18,050	18,075	Can be £20,000 a year for pubs. Depends on size, location etc (fraction 11/12s for yr 1)				
TV Licence	160	160	170	170	180					
Alcohol/premises licence	330	335	339	350	355					
Events licence	100	100	105	105	110	Est				
Sage payroll	1,200	1,250	1,300	1,350	1,375	£100 per month for more staff on payroll				
PRS Background music	300	300	300	350	350	Estimate - depends on what usage/live events/etc				
	18,590	20,145	20,214	20,375	20,445					
Council Tax	3,500	3,570	3,641	3,714	3,789	Figure from OG workings. Need to check if this is realistic?				
Business Rates	0	0	3,000	3,000	3,000					
	3,500	3,570	6,641	6,714	6,789					
Refuse collection	2,000	2,040	2,081	2,122	2,165					
Uniforms	No each	No Staff	Cost each	£	Yr1	Yr2	Yr3	Yr4	Yr5	
Polo Shirt	2	7	20	280		1,000	200	200	200	400
Contingency Yr 1				400						
Chef whites	2	4	40	320						
				1000						
Professional Fees	Yr1	Yr2	Yr3	Yr4	Yr5					
Stocktakes	1,500	1,500	1,550	1,600	1,600	Need every 2 months at £250 assume this is net amount				
Bookkeeper	0	0	0	0	0	Admin assistant instead				
Accountant	1,200	1,200	1,300	1,350	1,400					
	2,700	2,700	2,850	2,950	3,000					
Sundry	Yr1	Yr2	Yr3	Yr4	Yr5					
Contingency	1,000	1,050	1,103	1,158	1,216					
INCLUDES - Bank Charges										
Card machine	480	494	509	525	540					
	1,480	1,544	1,612	1,682	1,756					