



Model ID: O30000794 Model Type: New Let Approval Date: 02.10.2020

Year 1	Year 2	Year 3	Year 4	Year 5
77	135	78	0	0

(Historical volume figures may not include purchases made through 3rd Parties)

Wet Sales	% of Wet Turnover	Barrels	Avg RSP £/unit (inc VAT)	Turn over (ex VAT)	Total Wholesale Cost	Avg Disc £/brl	GP%	Gross Profit
Draught Lager	47.86 %	123.9901	£3.94	£117,395.27	£78,584.81	£146.22	48.50 %	£56,939.69
Draught Ale	17.14 %	46.0831	£3.80	£42,052.09	£25,930.82	£118.95	51.39 %	£21,609.96
Draught Cider	2.71 %	6.9158	£4.00	£6,642.21	£4,614.98	£150.00	46.14 %	£3,064.60
Packaged Lager	2.54 %	4.1000	£3.61	£6,237.66	£3,162.70	£308.83	69.60 %	£4,341.17
Packaged Cider	0.75 %	1.6900	£4.00	£1,843.89	£1,419.35	£296.82	50.23 %	£926.17
Minerals	8.00 %	0.0000	£0.00	£19,624.91	£0.00	£0.00	72.00 %	£14,129.94
Spirits	11.00 %	0.0000	£0.00	£26,984.26	£0.00	£0.00	74.00 %	£19,968.35
Wines	10.00 %	0.0000	£0.00	£24,531.14	£0.00	£0.00	65.00 %	£15,945.24
Total Wet Sales	100.00 %	182.7790		£245,311.43	£113,712.66		55.82 %	£136,925.12
Dry Sales								
Coffee Income				£3,802.08	£1,102.60		71.00 %	£2,699.48
Food Income				£92,010.77	£36,804.31		60.00 %	£55,206.46
Total Wet & Dry Sales				£341,124.28	£151,619.57		57.11 %	£194,831.06
Other Income								
Gross Profit				£341,124.28	£151,619.57		57.11 %	£194,831.06

Expenses as a % of Turnover(BBPA Comparable figures in red)

Expenses	%	£	%	£
Town Centre Pub/Bar Pub with a 70:30 drink/food ratio and a turnover of approx. £10000 per week.				
Equipment hire etc.	0.2199 %	£750.00	0.5100 %	£1,739.73
Professional Fees	1.9641 %	£6,700.00	0.7500 %	£2,558.43
Rates	1.2239 %	£4,175.00	3.3600 %	£11,461.78
Waste Disposal/Clean	0.8794 %	£3,000.00	1.0600 %	£3,615.92
Utilities	3.6643 %	£12,500.00	3.3900 %	£11,564.11
Repairs and renewals	1.0260 %	£3,500.00	0.9500 %	£3,240.68
Insurance	0.7588 %	£2,588.48	0.3600 %	£1,228.05
Marketing & Promotion	0.5131 %	£1,750.00	0.9600 %	£3,274.79
Live Music	2.9315 %	£10,000.00	0.0000 %	£0.00
Consumables	0.0000 %	£0.00	0.9000 %	£3,070.12
Bank Charges	0.8794 %	£3,000.00	0.8000 %	£2,728.99
Pay TV	0.2199 %	£750.00	3.6600 %	£12,485.15
Other Costs	1.9495 %	£6,650.00	0.0000 %	£0.00
Wages	26.0370 %	£88,818.62	21.0000 %	£71,636.10
Sub Total	42.2668 %	£144,182.10	37.7000 %	£128,603.85
Interest on capital	0.7505 %	£2,560.00	0.1500 %	£511.69
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
Total Expenses	43.0168 %	£146,742.10	37.8500 %	£129,115.54

Divisible Balance	48,088.96	Supported Costs	0.00
Rent Bid %	50.00	FMOP	24,838.96
Modelled Rent Value	24,250.00	Managers Salary	0.00
Lessee Machine share	1,000.00		



Wastage and Sediment

Method of Dispense Smart Dispense **Frequency Of Line Clean** Monthly **Line Length** Short
Keg Lines 08 **Hand Pulls** 04 **Additional Waste** 0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Lager	125.50	0.0000	1.5099	123.9901	1,429.59
Draught Cider	7.00	0.0000	0.0842	6.9158	80.87
Draught Ale	47.50	0.8456	0.5713	46.0831	1,251.76

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.0733 %	250.00	Advertising	0.1466 %	500.00
Catering	0.0733 %	250.00	Marketing	0.0733 %	250.00
Uniforms	0.0733 %	250.00	Promotion	0.0733 %	250.00
Wages and Salaries	%	£	Telephone	0.2199 %	750.00
Wages All	26.0370 %	88,818.62	Live Music	%	£
Professional Fees	%	£	Live Music	2.9315 %	10,000.00
Legal & Professional Fees	0.2199 %	750.00	Consumables	%	£
Accounting	0.8794 %	3,000.00	Consumable Costs	0.0000 %	0.00
Stocktaking	0.8648 %	2,950.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.4397 %	1,500.00
Business Rates	0.0000 %	0.00	Credit Charges	0.4397 %	1,500.00
Water Rates	1.2239 %	4,175.00	Pay TV	%	£
Waste	%	£	SKY TV	0.0000 %	0.00
Cleaning	0.4397 %	1,500.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.4397 %	1,500.00	Licences	0.2199 %	750.00
Utilities	%	£	Other Costs	%	£
Gas	1.6123 %	5,500.00	Smart Dispense	0.8794 %	3,000.00
Electric	2.0520 %	7,000.00	Sundries	0.1466 %	500.00
Other Energy	0.0000 %	0.00	Training	0.0000 %	0.00
Repairs & Renewals	%	£	Motoring	0.2199 %	750.00
Repairs & Maintenance	1.0260 %	3,500.00	Stationary	0.1612 %	550.00
Insurance	%	£	Printing	0.2199 %	750.00
Insurance - SAP	0.4070 %	1,388.48	Postage	0.0586 %	200.00
Insurance - Additional	0.3518 %	1,200.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.0440 %	150.00
			Bottled Gas	0.2199 %	750.00
			Other	0.0000 %	0.00