



Model ID: O300000726 **Model Type:** New Let JAT **Approval Date:** 16.10.2020
£150PB

Year 1	Year 2	Year 3	Year 4	Year 5
184	202	119	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	42.60 %	182.0357	£3.61	£157,976.13	£110,288.24	£150.00	47.47 %	£74,993.24
Draught Ale	22.29 %	100.8586	£3.41	£82,695.10	£53,320.69	£150.00	53.82 %	£44,503.21
Draught Cider	8.14 %	34.5756	£3.64	£30,183.61	£21,154.64	£150.00	47.10 %	£14,215.32
Packaged Lager	1.02 %	2.7400	£3.29	£3,743.72	£2,003.22	£282.73	67.18 %	£2,515.19
Packaged Cider	0.20 %	0.6600	£3.91	£702.37	£561.10	£298.76	48.19 %	£338.46
FABs (PPS)	0.14 %	0.3100	£3.35	£515.03	£253.91	£150.02	59.73 %	£307.62
Minerals	7.66 %	0.0000	£0.00	£28,412.46	£0.00	£0.00	63.40 %	£18,013.50
Spirits	11.59 %	0.0000	£0.00	£42,989.60	£0.00	£0.00	76.70 %	£32,973.02
Wines	6.39 %	0.0000	£0.00	£23,701.77	£0.00	£0.00	62.00 %	£14,695.10
Total Wet Sales	100.03 %	321.1799		£370,919.79	£187,581.80		54.61 %	£202,554.66
Dry Sales								
Food Income				£66,699.58	£26,946.63		59.60 %	£39,752.95
Total Wet & Dry Sales				£437,619.37	£214,528.43		55.37 %	£242,307.61
Other Income								
Gross Profit				£437,619.37	£214,528.43		55.37 %	£242,307.61

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

Expenses				
Equipment hire etc.	0.0000 %	£0.00	0.0600 %	£262.57
Professional Fees	0.5407 %	£2,366.00	0.8400 %	£3,676.00
Rates	5.7888 %	£25,333.00	3.7000 %	£16,191.92
Waste Disposal/Clean	0.1966 %	£860.00	0.9600 %	£4,201.15
Utilities	3.9578 %	£17,320.00	3.0900 %	£13,522.44
Repairs and renewals	0.0000 %	£0.00	1.0500 %	£4,595.00
Insurance	0.0000 %	£0.00	0.2600 %	£1,137.81
Marketing & Promotion	0.1371 %	£600.00	1.2000 %	£5,251.43
Live Music	1.9789 %	£8,660.00	0.0000 %	£0.00
Consumables	0.0000 %	£0.00	0.7000 %	£3,063.34
Bank Charges	0.6263 %	£2,741.00	0.6600 %	£2,888.29
Pay TV	1.7138 %	£7,500.00	2.4000 %	£10,502.86
Other Costs	1.6951 %	£7,418.00	0.9900 %	£4,332.43
Sub Total	16.6351 %	£72,798.00	15.9100 %	£69,625.24
Interest on capital	0.0000 %	£0.00	0.8100 %	£3,544.72
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
Total Expenses	16.6351 %	£72,798.00	16.7200 %	£73,169.96

Community Wet Led Pub with a 90:10 drink/food ratio and a turnover of approx. £8000 per week.

Total Incomes	437,619.37	Estimated Pub Profit	52,164.28
Machine	3,000.00	Estimated Operator	10,432.86
Total Expenses	72,798.00	Estimated On target	23,561.44
Operator Share	120,345.33		



Wastage and Sediment

Method of Dispense Smart Dispense **Frequency Of Line Clean** Monthly **Line Length** Medium
Keg Lines 09 **Hand Pulls** 05 **Additional Waste** 0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Ale	104.47	2.3447	1.2667	100.8586	2,954.16
Draught Lager	184.27	0.0000	2.2343	182.0357	1,938.99
Draught Cider	35.00	0.0000	0.4244	34.5756	370.49

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.0000 %	0.00	Advertising	0.0000 %	0.00
Catering	0.0000 %	0.00	Marketing	0.0000 %	0.00
Uniforms	0.0000 %	0.00	Promotion	0.0000 %	0.00
Wages and Salaries	%	£	Telephone	0.1371 %	600.00
Wages All	0.0000 %	0.00	Live Music	%	£
Professional Fees	%	£	Live Music	1.9789 %	8,660.00
Legal & Professional Fees	0.0000 %	0.00	Consumables	%	£
Accounting	0.0000 %	0.00	Consumable Costs	0.0000 %	0.00
Stocktaking	0.5407 %	2,366.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.6263 %	2,741.00
Business Rates	4.7987 %	21,000.00	Credit Charges	0.0000 %	0.00
Water Rates	0.9901 %	4,333.00	Pay TV	%	£
Waste	%	£	SKY TV	1.4853 %	6,500.00
Cleaning	0.0823 %	360.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.1143 %	500.00	Licences	0.2285 %	1,000.00
Utilities	%	£	Other Costs	%	£
Gas	1.4842 %	6,495.00	Smart Dispense	0.0000 %	0.00
Electric	2.4736 %	10,825.00	Sundries	0.5941 %	2,600.00
Other Energy	0.0000 %	0.00	Training	0.0000 %	0.00
Repairs & Renewals	%	£	Motoring	0.0000 %	0.00
Repairs & Maintenance	0.0000 %	0.00	Stationary	0.1371 %	600.00
Insurance	%	£	Printing	0.0000 %	0.00
Insurance - SAP	0.0000 %	0.00	Postage	0.1220 %	534.00
Insurance - Additional	0.0000 %	0.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.3428 %	1,500.00
			Bottled Gas	0.4991 %	2,184.00
			Other	0.0000 %	0.00