

RENT MODEL-PROFIT & LOSS

50383 STAFF OF LIFE SUTTON IN ASHFIE


Model ID: O000000387 **Model Type:** Capex Model **Approval Date:** 10.07.2020

Year 1	Year 2	Year 3	Year 4	Year 5
177	284	266	354	353

(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	36.41 %	108.7077	£3.87	£100,936.30	£63,947.29	£163.64	54.27 %	£54,778.21
Draught Ale	29.96 %	104.6603	£3.31	£83,062.74	£50,843.10	£159.64	58.91 %	£48,928.22
Draught Cider	4.97 %	13.8366	£4.15	£13,780.80	£8,571.96	£160.00	53.86 %	£7,422.69
Packaged Lager	1.66 %	4.3800	£3.95	£4,597.35	£2,798.07	£105.45	49.18 %	£2,261.13
Packaged Cider	0.84 %	2.1700	£3.91	£2,308.41	£1,749.42	£307.93	53.16 %	£1,227.23
FABs (PPS)	0.16 %	0.2800	£3.21	£444.36	£220.10	£110.00	57.40 %	£255.06
Minerals	9.00 %	0.0000	£0.00	£24,948.24	£0.00	£0.00	75.00 %	£18,711.18
Spirits	8.50 %	0.0000	£0.00	£23,562.23	£0.00	£0.00	70.00 %	£16,493.56
Wines	8.50 %	0.0000	£0.00	£23,562.23	£0.00	£0.00	60.00 %	£14,137.34
Total Wet Sales	100.00 %	234.0346		£277,202.66	£128,129.94		59.24 %	£164,214.62
Dry Sales								
Snacks Income				£1,520.83	£684.37		55.00 %	£836.46
Coffee Income				£5,475.00	£1,587.75		71.00 %	£3,887.25
Food Income				£65,439.28	£27,484.50		58.00 %	£37,954.78
Total Wet & Dry Sales				£349,637.77	£157,886.56		59.17 %	£206,893.11
Other Income								
Gross Profit				£349,637.77	£157,886.56		59.17 %	£206,893.11

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

Town Centre Pub/Bar Pub with a 70:30 drink/food ratio and a turnover of approx. £10000 per week.

Expenses	%	£	%	£
Equipment hire etc.	0.1430 %	£500.00	0.5100 %	£1,783.15
Professional Fees	2.5741 %	£9,000.00	0.7500 %	£2,622.28
Rates	4.3588 %	£15,240.00	3.3600 %	£11,747.83
Waste Disposal/Clean	0.6607 %	£2,310.00	1.0600 %	£3,706.16
Utilities	5.0338 %	£17,600.00	3.3900 %	£11,852.72
Repairs and renewals	1.0010 %	£3,500.00	0.9500 %	£3,321.56
Insurance	0.8271 %	£2,891.83	0.3600 %	£1,258.70
Marketing & Promotion	0.7150 %	£2,500.00	0.9600 %	£3,356.52
Live Music	3.4321 %	£12,000.00	0.0000 %	£0.00
Consumables	0.7150 %	£2,500.00	0.9000 %	£3,146.74
Bank Charges	0.9295 %	£3,250.00	0.8000 %	£2,797.10
Pay TV	0.2431 %	£850.00	3.6600 %	£12,796.74
Other Costs	3.0883 %	£10,798.00	0.0000 %	£0.00
Wages	22.1027 %	£77,279.41	21.0000 %	£73,423.93
Sub Total	45.8242 %	£160,219.24	37.7000 %	£131,813.43
Interest on capital	0.3318 %	£1,160.00	0.1500 %	£524.46
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00
Total Expenses	46.1542 %	£161,379.24	37.8500 %	£132,337.89

Divisible Balance	45,513.87	Supported Costs	0.00
Rent Bid %	50.00	FMOP	23,555.87
Modelled Rent Value	23,000.00	Managers Salary	0.00
Lessee Machine share	1,042.00		



Wastage and Sediment

Method of Dispense	Smart Dispense	Frequency Of Line Clean	Monthly	Line Length	Medium
Keg Lines	16	Hand Pulls	02	Additional Waste	0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Ale	109.17	0.0201	4.4896	104.6603	3,579.55
Draught Lager	113.37	0.0000	4.6623	108.7077	4,329.00
Draught Cider	14.43	0.0000	0.5934	13.8366	591.01

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.0000 %	0.00	Advertising	0.2145 %	750.00
Catering	0.0000 %	0.00	Marketing	0.1430 %	500.00
Uniforms	0.1430 %	500.00	Promotion	0.1430 %	500.00
Wages and Salaries	%	£	Telephone	0.2145 %	750.00
Wages All	22.1027 %	77,279.41	Live Music	%	£
Professional Fees	%	£	Live Music	3.4321 %	12,000.00
Legal & Professional Fees	0.7150 %	0.00	Consumables	%	£
Accounting	1.8591 %	6,500.00	Consumable Costs	0.7150 %	2,500.00
Stocktaking	0.0000 %	0.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.5005 %	1,750.00
Business Rates	3.2834 %	11,480.00	Credit Charges	0.4290 %	1,500.00
Water Rates	1.0754 %	3,760.00	Pay TV	%	£
Waste	%	£	SKY TV	0.0000 %	0.00
Cleaning	0.4462 %	1,560.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.2145 %	750.00	Licences	0.2431 %	850.00
Utilities	%	£	Other Costs	%	£
Gas	2.2881 %	8,000.00	Smart Dispense	1.8671 %	6,528.00
Electric	2.7457 %	9,600.00	Sundries	0.2860 %	1,000.00
Other Energy	0.0000 %	0.00	Training	0.0858 %	300.00
Repairs & Renewals	%	£	Motoring	0.2860 %	1,000.00
Repairs & Maintenance	1.0010 %	3,500.00	Stationary	0.0572 %	200.00
Insurance	%	£	Printing	0.0715 %	250.00
Insurance - SAP	0.4839 %	1,691.83	Postage	0.0143 %	50.00
Insurance - Additional	0.3432 %	1,200.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.2145 %	750.00
			Bottled Gas	0.2059 %	720.00
			Other	0.0000 %	0.00