

RENT MODEL-PROFIT & LOSS

2303108 GOATS HEAD ABBOTS BROMLEY


Model ID: O300000495 **Model Type:** New Let **Approval Date:** 21.09.2020

Year 1	Year 2	Year 3	Year 4	Year 5
50	99	34	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	24.25 %	51.7806	£3.92	£48,760.30	£32,268.42	£121.85	46.76 %	£22,801.12
Draught Ale	28.18 %	66.5886	£3.54	£56,660.49	£35,914.06	£98.89	48.24 %	£27,332.46
Draught Cider	8.81 %	19.7708	£3.73	£17,700.21	£12,096.51	£125.00	45.62 %	£8,075.05
Packaged Lager	0.68 %	1.0000	£3.30	£1,363.83	£740.91	£163.65	57.67 %	£786.58
Packaged Cider	1.08 %	2.0000	£4.00	£2,182.12	£1,722.82	£303.32	48.85 %	£1,065.94
Minerals	12.00 %	0.0000	£0.00	£24,127.04	£0.00	£0.00	70.00 %	£16,888.93
Spirits	14.00 %	0.0000	£0.00	£28,148.21	£0.00	£0.00	75.00 %	£21,111.16
Wines	11.00 %	0.0000	£0.00	£22,116.45	£0.00	£0.00	60.00 %	£13,269.87
Total Wet Sales	100.00 %	141.1400		£201,058.65	£82,742.72		55.37 %	£111,331.11
Dry Sales								
Snacks Income				£2,129.17	£1,064.58		50.00 %	£1,064.59
Coffee Income				£4,258.33	£1,234.92		71.00 %	£3,023.41
Food Income				£76,988.94	£29,255.80		62.00 %	£47,733.14
Total Wet & Dry Sales				£284,435.09	£114,298.02		57.36 %	£163,152.25
Other Income								
Gross Profit				£284,435.09	£114,298.02		57.36 %	£163,152.25

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

Expenses	%	£	%	£	
Equipment hire etc.	0.0000 %	£0.00	0.5100 %	£1,450.62	
Professional Fees	2.2852 %	£6,500.00	0.7500 %	£2,133.26	
Rates	7.2383 %	£20,588.00	3.3600 %	£9,557.02	
Waste Disposal/Clean	0.7735 %	£2,200.00	1.0600 %	£3,015.01	
Utilities	4.2189 %	£12,000.00	3.3900 %	£9,642.35	
Repairs and renewals	1.2305 %	£3,500.00	0.9500 %	£2,702.13	
Insurance	0.9493 %	£2,700.00	0.3600 %	£1,023.97	
Marketing & Promotion	0.2637 %	£750.00	0.9600 %	£2,730.58	
Live Music	1.8282 %	£5,200.00	0.0000 %	£0.00	
Consumables	0.0000 %	£0.00	0.9000 %	£2,559.92	
Bank Charges	0.9493 %	£2,700.00	0.8000 %	£2,275.48	
Pay TV	0.3516 %	£1,000.00	3.6600 %	£10,410.32	
Other Costs	1.1602 %	£3,300.00	0.0000 %	£0.00	
Wages	23.4481 %	£66,694.60	21.0000 %	£59,731.37	
Sub Total	44.6968 %	£127,132.60	37.7000 %	£107,232.03	
Interest on capital	0.3516 %	£1,000.00	0.1500 %	£426.65	
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00	
Total Expenses	45.0468 %	£128,132.60	37.8500 %	£107,658.68	£128,132.60

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

Divisible Balance	35,019.65	Supported Costs	0.00
Rent Bid %	50.00	FMOP	17,769.65
Modelled Rent Value	17,750.00	Managers Salary	0.00
Lessee Machine share	500.00		



Wastage and Sediment

Method of Dispense	Standard	Frequency Of Line Clean	Weekly	Line Length	Medium
Keg Lines	12	Hand Pulls	04	Additional Waste	0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Lager	55.00	0.0000	3.2194	51.7806	3,031.61
Draught Cider	21.00	0.0000	1.2292	19.7708	1,100.46
Draught Ale	72.00	1.1970	4.2144	66.5886	4,615.69

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	0.2637 %	750.00
Wages All	23.4481 %	66,694.60	Live Music	%	£
Professional Fees	%	£	Live Music	1.8282 %	5,200.00
Legal & Professional Fees	0.1758 %	500.00	Consumables	%	£
Accounting	2.1094 %	6,000.00	Consumable Costs	0.0000 %	0.00
Stocktaking	0.0000 %	0.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.5274 %	1,500.00
Business Rates	6.5351 %	18,588.00	Credit Charges	0.4219 %	1,200.00
Water Rates	0.7032 %	2,000.00	Pay TV	%	£
Waste	%	£	SKY TV	0.0000 %	0.00
Cleaning	0.5274 %	1,500.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.2461 %	700.00	Licences	0.3516 %	1,000.00
Utilities	%	£	Other Costs	%	£
Gas	1.4063 %	4,000.00	Smart Dispense	0.0000 %	0.00
Electric	2.8126 %	8,000.00	Sundries	0.2461 %	700.00
Other Energy	0.0000 %	0.00	Training	0.0000 %	0.00
Repairs & Renewals	%	£	Motoring	0.2637 %	750.00
Repairs & Maintenance	1.2305 %	3,500.00	Stationary	0.0879 %	250.00
Insurance	%	£	Printing	0.0879 %	250.00
Insurance - SAP	0.5274 %	1,500.00	Postage	0.0000 %	0.00
Insurance - Additional	0.4219 %	1,200.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.1758 %	500.00
			Bottled Gas	0.2988 %	850.00
			Other	0.0000 %	0.00