



Model ID: O30000550 **Model Type:** New Let **Approval Date:** 01.10.2020

Year 1	Year 2	Year 3	Year 4	Year 5
122	176	37	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	42.14 %	153.4437	£3.94	£145,187.59	£94,724.23	£146.64	50.26 %	£72,964.11
Draught Ale	15.13 %	56.6746	£3.82	£52,107.61	£32,279.24	£126.21	51.80 %	£26,989.36
Draught Cider	7.09 %	25.7057	£3.96	£24,451.48	£16,038.51	£150.00	50.18 %	£12,268.82
Packaged Lager	2.39 %	5.5300	£3.59	£8,256.51	£4,109.24	£262.55	67.82 %	£5,599.19
Packaged Cider	2.25 %	6.3400	£4.49	£7,761.54	£5,400.64	£301.86	55.08 %	£4,274.68
Minerals	8.00 %	0.0000	£0.00	£27,566.93	£0.00	£0.00	62.00 %	£17,091.50
Spirits	15.00 %	0.0000	£0.00	£51,687.98	£0.00	£0.00	70.00 %	£36,181.59
Wines	8.00 %	0.0000	£0.00	£27,566.93	£0.00	£0.00	62.00 %	£17,091.50
Total Wet Sales	100.00 %	247.6940		£344,586.57	£152,551.86		55.85 %	£192,460.75
Dry Sales								
Snacks Income				£1,520.83	£760.41		50.00 %	£760.42
Coffee Income				£6,083.33	£1,825.00		70.00 %	£4,258.33
Food Income				£101,114.38	£40,445.75		60.00 %	£60,668.63
Total Wet & Dry Sales				£453,305.11	£195,583.02		56.95 %	£258,148.13
Other Income								
Gross Profit				£453,305.11	£195,583.02		56.95 %	£258,148.13

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.	0.4964 %	£2,250.00	0.5100 %	£2,311.86	
Professional Fees	1.2483 %	£5,658.00	0.7500 %	£3,399.79	
Rates	3.8846 %	£17,609.00	3.3600 %	£15,231.05	
Waste Disposal/Clean	0.4412 %	£2,000.00	1.0600 %	£4,805.03	
Utilities	4.5223 %	£20,500.00	3.3900 %	£15,367.04	
Repairs and renewals	0.6618 %	£3,000.00	0.9500 %	£4,306.40	
Insurance	0.8238 %	£3,734.31	0.3600 %	£1,631.90	
Marketing & Promotion	0.3309 %	£1,500.00	0.9600 %	£4,351.73	
Live Music	1.6545 %	£7,500.00	0.0000 %	£0.00	
Consumables	0.0000 %	£0.00	0.9000 %	£4,079.75	
Bank Charges	0.4412 %	£2,000.00	0.8000 %	£3,626.44	
Pay TV	0.3309 %	£1,500.00	3.6600 %	£16,590.97	
Other Costs	1.9192 %	£8,700.00	0.0000 %	£0.00	
Wages	26.3777 %	£119,571.50	21.0000 %	£95,194.07	
Sub Total	43.1328 %	£195,522.81	37.7000 %	£170,896.03	
Interest on capital	0.6459 %	£2,928.00	0.1500 %	£679.96	
Tenants Improvements	0.0000 %	£0.00	0.0000 %	£0.00	
Total Expenses	43.7828 %	£198,450.81	37.8500 %	£171,575.99	£198,450.81
Divisible Balance		59,697.32	Supported Costs		0.00
Rent Bid %		50.00	FMOP		31,424.82
Modelled Rent Value		30,000.00	Managers Salary		0.00
Lessee Machine share		1,727.50			



Wastage and Sediment

Method of Dispense Smart Dispense **Frequency Of Line Clean** Monthly **Line Length** Medium
Keg Lines 08 **Hand Pulls** 03 **Additional Waste** 0.0000

	Total Barrels	Cask Sediment Allowance	Line Cleaning Waste	Sellable Volume	Waste Sales Allowance (£)
Draught Cider	26.00	0.0000	0.2943	25.7057	279.95
Draught Ale	58.00	0.6690	0.6564	56.6746	1,148.87
Draught Lager	155.20	0.0000	1.7563	153.4437	1,661.79

Tenant Operating Cost Detailed Breakdown

Equipment Hire etc.	%	£	Marketing/Promotion/Tele	%	£
Equipment Hire	0.2206 %	1,000.00	Advertising	0.0000 %	0.00
Catering	0.1655 %	750.00	Marketing	0.1103 %	500.00
Uniforms	0.1103 %	500.00	Promotion	0.1103 %	500.00
Wages and Salaries	%	£	Telephone	0.1103 %	500.00
Wages All	26.3777 %	119,571.50	Live Music	%	£
Professional Fees	%	£	Live Music	1.6545 %	7,500.00
Legal & Professional Fees	0.1655 %	750.00	Consumables	%	£
Accounting	0.5414 %	2,454.00	Consumable Costs	0.0000 %	0.00
Stocktaking	0.5414 %	2,454.00	Bank Charges	%	£
Rates	%	£	Bank Charges	0.2206 %	1,000.00
Business Rates	3.2228 %	14,609.00	Credit Charges	0.2206 %	1,000.00
Water Rates	0.6618 %	3,000.00	Pay TV	%	£
Waste	%	£	SKY TV	0.0000 %	0.00
Cleaning	0.2206 %	1,000.00	Other Pay TV	0.0000 %	0.00
Sanitary Provision	0.2206 %	1,000.00	Licences	0.3309 %	1,500.00
Utilities	%	£	Other Costs	%	£
Gas	2.0957 %	9,500.00	Smart Dispense	0.8824 %	4,000.00
Electric	2.4266 %	11,000.00	Sundries	0.0000 %	0.00
Other Energy	0.0000 %	0.00	Training	0.2206 %	1,000.00
Repairs & Renewals	%	£	Motoring	0.1103 %	500.00
Repairs & Maintenance	0.6618 %	3,000.00	Stationary	0.0000 %	0.00
Insurance	%	£	Printing	0.0000 %	0.00
Insurance - SAP	0.4929 %	2,234.31	Postage	0.0000 %	0.00
Insurance - Additional	0.3309 %	1,500.00	Depreciation	0.0000 %	0.00
			Gardens & Flowers	0.4412 %	2,000.00
			Bottled Gas	0.2647 %	1,200.00
			Other	0.0000 %	0.00