

Profit & Loss Forecast for One Planet (Accrington) Limited 30968R

Item	Notes	Start-up Costs	Jul 2010	Aug 2010	Sep 2010	Oct 2010	Nov 2010	Dec 2010	Jan 2011	Feb 2011	Mar 2011	Apr 2011	May 2011	Jun 2011	Total Year 1	Total Year 2	Total Year 3
Sales	1,2,3		2,403.15	2,403.15	2,403.15	3,003.94	3,003.94	3,003.94	3,754.92	3,754.92	3,754.92	4,693.65	4,693.65	4,693.65	41,566.99	51,958.73	64,948.41
Less Cost of Sales (Based on average 35% margin)	4,5	2,781.02	1,562.05	1,562.05	1,562.05	1,952.56	1,952.56	1,952.56	2,440.70	2,440.70	2,440.70	3,050.87	3,050.87	3,050.87	29,799.56	33,773.18	42,216.47
Gross Profit (£)			841.10	841.10	841.10	1,051.38	1,051.38	1,051.38	1,314.22	1,314.22	1,314.22	1,642.78	1,642.78	1,642.78	11,767.42	18,185.56	22,731.95
Gross Profit (%)			35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%	28%	35%	35%

Expenditure																		
Part-time Salary (Staff member 1)	6		452.05	452.05	452.05	462.18	462.18	462.18	462.18	462.18	462.18	462.18	462.18	462.18	462.18	5,515.81	5,791.60	6,081.18
Part-time Salary (Staff member 2)	6		452.05	452.05	452.05	462.18	462.18	462.18	462.18	462.18	462.18	462.18	462.18	462.18	462.18	5,515.81	5,791.60	6,081.18
Employer's National Insurance Contributions	7		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rent based on £500pcm	8								127.50	127.50	127.50	255.00	255.00	255.00	1,147.50	3,000.00	3,000.00	
Business Rates	9														0.00	0.00	0.00	
Electricity Costs	10		75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	900.00	1,000.00	1,200.00	
Water Rates	11		20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	240.00	250.00	250.00	
Telephone & Broadband (est.)	12		20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	240.00	250.00	250.00	
Insurance (Shop & Contents) (Actual)	13	140.00													140.00	150.00	150.00	
Insurance (Employer's Liability) (Actual)	14	160.00													160.00	200.00	200.00	
Training	15														0.00	0.00	0.00	
Marketing & Promotion	16	500.00				250.00				250.00			250.00		1,250.00	1,000.00	1,000.00	
Professional Fees (Incl. Annual Accounts)	17														0.00	500.00	500.00	
Trade Association Fees	18														0.00	145.00	145.00	
Bank charges & interest	19														0.00	200.00	200.00	
Shop Fit, Cash Till, Signage etc	20	3,000.00													3,000.00	0.00	0.00	
Transport Costs	21		20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	20.00	240.00	250.00	250.00	
Volunteer Expenses (Travel)	22		86.60	86.60	86.60	86.60	86.60	86.60	86.60	86.60	86.60	86.60	86.60	86.60	1,039.20	1,000.00	1,000.00	
Repairs & Maintenance (as and when needed)	23		66.67	66.67	66.66	66.67	66.67	66.66	66.67	66.67	66.66	66.67	66.67	66.66	800.00	800.00	800.00	
V.A.T.	24														0.00	0.00	0.00	
Miscellaneous Costs	25		59.62	59.62	59.62	73.13	60.63	60.63	67.01	79.51	67.01	73.38	85.88	73.38	819.42	1,016.41	1,055.37	
			3,800.00	1,251.99	1,251.99	1,251.98	1,535.77	1,273.27	1,273.26	1,407.15	1,669.65	1,407.13	1,541.02	1,803.52	1,541.01	21,007.74	21,344.62	22,162.74
Net Profit (£)			-410.89	-410.89	-410.88	-484.39	-221.89	-221.88	-92.92	-355.42	-92.91	101.76	-160.74	101.77	-9,240.32	-3,159.06	569.21	

Notes:

1. Shop Sales based on £15 per hour x 37 hours per week x 4.33 weeks per month
2. Sales turnover to increase by 25% per quarter
3. Sales based on average 35% margin across the range
4. Stock based on 35% sales margin
5. Initial stock holding based on 2 weeks stock plus £780 from Kerry & Mike
6. Salaries based on 2 x part-time posts at £5.80 x 18 hours per week, rising to £5.93 from 1st Oct 10
7. Employer National Insurance rate based on 12.8% until April 2011 when rises to 13.8%
8. Accommodation shared with PROSPECTS charity. PROSPECTS to pay 100% of costs for months 1 to 6, 75% for months 7 to 9, then 50% ongoing
9. Based on 100% rate relief as per HBC Council Tax
- 10.
- 11.
- 12.
- 13.

Notes:

15. Training to be covered by free courses run by external agencies
16. Marketing & Promotion to cover printing of leaflets & flyers
17. To cover production of annual accounts
18. To cover fees for Co-operatives UK and the FSA. First year costs covered.
19. Free banking with the Co-op in year one.
20. Estimate
21. To cover cost of collecting stock in emergencies
22. Volunteer expenses estimate based on 4 volunteer staff per day x 6 days x 4.33 weeks x £2.00 per day x 50% taking up offer
- 23.
24. V.A.T. (£68,000 turnover threshold)
25. Miscellaneous costs based on 5% of total of all other costs
26. Funded by Community Share Offer @ £25 per share