

Alfalfa House 2021 P&L Forecast

		31 Actual	28 Actual	31 Forecast	30 Forecast	31 Forecast	30 Forecast	31 Forecast	31 Forecast	30 Forecast	31 Forecast	30 Forecast	31 Forecast	2021 Total
	Notes	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	
Income														
Shop Trading	1	79,745	58,571	67,735	65,550	67,735	65,550	67,735	67,735	65,550	67,735	65,550	67,735	806,926
Other Income		13,293	7,318	1,000	-	-	-	-	-	-	-	-	-	21,611
Total Income		93,038	65,889	68,735	65,550	67,735	65,550	67,735	67,735	65,550	67,735	65,550	67,735	828,537
Less: Cost of Sales	2	41,462	33,519	39,857	38,571	39,857	38,571	39,857	39,857	38,571	39,857	38,571	39,857	468,410
Gross Profit		51,575	32,370	28,878	26,979	27,878	26,979	27,878	27,878	26,979	27,878	26,979	27,878	360,127
<i>Gross Profit Margin</i>		55%	49%	42%	41%	41%	41%	41%	41%	41%	41%	41%	41%	
Operating Expenses														
Administrative Expenses	3	3,166	5,278	3,000	3,000	3,000	3,000	3,000	3,000	7,000	3,000	3,000	3,000	42,444
Employee Expenses	4	11,999	14,225	18,200	18,200	18,200	27,300	18,200	18,200	18,200	18,200	18,200	27,300	226,424
Communication Expenses	5	-	216	212	212	212	212	212	212	212	212	212	212	2,336
Facility Expenses	6	1,127	-	1,750	950	950	1,750	950	950	1,750	950	950	1,750	13,827
Rent	7	3,946	8,483	-	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	52,929
Insurance Expenses	8	-	500	1,218	1,218	1,218	1,218	1,218	1,218	1,218	1,218	1,218	1,218	12,680
Total Operating Expenses		20,239	28,701	24,380	28,080	28,080	37,980	28,080	28,080	32,880	28,080	28,080	37,980	350,640
Operating Profit		31,336	3,669	4,498	(1,101)	(202)	(11,001)	(202)	(202)	(5,901)	(202)	(1,101)	(10,102)	9,486
Non-operating Expenses	9	-	12,038	-	-	-	-	-	-	-	-	12,500	12,500	37,038
Net Profit		31,336	(8,370)	4,498	(1,101)	(202)	(11,001)	(202)	(202)	(5,901)	(202)	(13,601)	(22,602)	(27,552)

Notes

- 1 Shop trading forecast based on daily average sales for March of \$2,185. Does not include additional income from Workshops, Events and Produce Boxes.
- 2 Cost of sales forecast based on weekly groceries and produce budget of \$9,000 per week
- 3 Admin expenses estimated to be no more than \$3,000 per month
- 4 Employee expenses increase from March 2021, to reflect additional managers pay and additional casuals
- 5 Communication expenses are \$212 per month
- 6 Facility expenses include council rates, electricity and water usage
- 7 Rent increases to \$4,500 per week from March 2021, based on new lease being signed
- 8 Insurance expenses includes workers compensation and premium funded insurance
- 9 Non-operating expenses include AL loading payments made in February, and repayment of directors loans in November and December