

Alfalfa House 2021 P&L Forecast

		31 Actual	28 Actual	31 Actual	28 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	61,436	71,582	79,252	76,695	79,252	79,252	76,695	79,252	76,695	79,252	897,676
Other Income		13,293	7,318	5,844	-	-	-	-	-	-	-	-	-	26,455
Total Income		93,038	65,889	67,280	71,582	79,252	76,695	79,252	79,252	76,695	79,252	76,695	79,252	924,131
Less: Cost of Sales														
	2	41,462	33,519	44,559	35,000	39,857	38,571	39,857	39,857	38,571	39,857	38,571	39,857	469,540
Gross Profit		51,575	32,370	22,721	36,582	39,394	38,124	39,394	39,394	38,124	39,394	38,124	39,394	454,591
<i>Gross Profit Margin</i>		<i>55%</i>	<i>49%</i>	<i>34%</i>	<i>51%</i>	<i>50%</i>	<i>50%</i>	<i>50%</i>	<i>50%</i>	<i>50%</i>	<i>50%</i>	<i>50%</i>	<i>50%</i>	
Operating Expenses														
Administrative Expenses	3	3,166	5,278	4,953	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	40,397
Employee Expenses	4	11,999	14,225	14,821	15,000	15,000	27,300	18,200	18,200	18,200	18,200	18,200	27,300	216,645
Communication Expenses	5	-	216	394	212	212	212	212	212	212	212	212	212	2,518
Facility Expenses	6	1,127	-	363	950	950	1,750	950	950	1,750	950	950	1,750	12,441
Rent	7	3,946	8,483	3,946	3,946	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	56,321
Insurance Expenses	8	-	500	1,000	1,218	1,218	1,218	1,218	1,218	1,218	1,218	1,218	1,218	12,462
Total Operating Expenses		20,239	28,701	25,477	24,326	24,880	37,980	28,080	28,080	28,880	28,080	28,080	37,980	340,784
Operating Profit		31,336	3,669	(2,756)	12,256	14,514	144	11,314	11,314	9,244	11,314	10,044	1,414	113,807
Non-operating Expenses	9	-	12,038	-	-	-	-	-	-	-	-	12,500	12,500	37,038
Net Profit		31,336	(8,370)	(2,756)	12,256	14,514	144	11,314	11,314	9,244	11,314	(2,456)	(11,086)	76,769

Notes

- 1 Shop trading forecast based on daily average sales for April of \$2,556.50. 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 June 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 May 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. Note: repayment of directors loans is not a P&L item, but provided for illustrative purposes