**Treasurer’s Report: Members’ Council Meeting – 27 May 2021**

**April Results**

Trading throughout April was much improved, with total shop revenue increasing 4% month on month. April was a break-even month for Alfalfa House, following a month where we had a $2,756 loss. The table below sets out a summary Profit and Loss for April 2021 as compared to March 2021:



Notes:

1. Daily shop trading figures increased slightly throughout March ($2,195 in March vs $2,404 in April). Refer to below May trading update which details recent shop trading trends.
2. Administrative expenses were much closer to our target of $3,000.
3. In general, the COGS of the Co-op is slightly too high to maintain this level of trading. The weekly purchases budget of $9,000 is consistently being missed. The weekly purchases budget roughly translates to $1,285 per day or $39,000 per month. Based on the last two months, we have spent more than our weekly budget, which is directly affecting the profitability of the Co-op. The MC will need to determine the right level of COGS and the Co-Mangers will be required to stick to it religiously.

**May Trading Update**

Daily shop sales continue to trend below the $3,000 per day mark. However, this is manageable so long as the restricted spending measures are updated and kept in place. The chart below sets out the daily shop revenue between 1 March and 24 May 2021:

As you can see from the above chart, the daily shop trading improved throughout April. However, shop trading throughout May has dropped down again. There have been way too many days in May where the store did not make $2,000. Discussions to be had with Co-Managers to understand the reasons for this. The profit margin work being done by Sandra Clark will greatly help our profitability, and we should keep pushing this forward. The spending at a store level should continue to be restricted, and I will have some discussions with the Co-Managers to understand how this can be done better moving forward.