Much Marcle Community Shop Ltd			
Re estimated figures: possible extended weekend opening hours at special events, possible rent of pop up shop	and Post	Office fees	s are NOT included
			I I
Figures are based on figures from the closed shop, recent figures of a local Worcestershire community shop and	d 6 years tu	urnover fig	ures from a West Sussex community shop
Figures are based on figures from the closed shop, recent figures of a local Worcestershire community shop an	d 6 years tu	urnover fig	ures from a West Sussex community shop
Figures are based on figures from the closed shop, recent figures of a local Worcestershire community shop an	d 6 years tu	urnover fig	ures from a West Sussex community shop
Figures are based on figures from the closed shop, recent figures of a local Worcestershire community shop an	d 6 years tu	urnover fig	ures from a West Sussex community shop

Cash flow Forecast	Give details of the assumptions used in constructing the forecast										
For opening hours etc. refer to separate sheet 'Key operational facts'											
INCOME	Year 1	Year 2	Year 3								
Shop (2805 hrs per year)	Year 1 Sales per hour £60 [West Sussex Year 1 £95 - Year 5 £160/ Worcestershire, including Café currently £87//Our Year 1 £60 is based on roughly 12 customers per hour with average spent of £5] Steam Rally in July 1 weekend double takings, Model Air Show in September 1 weekend double takings	Year 2 Sales per hour £70 [West Sussex Year 1 £95 - Year 5 £160/ Worcestershire, including Café currently £87] Steam Rally in July 1 weekend double takings, Model Air Show in September 1 weekend double takings	Year 3 Sales per hour £75 [West Sussex Year 1 £95 - Year 5 £160/ Worcestershire, including Café currently £87] Steam Rally in July 1 weekend double takings, Model Air Show in September 1 weeken double takings								
Café (2473.5)	Year 1 Sales per hour £25 [West Sussex Year 1 £55 - Year 5 £100/ Worcestershire see above//Our Year 1 £25 is based on roughly 8 customers per hour with average spent of £3] Summer school holidays in July and August half takings	Year 2 sales per hour £28 [West Sussex Year 1 £55 - Year 5 £100/ Worcestershire see above] Summer school holidays in July and August half takings	Year 3 sales per hour £30 [West Sussex Year 1 £55 - Year 5 £100/ Worcestershire see above] Summer school holidays in July and August half takings								
Community shares	Steam Rally 10 for £10, Model Air Show 10 for £10	Steam Rally 10 for £10, Model Air Show 10 for £10	Steam Rally 10 for £10, Model Air Show 10 for £10								
EXPENDITURE	Year 1	Year 2	Year 3								
Ground Lease Salary incl on-cost	Peppercorn lease per lease agreement 1 shop manager	Peppercorn lease per lease agreement 1 shop manager	Peppercorn lease per lease agreement 1 shop manager								
Shop purchases	Shop margins 22% [West Sussex Community Shop, with a major supermarket	Shop margins 22% [West Sussex Community Shop, with a major supermarket 1 mile away, over the last 12 months 26%/	Shop margins 22% [West Sussex Community Shop, with a major supermarket 1 mile away, over the last 12 months 26%/ Worcestershire Community Shop, in a very rural area with no major road nearby, over the last 12 months, including Café 30%]								
Café purchases	Café margins 35% [West Sussex over the last 12 months 54%/Worcestershire	Café margins 35% [West Sussex over the last 12 months 54%/	Café margins 35% [West Sussex over the last 12 months 54%/								
IT Maintenance	Assumed to be low in the first couple of years due to new equipment and installation	Assumed to be low in the first couple of years due to new equipment and installation	Assumed to be low in the first couple of years due to new equipm and installation								
Equipment rental	Assumed to be kept to a minimum	Assumed to be kept to a minimum	Assumed to be kept to a minimum								
Tax Repairs and Maintenance	19% on Profit, but no profit in the previous non trading year Assumed to be low in the first couple of years due to new equipment and installation + help from local tradespeople	19% on profit, but no profit in year 1 Assumed to be low in the first couple of years due to new equipment and installation + help from local tradespeople	19% on profit Assumed to be low in the first couple of years due to new equipm and installation + help from local tradespeople								
OPENING BALANCE	Assume that we have at least £50000 in the bank at the start of trading covering salary costs and purchases for January										

Year 1

Cash flow Forecast													
INCOME	January	February	March	April	May	June	July	August	September	October	November	December	Total
Shop	£14025.00	£14025.00		£14025.00	£14025.00	£14025.00	£14625.00		£14625.00	£14025.00	£14025.00	£14025.00	£169,500.0
Café	£5,153.12	£5,153.12	£5,153.12	£5,153.12	£5,153.12	£5,153.12	£2,576.56	£2,576.56	£5,153.12	£5,153.12	£5,153.12	£5,153.12	£56,684.3
Community shares	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£100.00	£0.00	£100.00	£0.00	£0.00	£0.00	£200.0
200 Club Profit	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£500.00	£500.00
Bank Interest	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£60.0
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													£0.00
													£0.00
													£0.00
													£0.00
TOTALS	£19,183.12	£19,183.12	£19,183.12	£19,183.12	£19,183.12	£19,183.12	£17,306.56	£16,606.56	£19,883.12	£19,183.12	£19,183.12	£19,683.12	£226,944.32
			•	•		•				-			•
EXPENDITURE	January	February	March	April	May	June	July	August	September	October	November	December	
Ground Lease	£1.00	£0.00	£0.00	£0.00		£0.00		£0.00		£0.00		£0.00	£1.00
Salary incl on-costs	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£2,708.33	£32,499.96
Shop purchases	£10,939.50	£10,939.50	£10,939.50	£10,939.50		£10,939.50		£10,939.50		£10,939.50		£10,939.50	£132,210.00
Café purchases	£3,349.53	£3,349.53	£3,349.53	£3,349.53	£3,349.53	£3,349.53	£1,674.76	£1,674.76		£3,349.53	£3,349.53	£3,349.53	£36,844.82
Utilities	£916.67	£916.67	£916.67	£916.67	£916.67	£916.67	£916.67	£916.67	£916.67	£916.67	£916.67	£916.67	£11,000.04
Accountancy and legal fees	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£1,500.00	£0.00	£0.00	£1,500.00
IT Maintenance	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£30.00	£0.00	£0.00	£30.00
Equipment rental	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£249.96
Tax	£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
Licenses	£200.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£200.00
Insurance	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£100.00	£1,200.00
Wastage	£83.33	£83.33	£83.33	£83.33	£83.33	£83.33	£83.33	£83.33	£83.33	£83.33	£83.33	£83.33	£999.96
Postage and Stationary	£200.00	£0.00	£0.00	£50.00		£0.00		£50.00	£0.00	£50.00		£100.00	£500.00
Epos and Card charges	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£1,920.00
Repairs and Maintenance	£0.00	£0.00	£0.00	£100.00	£0.00	£0.00	£0.00	£0.00	£100.00	£0.00	£0.00	£0.00	£200.00
Staff Training	£0.00	£0.00	£0.00	£0.00	£250.00	£0.00	£0.00	£0.00	£250.00	£0.00	£0.00	£0.00	£500.00
Cleaning	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00
Marketing	£1,000.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£500.00	£0.00	£0.00	£0.00	£0.00	£1,500.00
Plunkett UK Membership	£0.00	£0.00	£0.00	£0.00	£0.00	£240.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£240.00
Bank Charges	£10.00	£0.00	£10.00	£0.00	£10.00	£0.00	£10.00	£0.00	£10.00	£0.00	£10.00	£0.00	£60.00
Contingency	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00
													£0.00
													£0.00
Total Expenditure	£20,189.19	£18,778.19	£18,788.19	£18,928.19	£19,038.19	£19,018.19	£17,631.42	£17,653.42	£19,606.19	£20,358.19	£18,788.19	£18,878.19	£227,655.74
Difference	(1,000,07	C404 02	(204.02	(254.02	C144.02	(1(4))	(224.00	(1.040.00	(27(02	(1 175 07	(204.02	(004.02	C711 4
Difference	-£1,006.07	£404.93	£394.93	£254.93	£144.93	£164.93	-£324.86	-£1,046.86	£276.93	-£1,175.07	£394.93	£804.93	-£711.42
Ononing Palance	CEO 000 00	(40,002,02	(40, 200, 00	(40 702 70	CEO 040 73	CEO 102 CE	(E0 350 50	CEO 022 72	C40 006 06	(40.262.70	(40,000,72	(40,402,65	CEO 000 04
Opening Balance	£50,000.00	£48,993.93	£49,398.86	£49,793.79	_	£50,193.65			£48,986.86	£49,263.79		£48,483.65	£50,000.0
INCOME	£19,183.12	£19,183.12	£19,183.12	£19,183.12		£19,183.12			_	£19,183.12	£19,183.12	£19,683.12	£226,944.3
EXPENDITURE	£20,189.19	£18,778.19	£18,788.19	£18,928.19	_	£19,018.19	_		_	£20,358.19		£18,878.19	£227,655.7
Closing Balance	£48,993.93	£49,398.86	£49,793.79	£50,048.72	£50,193.65	£50,358.58	£50,033.72	£48,986.86	£49,263.79	£48,088.72	£48,483.65	£49,288.58	£49,288

Year 2

Cash flow Forecast													
INCOME	January	February	March	April	May	June	July	August	September	October	November	December	Total
Shop	£16362.50	£16362.50	£16362.50		£16362.50	£16362.50	£17062.50	£16362.50	£17062.50	£16362.50	£16362.50	£16362.50	£197,750.00
Café	£5,771.50	£5,771.50	£5,771.50	£5,771.50	£5,771.50	£5,771.50	£2,885.75	£2,885.75	£5,771.50	£5,771.50	£5,771.50	£5,771.50	£63,486.50
Community Shares	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£100.00	£0.00	£100.00	£0.00	£0.00	£0.00	£200.00
200 Club Profit	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£500.00	£500.00
Bank Interest	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£5.00	£60.00
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TOTALS	£22,139.00	£22,139.00	£22,139.00	£22,139.00	£22,139.00	£22,139.00	£20,053.25	£19,253.25	£22,939.00	£22,139.00	£22,139.00	£22,639.00	£261,996.50
EXPENDITURE	January	February	March	April	May	June	July	August	September	October	November	December	Total
Ground Lease	£1.00	£0.00	£0.00	£0.00		£0.00		£0.00		£0.00		£0.00	£1.00
Salary incl on-costs	£2,875.00	£2,875.00	£2,875.00	£2,875.00	£2,875.00	£2,875.00		£2,875.00	£2,875.00	£2,875.00	£2,875.00	£2,875.00	£34,500.00
Shop purchases	£12,762.75	£12,762.75	£12,762.75	£12,762.75	£12,762.75	£12,762.75		£12,762.75		£12,762.75		£12,762.75	£154,245.00
Café purchases	£3,751.48	£3,751.48	£3,751.48	£3,751.48		£3,751.48		£1,875.74		£3,751.48		£3,751.48	£41,266.28
Utilities	£1,000.00	£1,000.00	£1,000.00	£1,000.00	£1,000.00	£1,000.00		£1,000.00		£1,000.00		£1,000.00	£12,000.00
Accountancy and legal fees	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£1,700.00	£0.00	£0.00	£1,700.00
IT Maintenance	£0.00	£0.00	£0.00	£50.00	£0.00	£0.00	£0.00	£0.00	£0.00	£50.00	£0.00	£0.00	£100.00
Equipment rental	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£20.83	£249.96
Tax	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00		£0.00	£0.00	£0.00	£0.00	£0.00	£0.00
Licenses	£200.00	£0.00	£0.00	£0.00	£0.00	£0.00		£0.00	£0.00	£0.00		£0.00	£200.00
Insurance	£108.33	£108.33	£108.33	£108.33	£108.33	£108.33		£108.33	£108.33	£108.33		£108.33	£1,299.96
Wastage	£83.33		£83.33										£999.96
Postage and Stationary	£100.00	£0.00	£0.00	£50.00		£50.00		£100.00		£100.00		£50.00	£500.00
Epos and Card charges	£160.00	£160.00	£160.00	£160.00		£160.00		£160.00		£160.00		£160.00	£1,920.00
Repairs and Maintenance	£100.00	£0.00	£0.00	£0.00	£100.00	£0.00		£0.00		£0.00		£0.00	£300.00
Staff Training	£0.00	£0.00	£0.00	£250.00	£0.00	£0.00		£0.00		£0.00		£0.00	£500.00
Cleaning	£266.67	£266.67	£266.67	£266.67	£266.67	£266.67	£266.67	£266.67	£266.67	£266.67	£266.67	£266.67	£3,200.04
Marketing	£0.00	£0.00	£500.00	£0.00		£500.00		£0.00		£0.00		£0.00	£1,500.00
Plunkett UK Membership	£0.00	£0.00	£0.00	£0.00		£240.00		£0.00		£0.00		£0.00	£240.00
Bank Charges	£10.00	£0.00	£10.00	£0.00		£0.00		£0.00		£0.00		£0.00	£60.00
Contingency	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00
													£0.00
Tatal Even and States	C24 C02 22	C24 270 20	C24 700 20	(21, (20, 22	C24 200 20	(22,000,22	(10.050.65	(10 502 65	622.604.22	(22.420.22	(24, 220, 22	C24 222 22	£0.00
Total Expenditure	£21,689.39	£21,278.39	£21,788.39	£21,628.39	£21,388.39	£22,068.39	£19,958.65	£19,502.65	£22,684.39	£23,128.39	£21,338.39	£21,328.39	£257,782.20
Difference	C440.C1	(000 01	(250.64	CE10 C1	(750.61	(70.61	CO4.CO	C240.40	(254.61	C000 20	C000 C1	(1 210 (1	C4 24 4 24
Difference	£449.61	£860.61	£350.61	£510.61	£750.61	£70.61	£94.60	-£249.40	£254.61	-£989.39	£800.61	£1,310.61	£4,214.30
Opening Balance	£49,288.58	£49,738.19	£50,598.80	£50,949.41	£51,460.02	£52,210.63	£52,281.24	£52,375.84	£52,126.44	£52,381.05	£51,391.66	£52,192.27	£49,288.58
INCOME	£22,139.00	£22,139.00	£22,139.00	£22,139.00	_	£22,139.00					_	£22,639.00	£261,996.50
EXPENDITURE	£21,689.39	£21,278.39	£21,788.39	£21,628.39	_	£22,068.39						£21,328.39	£257,782.2
Closing Balance	£49,738.19		£50,949.41	£51,460.02	_	£52,281.24	_				_	£53,502.88	£53,502.8

Year 3

INCOME January February March April	May £17531.25 £6,183.75 £0.00 £0.00 £5.00 £5.00 £23,720.00 May £0.00 £3,000.00 £13,674.38 £4,019.44 £1,083.33	£0.00 £5.00 £5.00 £5.00 £23,720.00 June £0.00 £3,000.00 £13,674.38 £4,019.44 £1,083.33	July £18281.25 £3,091.87 £100.00 £0.00 £5.00 £5.00 £5.00 £21,478.12 July £0.00 £3,000.00 £14,259.38 £2,009.72	### August ### £17531.25 ### £3,091.87 ### £0.00 ### £5.00 ### £5.00 ### £20,628.12 ### ### £0.00 ### £3,000.00 ### £3,000.00 ### £3,074.38	\$\pmathemath{\m{	October £17531.25 £6,183.75 £0.00 £0.00 £5.00 £5.00 Cotober £0.00 £3,000.00	£6,183.75 £0.00 £0.00 £5.00 £5.00 £23,720.00 November £0.00 £3,000.00	£0.00 £500.00 £5.00	Total £211,875.00 £68,021.24 £200.00 £500.00 £500.00 £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
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Epos and card charges £160.00 £160.00 £160.00 £160.00 Repairs and Maintenance £0.00 £100.00 £0.00 £100.00	£83.33		£83.33	£83.33	£83.33		£83.33		£999.96
Repairs and Maintenance £0.00 £100.00 £0.00 £100.00	£50.00		£0.00	£0.00	£100.00		£50.00		£500.00
	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00	£160.00		£1,920.00
IStaff Training £0.00 £0.00 £0.00 £0.00	£0.00	£100.00	£0.00	£0.00	£100.00	£0.00	£100.00		£500.00
	£250.00	£0.00	£0.00	£0.00	£0.00	£250.00	£0.00		£500.00
Cleaning £291.67 £291.67 £291.67	£291.67		£291.67	£291.67	£291.67	£291.67	£291.67	£291.67	£3,500.04
Marketing £0.00 £0.00 £750.00 £0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£500.00		£1,250.00
Plunkett UK Membership £0.00 £0.00 £0.00	£0.00	£240.00	£0.00	£0.00	£0.00	£0.00	£0.00		£240.00
Bank Charges £10.00 £0.00 £10.00 £0.00	£10.00	£0.00	£10.00	£0.00	£10.00	£0.00	£10.00		£60.00
Contingency £250.00 £250.00 £250.00 £250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£3,000.00
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7.1.5 1 2. 	600 000 0	600.000.00	604.064.55		500 10 : 5=		600 050 5	500 700 55	£0.00
Total Expenditure £23,010.65 £22,799.65 £23,509.65 £22,859.65	£23,009.65	£23,089.65	£21,284.93	£20,689.93	£23,494.65	£25,620.37	£23,359.65	£22,799.65	£275,528.08
Difference (700.3F) (030.3F) (340.3F) (050.3F)	£710.35	((20.25	(102.10	CC1 O1	(1.075.35	C1 000 27	(2(0.25	C1 420 25	CE 120 16
Difference £709.35 £920.35 £210.35 £860.35	+/1/1	£630.35	£193.19	-£61.81	£1,075.35	-£1,900.37	£360.35	£1,420.35	£5,128.16
Opening Balance £53,502.88 £54,212.23 £55,132.58 £55,342.93	در ۱۷۰۵	£56,913.63	£57,543.98	£57,737.17	£57,675.36	£58,750.71	£56,850.34	£57,210.69	£53,502.88
INCOME £23,720.00 £23,720.00 £23,720.00					£24,570.00		£30,630.34 £23,720.00		£280,656.24
	£56,203.28		/ / /	ZZU,UZO.1Z		£25,620.37			
EXPENDITURE £23,010.65 £22,799.65 £23,509.65 £22,859.65 Closing Balance £54,212.23 £55,132.58 £55,342.93 £56,203.28		£23,720.00	£21,478.12 £21,284.93		£23,494.65	+/7 D/II 4/	L #Z3539.01	£22,799.65	£275,528.08