

Appendix Two: ICU Combibed Retail Budget 2020/21 Stage Three

	August	September	October	November	December	January	February	March	April	May	June	July	Total
Income													
Sales - Union Shop	32,192	32,192	32,192	32,192	32,192	32,192	32,192	32,192	32,192	32,192	32,192	32,192	386,301
Sales - Online	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	1,225	14,700
Sales - Shop Extra	23,854	23,854	23,854	23,854	23,854	23,854	23,854	23,854	23,854	23,854	23,854	23,854	286,250
Sales - Commission (graduation)	208	208	208	208	208	208	208	208	208	208	208	208	2,500
Sales Subtotal	57,479	57,479	57,479	57,479	57,479	57,479	57,479	57,479	57,479	57,479	57,479	57,479	689,751
Cost of Sales - Union Shop (48% of sales)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(15,452)	(185,424)
Cost of Sales - Online (48% of sales)	(588)	(588)	(588)	(588)	(588)	(588)	(588)	(588)	(588)	(588)	(588)	(588)	(7,056)
Cost of Sales - Carriage (25% of online sales)	(306)	(306)	(306)	(306)	(306)	(306)	(306)	(306)	(306)	(306)	(306)	(306)	(3,675)
Cost of Sales - Shop Extra (62% of sales)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(14,790)	(177,475)
Cost of Sales Subtotal	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(31,136)	(373,630)
Net Income	26,343	26,343	26,343	26,343	26,343	26,343	26,343	26,343	26,343	26,343	26,343	26,343	316,121
	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%
Expenditure													
Staff Costs													
Permanent Staff	(15,757)	(15,757)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(191,099)
Temporary Staff	0	0	0	0	0	0	0	0	0	0	0	0	0
Agency Staff	0	0	0	0	0	0	0	0	0	0	0	0	0
Staff Costs Subtotal	(15,757)	(15,757)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(15,958)	(191,099)
Other Costs													
Depreciation	0	0	0	0	0	0	0	0	0	0	0	0	0
Equipment Hire	(167)	(167)	(167)	(167)	(167)	(167)	(167)	(167)	(167)	(167)	(167)	(167)	(2,000)
Maintenance Contracts	(333)	(333)	(333)	(333)	(333)	(333)	(333)	(333)	(333)	(333)	(333)	(333)	(4,000)
Credit Card Commission (1.1% of sales)	(630)	(630)	(630)	(630)	(630)	(630)	(630)	(630)	(630)	(630)	(630)	(630)	(7,560)
Carriage	(239)	(239)	(239)	(239)	(239)	(239)	(239)	(239)	(239)	(239)	(239)	(239)	(2,863)
Cleaning	0	0	0	0	0	0	0	0	0	0	0	0	0
Consumables	(258)	(258)	(258)	(258)	(258)	(258)	(258)	(258)	(258)	(258)	(258)	(258)	(3,100)
Stocktake	0	0	0	0	0	0	0	0	0	0	0	(1,050)	(1,050)
Other	(133)	(133)	(133)	(133)	(133)	(133)	(133)	(133)	(133)	(133)	(133)	(133)	(1,600)
Other Costs Subtotal	(1,760)	(1,760)	(1,760)	(1,760)	(1,760)	(1,760)	(1,760)	(1,760)	(1,760)	(1,760)	(1,760)	(2,810)	(22,172)
Total Expenditure	(17,517)	(17,517)	(17,719)	(17,719)	(17,719)	(17,719)	(17,719)	(17,719)	(17,719)	(17,719)	(17,719)	(18,769)	(213,272)
Net Surplus/(Deficit) Contribution	8,826	8,826	8,625	8,625	8,625	8,625	8,625	8,625	8,625	8,625	8,625	7,575	102,849