

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

	August	September	October	November	December	January	February	March	April	May	June	July	Total
<b>Income</b>													
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
<b>Sales Subtotal</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>57,479</b>	<b>689,751</b>
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)
<b>Cost of Sales Subtotal</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(31,136)</b>	<b>(373,630)</b>
<b>Net Income</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>26,343</b>	<b>316,121</b>
	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%	46%
<b>Expenditure</b>													
<b>Staff Costs</b>													
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
<b>Staff Costs Subtotal</b>	<b>(15,757)</b>	<b>(15,757)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(15,958)</b>	<b>(191,099)</b>
<b>Other Costs</b>													
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)
<b>Other Costs Subtotal</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(1,760)</b>	<b>(2,810)</b>	<b>(22,172)</b>
<b>Total Expenditure</b>	<b>(17,517)</b>	<b>(17,517)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(17,719)</b>	<b>(18,769)</b>	<b>(213,272)</b>
<b>Net Surplus/(Deficit) Contribution</b>	<b>8,826</b>	<b>8,826</b>	<b>8,625</b>	<b>8,625</b>	<b>8,625</b>	<b>8,625</b>	<b>8,625</b>	<b>8,625</b>	<b>8,625</b>	<b>8,625</b>	<b>8,625</b>	<b>7,575</b>	<b>102,849</b>