

Appendix Three: ICU Bars Budget 2020/21 Stage Three

	September	October	November	December	Additional Fixed Costs	Total
Income						
Sales						
Wet 568	18,000	36,000	36,000	27,000		117,000
Welcome Weekends	4,000	2,000				6,000
Sales Subtotal	22,000	38,000	36,000	27,000		123,000
Cost of Sales	(6,600)	(11,400)	(10,800)	(8,100)		(36,900)
Gross Profit	15,400	26,600	25,200	18,900		86,100
GP Margin %	70%	70%	70%	70%		70%
Dry Core Sales	5,000	10,000	10,000	7,500		32,500
Welcome Weekends	250	125	0	0		375
Sales Subtotal	5,250	10,125	10,000	7,500		32,875
Cost of Sales	(2,205)	(4,253)	(4,200)	(3,150)		(13,808)
Gross Profit	3,045	5,873	5,800	4,350		19,068
GP Margin %	58%	58%	58%	58%		58%
Other Income						
Listing Fee	0	0	0	0		0
Ticket Sales	0	0	0	0		0
Door Income	0	500	500	500		1,500
Other	0	0	0	0		0
Other Income Subtotal	0	500	500	500		1,500
						0
Total Income	18,445	32,973	31,500	23,750		106,668
Expenditure						
Staff Costs (Pay)						
Permanent Staff	(5,278)	(5,419)	(5,419)	(5,419)	(43,213)	(64,749)
Temporary Staff	(2,810)	(5,621)	(5,621)	(4,215)		(18,267)
Agency Staff	(3,875)	(7,750)	(7,750)	(5,812)		(25,187)
Welcome	(2,674)	(1,337)	0	0		(4,011)
Late Taxis	(300)	(300)	(300)	(300)		(1,200)
Staff Costs (Pay) Subtotal	(14,937)	(20,427)	(19,090)	(15,746)	(43,213)	(113,413)
Premises & Equipment						
Cleaning	(575)	(687)	(465)	(273)		(2,000)
Depreciation	0	0	0	0		0
Equipment Hire	(200)	(200)	(200)	(200)		(800)
Equipment Purchase	0	0	0	0		0
Maintenance	(336)	(401)	(271)	(159)		(1,167)
Maintenance Contracts	(583)	(583)	(583)	(583)	(2,967)	(5,300)
Premises & Equipment Subtotal	(1,694)	(1,870)	(1,519)	(1,216)	(2,967)	(9,267)
Consumables						
Consumables	(868)	(1,036)	(702)	(412)		(3,018)
Disposables	(1,273)	(1,519)	(1,029)	(605)		(4,426)
Glasses	0	0	0	0		0
Other	0	0	0	0		0
Consumables Subtotal	(2,141)	(2,555)	(1,730)	(1,017)		(7,443)
Administration						
Credit Card Commission	(507)	(1,209)	(818)	(481)		(3,014)
Entertainment Acts	(250)	(250)	(250)	(250)		(1,000)
Health & Safety	0	0	0	0		0
Hospitality	0	0	0	0		0
Irrecoverable VAT	0	0	0	0		0
Legal & Professional	0	0	0	0		0
Licences	(767)	(915)	(620)	(364)	667	(2,000)
Printing Costs	(144)	(172)	(116)	(68)		(500)
Publicity	0	0	0	0		0
Quiz Prizes	0	(61)	(61)	(61)		(183)
Security Staff	0	0	0	0		0
Stationery	0	0	0	0		0
Stocktaking	0	0	0	0		0
Telephones	0	0	0	0		0
Travel	0	0	0	0		0
Subscriptions	(1,000)	(1,000)	(1,000)	(1,000)		(4,000)
Administration Subtotal	(2,667)	(3,607)	(2,866)	(2,224)	667	(10,698)

Total Expenditure	(21,440)	(28,459)	(25,205)	(20,203)		(45,513)		(140,820)
								0
Net Surplus/(Deficit) Contribution	(2,995)	4,513	6,295	3,547		(45,513)		(34,153)