

Indicative Trading Profit

Heart of the Village (Stoke St Gregory) Ltd

For 1 April to 3 January 2021

DRAFT 070121

In £ (ex VAT)	Q1 2020/21	JULY	AUGUST	SEPTEMBER	Q2 2020/21	H1 2020/21	OCTOBER	NOVEMBER	DECEMBER	Q3 2020/21	YTD 2020/21
Turnover											
Sales - Shop	56,979	23,709	18,143	16,083	57,935	114,914	20,296	18,563	33,380	72,239	187,153
Sales - Café	-	-	-	-	-	-	-	-	200	200	200
Sales - Pub	-	-	-	67	67	67	-	-	-	-	67
Total Turnover	56,979	23,709	18,143	16,150	58,002	114,981	20,296	18,563	33,580	72,439	187,420
Cost of Sales											
Opening Stock - Shop and Café	5,730	11,064	12,000	12,500	11,064	5,730	13,000	14,000	15,864	13,000	5,730
Goods Purchased - Shop and Café	45,370	17,671	13,424	11,329	42,424	87,794	14,529	16,171	21,281	51,981	139,775
less Closing Stock - Shop and Café	11,064	12,000	12,500	13,000	13,000	13,000	14,000	15,864	15,864	15,864	15,864
Total Cost of Sales	40,036	16,735	12,924	10,829	40,488	80,524	13,529	14,307	21,281	49,117	129,641
Gross Profit	16,943	6,974	5,219	5,321	17,514	34,457	6,767	4,256	12,299	23,322	57,779
<i>Gross Margin as % of sales</i>	29.7%	29.4%	28.8%	32.9%	30.2%	30.0%	33.3%	22.9%	36.6%	32.2%	30.8%
Direct Shop and Cafe Overheads											
Direct Wages	10,961	4,157	3,975	3,939	12,070	23,032	4,098	4,651	4,373	13,122	36,154
<i>Memo item - of which Tax/NI</i>	2,876	1,140	1,082	1,070	3,292	6,168	1,121	1,298	1,209	3,628	9,797
Workplace Pensions	-	249	235	232	716	716	245	289	267	801	1,517
Staff Training	-	20	-	-	20	20	20	120	-	140	160
Licence Fees	402	-	-	213	213	615	-	-	-	-	615
Insurance	-	-	227	114	341	341	114	114	114	342	683
Hire of SIAB	655	223	223	216	662	1,317	216	216	115	547	1,864
IT Software and Consumables	66	-	-	-	-	66	-	-	-	-	66
Telephone & Internet	124	34	114	79	227	351	79	79	262	420	771
Xero fees	36	26	26	26	78	114	26	26	26	78	192
Paypoint terminal fees	221	133	133	133	399	620	133	133	133	399	1,019
Rates	-	-	-	-	-	-	-	24	-	24	24
Utilities	-	-	-	-	-	-	56	419	412	887	887
Printing & Stationery & Sundries	31	8	-	25	33	64	76	26	182	284	347
Cleaning and Pest Control	-	2	-	160	162	162	80	-	-	80	242
Bank charges (cardnet)	366	119	126	110	355	721	108	110	129	347	1,068
Accountancy and Consultancy fees	220	603	693	351	1,647	1,867	315	342	517	1,174	3,041
Total Direct Shop Overheads	13,083	5,573	5,751	5,598	16,922	30,005	5,566	6,549	6,529	18,644	48,649
Trading Profit/(Loss) from Shop (EBITDA)	3,860	1,401	(532)	(277)	592	4,452	1,201	(2,293)	5,769	4,677	9,129
Exceptional Overheads (ex VAT)											
Transition/ COVID Mitigation Costs	3,090	-	-	-	-	3,090	-	-	-	-	3,090
Revaluation of Royal Oak	-	1,500	-	-	1,500	1,500	-	-	-	-	1,500
Total Exceptional Items	3,090	1,500	-	-	1,500	4,590	-	-	-	-	4,590
Trading Profit/(Loss) (EBITDA)	770	(99)	(532)	(277)	(908)	(138)	1,201	(2,293)	5,769	4,677	4,539
Interest Payments - Triodos				383	383	383	382	381	380	1144	1528
Interest Payments - Co-Op and Community Finance			11	338	349	349	323	330	317	970	1318
Interest Payments - Somerset Community Foundation					0	0	1000	330	330	1661	1661
Capital Repayments - Triodos				255	255	255	256	257	258	770	1025
Capital Repayments - Co-Op and Community Finance			766	439	1205	1205	454	446	460	1360	2565
Interest and Capital Repayments			777	1415	2191	2191	2415	1745	1745	5905	8096