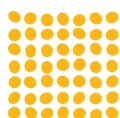


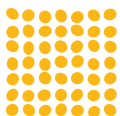
## Appendix 4 : Cash Flow Projections

| Note | Detail  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|------|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| 1    | Start at 50 per week (average 10 per day) with a 5% month on month growth rate. Seasonal April to October. Winter opening only market days and events so reduced by 50% |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 2    | Average 15 people x £50   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3    | 5% month on month increase in customers   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 4    | Low level sales of produce. Seasonal herbs, veg and fruit   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 5    | None in year one  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 6    | Rises up to 50% occupancy in year one with one market per month   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 7    | Most stock is from the site. Some may be local produce sold with a 20% mark up. As a result we have a low cost of sales figure.   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 8    | Estimate of staff costs and catering  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 9    | Most volunteers will be local and wont have expenses. Estimate of 3 x £3 per day  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 10   | See funding strategy  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 11   | Increase in trading due to securing Leith Athletics building. Increase in customers of 25% and year round trading.  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 12   | 10% month on month increase with move to premises   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 13   | Summer only   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 14   | Increase to 70% occupancy and two per month   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 15   | Increase in demand  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 16   | Additional PT CLD worker  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 17   | Grant tapered for Dev worker post but new for CLD worker. Grant apportionment reduced overall   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 18   | 10% increase in sales   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 19   | One per month   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 20   | 2% month on month increase  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 21   | Increase in per head spend  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 22   | Accredited course this year   |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 23   | Increase in demand  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 24   | 2 each month  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 25   | 2% cost of living rise  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 26   | Tapered grants  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |



**Crops in Pots - Year 1**

|                              |  | Apr            | May            | Jun            | Jul             | Aug             | Sep             | Oct             | Nov             | Dec             | Jan             | Feb             | Mar             | Totals          | Notes |
|------------------------------|--|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------|
|                              | <i>Weeks per month</i>                       | 5              | 4              | 4              | 5               | 4               | 4               | 5               | 4               | 5               | 4               | 4               | 5               |                 |       |
|                              | <i>Cafe customers/week</i>                   | 50             | 53             | 55             | 58              | 61              | 64              | 67              | 25              | 26              | 28              | 29              | 30              |                 | 1     |
|                              | <i>Avg cafe spend</i>                        | £5.00          | £5.00          | £5.00          | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           |                 |       |
|                              | <i>Farmers Market stalls price</i>           | 40             | 40             | 40             | 40              | 40              | 40              | 40              | 40              | 40              | 40              | 40              | 40              |                 |       |
|                              | <i>Max stalls available</i>                  | 10             | 10             | 10             | 10              | 10              | 10              | 10              | 10              | 10              | 10              | 10              | 10              |                 |       |
|                              | <i>Team building days</i>                    | £750           | £750           | £750           | £750            | £750            | £750            | £750            | £750            | £750            | £750            | £750            | £750            |                 | 2     |
|                              | <i>Number of team building days</i>          |                |                |                | 1               | 1               | 1               |                 |                 |                 |                 |                 |                 |                 |       |
|                              | <i>Farm shop sales customers per week</i>    | 25             | 26             | 28             | 29              | 30              | 32              | 34              | 35              | 37              | 39              | 41              | 43              |                 | 3     |
|                              | <i>Average farm shop spend per person</i>    | £3             | £3             | £3             | £3              | £3              | £3              | £3              | £3              | £3              | £3              | £3              | £3              |                 | 4     |
|                              | <i>Course fees</i>                           | £90            | £90            | £90            | £90             | £90             | £90             | £90             | £90             | £90             | £90             | £90             | £90             |                 |       |
|                              | <i>Numbers of training attendees</i>         |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 | 5     |
| <b>Sales</b>                 |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                              | Café Sales                                   | £1,250         | £1,050         | £1,103         | £1,447          | £1,216          | £1,276          | £1,675          | £500            | £656            | £551            | £579            | £760            | £12,062         |       |
|                              | Farmers Market sales                         | £80            | £80            | £80            | £80             | £120            | £120            | £160            | £160            | £160            | £200            | £200            | £200            | £1,640          | 6     |
|                              | Team building days                           | £0             | £0             | £0             | £750            | £750            | £750            | £0              | £0              | £0              | £0              | £0              | £0              | £2,250          |       |
|                              | Farm shop income                             | £75            | £79            | £83            | £87             | £91             | £96             | £101            | £106            | £111            | £116            | £122            | £128            | £1,194          |       |
|                              | Training income                              | £0             | £0             | £0             | £0              | £0              | £0              | £0              | £0              | £0              | £0              | £0              | £0              | £0              |       |
|                              | <b>Total Sales</b>                           | <b>£1,405</b>  | <b>£1,209</b>  | <b>£1,265</b>  | <b>£2,364</b>   | <b>£2,177</b>   | <b>£2,242</b>   | <b>£1,936</b>   | <b>£766</b>     | <b>£927</b>     | <b>£868</b>     | <b>£901</b>     | <b>£1,088</b>   | <b>£17,146</b>  |       |
| <b>Direct Costs</b>          |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                              | Café cost of sales                           | 50%            | £625           | £525           | £551            | £724            | £608            | £838            | £250            | £328            | £276            | £289            | £380            | £6,031          |       |
|                              | Shop cost of sales                           | 20%            | £15            | £16            | £17             | £17             | £18             | £20             | £21             | £22             | £23             | £24             | £26             | £239            | 7     |
|                              | Team building costs                          | 25%            | £0             | £0             | £0              | £188            | £188            | £188            | £0              | £0              | £0              | £0              | £0              | £563            | 8     |
|                              | <b>Total Product Cost</b>                    |                | <b>£640</b>    | <b>£541</b>    | <b>£568</b>     | <b>£928</b>     | <b>£813</b>     | <b>£858</b>     | <b>£271</b>     | <b>£350</b>     | <b>£299</b>     | <b>£314</b>     | <b>£406</b>     | <b>£6,832</b>   |       |
| <b>Overhead Expenses</b>     |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                              | Advertising                                  | £125           | £100           | £100           | £125            | £100            | £100            | £125            | £100            | £125            | £100            | £100            | £125            | £1,325          |       |
|                              | Water Rates                                  | £50            | £50            | £50            | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £600            |       |
|                              | Gas / Electric to the hut/site               | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                              | Phone and internet                           | £35            | £35            | £35            | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £420            |       |
|                              | Insurance                                    | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                              | Stationery, postage & Printing               | £25            | £25            | £25            | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £300            |       |
|                              | Staff costs                                  | £2,757         | £2,757         | £2,757         | £2,757          | £2,757          | £2,757          | £2,757          | £2,757          | £2,757          | £2,757          | £2,757          | £2,757          | £33,084         |       |
|                              | Staff training                               | £100           | £100           | £100           | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £4,800          |       |
|                              | Volunteer expenses and training              | £180           | £180           | £180           | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £2,160          | 9     |
|                              | Professional and accountancy fees            |                |                |                |                 |                 | £1,000          |                 |                 |                 |                 |                 | £1,000          | £2,000          |       |
|                              | Site maintenance, tool repair, materials etc | £350           | £350           | £350           | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £4,200          |       |
|                              | Misc   | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                              | <b>Total</b>                                 | <b>£3,922</b>  | <b>£3,897</b>  | <b>£3,897</b>  | <b>£4,322</b>   | <b>£4,297</b>   | <b>£5,297</b>   | <b>£4,322</b>   | <b>£4,297</b>   | <b>£4,322</b>   | <b>£4,297</b>   | <b>£4,297</b>   | <b>£5,322</b>   | <b>£52,489</b>  |       |
| <b>Operating Profit</b>      |  | <b>-£3,157</b> | <b>-£3,229</b> | <b>-£3,200</b> | <b>-£2,887</b>  | <b>-£2,934</b>  | <b>-£3,900</b>  | <b>-£3,244</b>  | <b>-£3,803</b>  | <b>-£3,745</b>  | <b>-£3,728</b>  | <b>-£3,710</b>  | <b>-£4,640</b>  | <b>-£42,175</b> |       |
| <b>Operating Cash Flow</b>   |  | <b>-£3,157</b> | <b>-£6,386</b> | <b>-£9,586</b> | <b>-£12,472</b> | <b>-£15,406</b> | <b>-£19,306</b> | <b>-£22,550</b> | <b>-£26,352</b> | <b>-£30,098</b> | <b>-£33,826</b> | <b>-£37,536</b> | <b>-£42,175</b> |                 |       |
| <b>Grant and Fundraising</b> |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                              | Revenue grant                                | £30,000        |                |                |                 |                 |                 | £30,000         |                 |                 |                 |                 |                 | £60,000         | 10    |
|                              | Donations, sponsorship and fundraising       | £1,000         |                |                |                 |                 |                 |                 |                 | £1,000          |                 |                 |                 | £2,000          |       |
|                              | <b>Total</b>                                 | <b>£31,000</b> | <b>£0</b>      | <b>£0</b>      | <b>£0</b>       | <b>£0</b>       | <b>£0</b>       | <b>£30,000</b>  | <b>£0</b>       | <b>£1,000</b>   | <b>£0</b>       | <b>£0</b>       | <b>£0</b>       | <b>£62,000</b>  |       |
|                              | <b>Gross Operating Profit</b>                | <b>£27,843</b> | <b>-£3,229</b> | <b>-£3,200</b> | <b>-£2,887</b>  | <b>-£2,934</b>  | <b>-£3,900</b>  | <b>£26,756</b>  | <b>-£3,803</b>  | <b>-£2,745</b>  | <b>-£3,728</b>  | <b>-£3,710</b>  | <b>-£4,640</b>  | <b>£19,825</b>  |       |
|                              | Cumulative Cash Flow                         | £27,843        | £24,614        | £21,414        | £18,528         | £15,594         | £11,694         | £38,450         | £34,648         | £31,902         | £28,174         | £24,464         | £19,825         |                 |       |



## Crops in Pots - Year 2

|                               |  | Apr            | May            | Jun            | Jul             | Aug             | Sep             | Oct             | Nov             | Dec             | Jan             | Feb             | Mar             | Totals          | Notes |
|-------------------------------|--|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------|
|                               | <i>Weeks per month</i>                       | 5              | 4              | 4              | 5               | 4               | 4               | 5               | 4               | 5               | 4               | 4               | 5               |                 |       |
|                               | <i>Cafe customers/week</i>                   | 100            | 100            | 100            | 100             | 100             | 100             | 100             | 100             | 100             | 100             | 100             | 100             |                 | 11    |
|                               | <i>Avg cafe spend</i>                        | £5.00          | £5.00          | £5.00          | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           |                 |       |
|                               | <i>Farmers Market stalls price</i>           | 40             | 40             | 40             | 40              | 40              | 40              | 40              | 40              | 40              | 40              | 40              | 40              |                 |       |
|                               | <i>Max stalls available</i>                  | 10             | 10             | 10             | 10              | 10              | 10              | 10              | 10              | 10              | 10              | 10              | 10              |                 |       |
|                               | <i>Team building days</i>                    | £750           | £750           | £750           | £750            | £750            | £750            | £750            | £750            | £750            | £750            | £750            | £750            |                 |       |
|                               | <i>Number of team building days</i>          | 1              |                | 1              |                 | 1               |                 | 1               |                 | 1               |                 | 1               |                 |                 |       |
|                               | <i>Farm shop sales customers per week</i>    | 50             | 55             | 61             | 67              | 73              | 81              | 89              | 97              | 107             | 118             | 130             | 143             |                 | 12    |
|                               | <i>Average farm shop spend per person</i>    | £3             | £3             | £3             | £3              | £3              | £3              | £3              | £3              | £3              | £3              | £3              | £3              |                 |       |
|                               | <i>Course fees</i>                           | £90            | £90            | £90            | £90             | £90             | £90             | £90             | £90             | £90             | £90             | £90             | £90             |                 |       |
|                               | <i>Numbers of training attendees</i>         |                |                |                | 10              | 10              | 10              |                 |                 |                 |                 |                 |                 |                 | 13    |
| <b>Sales</b>                  |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                               | Café Sales                                   | £2,500         | £2,000         | £2,000         | £2,500          | £2,000          | £2,000          | £2,500          | £2,000          | £2,500          | £2,000          | £2,000          | £2,500          | £26,500         |       |
|                               | Farmers Market sales                         | £200           | £200           | £200           | £200            | £200            | £400            | £400            | £400            | £400            | £400            | £400            | £400            | £3,800          | 14    |
|                               | Team building days                           | £750           | £0             | £750           | £0              | £750            | £750            | £750            | £0              | £0              | £0              | £0              | £750            | £4,500          | 15    |
|                               | Farm shop income                             | £150           | £165           | £182           | £200            | £220            | £242            | £266            | £292            | £322            | £354            | £389            | £428            | £3,208          |       |
|                               | Training income                              | £0             | £0             | £0             | £900            | £900            | £900            | £0              | £0              | £0              | £0              | £0              | £0              | £2,700          |       |
|                               | <b>Total Sales</b>                           | <b>£3,600</b>  | <b>£2,365</b>  | <b>£3,132</b>  | <b>£2,900</b>   | <b>£3,170</b>   | <b>£3,392</b>   | <b>£3,916</b>   | <b>£2,692</b>   | <b>£3,222</b>   | <b>£2,754</b>   | <b>£2,789</b>   | <b>£4,078</b>   | <b>£38,008</b>  |       |
| <b>Direct Costs</b>           |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                               | Café cost of sales                           | £1,250         | £1,000         | £1,000         | £1,250          | £1,000          | £1,000          | £1,250          | £1,000          | £1,250          | £1,000          | £1,000          | £1,250          | £13,250         |       |
|                               | Shop cost of sales                           | £30            | £33            | £36            | £40             | £44             | £48             | £53             | £58             | £64             | £71             | £78             | £86             | £642            |       |
|                               | Team building costs                          | £188           | £0             | £188           | £0              | £188            | £188            | £188            | £0              | £0              | £0              | £0              | £188            | £1,125          |       |
|                               | <b>Total Product Cost</b>                    | <b>£1,468</b>  | <b>£1,033</b>  | <b>£1,224</b>  | <b>£1,290</b>   | <b>£1,231</b>   | <b>£1,236</b>   | <b>£1,491</b>   | <b>£1,058</b>   | <b>£1,314</b>   | <b>£1,071</b>   | <b>£1,078</b>   | <b>£1,523</b>   | <b>£15,017</b>  |       |
| <b>Overhead Expenses</b>      |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                               | Advertising                                  | £125           | £100           | £100           | £125            | £100            | £100            | £125            | £100            | £125            | £100            | £100            | £125            | £1,325          |       |
|                               | Water Rates                                  | £50            | £50            | £50            | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £600            |       |
|                               | Gas / Electric to the hut/site               | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                               | Phone and internet                           | £35            | £35            | £35            | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £420            |       |
|                               | Insurance                                    | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                               | Stationery, postage & Printing               | £25            | £25            | £25            | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £300            |       |
|                               | Staff costs                                  | £3,896         | £3,896         | £3,896         | £3,896          | £3,896          | £3,896          | £3,896          | £3,896          | £3,896          | £3,896          | £3,896          | £3,896          | £46,750         | 16    |
|                               | Staff training                               | £100           | £100           | £100           | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £4,800          |       |
|                               | Volunteer expenses and training              | £180           | £180           | £180           | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £2,160          |       |
|                               | Professional and accountancy fees            |                |                |                |                 |                 | £1,000          |                 |                 |                 |                 |                 | £1,000          | £2,000          |       |
|                               | Site maintenance, tool repair, materials etc | £350           | £350           | £350           | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £4,200          |       |
|                               | Misc   | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                               | <b>Total</b>                                 | <b>£5,061</b>  | <b>£5,036</b>  | <b>£5,036</b>  | <b>£5,461</b>   | <b>£5,436</b>   | <b>£6,436</b>   | <b>£5,461</b>   | <b>£5,436</b>   | <b>£5,461</b>   | <b>£5,436</b>   | <b>£5,436</b>   | <b>£6,461</b>   | <b>£66,155</b>  |       |
| <b>Operating Profit</b>       |  | <b>-£2,928</b> | <b>-£3,704</b> | <b>-£3,128</b> | <b>-£3,851</b>  | <b>-£3,498</b>  | <b>-£4,280</b>  | <b>-£3,036</b>  | <b>-£3,802</b>  | <b>-£3,554</b>  | <b>-£3,753</b>  | <b>-£3,725</b>  | <b>-£3,906</b>  | <b>-£43,164</b> |       |
| <b>Operating Cash Flow</b>    |  | <b>-£2,928</b> | <b>-£6,632</b> | <b>-£9,760</b> | <b>-£13,611</b> | <b>-£17,109</b> | <b>-£21,389</b> | <b>-£24,425</b> | <b>-£28,227</b> | <b>-£31,780</b> | <b>-£35,533</b> | <b>-£39,258</b> | <b>-£43,164</b> |                 |       |
| <b>Grant and Fundraisin</b>   |  |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                               | Revenue grant                                | £30,000        |                |                |                 |                 |                 | £30,000         |                 |                 |                 |                 |                 | £60,000         | 17    |
|                               | Donations, sponsorship and fundraising       | £1,000         |                |                |                 |                 |                 |                 |                 | £1,000          |                 |                 |                 | £2,000          |       |
|                               | <b>Total</b>                                 | <b>£31,000</b> | <b>£0</b>      | <b>£0</b>      | <b>£0</b>       | <b>£0</b>       | <b>£0</b>       | <b>£30,000</b>  | <b>£0</b>       | <b>£1,000</b>   | <b>£0</b>       | <b>£0</b>       | <b>£0</b>       | <b>£62,000</b>  |       |
| <b>Gross Operating Profit</b> |  | <b>£28,072</b> | <b>-£3,704</b> | <b>-£3,128</b> | <b>-£3,851</b>  | <b>-£3,498</b>  | <b>-£4,280</b>  | <b>£26,964</b>  | <b>-£3,802</b>  | <b>-£2,554</b>  | <b>-£3,753</b>  | <b>-£3,725</b>  | <b>-£3,906</b>  | <b>£18,836</b>  |       |
|                               | Cumulative Cash Flow                         | £28,072        | £24,368        | £21,240        | £17,389         | £13,891         | £9,611          | £36,575         | £32,773         | £30,220         | £26,467         | £22,742         | £18,836         |                 |       |



### Crops in Pots - Year 3

|                            |  | Apr            | May            | Jun            | Jul            | Aug             | Sep             | Oct             | Nov             | Dec             | Jan             | Feb             | Mar             | Totals          | Notes |
|----------------------------|--|----------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-------|
|                            | <i>Weeks per month</i>                       | 5              | 4              | 4              | 5              | 4               | 4               | 5               | 4               | 5               | 4               | 4               | 5               |                 |       |
|                            | <i>Cafe customers/week</i>                   | 110            | 110            | 110            | 110            | 110             | 110             | 110             | 110             | 110             | 110             | 110             | 110             |                 | 18    |
|                            | <i>Avg cafe spend</i>                        | £5.00          | £5.00          | £5.00          | £5.00          | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           | £5.00           |                 |       |
|                            | <i>Farmers Market stalls price</i>           | 40             | 40             | 40             | 40             | 40              | 40              | 40              | 40              | 40              | 40              | 40              | 40              |                 |       |
|                            | <i>Max stalls available</i>                  | 10             | 10             | 10             | 10             | 10              | 10              | 10              | 10              | 10              | 10              | 10              | 10              |                 |       |
|                            | <i>Team building days</i>                    | £750           | £750           | £750           | £750           | £750            | £750            | £750            | £750            | £750            | £750            | £750            | £750            |                 |       |
|                            | <i>Number of team building days</i>          | 1              | 1              | 1              | 1              | 1               | 1               | 1               | 1               | 1               | 1               | 1               | 1               |                 | 19    |
|                            | <i>Farm shop sales customers per week</i>    | 150            | 153            | 156            | 159            | 162             | 166             | 169             | 172             | 176             | 179             | 183             | 187             |                 | 20    |
|                            | <i>Average farm shop spend per person</i>    | £5             | £5             | £5             | £5             | £5              | £5              | £5              | £5              | £5              | £5              | £5              | £5              |                 | 21    |
|                            | <i>Course fees</i>                           | £90            | £90            | £90            | £90            | £90             | £90             | £90             | £90             | £90             | £90             | £90             | £90             |                 | 22    |
|                            | <i>Numbers of training attendees</i>         | 10             | 10             | 20             | 20             | 20              | 20              | 20              |                 |                 |                 |                 |                 |                 | 23    |
| <b>Sales</b>               |  |                |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                            | Café Sales                                   | £2,750         | £2,200         | £2,200         | £2,750         | £2,200          | £2,200          | £2,750          | £2,200          | £2,750          | £2,200          | £2,200          | £2,750          | £29,150         |       |
|                            | Farmers Market sales                         | £400           | £400           | £400           | £400           | £400            | £400            | £400            | £400            | £400            | £400            | £400            | £400            | £4,800          | 24    |
|                            | Team building days                           | £750           | £750           | £750           | £750           | £750            | £750            | £750            | £750            | £750            | £750            | £750            | £750            | £9,000          |       |
|                            | Farm shop income                             | £750           | £765           | £780           | £796           | £812            | £828            | £845            | £862            | £879            | £896            | £914            | £933            | £10,059         |       |
|                            | Training                                     | £900           | £900           | £1,800         | £1,800         | £1,800          | £1,800          | £1,800          | £0              | £0              | £0              | £0              | £0              | £10,800         |       |
|                            | <b>Total Sales</b>                           | <b>£4,650</b>  | <b>£4,115</b>  | <b>£4,130</b>  | <b>£4,696</b>  | <b>£4,162</b>   | <b>£4,178</b>   | <b>£4,745</b>   | <b>£4,212</b>   | <b>£4,779</b>   | <b>£4,246</b>   | <b>£4,264</b>   | <b>£4,833</b>   | <b>£53,009</b>  |       |
| <b>Direct Costs</b>        |  |                |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                            | Café cost of sales                           | £1,375         | £1,100         | £1,100         | £1,375         | £1,100          | £1,100          | £1,375          | £1,100          | £1,375          | £1,100          | £1,100          | £1,375          | £14,575         |       |
|                            | Shop cost of sales                           | £150           | £153           | £156           | £159           | £162            | £166            | £169            | £172            | £176            | £179            | £183            | £187            | £2,012          |       |
|                            | Team building costs                          | £188           | £188           | £188           | £188           | £188            | £188            | £188            | £188            | £188            | £188            | £188            | £188            | £2,250          |       |
|                            | <b>Total Product Cost</b>                    | <b>£1,713</b>  | <b>£1,441</b>  | <b>£1,444</b>  | <b>£1,722</b>  | <b>£1,450</b>   | <b>£1,453</b>   | <b>£1,731</b>   | <b>£1,460</b>   | <b>£1,738</b>   | <b>£1,467</b>   | <b>£1,470</b>   | <b>£1,749</b>   | <b>£18,837</b>  |       |
| <b>Overhead Expenses</b>   |  |                |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                            | Advertising                                  | £125           | £100           | £100           | £125           | £100            | £100            | £125            | £100            | £125            | £100            | £100            | £125            | £1,325          |       |
|                            | Water Rates                                  | £50            | £50            | £50            | £50            | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £50             | £600            |       |
|                            | Gas / Electric to the hut/site               | £100           | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                            | Phone and internet                           | £35            | £35            | £35            | £35            | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £35             | £420            |       |
|                            | Insurance                                    | £100           | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                            | Stationery, postage & Printing               | £25            | £25            | £25            | £25            | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £25             | £300            |       |
|                            | Staff costs                                  | £3,974         | £3,974         | £3,974         | £3,974         | £3,974          | £3,974          | £3,974          | £3,974          | £3,974          | £3,974          | £3,974          | £3,974          | £47,685         | 25    |
|                            | Staff training                               | £100           | £100           | £100           | £500           | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £500            | £4,800          |       |
|                            | Volunteer expenses and training              | £180           | £180           | £180           | £180           | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £180            | £2,160          |       |
|                            | Professional and accountancy fees            |                |                |                |                |                 | £1,000          |                 |                 |                 |                 |                 | £1,000          | £2,000          |       |
|                            | Site maintenance, tool repair, materials etc | £350           | £350           | £350           | £350           | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £350            | £4,200          |       |
|                            | Misc   | £100           | £100           | £100           | £100           | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £100            | £1,200          |       |
|                            | <b>Total</b>                                 | <b>£5,139</b>  | <b>£5,114</b>  | <b>£5,114</b>  | <b>£5,539</b>  | <b>£5,514</b>   | <b>£6,514</b>   | <b>£5,539</b>   | <b>£5,514</b>   | <b>£5,539</b>   | <b>£5,514</b>   | <b>£5,514</b>   | <b>£6,539</b>   | <b>£67,090</b>  |       |
| <b>Operating Profit</b>    |  | <b>-£2,201</b> | <b>-£2,439</b> | <b>-£2,427</b> | <b>-£2,565</b> | <b>-£2,802</b>  | <b>-£3,789</b>  | <b>-£2,526</b>  | <b>-£2,762</b>  | <b>-£2,498</b>  | <b>-£2,734</b>  | <b>-£2,720</b>  | <b>-£3,455</b>  | <b>-£32,918</b> |       |
| <b>Operating Cash Flow</b> |  | <b>-£2,201</b> | <b>-£4,641</b> | <b>-£7,068</b> | <b>-£9,632</b> | <b>-£12,434</b> | <b>-£16,223</b> | <b>-£18,748</b> | <b>-£21,510</b> | <b>-£24,008</b> | <b>-£26,743</b> | <b>-£29,463</b> | <b>-£32,918</b> |                 |       |
| <b>Grant and Fundr</b>     |  |                |                |                |                |                 |                 |                 |                 |                 |                 |                 |                 |                 |       |
|                            | Revenue grant                                | £20,000        |                |                |                |                 |                 | £20,000         |                 |                 |                 |                 |                 | £40,000         | 26    |
|                            | Donations, sponsorship and fundraising       | £1,000         |                |                |                |                 |                 |                 |                 | £1,000          |                 |                 |                 | £2,000          |       |
|                            | <b>Total</b>                                 | <b>£21,000</b> | <b>£0</b>      | <b>£0</b>      | <b>£0</b>      | <b>£0</b>       | <b>£0</b>       | <b>£20,000</b>  | <b>£0</b>       | <b>£1,000</b>   | <b>£0</b>       | <b>£0</b>       | <b>£0</b>       | <b>£42,000</b>  |       |
|                            | <b>Gross Operating Profit</b>                | <b>£18,799</b> | <b>-£2,439</b> | <b>-£2,427</b> | <b>-£2,565</b> | <b>-£2,802</b>  | <b>-£3,789</b>  | <b>£17,474</b>  | <b>-£2,762</b>  | <b>-£1,498</b>  | <b>-£2,734</b>  | <b>-£2,720</b>  | <b>-£3,455</b>  | <b>£9,082</b>   |       |

