

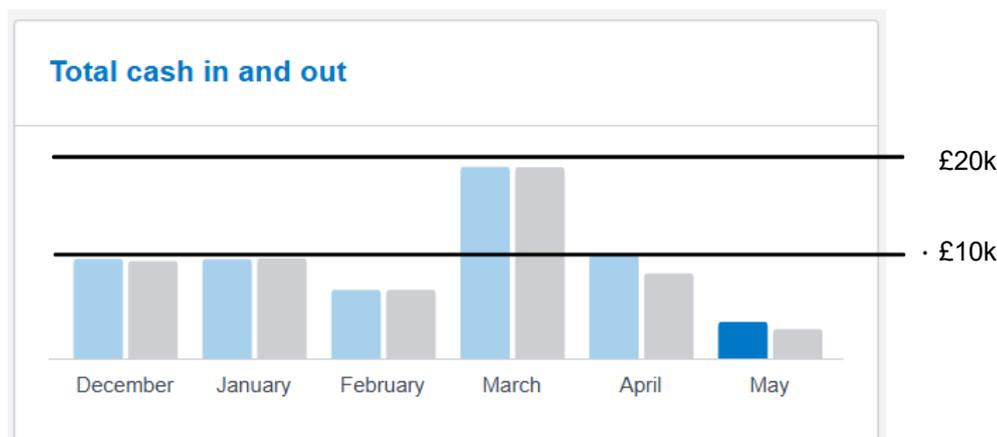
Performance v Forecast

	FORECAST £	ACTUAL £
	<u>Year 1</u>	<u>12 Months</u>
Interest Income	0	795
PO Income	11,700	15,033
Sales	170,000	196,968
Total Income	181,700	212,796
Stock Purchase	138,211	143,092
Expenses	52,628	62,905
Profit/ -Loss	- 9,139	6,799
GM	19%	27%

- The forecast numbers are year 1 from the Invitation to Buy Community Shares booklet.
- The actual numbers are draft management accounts that include accrued income and expenditure but do not include depreciation charges.
- Actual PO income includes a c£250 donation from the Bowls Club

- The draft accounts show a profit before depreciation for the year of £6,799. This is a great performance against the expected first year loss of £9k.
- The table above does not include the £20k grant we received for the purchase of a new electric van for the shop.
- PO Income was higher than anticipated, despite only 7 months having the full attribution to the shop due. In the 2025/26 year the PO contribution is expected to be c£18k, possibly higher as we look to increase the PO services offered.
- A full year end stock take was performed, with a net positive difference of only c£750 compared to the monthly report figure.
- The gross margin of 27% was much better than forecast, and increased sales helped offset higher expenses which were mainly attributable to payroll taxes and employer pension costs.

Cashflow



- Cashflow continues to be managed well, with expenditure being met from monthly income.
- The March quarter VAT return was submitted before the deadline of 7 May, and the £3,109 payment due to HMRC will be paid in May.