

Winding Wheel Foyer Bar - Marginal income and costs

updated 30/10/17

**Foyer Bar****Assumptions** Initial opening period - Sept 18 to March 19

<b>Opening Hours Daytime</b>		<b>Customers</b>	<b>10am -11am</b>	<b>11am-12 noon</b>	<b>12noon -1pm</b>	<b>1pm -2pm</b>	<b>2pm-3pm</b>	<b>3pm - 4pm</b>		<b>Total</b>
	<b>Staff Hours</b>									
Mon	8	10am to 4pm	4	6	14	14	8	6		<b>52</b>
Tues	8	10am to 4pm	4	6	14	14	10	6		<b>54</b>
Wed	8	10am to 4pm	4	6	14	14	10	6		<b>54</b>
Thurs	8	10am to 4pm	4	6	18	18	10	4		<b>60</b>
Fri	8	10am to 4pm	4	6	18	18	10	4		<b>60</b>
Sat	8	10am to 4pm	4	6	20	20	8	4		<b>62</b>
Sun	8	10am to 4pm	4	6	16	16	8	4		<b>54</b>
<b>Total</b>	<b>56</b>								<b>Total</b>	<b>396</b>
<b>Average</b>	<b>8</b>								<b>Average</b>	<b>57</b>

One staff member 10am to 4pm

One staff member 12 noon to 2pm

**Assumptions** Established offer - April 19 to March 20

<b>Opening Hours Daytime</b>		<b>Customers</b>	<b>10am -11am</b>	<b>11am-12 noon</b>	<b>12noon -1pm</b>	<b>1pm -2pm</b>	<b>2pm-3pm</b>	<b>3pm - 4pm</b>		<b>Total</b>
	<b>Staff Hours</b>									
Mon	8	10am to 4pm	6	8	18	18	10	8		<b>68</b>
Tues	8	10am to 4pm	6	8	20	20	12	8		<b>74</b>
Wed	8	10am to 4pm	6	8	20	20	12	8		<b>74</b>
Thurs	8	10am to 4pm	6	8	22	22	12	8		<b>78</b>
Fri	8	10am to 4pm	6	8	22	22	12	8		<b>78</b>
Sat	8	10am to 4pm	6	10	24	24	12	8		<b>84</b>
Sun	8	10am to 4pm	6	8	20	20	12	8		<b>74</b>
<b>Total</b>	<b>56</b>								<b>Total</b>	<b>530</b>
<b>Average</b>	<b>8</b>								<b>Average</b>	<b>76</b>

One staff member 10am to 4pm

One staff member 12 noon to 2pm

**Assumptions**

Initial opening period - Sept 18 to March 19

<b>Evening Offer</b>		<b>Customers</b>	6pm to 6.30pm	6.30pm to 7pm	7pm to 7.30pm	7.30pm to 8.15pm	8.15pm to 8.45pm		Total
			Pre show	Pre show	Pre show	Act 1	Interval		
<b>Average</b>	6pm to 9pm		4	8	18	0	20		<b>50</b>

**Assumptions**

Established offer - April 19 to March 20

<b>Evening Offer</b>		<b>Customers</b>	6pm to 6.30pm	6.30pm to 7pm	7pm to 7.30pm	7.30pm to 8.15pm	8.15pm to 8.45pm		Total
			Pre show	Pre show	Pre show	Act 1	Interval		
<b>Average</b>	6pm to 9pm		6	10	20	0	20		<b>56</b>

										<b>Open 30/9/2018</b>				
		Average	Average											
<b>Income</b>		Daily	Daily								<b>2018/19</b>	<b>2019/20</b>	<b>2020/21</b>	<b>2021/22</b>
		Customers	staff						Average					
Operational Days		Hours	Bar	Tea / Coffee	Sweets	Ices	Catering	Spend		182	365	365	365	
			15%	50%	5%	5%	25%	Per Head	£	£	£	£	£	
Daytime Offer	10am to 5pm	57	8	3.5	1.67	1	2.25	4	2.52	25972	69711	76682	84350	
		76	8					Average						
Cost of Sales			35%	25%	50%	40%	60%	Cost of						
								Sale						
Daytime Offer								37%	9674	25967	28564	31421		
<b>Gross Profit</b>									16297	43744	48118	52930		
Wages Daytime									15011	30105	33116	36427		
<b>Contribution to overheads daytime offer</b>									<b>1286</b>	<b>13639</b>	<b>15002</b>	<b>16503</b>		
								Average						
								Spend						
			40%	20%	10%	20%	10%	Per Head						
Evening offer	150 evenings per annum	50	3.5	1.67	1	2.25	4	2.68	10065	22546	24800	27280		
	1 staff extra	56						Average						
	6pm to 9pm		3					Cost of						
Cost of Sales			35%	25%	50%	40%	60%	Sale						
Evening offer								38%	3825	8567	9424	10366		

<b>Gross Profit</b>											6240	13978	15376	16914
Wages Evening											2320	4640	5103	5614
<b>Contribution to overheads evening offer</b>											3921	9339	10273	11300
<b>Total Contribution to overheads ( daytime and evening)</b>											<b>5206</b>	<b>22977</b>	<b>25275</b>	<b>27803</b>
Overheads														
Rent Glasses Shop											3225	4300	4300	4300
Rates Glasses Shop											1800	2400	2400	2400
<b>Net profit</b>											<b>181</b>	<b>16277</b>	<b>18575</b>	<b>21103</b>