

## COFFEE SHOP EXERCISE – PART 1

### The Scenario

You're considering an opportunity to start a new coffee shop in your local area. You've spotted a good location, sketched out some designs for the interior and put together your wish list for equipment.

Now it's time to develop the business case for this opportunity. You'd like to start with a simple Castaway forecast to give you a sense of whether this coffee shop could be financially viable.

### The Objective

In Part 1 of this exercise, the focus is on building a simple forecast quickly. We'll create a simplified Chart of Accounts and add some high-level numbers. Together, we'll work through 3 steps:

1. start a new Castaway forecast
2. create a simple Chart of accounts to suit your coffee shop opportunity
3. add some basic best-guess numbers to the forecast

In Part 2, we'll add some dynamic modelling options for better analysis of different growth scenarios

### The Assumptions

The assumptions for building this forecast are:

- the property will be available from 1 July 2016, allowing you a one-month fit out period before opening the doors to your first customer on 1 August 2016
- the business will operate as a company and you are planning to contribute \$50,000 of Equity in July
- you expect to invest \$60,000 in fit out, equipment and other capital costs
- the landlord has offered lease terms of \$4,000 per month, with the first 2 months rent free and the next 2 months at half rent. Rent is paid in the same month the expense is recognized in the accounts
- you plan to employ a full-time equivalent of four staff on an annual wage of \$48,000 each
- the average PAYG rate will be 16.9% of wages. Superannuation of 9.5% will be paid for all staff
- PAYG and Superannuation will be paid the month after the expenses are recognised
- other costs of running the business (excluding cost of sales), will be \$8,000 per month for the first two months (starting in July 16) and \$4,500 per month thereafter. After paying these costs cash up front (ie 0 days credit) for the first 3 months, suppliers offer you 30 day terms starting October
- your best estimate of revenue for this initial forecast is:

Jul16	Aug16	Sep16	Oct16	Nov16	Dec16	Jan17	Feb17	Mar17	Apr17	May17	Jun17
\$0	\$25k	\$30k	\$35k	\$40k	\$50k	\$40k	\$40k	\$40k	\$45k	\$45k	\$45k

- the average gross margin for coffee sales is 70% (ie Cost of Goods Sold are 30%)
- you plan on holding 14 days of inventory (coffee beans, cups, lids etc). Inventory purchases are paid 50% in the month they are made (ie 0 days) and 50% in the next month (ie 30 days)