

Cooperative Coffees 2007-08 Budget Worksheet

	Total	July	August	September	October	November	December	January	February	March	April	May	June
Price	2.00	2.00	2.00	2.02	2.02	2.04	2.04	2.04	2.04	2.04	2.06	2.06	2.06
Profit/Lb	0.230	0.230	0.230	0.230	0.230	0.230	0.230	0.230	0.230	0.230	0.230	0.230	0.230
Weight/Bags	143	143	143	143	143	143	143	143	143	143	143	143	143
Bags	15,750	1,275	1,275	1,275	1,300	1,300	1,300	1,325	1,325	1,325	1,350	1,350	1,350
Total Containers	60.06	4.86	4.86	4.86	4.96	4.96	4.96	5.05	5.05	5.05	5.15	5.15	5.15
Total Weight	2,252,250	182,325	182,325	182,325	185,900	185,900	185,900	189,475	189,475	189,475	193,050	193,050	193,050
Sales	4,584,223	364,650	364,650	368,297	375,518	379,236	379,236	386,529	386,529	386,529	397,683	397,683	397,683
Gross Profit	518,018	41,935	41,935	41,935	42,757	42,757	42,757	43,579	43,579	43,579	44,402	44,402	44,402
COGS	4,066,205	322,715	322,715	326,362	332,761	336,479	336,479	342,950	342,950	342,950	353,282	353,282	353,282
Profit Margin	11.30%	11.50%	11.50%	11.39%	11.39%	11.27%	11.27%	11.27%	11.27%	11.27%	11.17%	11.17%	11.17%

Data behind these estimations

1,120 <== per month average bags sold July-Dec 06

1,212 <== per month average bags sold Jan-May 07

0.23 <== Total Gross Profit per pound YTD July 06-March 07

1.98 <== Average Price per pound YTD July 06-March 08

1.91 <==Average Price per pound for Regular Coffees

2.54 <==Average Price per pound for Decaf Coffees

46% <==% of 132 lb bags sold

54% <==% of 152 lb bags sold

Scenario A - Same Margin and Sell 5 extra containers

Regular Sales	4,584,223	364,650	364,650	368,297	375,518	379,236	379,236	386,529	386,529	386,529	397,683	397,683	397,683
Extra 5 boxes	386,250			77,250		77,250		77,250		77,250		77,250	
Total Sales	4,970,473	364,650	364,650	445,547	375,518	456,486	379,236	463,779	386,529	463,779	397,683	474,933	397,683
Gross Profit	560,505	41,935	41,935	50,432	42,757	51,255	42,757	52,077	43,579	52,077	44,402	52,899	44,402

Raises gross profit by \$42,000 with nominal interest and personnel expenses

Scenario B - Same Sales but Raise Gross Profit Markup by .02 cents on January 1

Sales	4,629,268	368,297	368,297	371,943	379,236	382,954	382,954	390,319	390,319	390,319	401,544	401,544	401,544
Gross Profit	540,969	41,935	41,935	41,935	42,757	42,757	42,757	47,369	47,369	47,369	48,263	48,263	48,263

Raises gross profit by \$22,000 with no interest or personnel expenses