



Albrighton Cricket Club

Kennel Lane, Albrighton WV7 3BQ

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Albrighton Cricket Club **Bar Report Year Ending 2019/2020**

It has been a very poor year with Covid restrictions causing a significant loss of revenue through limited bar sales due to a lack of matches, junior training and events. The bar this year has been in effect been closed down since March and we have only been able to serve a limited selection of pre-packaged products of bottles and cans. We also took steps to minimise cost by not purchasing bulk beer from Marstons and all cellar equipment was shutdown in order to save overall utility costs to the club.

The figures presented have included our past events of Bonfire Night and New Years and these have been cancelled going forward into this new financial year so there will be a significant downturn in the future projected turnover.

The future going forward will be very unpredictable. For the foreseeable future there will be no events and it will be up to the ECB as to when the restrictions can be lifted. Therefore I feel it would be prudent to maintain the purchasing of packaged products and reduce lines and stock holding until we can return to normal trading.

Key to maintaining our profit in the past has been the control of waste. However, this year despite quickly moving to package product we have incurred waste through bulk beer and some minerals going out of date. We have managed to reduce our stock of items with a short shelf life with only spirits and wines are currently left on stock, which will place us in a strong position going forward.

Stock Result 2019/20

		Actual	Prior year	Variance
Opening Stock		£1,671.48	1,200.00	£471.48
Purchases		£4,176.00	£11,402.00	-£7,226.00
Less Pipe Cleaning		£100.00	£600.00	-£500.00
Ullage		£500.00	£750.00	-£250.00
Less Promotion		£400.00	300.00	£100.00
Sub-total		£4,847.48	£10,952.00	-£6,104.52
Less Stock		£785.35	1,672.00	-£886.65
Net Consumption		£4,062.13	£9,752.00	-£5,689.87
Total Liquor Sales		£7,569.00	18,092.00	£10,523.00
Margin		£3,506.87	£8,340.00	-£4,833.13
Margin %		46%	46%	0%



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2019/20 Comparison

Sales: Large reduction of £10523 due to lack of events and junior training and with limited match day sales.

Purchasing: We have shown a large reduction in purchases of £7226 on the previous year although we have maintained our profit margin of 46%

Waste: This has been accounted for, pipe cleaning, ullage, barrelage loss, adhoc promotions and repairs. Since March the beer lines have been emptied and cleaned and are maintained with regular flushing, this will allow us to have the bar back up and running immediately without any protracted intervention from the brewery to bring the equipment up to the required dispensing level.

Closing stock: Stands at £785 which is a large decrease year on year. Surplus stock with limited shelf life has been sold to ensure there is no risk from out of date stock items going forward.

Consumption: This has decreased by £5690 due to a reduction in purchase and holding stock.

Margin: The revenue generated is £4833 down on the prior year due to lack of events and the bar being closed throughout the season.

Margin %: has stayed the same despite turnover being down this has come through dedicated management of the stock through purchasing and reducing waste and effective use of EPOS (iZettle)

Purchasing: Booker cash and carry has been our primary source of purchasing since the start of the pandemic which allows us to take advantage of promotions and offers to enhance sales and more importantly profit. Marston were used for events up to March when the pandemic restrictions were put in place.



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Conclusion: Overall this year has been a challenge with the operational restrictions which has caused a significant loss of revenue however, the systems and actions which were put in place by the bar team and the committee has negated and minimised any potential loss and generated us an overall profit of £3500 which although not huge still provides a cash flow into the club, which is vital to the future development and financial stability.

Going forward into a new season there will be no early events of bonfire night and social events to generate turnover. This year from November to March we generated £4852 worth of sales. Sadly, due to the shutdown, between April to October we could only raise £2717 in sales. Therefore I feel that until there is clear way forward out of this pandemic we should continue with our prudent approach, reduce stock where possible and only purchase on a week by week basis through Bookers and review the full reopening of the bar during the course of the year.

Finally, I would like to extend my thanks to Jogi, Kags and Darren for their help and support over the past year.