

## Appendix 4: Sales Figures (2017- 2022)

	17-18	18-19	19-20	20-21	21-22
<b>INCOME</b>					
Veg bags	72,000	72,000	72,000	76,320	76,320
Trial bags	1,200	1,200	1,200	1,272	1,272
Veg sales: Budget	1,500	1,500	1,500	1,590	1,590
Membership	4,080	4,080	4,080	4,080	4,080
Social Events	2,500	2,500	2,500	2,500	2,500
Other	500	500	500	500	500
Gift	250	250	250	250	250
<b>TOTAL INCOME</b>	<b>82,030</b>	<b>82,030</b>	<b>82,030</b>	<b>86,512</b>	<b>86,512</b>
<b>Minus Costs of Sales</b>					
Wages/Labour	40,244	41,049	41,870	42,707	43,561
Equipment	650	663	676	690	704
Inputs/Other	7,250	7,395	7,543	7,694	7,848
<b>Total Cost of Sales</b>	<b>48,144</b>	<b>49,107</b>	<b>50,089</b>	<b>51,091</b>	<b>52,113</b>
<b>Gross Profit</b>	<b>33,886</b>	<b>32,923</b>	<b>31,941</b>	<b>35,421</b>	<b>34,399</b>
<i>GPM</i>	<i>41.31%</i>	<i>40.14%</i>	<i>38.94%</i>	<i>40.94%</i>	<i>39.76%</i>