

3. Profit and Loss by Month - Bees

	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Total
Sales													
Clover Honey	0	0	0	0	0	0	0	0	18,000	72,000	72,000	18,000	180,000
Manuka Honey	0	0	0	0	0	0	0	0	45,000	180,000	180,000	45,000	450,000
Bush Honey	0	0	0	0	0	0	0	0	31,200	124,800	124,800	31,200	312,000
Total Sales	0	0	0	0	0	0	0	0	94,200	376,800	376,800	94,200	942,000
Direct Costs													
Farmer - Bush Honey	0	0	0	0	0	0	0	0	3,120	12,480	12,480	3,120	31,200
Farmer - Manuka Honey	0	0	0	0	0	0	0	0	9,000	36,000	36,000	9,000	90,000
Sugar	10,000	10,000	0	0	16,000	16,000	16,000	16,000	16,000	0	0	0	100,000
	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	10,833	129,999
Celso	5,578	5,578	5,578	5,578	5,578	5,578	5,578	5,578	5,578	5,578	5,578	5,578	66,942
Temp Staff	6,880	0	0	0	13,760	13,760	13,760	17,200	20,640	43,000	43,000	25,800	197,800
Varroa Treatment	0	0	0	0	10,000	0	0	0	0	0	0	10,000	20,000
Total Direct Costs	33,291	26,411	16,411	16,412	56,172	46,172	46,172	49,612	65,172	107,892	107,892	64,332	635,941
Sales Gross Profit	(33,291)	(26,411)	(16,411)	(16,412)	(56,172)	(46,172)	(46,172)	(49,612)	29,028	268,908	268,908	29,868	306,059

Overheads																			
Accommodation & Travel	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	800	9,600
ACC	0	0	0	0	4,800	0	0	0	0	0	0	0	0	0	4,800	0	0	0	9,600
Accounting	1,900	4,400	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	1,900	25,300
Bank fees	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	1,200
Depreciation	12,880	12,738	12,597	12,458	13,268	13,318	13,872	13,701	13,533	13,367	13,203	13,378	13,203	13,784	13,203	13,784	13,784	158,718	158,718
Electricity & Farm Fuel	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	2,400
General Expenses	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	4,800
Insurance	850	850	800	850	850	800	850	850	800	850	850	800	850	800	850	850	800	800	10,000
Interest Expense	7,305	5,824	6,926	7,241	7,798	8,185	8,713	9,035	9,357	10,175	10,934	8,118	10,934	8,118	10,934	8,118	8,118	99,613	99,613
Motor Vehicle expenses	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	18,000
Motor Vehicle Lease	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	24,000
Office expenses	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,000
Permits, Licences & Fees	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	400	4,800	4,800
Postage & Stationery	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	150	1,800	1,800
R&M	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000	18,000
Shed Lease	1,667	1,667	1,666	1,667	1,667	1,666	1,667	1,667	1,666	1,667	1,667	1,666	1,667	1,666	1,667	1,666	1,666	20,000	20,000
Staff Training & Welfare	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000
Subscriptions	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000
Telephone & Tolls	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	250	3,000	3,000
Testing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4,000	12,000	12,000
Wrapping & Packaging	0	0	0	700	700	700	700	700	700	700	700	700	700	700	700	700	700	6,300	6,300
Total Overheads	32,903	33,779	32,189	33,115	39,283	34,869	36,002	36,153	36,256	40,959	46,355	39,268	46,355	39,268	46,355	39,268	441,131	441,131	441,131
OPERATING PROFIT	(66,194)	(60,191)	(48,600)	(49,527)	(95,455)	(81,040)	(82,174)	(85,765)	(7,228)	227,949	222,553	(9,400)	222,553	(9,400)	222,553	(9,400)	(135,072)	(135,072)	(135,072)
Other Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	30,000	30,000	30,000
Extraction Income	0	250,000	0	0	32,000	32,000	32,000	32,000	32,000	0	0	0	0	0	0	0	410,000	410,000	410,000
Hive Sales	0	250,000	0	0	32,000	32,000	32,000	32,000	32,000	0	0	0	0	0	0	0	410,000	410,000	410,000
Total Other Income	0	250,000	0	0	32,000	32,000	32,000	32,000	32,000	0	0	0	0	0	0	0	440,000	440,000	440,000
Profit before Income Tax	(66,194)	189,809	(48,600)	(49,527)	(63,455)	(49,040)	(50,174)	(53,765)	24,772	227,949	222,553	20,600	222,553	20,600	222,553	20,600	304,928	304,928	304,928
Income Tax Expense	(18,534)	0	(13,608)	(13,868)	(17,767)	(13,731)	(14,049)	(15,054)	4,083	63,826	62,315	5,768	62,315	5,768	62,315	5,768	29,380	29,380	29,380
Net Profit after Tax	(47,660)	189,809	(34,992)	(35,660)	(45,687)	(35,309)	(36,125)	(38,711)	20,689	164,124	160,238	14,832	160,238	14,832	160,238	14,832	275,548	275,548	275,548

5. Cashflow by Month - Bees

	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Cash Inflow													
General Trade Debtors	248,138	0	0	0	0	0	0	0	0	0	0	0	248,138
Clover Honey	0	0	0	0	0	0	0	0	0	0	0	103,500	103,500
Manuka Honey	0	0	0	0	0	0	0	0	0	0	0	258,750	258,750
Bush Honey	0	0	0	0	0	0	0	0	0	0	0	179,400	179,400
Extraction Income	0	0	0	0	0	0	0	0	0	0	0	34,500	34,500
Hive Sales	0	287,500	0	0	36,800	36,800	36,800	36,800	36,800	0	0	0	471,500
Total Sales	248,138	287,500	0	0	36,800	36,800	36,800	36,800	36,800	0	0	576,150	1,295,788
Total Cash Inflows	248,138	287,500	0	0	36,800	36,800	36,800	36,800	36,800	0	0	576,150	1,295,788
Cash Outflow													
Costs	70,795	84,710	57,676	14,610	32,435	33,756	33,815	33,815	33,756	33,815	25,535	101,146	555,860
Wages	18,666	17,787	16,411	16,249	27,420	30,172	30,172	32,924	36,364	54,940	59,412	45,652	386,168
Interest Paid	1,576	95	1,197	1,512	2,069	2,456	2,984	3,306	3,628	4,446	5,205	2,389	30,863
GST Paid	(3,750)	0	52,275	0	(9,402)	0	(6,507)	0	(3,695)	0	(3,987)	0	24,932
Non-Current Asset Purchases	0	0	0	0	46,000	11,500	34,500	0	0	0	0	80,500	172,500
Bank - Term Loan	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	68,750
Total Loan Repayments Made	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	5,729	68,750
Total Cash Outflows	93,015	108,321	133,288	38,100	104,250	83,613	100,692	75,774	75,782	98,929	91,893	235,416	1,239,074
Net Cash Inflow/(Outflow)	155,123	179,179	(133,288)	(38,100)	(67,450)	(46,813)	(63,892)	(38,974)	(38,982)	(98,929)	(91,893)	340,734	56,714
Opening Bank	(345,820)	(190,697)	(11,519)	(144,807)	(182,907)	(250,357)	(297,170)	(361,062)	(400,035)	(439,017)	(537,947)	(629,840)	(345,820)
Net Cash Movement	155,123	179,179	(133,288)	(38,100)	(67,450)	(46,813)	(63,892)	(38,974)	(38,982)	(98,929)	(91,893)	340,734	56,714
Closing Bank	(190,697)	(11,519)	(144,807)	(182,907)	(250,357)	(297,170)	(361,062)	(400,035)	(439,017)	(537,947)	(629,840)	(289,106)	(289,106)

6. Drivers Report - Bees

	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Hives	1,200	1,200	1,200	1,200	1,600	1,600	1,600	1,600	1,600	1,600	1,600	1,600
Kgs per Hive	38	38	38	38	38	38	38	38	38	38	38	38
\$ per Clover Kg	10	10	10	10	10	10	10	10	10	10	10	10
\$ per Bush Kg	13	13	13	13	13	13	13	13	13	13	13	13
\$ per Manuka Kg	25	25	25	25	25	25	25	25	25	25	25	25
% to Farmer - Bush	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
% to Farmer - Manuka	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%	20%
% Honey Collection (Month)	0%	0%	0%	0%	0%	0%	0%	0%	10%	40%	40%	10%
% Clover Honey	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
% Bush Honey	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%	40%
% of Manuka Honey	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Temp Staff - #	2	0	0	0	4	4	4	5	6	10	10	6
Temp Staff - Hours per Week	40	0	0	0	40	40	40	40	40	50	50	50
Temp Staff - \$ per Hour	20	20	20	20	20	20	20	20	20	20	20	20
# Hives Sold	0	500	0	0	80	80	80	80	80	0	0	0
\$ Profit per Hive	0	500	0	0	400	400	400	400	400	0	0	0

9. Cashflow by Month – Queens

	April	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Cash Inflow													
Sales	138	138	0	0	0	42,090	42,090	62,790	62,790	56,465	88,090	88,090	442,681
Total Cash Inflows	138	138	0	0	0	42,090	42,090	62,790	62,790	56,465	88,090	88,090	442,681
Cash Outflow													
Costs	0	100	2,975	100	100	100	100	100	100	100	100	100	3,975
Wages	9,765	9,927	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	113,679
Income Tax Paid	0	0	0	0	0	0	0	0	0	31,940	0	0	31,940
GST Paid	0	0	11,587	0	(375)	0	5,490	0	13,680	0	15,555	0	45,937
Total Cash Outflows	9,765	10,027	23,961	9,499	9,124	9,499	14,989	9,499	23,179	41,439	25,054	9,499	195,531
Net Cash Inflow/(Outflow)	(9,627)	(9,889)	(23,961)	(9,499)	(9,124)	32,591	27,101	53,291	39,611	15,026	63,036	78,591	247,150
Opening Bank	770	(8,857)	(18,746)	(42,706)	(52,205)	(61,329)	(28,738)	(1,636)	51,655	91,266	106,292	169,329	770
Net Cash Movement	(9,627)	(9,889)	(23,961)	(9,499)	(9,124)	32,591	27,101	53,291	39,611	15,026	63,036	78,591	247,150
Closing Bank	(8,857)	(18,746)	(42,706)	(52,205)	(61,329)	(28,738)	(1,636)	51,655	91,266	106,292	169,329	247,920	247,920

10. Drivers Report - Queens

	April	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Cells per Week	0	0	0	0	900	900	900	900	900	900	900	900
Caged Queens per Week	0	0	0	0	200	200	300	300	250	250	250	250
\$ per Cell	6	6	6	6	6	6	6	6	6	6	6	6
\$ per Caged Queens	48	48	48	48	75	75	55	55	55	55	55	55
Weeks of Cells	0	0	0	0	4	4	4	4	4	4	4	4
Weeks of Caged Queens	0	0	0	0	1	1	2	2	2	4	4	4

7. Profit and Loss by Month – Queens

	April	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Total
Sales													
Cells	0	0	0	0	21,600	21,600	21,600	21,600	21,600	21,600	21,600	21,600	172,800
Caged Mated Queens	0	0	0	0	15,000	15,000	33,000	33,000	27,500	55,000	55,000	55,000	288,500
Total Sales	0	0	0	0	36,600	36,600	54,600	54,600	49,100	76,600	76,600	76,600	461,300
Direct Costs													
Wages	12,118	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	115,504
Total Direct Costs	12,118	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	9,399	115,504
Sales Gross Profit	(12,118)	(9,399)	(9,399)	(9,399)	27,201	27,201	45,201	45,201	39,701	67,201	67,201	67,201	345,796
Overheads													
Accounting	0	2,500	0	0	0	0	0	0	0	0	0	0	2,500
Bank Fees	0	100	100	100	100	100	100	100	100	100	100	100	1,100
Total Overheads	0	2,600	100	100	100	100	100	100	100	100	100	100	3,600
OPERATING PROFIT	(12,118)	(11,999)	(9,499)	(9,499)	27,101	27,101	45,101	45,101	39,601	67,101	67,101	67,101	342,196
Profit before Income Tax	(12,118)	(11,999)	(9,499)	(9,499)	27,101	27,101	45,101	45,101	39,601	67,101	67,101	67,101	342,196
Income Tax Expense													
Income Tax	(3,393)	(3,360)	(2,660)	(2,660)	7,588	7,588	12,628	12,628	11,088	18,788	18,788	18,788	95,815
Total Income Tax Expense	(3,393)	(3,360)	(2,660)	(2,660)	7,588	7,588	12,628	12,628	11,088	18,788	18,788	18,788	95,815
Net Profit after Tax	(8,725)	(8,639)	(6,839)	(6,839)	19,513	19,513	32,473	32,473	28,513	48,313	48,313	48,313	246,381

8. Balance Sheet by Month – Queens

	April	May	June	July	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Current Assets												
Bank Accounts	0	0	0	0	0	0	0	51,655	91,266	106,292	169,329	247,920
Receivables	138	0	0	0	42,090	42,090	62,790	62,790	56,465	88,090	88,090	88,090
TOTAL ASSETS	138	0	0	0	42,090	42,090	62,790	114,445	147,731	194,382	257,419	336,010
Current Liabilities												
Bank Accounts	8,857	18,746	42,706	52,205	61,329	28,738	1,636	0	0	0	0	0
Payables	2,353	4,700	1,825	1,825	1,825	1,825	1,825	1,825	1,825	1,825	1,825	1,825
GST/VAT	11,587	11,212	(375)	(375)	5,490	10,980	13,680	21,870	15,555	27,045	22,980	34,470
Income Tax	(3,393)	(6,753)	(9,412)	(12,072)	(4,484)	3,105	15,733	28,361	39,450	26,298	45,086	63,875
Other Current Liabilities	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)	(75,324)
TOTAL LIABILITIES	(55,920)	(47,419)	(40,580)	(33,741)	(11,164)	(30,677)	(42,449)	(23,268)	(18,494)	(20,156)	(5,433)	24,846
NET ASSETS	56,058	47,419	40,580	33,741	53,254	72,767	105,239	137,712	166,225	214,538	262,851	311,164
Capital and Reserves												
Retained Earnings	56,058	47,419	40,580	33,741	53,254	72,767	105,239	137,712	166,225	214,538	262,851	311,164
TOTAL EQUITY	56,058	47,419	40,580	33,741	53,254	72,767	105,239	137,712	166,225	214,538	262,851	311,164