Mastercraft Kitchens Group Growth Fund YE MARCH 2021 - BUDGET (COVID-ADJUSTED)

BUDGET	*APRIL*	*MAY*	*JUNE*	*JULY*	*AUG*	*SEPT*	*OCT*	*NOV*	*DEC*	*JAN*	*FEB*	*MAR*	BUDGET (COVID)	BUDGET MONTH AVG	BUDGET %
PROJECTED INCOME LESS GST															
Opening balance 1 April 2020	$ 48,000.00														
Licensee Contribution*	$ 20,000.00	$ -	$ 8,000.00	$ 15,000.00	$ 20,000.00	$ 20,000.00	$ 20,000.00	$ 20,000.00	$ 20,000.00	$ 22,000.00	$ 22,000.00	$ 22,000.00	$ 257,000.00	$ 21,416.67	
**Note contribution reflects previous month's sales*															
PROJECTED EXP LESS GST															
0800 Answer Service	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 375.00	$ 4,500.00	$ 375.00	1.72%
Brand Ambassador	$ 800.00	$ 800.00											$ 1,600.00	$ 133.33	0.61%
CRM Dev/Imp/Ongoing			$ 5,000.00			$ 5,000.00			$ 5,000.00			$ 5,000.00	$ 20,000.00	$ 1,666.67	7.66%
Competition Prizes	$ 120.00	$ 120.00	$ 120.00	$ 120.00	$ 120.00	$ 120.00	$ 120.00	$ 120.00	$120.00				$ 1,080.00	$ 90.00	0.41%
Computer Software Subs - Adobe	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 100.00	$ 1,200.00	$ 100.00	0.46%
Computer Software Subs - Office 365 & Web hosting	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 480.00	$ 5,760.00	$ 480.00	2.21%
External Contractors	$ 1,200.00	$ 700.00	$ 700.00	$ 700.00	$ 500.00	$ 500.00	$ 500.00	$ 500.00	$ 500.00	$ 500.00	$ 1,000.00	$ 1,000.00	$ 8,300.00	$ 691.67	3.18%
Freight & Postage	$ 1,000.00	$ 1,000.00	$ 700.00	$ 700.00	$ 700.00	$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 500.00	$ 500.00	$ 1,000.00	$ 1,000.00	$ 10,100.00	$ 841.67	3.87%
Google Ads	$ 1,000.00	$ 5,050.00	$ 600.00	$ 600.00	$ 600.00	$ 600.00	$ 600.00	$ 600.00	$ 400.00	$ 400.00	$ 600.00	$ 600.00	$ 11,650.00	$ 970.83	4.46%
Group Home Builder Support (Kristen)	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,200.00	$ 1,000.00	$ 1,000.00	$ 1,200.00	$ 1,200.00	$ 14,000.00	$ 1,166.67	5.36%
Growth Fund Accounts Coord (Kylie)	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 264.00	$ 3,168.00	$ 264.00	1.21%
Growth Fund Management (Penny)	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 6,255.00	$ 75,060.00	$ 6,255.00	28.74%
Magazines	$ 1,600.00			$ 1,600.00		$ 3,232.00	$ 1,600.00			$ 1,600.00	$ 3,232.00		$ 12,864.00	$ 1,072.00	4.93%
Memberships & Prof Development	$ 350.00												$ 350.00	$ 29.17	0.13%
Photography & Video		$ 1,000.00	$ 1,000.00	$ 1,000.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00	$ 1,800.00		$ 1,800.00	$ 1,800.00	$ 15,600.00	$ 1,300.00	5.97%
Printing	$ 700.00	$ 500.00			$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 2,500.00	$ 1,000.00	$ 2,500.00	$ 2,500.00	$ 19,700.00	$ 1,641.67	7.54%
Social Media Advertising & Promotions	$ 800.00	$ 800.00	$ 450.00	$ 450.00	$ 250.00	$ 250.00	$ 250.00	$ 500.00	$ 500.00	$ 500.00	$ 500.00	$ 500.00	$ 5,750.00	$ 479.17	2.20%
Sponsorship													$ -	$ -	0.00%
Stationery	$ 180.00			$ 50.00	$ 50.00	$ 50.00	$ 50.00	$ 50.00	$ 50.00	$ 50.00	$ 50.00	$ 50.00	$ 630.00	$ 52.50	0.24%
Television / On Demand					$ 5,000.00	$ 5,000.00	$ 5,000.00	$ 5,000.00			$ 5,000.00	$ 5,000.00	$ 30,000.00	$ 2,500.00	11.49%
Website Maintenance	$ 4,620.00	$ 5,020.00	$ 5,020.00	$ 5,020.00	$ 20.00	$ 20.00	$ 20.00	$ 20.00	$ 20.00	$ 20.00	$ 20.00	$ 20.00	$ 19,840.00	$ 1,653.33	7.60%
Sub Total EXP	**$ 21,044.00**	**$ 23,664.00**	**$ 22,264.00**	**$ 18,914.00**	**$ 20,214.00**	**$ 28,746.00**	**$ 22,114.00**	**$ 20,764.00**	**$ 19,864.00**	**$ 13,044.00**	**$ 24,376.00**	**$ 26,144.00**	**$ 261,152.00**	**$ 21,762.67**	**100%**
SUPLUS/LOSS	**$ 46,956.00**	**$ 23,292.00**	**$ 9,028.00**	**$ 5,114.00**	**$ 4,900.00**	**$ (3,846.00)**	**$ (5,960.00)**	**$ (6,724.00)**	**$ (6,588.00)**	**$ 2,368.00**	**$ (8.00)**	**$ (4,152.00)**			

Mastercraft Kitchens Group Growth Fund YE MARCH 2021 - INCOME/EXPENSES

INCOME / EXPENSES	CODE	APRIL EXP	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	TOTALS
INCOME - EXCL GST														
Opening balance 1 April 2020		$ 45,495.26												$ 45,495.26
Licensee Contribution*		$ 23,874.39	$ 7,933.20	$ 21,110.83	$ 21,726.07	$ 24,323.72	$ 27,093.74	$ 27,227.39	$ 29,611.77	$ 28,439.49	$ 27,376.60	$ 23,461.40	$ 28,326.89	$ 290,505.49
**Note contribution reflects previous month's sales*														**$ 336,000.75**
EXPENSES - EXCL GST		April	May	June	July	August	September	October	November	December	January	February	March	
0800 Answer Service	PH	$ 198.38	$ 360.97	$ 440.69	$ 589.61	$ 414.81	$ 382.08	$ 429.84	$ 375.46	$ 228.64	$ 285.48	$ 318.42	$ 342.38	$ 4,366.76
Brand Ambassador	BA	$ 720.00	$ 800.00											$ 1,520.00
CRM Dev/Imp/Ongoing	CRM			$ 3,718.48	$ 663.30	$ 2,400.70	$ 990.00	$ 592.77	$ 2,052.35			$ 1,927.50		$ 12,345.10
Competition Prizes / Promotions	PROMO						$ 13.40		$ 173.87					$ 187.27
Computer Software Subs - Adobe	COMP	$ 461.55	$ 426.45	$ 480.69	$ 451.30	$ 456.50	$ 514.11	$ 457.72	$ 100.69	$ 83.65	$ 50.88	$ 23.00	$ 273.82	$ 3,780.36
Computer Software Subs - Office 365 & W	365	$ 197.60	$ 250.80	$ 205.20	$ 205.20	$ 205.20	$ 205.20	$ 205.20	$ 617.69	$ 572.85	$ 4,846.74	$ 220.40	$ 652.27	$ 8,384.35
External Contractors	EXT	$ 902.50			$ 230.00	$ 230.00		$ 3,236.10	$ 2,800.00	$ 2,910.00	$ 1,458.69	$ 1,800.00	$ 3,122.39	$ 16,689.68
Freight & Postage	FR	$ 74.35	$ 1,817.57	$ 746.87	$ 2,141.17	$ 2,134.51	$ 357.65	$ 1,980.39	$ 1,967.04	$ 285.09		$ 570.09	$ 6,670.32	$ 18,745.05
Google Ads	GOOGLE	$ 884.60	$ 4,632.89	$ 825.37	$ 833.35	$ 859.11	$ 846.30	$ 803.02	$ 589.45	$ 74.57		$ -		$ 10,348.66
Group Home Builder Support (Kristen)	GHB	$ 2,408.24	$ 1,848.76				$ 2,773.13				$ 4,239.39	$ 2,603.14		$ 13,872.66
Growth Fund Accounts Coord (Kylie)		$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 260.00	$ 3,120.00
Growth Fund Management (Penny)		$ 6,039.16	$ 6,039.16	$ 6,039.16	$ 6,039.16	$ 6,039.16	$ 6,039.16	$ 6,039.19	$ 6,039.16	$ 6,039.16	$ 6,039.16	$ 6,039.16	$ 6,958.33	$ 73,389.12
Magazines	MAG	$ 5,508.70			$ 1,784.72	$ 498.00		$ 4,000.00	$ 7,672.82		$ 9,010.00	$ 1,195.00	$ 5,085.00	$ 34,754.24
Memberships & Prof Development	PD	$ 395.00										$ -		$ 395.00
Photography & Video	PHOTO			$ 1,154.25	$ 2,038.41		$ 6,423.62		$ 7,422.20	$ 6,937.83	$ 450.38	$ 544.17	$ 1,158.70	$ 26,129.56
Printing	PRINT	$ 844.00	$ 522.00	$ 1,628.00		$ 10,973.00	$ 1,437.00		$ 727.50			$ 16,329.00	$ 154.00	$ 32,614.50
Social Media Advertising & Promotions	SOCIAL	$ 911.49	$ 482.65	$ 234.98	$ 359.39	$ 122.57	$ 455.85	$ 2,614.26	$ 552.19	$ 90.89	$ 134.74	$ 321.32	$ 111.33	$ 6,391.66
Sponsorship	SPON													$ -
Stationery / Storage	STAT		$ 137.59	$ 19.92			$ 33.00			$ 19.83	$ 200.00	$ 200.00	$ 581.19	$ 1,191.53
Television / On Demand	TV			$ 24.90										$ 24.90
Website & kitchenlookbook.co.nz	WEB							$ 85.72				$ 5,080.00		$ 5,165.72
Guarantee						$ 96.29								$ 96.29
Sub Total		**$ 19,805.57**	**$ 17,578.84**	**$ 15,778.51**	**$ 15,595.61**	**$ 24,689.85**	**$ 20,730.50**	**$ 20,704.21**	**$ 31,350.42**	**$ 17,502.51**	**$ 26,975.46**	**$ 37,431.20**	**$ 25,369.73**	**$ 273,512.41**
Total In Xero														
Total		**$ 49,564.08**	**$ 39,918.44**	**$ 45,250.76**	**$ 51,381.22**	**$ 51,015.09**	**$ 57,378.33**	**$ 63,901.51**	**$ 62,162.86**	**$ 73,099.84**	**$ 73,500.98**	**$ 59,531.18**	**$ 62,488.34**	**$ 62,488.34**

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Mastercraft Kitchens Group Growth Fund YE MARCH 2021 - BUDGET V ACTUALS

BUDGET VS ACTUALS	CODE	APRIL EXP	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	TOTALS	MONTHLY AVG (12 MONTHS)
INCOME - EXCL GST															
Opening balance 1 April 2020		$ 45,495.26												$ 45,495.26	
Licensee Contribution*		$ 23,874.39	$ 7,933.20	$ 21,110.83	$ 21,726.07	$ 24,323.72	$ 27,093.74	$ 27,227.39	$ 29,611.77	$ 28,439.49	$ 27,376.60	$ 23,461.40	$ 28,326.89	$ 290,505.49	$ 24,208.79
**Note contribution reflects previous month's sales*														**$ 336,000.75**	$ 28,000.06
EXPENSES - EXCL GST		April	May	June	July	August	September	October	November	December	January	February	March		
0800 Answer Service	PH	$ (176.62)	$ (14.03)	$ 65.69	$ 214.61	$ 39.81	$ 7.08	$ 54.84	$ 0.46	$ (146.36)	$ (89.52)	$ (56.58)	$ (32.62)	$ (133.24)	$ (11.10)
Brand Ambassador	BA	$ (80.00)	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ (80.00)	$ (6.67)
CRM Dev/Imp/Ongoing	CRM	$ -	$ -	$ (1,281.52)	$ 663.30	$ 2,400.70	$ (4,010.00)	$ 592.77	$ 2,052.35	$ (5,000.00)	$ -	$ 1,927.50	$ (5,000.00)	$ (7,654.90)	$ (637.91)
Competition Prizes	PROMO	$ (120.00)	$ (120.00)	$ (120.00)	$ (120.00)	$ (120.00)	$ (106.60)	$ (120.00)	$ 53.87	$ (120.00)	$ -	$ -	$ -	$ (892.73)	$ (74.39)
Computer Software Subs - Adobe	COMP	$ 361.55	$ 326.45	$ 380.69	$ 351.30	$ 356.50	$ 414.11	$ 357.72	$ 0.69	$ (16.35)	$ (49.12)	$ (77.00)	$ 173.82	$ 2,580.36	$ 215.03
Computer Software Subs - Office 365 & Web hosting	365	$ (282.40)	$ (229.20)	$ (274.80)	$ (274.80)	$ (274.80)	$ (274.80)	$ (274.80)	$ 137.69	$ 92.85	$ 4,366.74	$ (259.60)	$ 172.27	$ 2,624.35	$ 218.70
External Contractors	EXT	$ (297.50)	$ (700.00)	$ (700.00)	$ (470.00)	$ (270.00)	$ (500.00)	$ 2,736.10	$ 2,300.00	$ 2,410.00	$ 958.69	$ 800.00	$ 2,122.39	$ 8,389.68	$ 699.14
Freight & Postage	FR	$ (925.65)	$ 817.57	$ 46.87	$ 1,441.17	$ 1,434.51	$ (642.35)	$ 980.39	$ 967.04	$ (214.91)	$ (500.00)	$ (429.91)	$ 5,670.32	$ 8,645.05	$ 720.42
Google Ads	GOOGLE	$ (115.40)	$ (417.11)	$ 225.37	$ 233.35	$ 259.11	$ 246.30	$ 203.02	$ (10.55)	$ (325.43)	$ (400.00)	$ (600.00)	$ (600.00)	$ (1,301.34)	$ (108.45)
Group Home Builder Support (Kristen)	GHB	$ 1,208.24	$ 648.76	$ (1,200.00)	$ (1,200.00)	$ (1,200.00)	$ 1,573.13	$ (1,200.00)	$ (1,200.00)	$ (1,000.00)	$ 3,239.39	$ 1,403.14	$ (1,200.00)	$ (127.34)	$ (10.61)
Growth Fund Accounts Coord (Kylie)		$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (4.00)	$ (48.00)	$ (4.00)
Growth Fund Management (Penny)		$ (215.84)	$ (215.84)	$ (215.84)	$ (215.84)	$ (215.84)	$ (215.84)	$ (215.81)	$ (215.84)	$ (215.84)	$ (215.84)	$ (215.84)	$ 703.33	$ (1,670.88)	$ (139.24)
Magazines	MAG	$ 3,908.70	$ -	$ -	$ 184.72	$ 498.00	$ (3,232.00)	$ 2,400.00	$ 7,672.82	$ -	$ 7,410.00	$ (2,037.00)	$ 5,085.00	$ 21,890.24	1,824.19
Memberships & Prof Development	PD	$ 45.00	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 45.00	3.75
Photography & Video	PHOTO	$ -	$ (1,000.00)	$ 154.25	$ 1,038.41	$ (1,800.00)	$ 4,623.62	$ (1,800.00)	$ 5,622.20	$ 5,137.83	$ 450.38	$ (1,255.83)	$ (641.30)	$ 10,529.56	$ 877.46
Printing	PRINT	$ 144.00	$ 22.00	$ 1,628.00	$ -	$ 8,473.00	$ (1,063.00)	$ (2,500.00)	$ (1,772.50)	$ (2,500.00)	$ (1,000.00)	$ 13,829.00	$ (2,346.00)	$ 12,914.50	1,076.21
Social Media Advertising & Promotions	SOCIAL	$ 111.49	$ (317.35)	$ (215.02)	$ (90.61)	$ (127.43)	$ 205.85	$ 2,364.26	$ 52.19	$ (409.11)	$ (365.26)	$ (178.68)	$ (388.67)	$ 641.66	53.47
Sponsorship	SPON	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Stationery	STAT	$ (180.00)	$ 137.59	$ 19.92	$ (50.00)	$ (50.00)	$ (17.00)	$ (50.00)	$ (50.00)	$ (30.17)	$ 150.00	$ 150.00	$ 531.19	$ 561.53	46.79
Television / On Demand	TV	$ -	$ -	$ 24.90	$ -	$ (5,000.00)	$ (5,000.00)	$ (5,000.00)	$ (5,000.00)	$ -	$ -	$ (5,000.00)	$ (5,000.00)	$ (29,975.10)	$ (2,497.93)
Website Maintenance	WEB	$ (4,620.00)	$ (5,020.00)	$ (5,020.00)	$ (5,020.00)	$ (20.00)	$ (20.00)	$ 65.72	$ (20.00)	$ (20.00)	$ (20.00)	$ 5,060.00	$ (20.00)	$ (14,674.28)	$ (1,222.86)
		$ -	$ -	$ -	$ -	$ 96.29	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 96.29	
Sub Total		**$ (1,238.43)**	**$ (6,085.16)**	**$ (6,485.49)**	**$ (3,318.39)**	**$ 4,475.85**	**$ (8,015.50)**	**$ (1,409.79)**	**$ 10,586.42**	**$ (2,361.49)**	**$ 13,931.46**	**$ 13,055.20**	**$ (774.27)**	**$ 12,360.41**	**$ 1,030.03**
Total		**$ 70,608.08**	**$ 84,626.44**	**$ 112,222.76**	**$ 137,267.22**	**$ 157,115.09**	**$ 192,224.33**	**$ 220,861.51**	**$ 239,886.86**	**$ 270,687.84**	**$ 284,132.98**	**$ 294,539.18**	**$ 323,640.34**		