

Overview

The "Very Good Monthly Production" spreadsheet contains a breakdown of the anticipated yield from the proposed factory as well as the expenses related to operating it. This is based on running 1 500kg batch per day, every day of the week with a 25% per unit cost (food cost + packaging cost) which is exclusive of labour. Labour costs have been added separately to the expenses sheet.

Once we are up and running it should be relatively easy to scale up production further (e.g. start running 1000 kg batches, run two batches simultaneously, bring in a 2nd shift in the afternoon/evening etc.) The spreadsheet has been built in a way that allows you to adjust the numbers and see how that affects the bottom line.

We plan on finding a suitable space for our factory that will allow us to grow into it and expand further (add equipment and personnel) without having to move to an entirely new space.

Monthly Income

The "Monthly Income" tab of the spreadsheet has a breakdown of the products we'll be making, the number we can make per month, their cost to produce, and the amount we can sell them for.

Product Yield Per Batch

Burgers: 1100 packages per batch at \$11.50 per package: \$12,650

Sausages 1250 packages per batch at \$9.50 per package \$11,875

Deli Meats 2000 packages per batch at \$8 per package: \$16,000

Production Schedule

Monday: Very Good Burgers

Tuesday: Smokin' Burgers

Wednesday: Smokin' Bangers

Thursday: British Bangers

Friday: Deli Meats

Saturday: Deli Meats

Sunday: Deli Meats

Monthly Expenses

On the “monthly expenses” tab I’ve put together a list of the basic expected monthly expenses required to run the factory at the anticipated volume output and sustain the marketing/sales of those products . Below is a staffing overview.

Staffing Overview

Production Staff: 10

Portioning: 1

Vegetable Processing: 2

Mix Cooking: 2

Forming and Steaming: 3

Packaging: 2

Management

Production Lead: 1

QA/Food Scientist: 1

Other

Marketing: 1

Sales: 1

Subscription Box Packing and Shipping: 2

Delivery Driver: 1

Sales Breakdown

The “Sales Breakdown” tab has an overview of where we anticipate the available units produced will be sold. We obviously have a better margin when selling directly but with the exception of the subscription box/e-commerce direct sales can be harder to scale.

Conclusion

I hope this document (and the spreadsheet) have provided a valuable overview of the output from the proposed factory. This is the first big step towards larger scale production and manufacturing of our products. Once the factory is built, we should be able to significantly scale up operations across our entire product line and meet the existing demand for our products. From there we can continue to grow and expand.