

# AUORALES/ARCTIC LIGHTS

## ARTS AND CRAFTS PRO FORMA STATEMENT OF OPERATIONS

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### REVENUE

Second floor retail	\$1,594,560	
Ground floor souvenirs	792,000	
<b>TOTAL</b>		<b>\$2,386,560</b>

### EXPENSES

<b>COST OF SALES</b>	<b>\$954,624</b>	<b>954,624</b>
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<b>GROSS MARGIN</b>	<b>\$1,431,936</b>	<b>\$1,431,936</b>
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### OTHER EXPENSES

Staff Costs	\$529,200	
Expo Royalties (15%)	357,984	
Contribution to Rent/Capital	528,000	
Packaging	54,780	
Freight/Storage	168,656	
Administration	90,000	
<b>TOTAL OTHER EXPENSES</b>		<b>\$1,728,620</b>

### LOSS FROM OPERATIONS

**(\$296,684)**

# AUORALES/ARCTIC LIGHTS

## PRO FORMA STATEMENT OF OPERATIONS (Preliminary Draft.)

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### SALES

Food	\$2,160,000	
Beverage	875,000	
Arts & Crafts	<u>2,386,560</u>	
<b>TOTAL SALES</b>		<b>\$5,421,560</b>

### EXPENSES

#### DIRECT EXPENSES

Food	\$720,000	
Beverage	394,000	
Arts & Crafts	<u>954,624</u>	
<b>TOTAL DIRECT EXPENSES</b>		<b><u>(\$2,068,624)</u></b>

### GROSS MARGIN

**\$3,352,936**

### OVERHEAD EXPENSES

Staff Costs	\$1,434,200	
Royalties	717,984	
Rent	500,000	
Capital	600,000	
Freight/Storage	168,656	
Packaging	54,780	
Administration	60,000	
Utilities	<u>20,000</u>	
<b>TOTAL OVERHEAD EXPENSES</b>		<b><u>(\$3,555,620)</u></b>

### NET OPERATING LOSS

**(\$2,202,684)**

### CORPORATE DONATIONS

**\$2,202,684**

### NET COST TO GNWT

**\$ 0**

# AURORALES/ARCTIC LIGHTS

## FOOD AND BEVERAGE PRO FORMA STATEMENT OF OPERATIONS

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<b>REVENUE</b>		
Food Sales	\$2,160,000	
Beverage Sales	<u>875,000</u>	
<b>TOTAL</b>		<b>\$3,035,000</b>
<b>EXPENSES</b>		
<b>COST OF SALES</b>		
Food Cost	\$720,000	
Beverage Cost	<u>394,000</u>	
<b>TOTAL COST OF SALES</b>		<b><u>\$1,114,000</u></b>
<b>GROSS MARGIN</b>		<b>\$1,921,000</b>
<b>OTHER EXPENSES</b>		
Staff Costs	\$785,000	
Expo Royalties (12%)	360,000	
Utilities	20,000	
Contribution to Rent/Capital	572,000	
Administration	<u>90,000</u>	
<b>TOTAL OTHER EXPENSES</b>		<b><u>\$1,827,000</u></b>
<b>CONTRIBUTION TO OPERATIONS</b>		<b><u><u>\$94,000</u></u></b>