



Cost of living crisis: Making the numbers stack up

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Workshop Timetable

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- Quick introductions (5 mins)
- Hot Topics ... Your key issues!
- Discussion (5 mins)
- Feedback from groups (5 mins)
- Let's explore, reflect and learn (15 mins)
- Solutions and conclusions (15 mins)

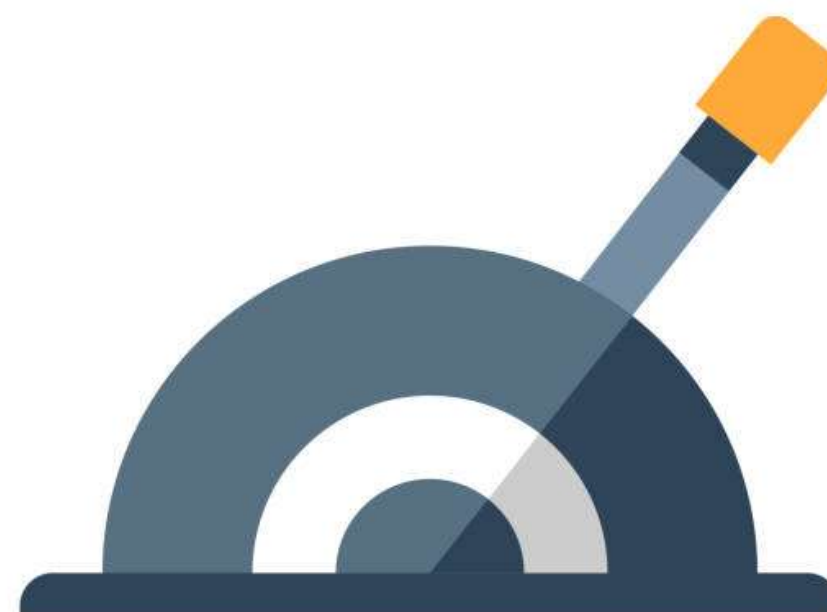


Setting the scene - the levers...

- Margin ↑

- Sales ↑

- Overheads ↓



Let's prioritise & discuss your hot topics!

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What are the biggest burning issues?

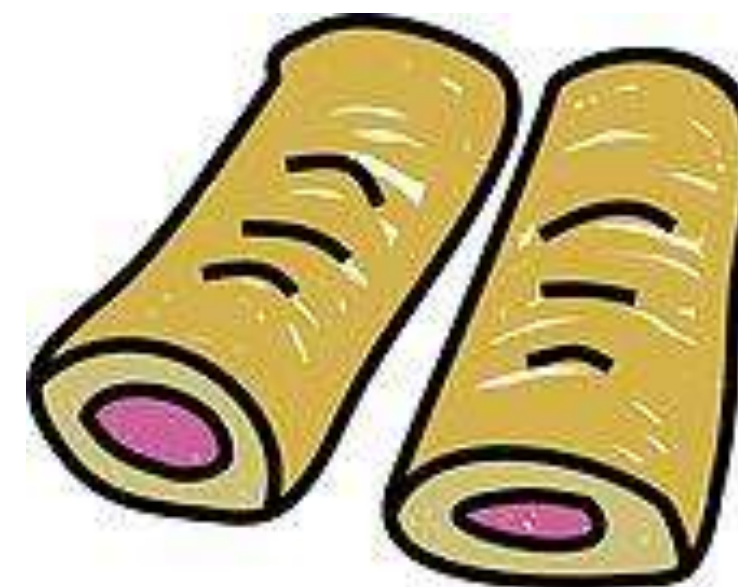


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Margin management...

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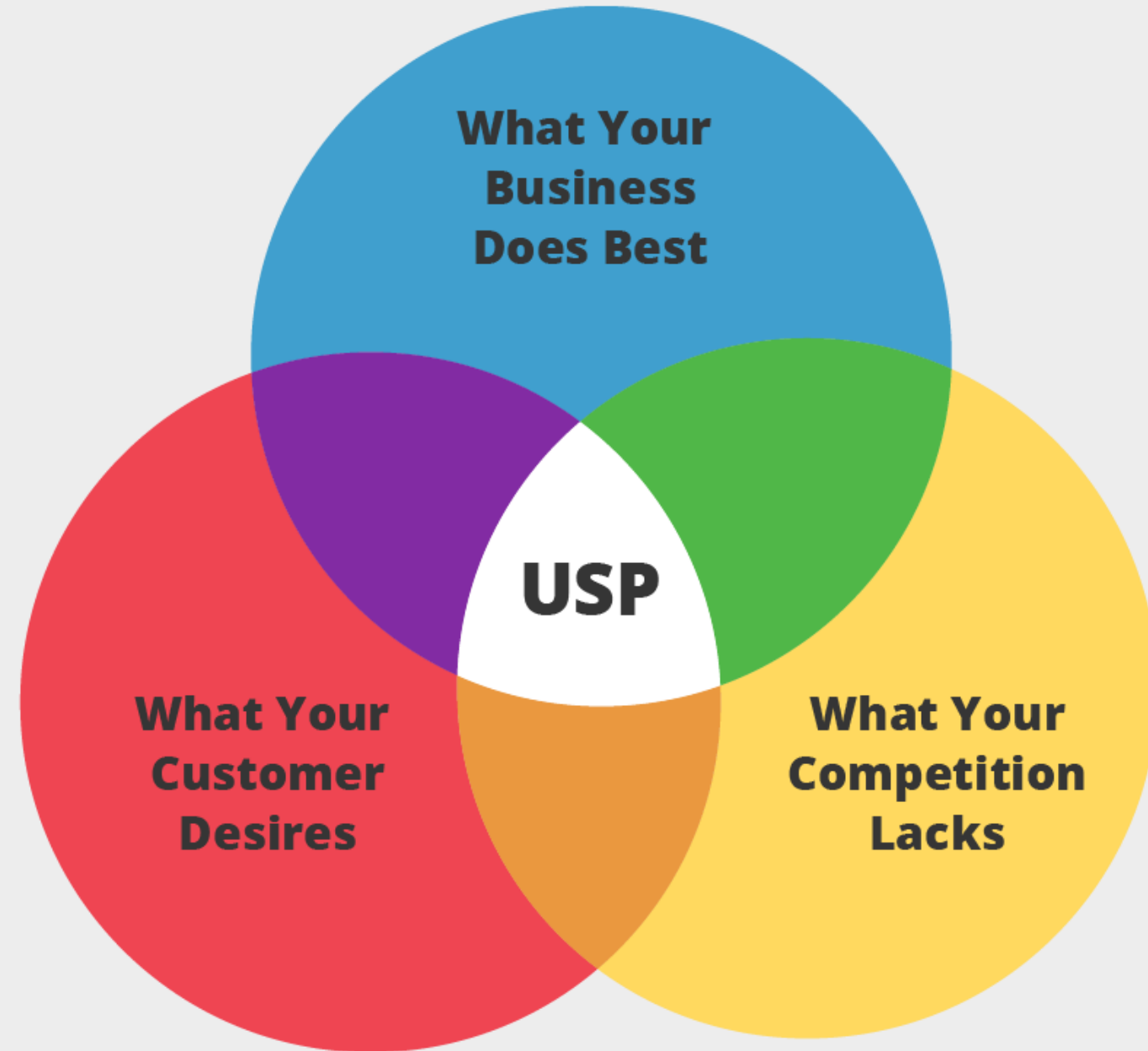
- Knowing your margins – shared targets
 - Dealing with cost increases
- Top sellers – 80/20%
 - EPOS is your friend!
- Margin mix
 - Impulse
 - Range extension



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But you can't bank percentages!

How to Create a Unique Selling Proposition



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New Galloway Enterprises



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The Anglers Rest Pub, Bamford

Remember to monitor & manage

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- Staff / Stock Levels
- Energy Efficiency (inc. team behaviour)
- Refrigeration / Cellar efficiency
- Suppliers / Contracts & Equipment
- The Background Stuff (insurance, utilities etc)
- Wastage / Internal & External Theft



And finally...

- Explore Plunkett resources and webinars on the **Member Hub**
 - Eg; Top Tips to Control Costs in Your Community Pub
 - Eg; How to Keep Your Community Shop Profitable
- Check Plunkett **Recommended Suppliers** for discounts
- Book a Plunkett **Health Check** with an expert advisor...
- **Call Plunkett** – it's what we're here for!
- **01993 630022**
- Visit www.plunkett.co.uk



Plunkett Foundation provides practical advice, support and training to help communities establish and run successful community businesses with long-term survival rates.

To get information and support for your community business, please contact the Plunkett Helpline on 01993 630022 or info@plunkett.co.uk