Part C

- 1. Using the data in the Appendices regarding Cherokee Hospitality Equipment & Supplies business, complete the following:
 - a) List all personnel you would consult with in order to gain adequate advice prior to commencing your reports.
 - b) Determine management requirements
 - c) Prepare a 1 year budget & projected financial statement including:
 - d) Sales forecast, taking into account additional information in Appendix F
 - e) Estimated expenses / inventory costs
 - f) Estimated profits
 - g) Ensure report layout and format comply with management information requirements, are clear and error-free

Note: You must use appropriate spreadsheet or accounting software to undertake this task.

Part D

 Using the data in the Appendices regarding Cherokee Hospitality Equipment & Supplies business, you are to compare their budgeted figures against actual figures located below:

Cherokee Hospitality Equipment & Supplies 1 year result:

Total Sales:

\$1,623,000

Total Purchases: \$701,400

Total Expenses: \$402,000e

You are to undertake the following:

- a) Prepare a variance analysis between budgeted and actual figures
- b) Ensure report demonstrates major differences and areas of underperformance
- c) List the discrepancy and analyse it as a positive or negative one
 - Locate the area and give at least 5 reasons why the discrepancy may have occurred
- d) Utilise the data provided to determine the effectiveness of the cost budgeting techniques used
- e) Give recommendations as to how their variance may be corrected for future budgets for the business. These recommendations should include systems to ensure mentoring and coaching.

The variance report should be submitted along with a written report detailing the answers to the above questions.

Appendix B – Cherokee Hospitality Equipment & Supplies

Marek owns a medium sized hospitality equipment & supplies business. He provides you with the following information which is current as of 1 December 20XX. All sales and purchasing figures are inclusive of GST.

Assets:

| Cash (Bank) | \$245,000 |
|--------------------|-----------|
| Computer equipment | \$16,400 |
| Delivery Van | \$26,000 |
| Phones | \$2,300 |
| Office Equipment | \$4,500 |
| Debtors | \$13,580 |
| Stock | \$117,303 |

Expenses

| Phone Service / Calls | \$780 |
|-----------------------|-----------|
| Electricity | \$1590 |
| Gas | \$600 |
| Water | \$550 |
| Insurance | \$1300 |
| Payroll | \$465,000 |
| Cleaning | \$850 |
| Finance Costs | \$1650 |
| Advertising | \$560 |
| Rent | \$25,000 |
| Petrol | \$560 |
| Accountants Fees | \$370 |
| Maintenance | \$1405 |
| Bank Fees | \$210 |
| Office Supplies | \$600 |
| | |

Creditors:

| \$22,626 |
|----------|
| \$3,653 |
| \$1,200 |
| \$35,622 |
| |

Marek has 3 customers that order supplies from him on a regular basis and he delivers to their premises. To keep these customers happy, Marek is providing this service on credit to the customers listed below. The listed customers have a debt owing to Marek as listed:

Debtors:

| P. L Farthings | \$1,323 |
|----------------------------|---------|
| J Smyth & Co | \$800 |
| L.L Incorporated | \$356 |
| National Appliances Direct | \$4,233 |

Appendix C – Cherokee Hospitality Equipment & Supplies Transactions October 20XX

Marek sold the following items:

| 12 fridges 15 freezers 13 microwaves 11 Range hoods 6 ovens 16 cook tops 18 dishwashers 22 Vacuums 14 Coffee makers 25 Toasters 5 Irons 16 Mixers 13 Deep fryers 4 Portable A/Cs 0 Hairdryers 14 Irons 14 Scale Sets 13 Kettles 15 Small Bins 7 Large Bins 9 Wine coolers | Each sold at: \$1600 \$800 \$470 \$190 \$2100 \$560 \$990 \$390 \$600 \$99 \$156 \$89 \$99 \$350 \$35 \$45 \$24 \$78 \$40 \$60 \$299 |
|---|--|
| • | • |
| 4 Dryers TOTAL All Sales for cash | \$330 \$111837 |

Marek purchased the following items:

| | Each pure | chased for: |
|--------------------|-----------|--|
| 10 fridges | \$800 | Purchased on credit from JRL |
| 15 freezers | \$250 | Purchased on Credit from JRL |
| 10 microwaves | \$150 | |
| 10 Range hoods | \$80 | • |
| 5 ovens | \$900 | |
| 15 cook tops | \$200 | |
| 15 dishwashers | \$450 | |
| 20 Vacuums | \$130 | Purchased on credit from Innovative Tech |
| 10 Coffee makers | \$250 | Purchased on credit from Innovative Tech |
| 20 Toasters | \$35 | |
| 5 Irons | \$78 | |
| 15 Mixers | \$45 | |
| 10 Deep fryers | \$45 | |
| 0 Portable A/Cs | \$180 | |
| 0 Hand dryers | \$9 | |
| 10 Irons | \$19 | |
| 10 Scale Sets | \$12 | |
| 10 Kettles | \$34 | |
| 10 Small Bins | \$13 | |
| 5 Large Bins | \$22 | |
| 15 Wine coolers | \$130 | |
| 5 Washing Machines | \$220 | Purchased on credit from Rowlings |
| 5 Dryers | \$210 | - |
| | | |

TOTAL \$40605

All Invoices paid at time of purchase unless otherwise stated

The following amounts were paid to creditors:

| JRL Holdings | \$5,000 |
|---------------------------|---------|
| Innovating Technology Ltd | \$2,000 |
| Rowlings & Sons | \$5,000 |

Deliver services were provided on credit to the following:

| P.L Farthings | | \$300 |
|----------------------------|-------|-------|
| J Smyth & Co | \$150 | |
| L.L Incorporated | | \$362 |
| National Appliances Direct | | \$600 |

The following was paid in expenses

| Phone Service / Calls Electricity Gas Water Insurance Payroll Cleaning Finance Costs Advertising Rent Petrol Accountants Fees Maintenance Bank Fees | \$65 \$132.50 \$50 \$45.83 \$108.33 \$38750 \$70.83 \$137.50 \$46.67 \$2083.33 \$46.67 \$30.83 \$117.08 \$17.50 |
|---|--|
| Bank Fees | \$17.50 \$17.50 \$ 50 |
| Office Supplies | φυυ |

Appendix D – Cherokee Hospitality Equipment & Supplies November 20XX

Marek sold the following items:

| | Each sold at: |
|---------------------|---------------|
| 8 fridges | \$1600 |
| 10 freezers | \$800 |
| 6 microwaves | \$470 |
| 15 Range hoods | \$190 |
| 5 ovens | \$2100 |
| 18 cook tops | \$560 |
| 18 dishwashers | \$990 |
| 26 Vacuums | \$390 |
| 18 Coffee makers | \$600 |
| 13 Toasters | \$99 |
| 7 Irons | \$156 |
| 11 Mixers | \$89 |
| 9 Deep fryers | \$99 |
| 6 Portable A/Cs | \$350 |
| 2 Hand dryers | \$35 |
| 16 Irons | \$ 45 |
| 18 Scale Sets | \$24 |
| 14 Kettles | \$78 |
| 14 Small Bins | \$ 40 |
| 17 Large Bins | \$60 |
| 10 Wine coolers | \$299 |
| 10 Washing Machines | \$340 |
| 4 Dryers | \$330 |

TOTAL

All Sales for cash

\$103136

Marek purchased the following items:

| | Each purch: | ased for: |
|--------------------|-------------|--|
| 5 fridges | \$800 | Purchased on credit from JRL |
| 5 freezers | \$250 | Purchased on Credit from JRL |
| 5 microwaves | \$150 | |
| 10 Range hoods | \$80 | |
| 5 ovens | \$900 | |
| 10 cook tops | \$200 | |
| 10 dishwashers | \$450 | |
| 20 Vacuums | \$130 | Purchased on credit from Innovative Tech |
| 10 Coffee makers | \$250 | Purchased on credit from Innovative Tech |
| 10 Toasters | \$35 | |
| 5 Irons | \$78 | |
| 10 Mixers | \$45 | |
| 5 Deep fryers | \$45 | |
| 5 Portable A/Cs | \$180 | |
| 0 Hand dryers | \$ 9 | |
| 15 Irons | \$19 | |
| 15 Scale Sets | \$12 | |
| 10 Kettles | \$34 | |
| 10 Small Bins | \$13 | |
| 5 Large Bins | \$22 | |
| 5 Wine coolers | \$130 | |
| 0 Washing Machines | \$220 | Purchased on credit from Rowlings |
| 0 Dryers | \$210 | J |
| TOTAL | \$26910 | |

All Invoices paid at time of purchase unless otherwise stated

The following amounts were paid to creditors:

| JRL Holdings | \$5,000 |
|---------------------------|---------|
| Innovating Technology Ltd | \$2,000 |
| LMS Marketing | \$1,200 |
| Rowlings & Sons | \$5,000 |

Deliver services were provided on credit to the following:

| P.L Farthings | | \$200 |
|----------------------------|-------|-------|
| J Smyth & Co | \$350 | |
| L.L Incorporated | | \$462 |
| National Appliances Direct | | \$490 |
| TTNT | | \$336 |

As of December 20XX, Marek gains another valuable customer, TTNT, who he sets up on the same credit delivery scheme as his other regular customers.

The following was paid in expenses

| Phone Service / Calls Electricity Gas Water Insurance Payroll Cleaning Finance Costs Advertising Rent Petrol Accountants Fees | \$65 \$132.50 \$50 \$45.83 \$108.33 \$38750 \$70.83 \$137.50 \$46.67 \$2083.33 \$46.67 \$30.83 |
|---|---|
| | |

TOTAL EXPENSES

\$41,752.08

Marek purchased the following items:

| | | Each purchased for: |
|---------------------|--------------|-------------------------------------|
| 10 fridges | \$800 | Purchased on credit from JRL |
| 10 freezers | \$250 | Purchased on Credit from JRL |
| 10 microwaves | \$150 | |
| 15 Range hoods | \$80 | |
| 10 ovens | \$900 | |
| 15 cook tops | \$200 | |
| 15 dishwashers | \$450 | |
| 30 Vacuums | \$130 | Purchased on credit from Innovative |
| Tech | | |
| 25 Coffee makers | \$250 | Purchased on credit from Innovative |
| Tech | | |
| 20 Toasters | \$35 | |
| 10 irons | \$78 | |
| 18 Mixers | \$45 | |
| 15 Deep fryers | \$45 | |
| 10 Portable A/Cs | \$180 | |
| 5 Hairdryers | \$9 | |
| 25 Irons | \$ 19 | |
| 25 Scale Sets | \$ 12 | |
| 20 Kettles | \$34 | |
| 30 Small Bins | \$ 13 | |
| 15 Large Bins | \$22 | |
| 15 Wine coolers | \$130 | |
| 10 Washing Machines | \$220 | Purchased on credit from Rowlings |
| 10 Dryers | \$210 | |

TOTAL \$55335

All Invoices paid at time of purchase unless otherwise stated

The following amounts were paid to creditors:

| JRL Holdings | \$10,000 |
|---------------------------|----------|
| Innovating Technology Ltd | \$4,000 |
| Rowlings & Sons | \$8,600 |

Deliver services were provided on credit to the following:

| P.L Farthings | \$965 |
|----------------------------|-------|
| L.L Incorporated | \$332 |
| National Appliances Direct | \$695 |

The following was paid in expenses

| Phone Service / Calls Electricity Gas | \$65 \$132.50 \$50 |
|---|--------------------------|
| Water | \$45.83 |
| Insurance | \$108.33 |
| Payroll | \$38750 |
| Cleaning | \$70.83 |
| Finance Costs | \$137.50 |
| Advertising | \$46.67 |
| Rent | \$2083.33 |
| Petrol | \$46.67 |
| Accountants Fees | \$30.83 |
| Maintenance | \$117.08 |
| Bank Fees | \$17.50 |
| Office Supplies | \$ 50 |

TOTAL EXPENSES

\$41,752.08

Appendix F – Cherokee Hospitality Equipment & Supplies Assumptions for 20XX financial year

Following research on market trends and consumer confidence, as well as inflation and other factors, Marek has provided you with the following set of assumptions for the 20XX business year.

- 1. Purchase cost of goods is set to rise by 5%
- Decreased consumer confidence means that sales are expected to decrease by 12%
- Marek believes he can increase his sale prices by 8% which should have minimal impact on overall sales, perhaps reducing total sales by a further 3%
- 4. Marek plans on reducing his expenses by laying off one of his part time staff members who has a yearly salary of \$47,000. This is hoped to have only minimal impact on productivity, however a decrease

Appendix G – Cherokee Hospitality Equipment & Supplies Historic Data

20XX Business Year

Total Sales: 1366000 Total Purchases: 643000 Total Expenses: 186000

Jan - September 20XX

Total Sales: 1080000
Total Purchases: 477000
Total Expenses: 378000

Bank Statement October 20XX

| | | Debit | Credit | Balance | |
|--------|------------------------|-------------|-------------|--------------|------|
| 1-Oct | BALANCE FORWARD | | | \$245,000.00 | CR |
| 3-Oct | Loan Costs (National) | \$137.50 | | \$244,862.50 | CR |
| 4-Oct | Telstra Invoice 365432 | \$65.00 | | \$244,797.50 | ÇR |
| 5-Oct | HLH Electricity | \$132.50 | | \$244,665.00 | CR |
| 6-Oct | Ultimate Gas | \$50.00 | | \$244,615.00 | CR |
| 8-Oct | Wages | \$19,375.00 | | \$225,240.00 | |
| 8-Oct | Rent | \$2,083.33 | | \$223,156.67 | ÇR |
| 9-Oct | Cash Deposit | | \$6,000.00 | \$229,156.67 | CR |
| 13-Oct | JRL Holdings | \$5,000.00 | | \$224,156.67 | CR |
| 15-Oct | Innovative Technology | \$2,000.00 | | \$222,156.67 | CR |
| 17-Oct | Cash Deposit | | \$25,837.00 | \$247,993.67 | CR |
| 22-Oct | Cash Withdraw | \$500.00 | | \$247,493.67 | CR |
| 22-Oct | Wages | \$19,375.00 | | \$228,118.67 | CR |
| 22-Oct | Purchase 11451 | \$12,620.00 | | \$215,498.67 | CR |
| 23-Oct | Shell | \$46.67 | | \$215,452.00 | CR |
| 23-Oct | Purchase 11452 | \$8,630.00 | | \$206,822.00 | CR |
| 25-Oct | Cash Withdraw | \$500.00 | | \$206,322.00 | CR |
| 25-Oct | Purchase 11453 | \$1,405.00 | | \$204,917.00 | ÇR |
| 25-Oct | LMS Marketing | \$46.67 | | \$204,870.33 | CR |
| 25-Oct | Cash Withdraw | \$50.00 | | \$204,820.33 | CR |
| 26-Oct | Water | \$45.83 | | \$204,774.50 | CR |
| 26-Oct | Insurance Direct Debit | \$108.33 | | \$204,666.17 | CR |
| 27-Oct | Corporate Cleaning Ltd | \$70.83 | | \$204,595.34 | CR |
| 27-Oct | Rowlings & Sons | \$5,000.00 | | \$199,595.34 | CR |
| 27-Oct | Cash Deposit | | \$35,000.00 | \$234,595.34 | CR |
| 28-Oct | Fees | \$17.50 | | \$234,577.84 | CR |
| 28-Oct | P.L.Harris Repairs | \$117.08 | | \$234,460.76 | CR |
| 29-Oct | Yarra Valley | \$45.83 | | \$234,414.93 | CR |
| 30-Oct | Cash Deposit | | \$45,000.00 | \$279,414.93 | CR · |
| 30-Oct | Cash Withdraw | \$500.00 | | \$278,914.93 | CR |
| 30-Oct | Office Supplies | \$50.00 | | \$278,864.93 | CR |

Bank Statement November 20XX

| | | Debit | Credit | Balance | |
|--------|------------------------|-------------|-------------|--------------|----|
| 1-Nov | BALANCE FORWARD | | | \$278,864.93 | CR |
| 3-Nov | Loan Costs (National) | \$137.50 | | \$278,727.43 | CR |
| 4-Nov | Telstra Invoice 365433 | \$65.00 | | \$278,662.43 | CR |
| 5-Nov | HLH Electricity | \$132.50 | | \$278,529.93 | CR |
| 6-Nov | Ultimate Gas | \$50.00 | | \$278,479.93 | CR |
| 8-Nov | Wages | \$19,375.00 | | \$259,104.93 | |
| 8-Nov | Rent | \$2,083.33 | | \$257,021.60 | CR |
| 9-Nov | Cash Deposit | | \$3,606.00 | \$260,627.60 | CR |
| 13-Nov | JRL Holdings | \$5,000.00 | | \$255,627.60 | CR |
| 15-Nov | Innovative Technology | \$2,000.00 | | \$253,627.60 | CR |
| 17-Nov | Cash Deposit | | \$9,000.00 | \$262,627.60 | CR |
| 22-Nov | Cash Withdraw | \$500.00 | | \$262,127.60 | CR |
| 22-Nov | Wages | \$19,375.00 | | \$242,752.60 | CR |
| 22-Nov | Purchase 11454 | \$7,209.00 | | \$235,543.60 | CR |
| 23-Nov | Shell | \$46.67 | | \$235,496.93 | ¢R |
| 23-Nov | Purchase 11455 | \$5,695.00 | | \$229,801.93 | CR |
| 25-Nov | Cash Withdraw | \$500.00 | | \$229,301.93 | CR |
| 25-Nov | Purchase 11456 | \$3,656.00 | | \$225,645.93 | CR |
| 25-Nov | LMS Marketing | \$1,200.00 | | \$224,445.93 | CR |
| 25-Nov | LMS Marketing | \$46.67 | | \$224,399.26 | CR |
| 25-Nov | Cash Withdraw | \$50.00 | | \$224,349.26 | CR |
| 26-Nov | Water | \$45.83 | | \$224,303.43 | CR |
| 26-Nov | Insurance Direct Debit | \$108.33 | | \$224,195.10 | CR |
| 27-Nov | Corporate Cleaning Ltd | \$70.83 | | \$224,124.27 | CR |
| 27-Nov | Rowlings & Sons | \$5,000.00 | | \$219,124.27 | CR |
| 27-Nov | Cash Deposit | | \$46,530.00 | \$265,654.27 | CR |
| 28-Nov | Fees | \$17.50 | | \$265,636.77 | CR |
| 28-Nov | P.L.Harris Repairs | \$117.08 | | \$265,519.69 | CR |
| 29-Nov | Yarra Valley | \$45.83 | | \$265,473.86 | CR |
| 30-Nov | Cash Deposit | | \$44,000.00 | \$309,473.86 | CR |
| 30-Nov | Cash Withdraw | \$500.00 | | \$308,973.86 | CR |
| 30-Nov | Office Supplies | \$50.00 | | \$308,923.86 | CR |

Appendix E – Cherokee Hospitality Equipment & Supplies December 20XX

Marek sold the following items:

| 40 5:11 | Each sold at: |
|---------------------|---------------|
| 16 fridges | \$1600 |
| 15 freezers | \$800 |
| 6 microwaves | \$470 |
| 8 Range hoods | \$190 |
| 8 ovens | \$2100 |
| 14 cook tops | \$560 |
| 14 dishwashers | \$990 |
| 29 Vacuums | \$390 |
| 26 Coffee makers | \$600 |
| 19 Toasters | \$9 9 |
| 9 Irons | \$156 |
| 16 Mixers | \$89 |
| 13 Deep fryers | \$99 |
| 8 Portable A/Cs | \$350 |
| 1 Hairdryers | \$35 |
| 21 Irons | \$45 |
| 22 Scale Sets | \$24 |
| 19 Kettles | \$78 |
| 31 Small Bins | \$40 |
| 16 Large Bins | \$60 |
| 16 Wine coolers | \$299 |
| 15 Washing Machines | \$340 |
| 8 Dryers | \$330 |
| - | - |

TOTAL

All Sales for cash

\$133860

Bank Statement December 20XX

| | | Debit | Credit | Balance | |
|--------|-------------------------|-------------|-------------|--------------|----|
| 1-Dec | BALANCE FORWARD | | | \$308,923.86 | CR |
| 3-Dec | Loan Costs (National) | \$137.50 | | \$308,786.36 | CR |
| 4-Dec | Telstra Invoice 3365434 | \$65.00 | | \$308,721.36 | CR |
| 5-Dec | HLH Electricity | \$132.50 | | \$308,588.86 | CR |
| 6-Dec | Ultimate Gas | \$50.00 | | \$308,538.86 | CR |
| 8-Dec | Wages | \$19,375.00 | | \$289,163.86 | |
| 8-Dec | Rent | \$2,083.33 | | \$287,080.53 | CR |
| 9-Dec | Cash Deposit | | \$32,615.00 | \$319,695.53 | CR |
| 13-Dec | JRL Holdings | \$10,000.00 | | \$309,695.53 | ÇR |
| 15-Dec | Innovative Technology | \$4,000.00 | | \$305,695.53 | CR |
| 17-Dec | Cash Deposit | | \$58,565.00 | \$364,260.53 | CR |
| 22-Dec | Cash Withdraw | \$500.00 | | \$363,760.53 | CR |
| 22-Dec | Wages | \$19,375.00 | | \$344,385.53 | CR |
| 22-Dec | Purchase 11457 | \$9,643.00 | | \$334,742.53 | CR |
| 23-Dec | Shell | \$46.67 | | \$334,695.86 | ÇR |
| 23-Dec | Purchase 11458 | \$11,555.00 | | \$323,140.86 | ÇR |
| 25-Dec | Cash Withdraw | \$500.00 | | \$322,640.86 | CR |
| 25-Dec | Purchase 11459 | \$11,287.00 | | \$311,353.86 | CR |
| 25-Dec | Cash Withdraw | \$600.00 | | \$310,753.86 | CR |
| 25-Dec | LMS Marketing | \$46.67 | | \$310,707.19 | CR |
| 25-Dec | Cash Withdraw | \$50.00 | | \$310,657.19 | CR |
| 26-Dec | Water | \$45.83 | | \$310,611.36 | CR |
| 26-Dec | Insurance Direct Debit | \$108.33 | | \$310,503.03 | CR |
| 27-Dec | Corporate Cleaning Ltd | \$70.83 | | \$310,432.20 | CR |
| 27-Dec | Rowlings & Sons | \$8,600.00 | | \$301,832.20 | CR |
| 27-Dec | Cash Deposit | | \$20,652.00 | \$322,484.20 | CR |
| 28-Dec | Fees | \$17.50 | | \$322,466.70 | CR |
| 28-Dec | P.L.Harris Repairs | \$117.08 | | \$322,349.62 | CR |
| 29-Dec | Yarra Valley | \$45.83 | | \$322,303.79 | CR |
| 30-Dec | Cash Deposit | | \$22,028.00 | \$344,331.79 | CR |
| 30-Dec | Cash Withdraw | \$500.00 | | \$343,831.79 | CR |
| 30-Dec | Office Supplies | \$50.00 | | \$343,781.79 | CR |