

BLOOMHILL BOUTIQUE

SUPPLIER INFORMATION PACKAGE

**A CONCEPT STORE BY BLOOMHILL CANCER CARE
SHOWCASING LOCAL ARTISANS, UPCYCLED AND UNIQUE
PIECES; WITH FUNDS SUPPORTING THOSE TOUCHED BY
CANCER.**

About Bloomhill Cancer Care Ltd

Starting in Buderim in 1997, Bloomhill Cancer Care exists to support those touched by cancer. We are the largest community-based cancer support organisation in our region. Each year we support around 1,300 clients through our nursing care and provide over 800 allied health care and wellness appointments each month at our wellness centre in Buderim.

Invasive cancer affects approximately 550 people per 100,000, across our community. It is estimated each year approximately 32-33,000 new cases of invasive cancers will be diagnosed among Queensland residents and approx. 9,500-10,000 Queenslanders die of the disease. Bloomhill supports 7-8% of all invasive cancer client diagnosis on the Sunshine Coast.

Our healthcare team, including experienced cancer care nurses and expert allied health professionals, work alongside the client's chosen medical pathway of care. We also offer support to the family to help them understand the cancer experience, and access services if needed. Our model of care supports members of the community through all stages when touched by cancer, from the time of diagnosis, during treatment, into the survivorship, dealing with recurrence or during palliative care.

We generate revenue to support our clients and services through our retail network which spans the coast (Beerwah, Brightwater, Buderim, Caloundra, Cooroy, Maleny, Maroochydore, Mooloolaba, Montville and Nambour). We pride ourselves on the network we continue to cultivate in the local community.

To find our more visit www.bloomhill.com.au.



About the Bloomhill Boutique

Bloomhill Boutique is a key part of our retail network. The Bloomhill Boutique is unique compared to our Op Shops located across the Sunshine Coast due to its diverse product offering of local artisans, one of a kind pieces, as well as pre-loved and new pieces too.

Located on Main Street, Montville this store is vital in helping us to raise revenue to support people with cancer, and so much more.

Our retail mission is to:

1. Raise funds to financially support our cancer care services and clients
2. Be a physical presence in our community to raise awareness of our services
3. Provide a communication pathway with new and existing supporters
4. Support an environmentally friendly, sustainable and feel-good way to shop
5. Provide a joyful shopping experience where all are welcome

The Bloomhill Retail Experience

Each of our store locations are led by a dedicated team of staff and volunteers, who every day work to embody our core values and deliver the Bloomhill retail experience, all the while ensuring that our stores retain their own individual charm.

Our goal is to deliver a shopping experience with:

1. Exceptional customer service that is welcoming, positive, inclusive, helpful and caring
2. Visibility of how purchases in our stores financially support our cancer care services and clients
3. High quality products and a variety of stock to support sustainable shopping
4. Fair pricing and value for money through loyalty and promotional incentives
5. Inviting, inspiring and modern environment that supports our customers' in-store journey and promotes return custom

Supplying Bloomhill Boutique

If you are a local artisan and you align with our 'why', retail mission and the experience we aim to deliver, you may be interested in becoming a supplier of the Bloomhill Boutique in Montville.

Building on the following principles this commission model is focused on ensuring sustainability and value for both suppliers and Bloomhill's local social purpose – We exist to provide personalised support for people touched by cancer.

This model is designed to provide some variability that will suit different suppliers based on their preferences to risk, pricing, volume, uniqueness to the local market and what they bring to the overall shop presence.

We look for products that are:

- Artisan made, created or designed story
- A good steady turnover, (approximately \$2,000 per month)
- Sufficient available stock and ability to replenish
- Seeking to make a longer-term commitment to be stocked
- A 'gift focus' for themselves or someone else
- Low perishability
- Good visibility in the social media space (business presence)

Commission Model

The model below maps out the figures and percentages between supplier cost, mark up, sales price, commission and GST applicable to invoicing.

- Where a supplier is GST registered, the GST component will be offset by the supplier's BAS claims on GST for supply materials.
- Where a supplier is not registered for GST, suppliers are going to be out of pocket for the GST component of sales commission, compared to their supplier's sale price.

Our team will work with you to ensure your costs are considered and your products are priced effectively to maximise on sales, turnover and revenue.

Examples of a 25% Commission Rate

Supplier Cost	Mark Up %	Mark Up \$	Store Selling price	Store Commission \$	Store Commission %	GST on commission	Invoiced to Supplier	Applicable only when Supplier is not GST registered	
								Return to Supplier when not GST registered	Out of pocket (to supplier cost) when not GST registered
\$50.00	33.3%	\$16.50	\$66.50	\$16.50	24.81%	\$1.65	\$18.15	\$48.35	-\$1.65
\$75.00	33.3%	\$24.98	\$99.98	\$24.98	24.98%	\$2.50	\$27.47	\$72.50	-\$2.50
\$100.00	33.3%	\$33.30	\$133.30	\$33.30	24.98%	\$3.33	\$36.63	\$96.67	-\$3.33
\$150.00	33.3%	\$49.95	\$199.95	\$49.95	24.98%	\$5.00	\$54.95	\$145.01	-\$5.00
\$200.00	33.3%	\$66.60	\$266.60	\$66.60	24.98%	\$6.66	\$73.26	\$193.34	-\$6.66
\$250.00	33.3%	\$83.25	\$333.25	\$83.25	24.98%	\$8.33	\$91.58	\$241.68	-\$8.32
\$300.00	33.3%	\$99.90	\$399.90	\$99.90	24.98%	\$9.99	\$109.89	\$290.01	-\$9.99
\$350.00	33.3%	\$116.55	\$466.55	\$116.55	24.98%	\$11.66	\$128.21	\$338.35	-\$11.66
\$400.00	33.3%	\$133.20	\$533.20	\$133.20	24.98%	\$13.32	\$146.52	\$386.68	-\$13.32

Examples of a 33 1/3% Commission rate

Supplier Cost	Mark Up %	Mark Up \$	Store Selling price	Store Commission \$	Store Commission %	GST on commission	Invoiced to Supplier	Applicable only when Supplier is not GST registered	
								Return to Supplier when not GST registered	Out of pocket (to supplier cost) when not GST registered
\$50.00	50.0%	\$25.00	\$75.00	\$25.00	33.33%	\$2.50	\$27.50	\$47.50	-\$2.50
\$75.00	50.0%	\$37.50	\$112.50	\$37.50	33.33%	\$3.75	\$41.25	\$71.25	-\$3.75
\$100.00	50.0%	\$50.00	\$150.00	\$50.00	33.33%	\$5.00	\$55.00	\$95.00	-\$5.00
\$150.00	50.0%	\$75.00	\$225.00	\$75.00	33.33%	\$7.50	\$82.50	\$142.50	-\$7.50
\$200.00	50.0%	\$100.00	\$300.00	\$100.00	33.33%	\$10.00	\$110.00	\$190.00	-\$10.00
\$250.00	50.0%	\$125.00	\$375.00	\$125.00	33.33%	\$12.50	\$137.50	\$237.50	-\$12.50
\$300.00	50.0%	\$150.00	\$450.00	\$150.00	33.33%	\$15.00	\$165.00	\$285.00	-\$15.00
\$350.00	50.0%	\$175.00	\$525.00	\$175.00	33.33%	\$17.50	\$192.50	\$332.50	-\$17.50
\$400.00	50.0%	\$200.00	\$600.00	\$200.00	33.33%	\$20.00	\$220.00	\$380.00	-\$20.00

Examples of a 43% Commission Rate

Supplier Cost	Mark Up %	Mark Up \$	Store Selling price	Store Commission \$	Store Commission %	GST on commission	Invoiced to Supplier	Return to Supplier when not GST registered	Out of pocket (to supplier cost) when not GST registered
\$50.00	75.0%	\$37.50	\$87.50	\$37.50	42.86%	\$3.75	\$41.25	\$46.25	-\$3.75
\$75.00	75.0%	\$56.25	\$131.25	\$56.25	42.86%	\$5.63	\$61.88	\$69.38	-\$5.63
\$100.00	75.0%	\$75.00	\$175.00	\$75.00	42.86%	\$7.50	\$82.50	\$92.50	-\$7.50
\$150.00	75.0%	\$112.50	\$262.50	\$112.50	42.86%	\$11.25	\$123.75	\$138.75	-\$11.25
\$200.00	75.0%	\$150.00	\$350.00	\$150.00	42.86%	\$15.00	\$165.00	\$185.00	-\$15.00
\$250.00	75.0%	\$187.50	\$437.50	\$187.50	42.86%	\$18.75	\$206.25	\$231.25	-\$18.75
\$300.00	75.0%	\$225.00	\$525.00	\$225.00	42.86%	\$22.50	\$247.50	\$277.50	-\$22.50
\$350.00	75.0%	\$262.50	\$612.50	\$262.50	42.86%	\$26.25	\$288.75	\$323.75	-\$26.25
\$400.00	75.0%	\$300.00	\$700.00	\$300.00	42.86%	\$30.00	\$330.00	\$370.00	-\$30.00

Applicable only when Supplier is not GST registered	
Return to Supplier when not GST registered	Out of pocket (to supplier cost) when not GST registered
\$46.25	-\$3.75
\$69.38	-\$5.63
\$92.50	-\$7.50
\$138.75	-\$11.25
\$185.00	-\$15.00
\$231.25	-\$18.75
\$277.50	-\$22.50
\$323.75	-\$26.25
\$370.00	-\$30.00

Examples of a 50% Commission Rate

Supplier Cost	Mark Up %	Mark Up \$	Store Selling price	Store Commission \$	Store Commission %	GST on commission	Invoiced to Supplier	Return to Supplier when not GST registered	Out of pocket (to supplier cost) when not GST registered
\$50.00	100.0%	\$50.00	\$100.00	\$50.00	50.00%	\$5.00	\$55.00	\$45.00	-\$5.00
\$75.00	100.0%	\$75.00	\$150.00	\$75.00	50.00%	\$7.50	\$82.50	\$67.50	-\$7.50
\$100.00	100.0%	\$100.00	\$200.00	\$100.00	50.00%	\$10.00	\$110.00	\$90.00	-\$10.00
\$150.00	100.0%	\$150.00	\$300.00	\$150.00	50.00%	\$15.00	\$165.00	\$135.00	-\$15.00
\$200.00	100.0%	\$200.00	\$400.00	\$200.00	50.00%	\$20.00	\$220.00	\$180.00	-\$20.00
\$250.00	100.0%	\$250.00	\$500.00	\$250.00	50.00%	\$25.00	\$275.00	\$225.00	-\$25.00
\$300.00	100.0%	\$300.00	\$600.00	\$300.00	50.00%	\$30.00	\$330.00	\$270.00	-\$30.00
\$350.00	100.0%	\$350.00	\$700.00	\$350.00	50.00%	\$35.00	\$385.00	\$315.00	-\$35.00
\$400.00	100.0%	\$400.00	\$800.00	\$400.00	50.00%	\$40.00	\$440.00	\$360.00	-\$40.00

Applicable only when Supplier is not GST registered	
Return to Supplier when not GST registered	Out of pocket (to supplier cost) when not GST registered
\$45.00	-\$5.00
\$67.50	-\$7.50
\$90.00	-\$10.00
\$135.00	-\$15.00
\$180.00	-\$20.00
\$225.00	-\$25.00
\$270.00	-\$30.00
\$315.00	-\$35.00
\$360.00	-\$40.00



Trial Period

We are looking for productive and mutually beneficial supplier relationships.

To assist in supporting both parties establish if the Bloomhill Boutique is the right space for you, we offer up to a 3-month incentive / trial period. During this period, we offer you a reduced commission rate and will monitor the response to your product and the productivity of sales.

During this time our Store Manager will actively liaise with you, so that you know how the stock is progressing, provide you with feedback on pricing and customer feedback.

We'll work with you to address any concerns and continue to improve sales. Where we feel the products aren't positioned correctly (e.g. price) we'll talk you through our markdown process.

We're looking forward to hearing from you.

For more information and enquires please email boutique@bloomhill.com.au or visit us in store.

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Monday to Sunday 10:00am – 3:00pm



