LOWTHER GARDENS TRUST BUSINESS PLAN / FINANCIAL FORECAST APPENDIX 1

LOWTHER GARDENS (LYTHAM) MANAGEMENT LTD						
5 YEAR PLAN 2017 - 2022						
INCOME	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	
	2017/18	**2018/19**	**2019/20**	**2020/21**	**2021/22**	
Joint Venture shows						
Income	343,400	346,834	350,302	353,805	357,343	1% Yearly Increase
Expenditure	274,720	277,467	280,242	283,044	285,875	
Net Income	**68,680**	**69,367**	**70,060**	**70,761**	**71,469**	Gross Profit Margin 20%
Hires						
Hire Fee	90,000	92,700	95,481	98,345	101,296	3% Yearly Increase
Box Office Commission	16,000	16,480	16,974	17,484	18,008	Commision on BO Income 8.25%
Total income	**106,000**	**109,180**	**112,455**	**115,829**	**119,304**	
BO Agency						
Sales	139,380	140,774	142,182	143,603	145,039	1% Yearly Increase
Commission	**11,499**	**11,614**	**11,730**	**11,847**	**11,966**	Commission 8.25%
Bar						
Sales	80,800	81,608	82,424	83,248	84,081	1% Yearly Increase
Costs	28,280	28,563	28,848	29,137	29,428	
Gross profit	**52,520**	**53,045**	**53,576**	**54,111**	**54,653**	Gross profit margin 65%
Ice Cream						
Sales	7,070	7,211	7,356	7,503	7,653	2% Yearly Increase
Costs	3,535	3,606	3,678	3,751	3,826	
Gross Profit	**3,535**	**3,606**	**3,678**	**3,751**	**3,826**	Gross profit margin 50%
Games						
Income	17,500	17,500	17,500	17,500	17,500	
Expenditure	14,875	14,875	14,875	14,875	14,875	
Net income	**2,625**	**2,625**	**2,625**	**2,625**	**2,625**	
Technical						
Income	9,000	10,000	10,200	10,404	10,612	
Expenditure	3,000	3,000	3,060	3,121	3,184	
Net income	**6,000**	**7,000**	**7,140**	**7,283**	**7,428**	
Theatre Tokens						
Sales	2,500	2,500	2,500	2,500	2,500	
Payments and Commission	2,500	2,500	2,500	2,500	2,500	
Net income	**0**	**0**	**0**	**0**	**0**	
Gift Shop Outlet						
Sales	10,000	12,000	15,000	18,000	20,000	
Costs	5,000	6,000	7,500	9,000	10,000	
Net Income	**5,000**	**6,000**	**7,500**	**9,000**	**10,000**	Gross profit margin 50%
Additionality Projects						
Income	16,000	16,320	16,646	16,979	17,319	
Expenditure	30,000	30,600	31,212	31,836	32,473	
Net Income	**(14,000)**	**(14,280)**	**(14,566)**	**(14,857)**	**(15,154)**	
LOWTHER GARDENS (LYTHAM) MANAGEMENT LTD						
5 YEAR PLAN 2017 - 2022						
INCOME	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	
	2017/18	**2018/19**	**2019/20**	**2020/21**	**2021/22**	
Other Income						
Café Rental	13,500	26,000	27,000	28,000	29,000	
Car Parking	3,500	3,500	3,500	3,500	3,500	
Advertising	2,500	2,500	2,500	2,500	2,500	
Community Sponsorship	1,000	1,000	1,000	1,000	1,000	
Show Merchandise	2,300	2,300	2,300	2,300	2,300	
Foyer Additionalities	2,000	2,000	2,000	2,000	2,000	
Bank Interest	100	100	100	100	100	
Miscellaneous	750	750	750	750	750	
Total	**25,650**	**38,150**	**39,150**	**40,150**	**41,150**	
Fylde Borough Council	**31,667**	**31,667**	**31,667**	**31,667**	**31,667**	
Total Net Income	**299,176**	**317,974**	**325,016**	**332,168**	**338,934**	

LOWTHER GARDENS (LYTHAM) MANAGEMENT LTD

5 YEAR PLAN 2017 - 2022

OVERHEADS	**Year 1**	**Year 2**	**Year 3**	**Year 4**	**Year 5**	
	2017/18	**2018/19**	**2019/20**	**2020/21**	**2021/22**	
Staff Salaries	160,680	175,500	180,000	184,000	188,000	
Employer NI	10,043	10,969	11,250	11,500	11,750	
Employer Pension	3,214	3,278	3,343	3,410	3,479	
Rent/Rates & Insurance	4,794	4,890	4,988	5,087	5,189	.
Heat, Light & Power	16,830	17,167	17,510	17,860	18,217	
Motor Expenses	1,561	1,592	1,624	1,657	1,690	
Travelling & Entertainment	510	520	531	541	552	
Printing Stationary & Postage	14,566	14,857	15,154	15,458	15,767	
Promotion	12,750	13,005	13,265	13,530	13,801	
Credit Card & Internet charges	10,913	11,023	11,134	11,246	11,358	
Telephone and IT	15,300	15,606	15,918	16,236	16,561	
Professional Fees	7,140	7,283	7,428	7,577	7,729	
Equipment Hire, Rental, Repairs	15,300	15,606	15,918	16,236	16,561	
Property Maintenance	10,866	11,083	11,305	11,531	11,762	
General Expenses	2,000	2,040	2,081	2,122	2,165	
Bank Charges	2,040	2,081	2,122	2,165	2,208	
Irrecoverable VAT						
Depreciation	2,081	2,123	2,165	2,208	2,253	
Contingencies	8,718	9,259	9,472	9,671	9,871	3% of Expenses
						Unused Contingencies transferre
Total	**299,305**	**317,881**	**325,209**	**332,037**	**338,912**	
Net Surplus / (Deficit)	**(129)**	**93**	**(193)**	**131**	**21**	