

**LOWTHER GARDENS (LYTHAM) MANAGEMENT LTD**  
**3 YEAR PLAN 2022 - 2025**

<b>INCOME</b>	<b>Year 1 2022/23</b>	<b>Year 2 2023/24</b>	<b>Year 3 2024/25</b>	
<b>Joint Venture shows</b>				
Income	450,000	472,500	496,125	5% Yearly Increase
Expenditure	337,500	354,375	372,094	
<b>Net Income</b>	<b>112,500</b>	<b>118,125</b>	<b>124,031</b>	Gross Profit Margin 25%
<b>Hires</b>				
Hire Fee	83,628	86,137	88,721	3% Yearly Increase
Box Office Commission	60,000	63,000	66,150	Commision on BO Income 8.25%
<b>Total income</b>	<b>143,628</b>	<b>149,137</b>	<b>154,871</b>	
<b>BO Agency</b>				
Sales	100,000	103,000	106,090	3% Yearly Increase
<b>Commission</b>	<b>10,000</b>	<b>10,300</b>	<b>10,609</b>	10% Commission
<b>Bar</b>				
Sales	150,000	157,500	165,375	5% Yearly Increase
Costs	52,500	55,125	57,881	
<b>Gross profit</b>	<b>97,500</b>	<b>102,375</b>	<b>107,494</b>	Gross profit margin 65%
<b>Games</b>				
Income	15,000	15,750	16,538	5% Yearly Increase
Expenditure	12,750	13,388	14,057	
<b>Net income</b>	<b>2,250</b>	<b>2,363</b>	<b>2,481</b>	
<b>Technical</b>				
Income	20,000	21,000	22,050	5% Yearly Increase
Expenditure	12,000	12,000	12,000	
<b>Net income</b>	<b>8,000</b>	<b>9,000</b>	<b>10,050</b>	
<b>Theatre Tokens</b>				
Sales	5,000	5,000	5,000	
Payments and Commission	5,000	5,000	5,000	
<b>Net income</b>	<b>0</b>	<b>0</b>	<b>0</b>	

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INCOME	Year 1 2022/23	Year 2 2023/24	Year 3 2024/25	
<b>Gift Shop Foyer Outlet</b>				
Sales	10,000	10,500	11,025	5% Yearly Increase
Costs	5,000	5,250	5,513	5% Yearly Increase
<b>Net Income</b>	<b>5,000</b>	<b>5,250</b>	<b>5,513</b>	Gross profit margin 50%
<b>Additionality Projects</b>				
Income	20,000	21,000	22,050	5% Yearly Increase
Expenditure	15,000	15,750	16,538	5% Yearly Increase
<b>Net Income</b>	<b>5,000</b>	<b>5,250</b>	<b>5,513</b>	
<b>Other Income</b>				
Café Rental	16,000	16,000	16,000	
Car Parking	25,000	26,250	27,563	
Advertising	10,000	10,500	11,025	
Community Sponsorship	10,000	10,500	11,025	
Show Merchandise	2,500	2,625	2,756	
Bank Interest	0	0	0	
Miscellaneous	1,000	1,000	1,000	
<b>Total</b>	<b>64,500</b>	<b>66,875</b>	<b>69,369</b>	
<b>Fylde Borough Council</b>	<b>43,668</b>	<b>43,668</b>	<b>43,668</b>	
<b>Total Net Income</b>	<b>492,046</b>	<b>512,342</b>	<b>533,597</b>	

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<b>OVERHEADS</b>	<b>Year 1 2022/23</b>	<b>Year 2 2023/24</b>	<b>Year 3 2024/25</b>	
Staff Salaries	225,000	236,250	248,063	
Employer NI	10,000	10,500	11,025	
Employer Pension	4,500	4,725	4,961	
Rent/Rates & Insurance	8,500	8,925	9,371	
Heat, Light & Power	10,000	10,800	11,340	
Motor Expenses	1,000	1,030	1,061	
Travelling & Entertainment	500	515	530	
Printing Stationary & Postage	15,000	15,450	15,914	
Promotion	15,000	15,450	15,914	
Credit Card & Internet charges	12,000	12,360	12,731	
Telephone and IT	35,000	36,050	37,132	
Professional Fees	50,000	51,500	53,045	
Equipment Hire, Rental, Repairs	30,000	30,900	31,827	
Property Maintenance	25,000	25,750	26,523	
General Expenses	5,000	5,150	5,305	
Bank Charges	1,500	1,575	1,654	
Loan Interest/Repayments	10,000	10,000	10,000	
FBC Roof Loan Repayment	5,000	5,000	5,000	
Depreciation	15,000	15,450	15,914	
Contingencies	14,340	14,921	15,519	3% of Expenses
<b>Total</b>	<b>492,340</b>	<b>512,301</b>	<b>532,826</b>	
<b>Net Surplus / (Deficit)</b>	<b>(294)</b>	<b>41</b>	<b>771</b>	