

CONFIDENTIAL - NOT FOR PUBLIC ISSUE

LOWTHER GARDENS (LYTHAM) MANAGEMENT LTD

Q4 Draft Management Accounts - Jan to Mar22

Income	Actual for period	Budget for period	Variance	Variance %	Actual to date	Budget to date	Variance	Variance %
Joint Venture								
Income	107,950	76,330	31,620	41.43	448,310	449,000	(690)	(0.15)
Expenditure	87,636	61,378	26,258	42.78	352,404	361,050	(8,646)	(2.39)
Net Income	20,314	14,952	5,362	35.86	95,906	87,950	7,956	9.05
Hires								
Hire Fee	23,148	15,000	8,148	54.32	53,156	50,000	3,156	6.31
BO Commission	9,708	11,180	(1,472)	(13.17)	27,004	43,000	(15,996)	(37.20)
Total Income	32,856	26,180	6,676	25.50	80,160	93,000	(12,840)	(13.81)
BO Agency								
Sales	0	0	0	0.00	9,580	0	9,580	0.00
Commission	647	0	647	0.00	2,276	0	2,276	0.00
Bar, Ice Cream, Soft Drinks, Sweet & Snacks								
Sales	51,033	24,980	26,053	104.30	178,069	102,800	75,269	73.22
Costs	17,861	8,743	9,118	104.28	62,324	35,980	26,344	73.22
Gross profit	33,172	16,237	16,935	104.30	115,745	66,820	48,925	73.22
Games								
Income	1,450	2,666	(1,216)	(45.61)	10,464	13,330	(2,866)	(21.50)
Expenditure	1,232	2,266	(1,035)	(45.66)	8,894	11,331	(2,436)	(21.50)
Net Income	218	400	(182)	(45.61)	1,570	2,000	(430)	(21.50)
Technical								
Income	9,798	3,231	6,567	203.25	26,794	13,750	13,044	94.87
Expenditure	1,522	0	1,522	0.00	2,187	0	2,187	0.00
Net income	8,276	3,231	5,045	156.14	24,607	13,750	10,857	78.96
Theatre Tokens								
Sales & Commission	763	0	763	0.00	3,840	0	3,840	0.00
Payments & Commission	787	0	787	0.00	3,929	0	3,929	0.00
Net income	(24)	0	(24)	0.00	(89)	0	(89)	0.00
Additionality Projects (Cinema/Streaming)								
Income	2,196	7,790	(5,594)	(71.81)	18,967	37,790	(18,823)	(49.81)
Expenditure	3,321	(105)	3,426	(3,262.86)	16,966	26,895	(9,929)	(36.92)
Net income	(1,125)	7,895	(9,020)	(114.25)	2,001	10,895	(8,894)	(81.63)

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Other Income								
Café Rental	0	0	0	0.00	16,000	16,000	0	0.00
Car Parking	4,347	6,135	(1,788)	(29.14)	26,705	26,500	205	0.77
Advertising	1,957	0	1,957	0.00	7,073	0	7,073	0.00
Youth Theatre/Technical Training Fees	2,127	0	2,127	0.00	3,182	0	3,182	0.00
Community Sponsorship	0	500	(500)	0.00	7,000	2,000	5,000	250.00
Show Merchandise	262	0	262	0.00	2,778	0	2,778	0.00
Foyer Additional	46	0	46	0.00	535	0	535	0.00
Bank Interest	0	0	0	0.00	0	0	0	0.00
Donations	547	5,500	(4,953)	(90.05)	20,703	22,000	(1,297)	(5.90)
Miscellaneous	15,000	112	14,888	0.00	85,000	2,300	82,700	3,595.65
Total	24,286	12,247	12,039	98.30	168,976	68,800	100,176	145.60
Fylde Borough Council	6,666	6,666	0	0.00	26,667	26,667	0	0.00
Total Net Income	125,285	87,808	37,477	42.68	517,819	369,882	147,938	40.00

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OVERHEADS	Actual for period	Budget for period	Variance	Variance %	Actual to date	Budget to date	Variance	Variance %
Staff Salaries	36,815	41,320	(4,505)	(10.90)	131,353	165,280	(33,927)	(20.53)
Staff Hire/Casual Staff	10,160	3,275	6,885	210.23	34,607	13,100	21,507	164.18
Employer NI	2,416	2,821	(405)	(14.36)	3,921	9,200	(5,279)	(57.38)
Employer Pension	448	830	(382)	(46.02)	1,544	3,320	(1,776)	(53.49)
Rent/Rates & Insurance	3,127	2,500	627	25.08	10,508	10,000	508	5.08
Heat, Light & Power	933	5,125	(4,192)	(81.80)	11,012	20,500	(9,488)	(46.28)
Motor Expenses	176	57	119	208.77	227	228	(1)	(0.44)
Travelling & Entertainment	0	0	0	0.00	0	0	0	0.00
Printing Stationary&Postage	1,191	1,500	(309)	(20.60)	3,515	6,000	(2,485)	(41.42)
Promotion	6,011	3,375	2,636	78.10	23,750	13,500	10,250	75.93
Credit Card charges	3,841	500	3,341	668.20	12,483	2,000	10,483	524.15
Telephone and IT	9,856	9,125	731	8.01	35,577	36,500	(923)	(2.53)
Professional Fees	19,927	13,625	6,302	46.25	55,472	54,500	972	1.78
Equipment Hire, Rental, Repairs	18,404	7,463	10,941	146.60	42,900	29,850	13,050	43.72
Property Maintenance	6,868	12,437	(5,569)	(44.78)	28,611	49,750	(21,139)	(42.49)
General Expenses	1,461	1,875	(414)	(22.08)	3,180	7,500	(4,320)	(57.60)
Bank Charges/Loan Payments Interest	3,072	4,750	(1,678)	(35.33)	12,403	19,000	(6,597)	(34.72)
Depreciation	25,000	0	25,000	0.00	25,000	0	25,000	0.00
Contingencies	0	0	0	0.00	0	0	0	0.00
Total Expenditure	149,706	110,578	39,128	35.38	436,063	440,228	(4,165)	(0.95)
Net Surplus / (Deficit)	(24,421)	(22,770)	(1,651)	(7.25)	81,756	(70,346)	152,102	216.22