

Profit and Loss Statement

Hawthorns Centre - Desborough

Three years commencing 1st September 2011

Stated in £'s

Gross margin **87.2%**
Return on sales **12.1%**

	Yr 1	Yr 2	Yr 3	Current Period as % of Sales	% Change from Prior Period	% Change from Budget
Sales Revenue						
Sports Hall	46,000	49,000	52,000	26.5%	13.0%	6.1%
Fitness Suite	10,000	11,000	12,000			
Squash Courts	10,500	12,500	14,000			
Tennis/5 a side	4,000	4,500	5,000			
Football Pitch 1	700	1,400	2,000			
Football/Cricket Pitch 2	1,500	3,000	4,000	2.0%	166.7%	33.3%
Own fund raising	1,500	3,000	3,000			
Bar Food	10,000	12,000	14,000	7.1%	40.0%	16.7%
Bar Wet	18,000	20,000	22,000			
Corporate Hire	5,000	10,000	15,000			
Leisure Pass Membership	26,000	27,000	28,000			
Main bar activities	15,000	20,000	23,000			
Vending	1,500	2,000	2,200			
Total Sales Revenue	149,700	175,400	196,200	100.0%	31.1%	11.9%
Subsidy/Grant	50,000					
Cost of Sales						
Sports Hall maintenance	2,500	1,000	1,000			
Fitness Suite maintenance	1,200	500	500			
Squash court maintenance	2,000	700	1,000			
Tennis/5 a side maintenance	2,000	400	800			
Football Pitch 1 maintenance	2,000	1,000	1,000			
Football/Cricket Pitch 2 maintenance	2,000	1,000	1,000			
Bar Food	5,000	6,000	7,000			
Bar Wet	9,000	10,000	11,000			
Vending	1,200	1,600	1,760	0.9%	46.7%	10.0%
Total Cost of Sales	26,900	22,200	25,060	12.8%	-6.8%	12.9%
Gross Profit	172,800	153,200	171,140	87.2%	-1.0%	11.7%
Operating Expenses						
Sales and Marketing						
Advertising	6,000	3,000	3,500	1.8%	-41.7%	16.7%
Direct marketing	750	1,500	1,500	0.8%	100.0%	0.0%
Website & email database	1,000	400	400	0.2%	-60.0%	0.0%
				0.0%	-	-
Total Sales and Marketing Expenses	7,750	4,900	5,400	2.8%	-30.3%	10.2%
Repairs and renewals						
General repair/refurbishment	20,000	10,000	20,000	10.2%	0.0%	100.0%
Till/Booking System	4,000					
Fitness Suite equipment purchase	22,000			0.0%	-	-
Equipment renewal	1,200	1,200	1,200	0.6%	0.0%	0.0%
				0.0%	-	-
Total Repairs and Renewals Expenses	47,200	11,200	21,200	10.8%	-55.1%	89.3%
General and Administrative						
Wages and salaries	85,000	86,000	87,000	44.3%	2.4%	1.2%
Rates	4,000	4,000	4,000	2.0%	0.0%	0.0%
Utilities	18,000	19,000	20,000	10.2%	11.1%	5.3%
Telephone	750	800	820	0.4%	9.3%	2.5%
IT Maintenance	500	500	500	0.3%	0.0%	0.0%
Insurance - buildings	1,700	1,800	1,900	1.0%	11.8%	5.6%
Insurance - trustees/public liability	800	800	800	0.4%	0.0%	0.0%
Admin/General	3,000	3,500	3,500	1.8%	16.7%	0.0%
Accountancy & stocktaking	2,200	2,200	2,200	1.1%	0.0%	0.0%
				0.0%	-	-
				0.0%	-	-
				0.0%	-	-
				0.0%	-	-
Total General and Administrative Expenses	115,950	118,600	120,720	61.5%	4.1%	1.8%
Total Operating Expenses	170,900	134,700	147,320	75.1%	-13.8%	9.4%
Income from Operations	1,900	18,500	23,820	12.1%	1153.7%	28.8%
Other Income				0.0%	-	-
					-	-
Net Profit before tax	1,900	18,500	23,820	12.1%	1153.7%	28.8%