

# HADDO COUNTRY PARK FORUM LTD.

## Expenditure and Income Projections

	Items	Balance
<b><u>EXPENDITURE</u></b>		
<b>* Staffing costs / salary calculations</b>		
VSO salary per annum	£ 24,570	
NI and pension contributions per annum	£ 3,120	
Payroll processing	£ 338	
Public liability and employment liability	£ 800	
Training	£ 120	
<b>Total</b>	<b>£ 28,948</b>	<b>-£ 28,948</b>
<b>Costs for car park machinery and maintenance</b>		
Consultation and planning	£ 500	
Capital and setup costs (all machines)	£ 15,108	
Annual operational costs	£ 3,400	
Staffing of parking inspector	£ 4,032	
<b>Total</b>	<b>£ 23,040</b>	<b>-£ 23,040</b>
<b>Costs related to financing and accounting</b>		
Interest on loan	£ 288	
Annual bank fees	£ 720	
Audit fees	£ 1,800	
Preparation of accounts	£ 337	
<b>Total</b>	<b>£ 3,145</b>	<b>-£3,145</b>
<b>Miscellaneous costs (estimates)</b>		
Printing, copying, general office supplies and repairs	£ 1,500	
Events budget	£ 5,000	
Website/IT support	£ 200	
Mailchimp fees - newsletter	£ 360	
Smart Survey fees - visitor survey	£ 60	
Rental costs	£ 900	
<b>Total</b>	<b>£ 8,020</b>	<b>-£ 8,020</b>
<b>TOTAL ANNUAL OPERATING COSTS</b>		<b><u>-£ 63,153</u></b>
<b><u>INCOME</u></b>		
<b>Projected income from car parking charges</b>		
Band 1 parking	£ 27,300	
Band 2 parking	£ 15,925	
Band 3 parking	£ 1,500	
Band 4 parking	£ 1,500	
Band 5 parking	£ 750	
Band 6 parking	£ 1,500	
<b>Total income from parking fees</b>	<b>£ 48,475</b>	<b>£ 48,475</b>
<b>Miscellaneous income (estimates)</b>		
Events	£ 8,000	
Park rental	£ 1,000	
Rental from a hot drink outlet	£ 1,200	
Haddo merchandise	£ 400	
Funding application income	£ 4,000	
Donations from businesses and visitors	£ 1,000	
Haddo trail map	£ 200	
<b>Total income from miscellaneous</b>	<b>£ 15,800</b>	<b>£ 15,800</b>
<b>TOTAL ANNUAL INCOME (not profits)</b>		<b><u>£ 64,275</u></b>
<b><u>ANNUAL SURPLUS / DEFICIT - Year 1</u></b>		<b><u>£ 1,123</u></b>

**\* NOTE:**

These costs are for 2019 and indicate an increase in employer pension contributions. The figure does not include future salary

## CAR PARK TICKET MACHINE PROJECT

### Expenditure and Income Projections

#### INCOME

	Items	Balance
<b>Vehicle Numbers and Payment Compliance</b>		
Total parked vehicles in ticketing operations period	34,200	
Payment compliance %	65%	
<b>Total paying vehicles in operations period</b>	<b>22,230</b>	
<b>Ticketing Band 1 (&lt;2 hours dwell time)</b>		
Percentage of paying vehicles in Band 1	65%	
Total paying vehicles paying in Band 1	21,000	
Parking charge (per vehicle)	£ 2	
<b>Total Income from Band 1 Parking</b>	<b>£ 27,300</b>	<b>£ 27,300</b>
<b>Ticketing Band 2 (&gt;2 hours dwell time)</b>		
Percentage of paying vehicles in Band 2	35%	
Total paying vehicles paying in Band 2	13,000	
Parking charge (per vehicle)	£ 3.5	
<b>Total Income from Band 2 Parking</b>	<b>£ 15,925</b>	<b>£ 15,925</b>
<b>Ticketing Band 3 (Commercial Coaches)</b>		
Total paying vehicles paying in Band 3	50	
Parking charge (per vehicle)	£ 30	
<b>Total Income from Band 3 Parking</b>	<b>£ 1,500</b>	<b>£ 1,500</b>
<b>Ticketing Band 4 (Annual Car Passes)</b>		
Total paying vehicles paying in Band 4	50	
Pass charge (per vehicle)	£ 30	
<b>Total Income from Band 4 Parking</b>	<b>£ 1,500</b>	<b>£ 1,500</b>
<b>Ticketing Band 5 (Horse Box Fee)</b>		
Total paying vehicles paying in Band 5	150	
Pass charge (per vehicle)	£ 5	
<b>Total Income from Band 5 Parking</b>	<b>£ 750</b>	<b>£ 750</b>
<b>Ticketing Band 6 (Annual Horse Box Passes)</b>		
Total paying vehicles paying in Band 6	30	
Pass charge (per vehicle)	£ 50	
<b>Total Income from Band 6 Parking</b>	<b>£ 1,500</b>	<b>£ 1,500</b>
<b>Total Income</b>		<b><u>£ 48,475</u></b>

#### EXPENDITURE

	Items	Balance
<b>Machines Required</b>	2	
<b>Consultation &amp; Planning</b>		
	£ 500	
<b>Total Cost</b>	<b>£ 500</b>	<b>-£ 500</b>
<b>Capital &amp; Set-up Costs</b>		
Cost of machine and delivery	£ 5,254	
Electricity supply and connection	£ 950	
Tariff sign (located by machine)	£ 350	
'Have you paid & displayed?' sign x 6	£ 1,000	
<b>Total Cost Per Machine</b>	<b>£ 7,554</b>	
<b>Total Setup and Equipment Costs</b>		<b>-£ 15,108</b>
<b>Annual Operational Costs</b>		
Maintenance & repairs per machine	£ 320	
Electricity per year	£ 1,250	
Tickets per machine	£ 130	
<b>Total for all Machines</b>	<b>£ 1,700</b>	<b>-£ 3,400</b>
<b>*Staffing / salary calculations</b>		
Weeks in operation	28	
Staffing days / week	4	
Hours / day	4	
Salary £ / hour (incl. all costs)	£ 9	
<b>TOTAL</b>	<b>£ 4,032</b>	<b>-£ 4,032</b>
<b>Total Annual Operating Costs</b>		<b>-£ 23,040</b>

**\* NOTE:**

It is important that a salary is allocated to the role of car park monitoring and emptying the machines. Analysis has shown that removing staff (yellow jacket) presence in a busy car park by 50% will reduce payment compliance by a similar amount.

<b>Total Income</b>	<b>£ 48,475</b>
<b>Total Annual Operating Costs</b>	<b>-£ 23,040</b>
<b><u>ANNUAL SURPLUS / DEFICIT</u></b>	<b><u>£ 25,435</u></b>

**Haddo Country Park Forum Ltd. - Cash Flow for Years 2019 - 2021**

	Jan-2019	Feb-2019	Mar-2019	Apr-2019	May-2019	Jun-2019	Jul-2019	Aug-2019	Sep-2019	Oct-2019	Nov-2019	Dec-2019	TOTALS	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	TOTALS	Jan - Mar 2021	Apr - Jun 2021	Jul-Sep 2021	Oct - Dec 2021	TOTALS
<b>Opening Balance</b>	<b>4,350</b>	<b>2,855</b>	<b>3,460</b>	<b>3,565</b>	<b>(14,586)</b>	<b>(16,181)</b>	<b>(13,090)</b>	<b>(8,481)</b>	<b>(3,842)</b>	<b>406</b>	<b>4,682</b>	<b>2,039</b>		<b>803</b>	<b>(2,398)</b>	<b>(4,489)</b>	<b>8,127</b>		<b>3,313</b>	<b>124</b>	<b>(2,305)</b>	<b>9,227</b>	
<b>Outgoing</b>																							
Overdraft interest					(89)	(99)	(80)	(51)	(22)				(341)	(22)	(67)	(30)		(119)	(10)	(44)	(23)		(77)
Payroll	(1,700)	(1,400)	(1,400)	(2,200)	(2,648)	(2,648)	(2,648)	(2,648)	(2,648)	(2,648)	(2,648)	(2,648)	(27,880)	(7,944)	(9,674)	(13,134)	(10,074)	(40,826)	(7,944)	(10,035)	(14,225)	(10,035)	(42,239)
Staff Training				(10)	(10)	(10)	(10)	(10)	(10)	(10)	(10)	(10)	(90)	(40)	(80)	(80)	(40)	(240)	(40)	(80)	(80)	(40)	(240)
Financial Processing				(75)	(75)	(75)	(75)	(75)	(75)	(75)	(75)	(75)	(675)	(300)	(300)	(300)	(300)	(1,200)	(300)	(300)	(300)	(300)	(1,200)
Consultation and Planning			(250)	(250)									(500)					-					-
Set-up Costs - Parking				(15,108)									(15,108)					-					-
Operating Costs				(283)	(283)	(283)	(283)	(283)	(283)	(283)	(283)	(283)	(2,547)	(850)	(850)	(850)	(850)	(3,400)	(850)	(850)	(850)	(850)	(3,400)
Insurance (PL and EL)				(800)									(800)		(800)			(800)		(800)			(800)
Bank Fees	(20)	(20)	(500)	(20)	(20)	(20)	(20)	(20)	(20)	(20)	(20)	(20)	(720)	(60)	(60)	(60)	(60)	(240)	(60)	(60)	(60)	(60)	(240)
Audit Fees									(1,800)				(1,800)				(1,800)	(1,800)				(1,800)	(1,800)
Office Costs and Printing		(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(125)	(1,375)	(500)	(500)	(500)	(500)	(2,000)	(500)	(500)	(500)	(500)	(2,000)
Events Budget				(175)	(175)	(175)	(175)	(175)	(175)	(1,583)	(1,583)	(175)	(4,391)	(800)	(850)	(850)	(4,500)	(7,000)	(800)	(850)	(850)	(4,500)	(7,000)
Website/IT support				(100)					(100)				(200)		(100)	(100)		(200)		(100)	(100)		(200)
Mailchimp Fees	(30)	(30)	(30)	(30)	(30)	(30)	(30)	(30)	(30)	(30)	(30)	(30)	(360)	(90)	(90)	(90)	(90)	(360)	(90)	(90)	(90)	(90)	(360)
Smart Survey Fees				(30)					(30)				(60)		(30)		(30)	(60)		(30)		(30)	(60)
Rental costs				(100)	(100)	(100)	(100)	(100)	(100)	(100)	(100)	(100)	(900)	(300)	(300)	(300)	(300)	(1,200)	(300)	(300)	(300)	(300)	(1,200)
Payment to A'shire Council														(500)				(500)	(500)				(500)
<b>Income</b>													<b>(57,747)</b>					<b>(59,945)</b>					<b>(61,316)</b>
Loans																							
Car Park Income					1,800	6,000	7,500	7,500	7,500	6,000	1,800	1,800	39,900	6,700	9,600	22,500	9,675	48,475	6,700	9,600	22,500	9,675	48,475
Events	100	175	175	175	175	250	250	250	250	4,700	150	150	6,800	900	900	5,300	900	8,000	900	900	5,300	900	8,000
Park rental	150		150	600									900	300	600		175	1,075	300	600		175	1,075
Rental - hot drink outlet				175		300	300	300		175			1,250	100	200	800	200	1,300	100	200	800	200	1,300
Haddo merchandise											200	200	400					500	500				500
Funding application income		2,000	2,000										4,000				2,000	2,000					2,000
Donations			75	75	75	75	75	75	75	75	75	75	750	175	250	250	250	925	175	250	250	250	925
Haddo trail map	5	5	10	30	10	30	30	30	10	30	5	5	200	30	60	60	30	180	30	60	60	30	180
<b>Monthly Balance</b>	<b>2,855</b>	<b>3,460</b>	<b>3,565</b>	<b>(14,586)</b>	<b>(16,181)</b>	<b>(13,090)</b>	<b>(8,481)</b>	<b>(3,842)</b>	<b>406</b>	<b>4,682</b>	<b>2,039</b>	<b>803</b>	<b>54,200</b>	<b>(2,398)</b>	<b>(4,489)</b>	<b>8,127</b>	<b>3,313</b>	<b>62,455</b>	<b>124</b>	<b>(2,305)</b>	<b>9,227</b>	<b>4,452</b>	<b>62,455</b>

Interest @ 7.5% (89) (99) (80) (51) (22)

**Notes**

Jan - Mar 2019 VSO agreed to working a 3 day week

Jun - Oct 2020 includes for employment of Seasonal VSO on 28hr week (£1,730 pcm incl).

Jun - Oct 2021 includes for employment of Seasonal VSO on 37.5 hr week (£2,330 pcm incl)

From 2021 onwards the Company will be self sustaining