

SALT AYRE LEISURE CENTRE

2017/18 QTR 1 PERFORMANCE MONITORING

	2016/17 Full Year Actuals	2017/18 Original Full Year Budget	Qtr 1 Budget	Qtr1 Actual	Qtr1 Variance	Full Year Projection	Variance to Original Budget	Percentage of Original Budget
	£	£	£	£	£		£	
Expenditure								
Employees	1,000,255	1,256,400	288,901	265,235	-23,666	1,240,558	-15,842	-1%
Premises Costs	613,613	603,900	314,266	265,121	-49,145	592,288	-11,612	-2%
Transport Costs	14,714	13,300	1,778	5,515	3,737	13,300	0	0%
Supplies and Services	424,726	449,500	116,632	112,574	-4,058	441,481	-8,019	-2%
Income								
Fees and Charges	-1,263,912	-2,383,800	-540,827	-439,511	101,316	-2,320,051	63,749	-3%
Direct Net Operating Cost/(-) Surplus	789,396	-60,700	180,750	208,934	28,184	-32,424	28,276	
Support Service Costs	325,388	349,900	87,475	87,475	0	349,900	0	
Total Net Operating Cost	1,114,784	289,200	268,225	296,409	28,184	317,476	28,276	
Capital Charges (Notional)	694,666	973,900	243,475	243,475	0	973,900	0	
Total Net Cost	1,809,449	1,263,100	511,700	539,884	28,184	1,291,376	28,276	

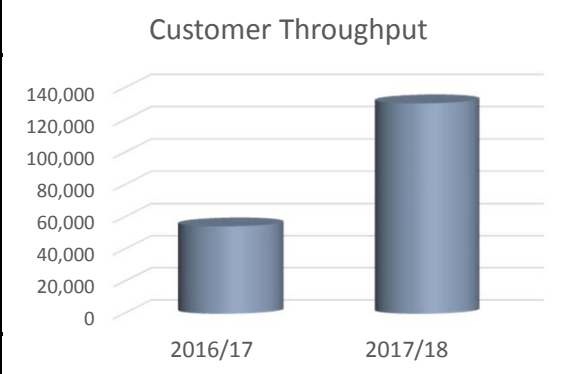
At present, income is down on original expectations by some £100K, but is expected to improve by the year end through additional marketing campaigns/resources, and officers will be working closely with Alliance Leisure to maximise income across all areas. This will be monitored closely and seasonal promotions implemented to encourage takeup of new facilities. Overall, it is anticipated there will be a 3% shortfall in income this year. In addition, there are savings in other areas to draw on which mean the overall shortfall is expected to be in the region of £30K.

It should be noted however, that when compared to the 2016/17 outturn position, this is still a net reduction of £821K on the **direct net operating cost** of the centre. This does obviously exclude the cost of recharges from other service areas and the notional cost of capital charges and capital financing charges, but taking account of these, the net reduction is still some £518K.

Analysis of Throughput & Income - April to June

The following tables show how Phase 1 of the redevelopment has impacted on the number of customers now visiting the centre and the income being generated. As can be seen customer numbers are up by 140% and income up by 100% when compared to Qtr1 2016/17.

Customer Throughput	2016/17	2017/18	Increase	% Increase
Shop	329	1,089	760	231.0%
Health & Fitness	9,768	29,494	19,726	201.9%
SASC Cafe	12,658	48,809	36,151	285.6%
Sports Hall	1,497	6,741	5,244	350.3%
Studio	10,527	9,787	-740	-7.0%
Swimming	19,453	22,483	3,030	15.6%
Gravity	127	286	159	125.2%
Xheight	N/A	1,759	-	-
Energy	N/A	10,154	-	-
	54,359	130,602	64,330	140.3%



Income	2016/17 £	2017/18 £	Increase £	% Increase
Shop	1,711	4,056	2,345	137.1%
Health & Fitness	71,169	175,299	104,130	146.3%
SASC Cafe	21,219	83,298	62,079	292.6%
Sports Hall	25,483	31,708	6,225	24.4%
Studio	13,639	6,927	-6,712	-49.2%
Swimming	81,702	86,082	4,380	5.4%
Gravity	2,285	6,834	4,549	199.1%
Xheight	N/A	18,265	-	-
Energy	N/A	22,974	-	-
	217,208	435,443	176,996	100.5%

