

Appendix
Joint Museums Service
Budget Monitoring report for Hartlebury Café 2015/16

| | Budget £ | Budgeted % | Qtr 1 £ | % | Qtr 2 £ | % | Qtr 3 £ | % | Qtr 4 £ | % | Outturn £ | Actual % |
|-------------------|----------------|------------|---------------|-----|----------------|-----|---------------|----|------------|---|----------------|-------------|
| Sales | | | | | | | | | | | | |
| Catering | -39,840 | | -12,718 | | -15,284 | | -6,303 | | 0 | | -34,304 | |
| Catering supplies | 12,370 | | 4,488 | | 4,172 | | 2,498 | | 0 | | 11,158 | |
| Gross profit | <u>-27,470</u> | 69 | <u>-8,230</u> | 65 | <u>-11,112</u> | 73 | <u>-3,804</u> | 60 | 0 | | <u>-23,147</u> | 67 |
| Employees | | | | | | | | | | | | |
| Salary | 27,470 | | 11,557 | | 15,429 * | | 3,594 | | | | 30,580 | |
| Car allowances | | | | | | | | | | | 0 | |
| | <u>27,470</u> | | <u>11,557</u> | | <u>15,429</u> | | <u>3,594</u> | | 0 | | <u>30,580</u> | |
| Other | | | | | | | | | | | | |
| Equipment/Rental | 0 | | 53 | | 91 | | 107 | | 0 | | 251 | |
| Laundry | 0 | | 113 | | 257 | | 85 | | 0 | | 456 | |
| Other | 0 | | -30 | | 0 | | 0 | | 0 | | -30 | |
| Insurance | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| | <u>0</u> | | <u>136</u> | | <u>348</u> | | <u>193</u> | | 0 | | <u>677</u> | |
| Total profit/loss | <u>0</u> | | <u>3,464</u> | -27 | <u>4,665</u> | -31 | <u>-18</u> | 0 | 0 | | <u>8,110</u> | -24 |

* summer casuals

Visitor numbers - café only tickets

| | | |
|---------|-------|--|
| 2007/08 | 1,193 | first full year of operation of new café |
| 2008/09 | 2,100 | |
| 2009/10 | 2,208 | |
| 2010/11 | 2,549 | |
| 2011/12 | 2,678 | |
| 2012/13 | 1,744 | |
| 2013/14 | 2,212 | |
| 2014/15 | 1,896 | |

| | Total visitors | income | spend per head |
|---------|----------------|--------|----------------|
| 2007/08 | 24,226 | 26,000 | 1.07 |
| 2008/09 | 23,715 | 36,000 | 1.52 |
| 2009/10 | 26,342 | 40,000 | 1.52 |
| 2010/11 | 24,342 | 54,000 | 2.22 |
| 2011/12 | 25,728 | 50,810 | 1.97 |
| 2012/13 | 24,500 | 47,809 | 1.95 |
| 2013/14 | 25,087 | 49,340 | 1.97 |
| 2014/15 | 23,491 | 44,689 | 1.90 |
| 2015/16 | | 34,304 | |