

## **Leisure Services Business Unit (LSBU) Overview of Financial Performance 2011/12**

### **Overview**

The trading statement for the LSBU for the year ended March 2012 shows a deficit of £933,813 compared with the 2011/12 revised estimate of £1,016,550 producing a favourable variance of £82,737 with no funding drawn from the LSBU earmarked reserve. In overall terms the outturn position reflects a positive and pleasing performance in the prevailing difficult economic conditions. It is encouraging to note that in overall terms the surplus to profile is due to over achievement in income rather than savings. The second half of the financial year saw an upswing in income against the revised estimate. Generally strong performance was seen in fitness sales, courses and casual swimming, the three key areas of business across the sites. More detailed information related to each contract is given below.

### **Larkfield Leisure Centre**

This contract exceeded the revised estimate profile by £40,709. Expenditure savings amounted to £2,596 with a small overspend in staffing offset by savings in utilities and supplies and services. Income was £38,113 above target. The key area of performance above profile was Lifestyles Health & Fitness which was £32,000 or 5.4% above profile. It was also pleasing to note that the revised target for the Swim School was exceeded.

### **Angel Centre**

This contract exceeded the revised estimate profile by £39,291. Expenditure savings amounted to £17,378 and were mainly savings in staffing, premises related expenses and supplies and services. Overall income was £21,913 above target. Income in the Medway Hall and Meeting Rooms was below profile by around £10,500 or 9.4%. This was offset by above profile performance of £33,000 or 11% in Lifestyles Health & Fitness and a further £6,500 in coaching courses and exercise classes.

### **Tonbridge Swimming Pool**

This contract performed below the revised estimate profile by £6,534. Expenditure was overspent by £37,621, due in the main to higher than anticipated electricity, water and sewerage charges relating to the refilling and heating of the outdoor pool. Overall income was above target by £31,088. Swimming income was £10,000 or 2.7% above profile and the Swim School was £12,000 above profile. Net profit from catering was marginally below profile.

### **Poult Wood Golf Centre**

This contract exceeded the revised estimate profile by £9,271. Overall expenditure was well controlled and produced a saving despite the rising costs of materials. Savings were also achieved in repair and maintenance costs due to the expertise of the Head Greenkeeper and his staff. The contract performance and standards of ground maintenance remain very high.