

**CUMULATIVE MANAGEMENT INFORMATION SUMMARY
1 APRIL 2008 TO 31 MARCH 2009 - PROVISIONAL**

| CUMULATIVE TRADING STATEMENT | | | |
|-------------------------------------|--|---|------------------------------------|
| | REVISED BUDGET 01.04.08-31.03.09 | REVISED PROFILE 01.04.08-31.03.09 | ACTUAL 01.04.08-31.03.09 |
| TOTAL EXPENDITURE | 972,350 | 972,350 | 984,368 |
| TOTAL INCOME | (920,800) | (920,800) | (894,206) |
| DEFICIT/(SURPLUS) | 51,550 | 51,550 | 90,162 |

| KEY PERFORMANCE INDICATORS | | | | | | |
|-----------------------------------|-----|---------------------|----------------------|---------------------|---------------------|----------------------|
| | | INCOME | | | USAGE | |
| | | 08-09 ACTUAL | 08-09 PROFILE | 07-08 ACTUAL | 08-09 ACTUAL | 08-09 PROFILE |
| LIFESTYLES | (1) | 328,033 | 343,000 | 326,249 | 30,012 | 31,382 |
| COACHING | | 48,045 | 53,000 | 52,784 | 11,412 | 12,589 |
| EXERCISE CLASSES | | 29,248 | 29,000 | 27,547 | 14,479 | 14,356 |
| DANCE STUDIO HIRE | | 29,689 | 31,500 | 26,793 | 2,212 | 2,347 |
| SPORTS HALL | | 102,816 | 100,000 | 107,729 | 14,815 | 14,409 |
| MEDWAY HALL HIRE | | 38,143 | 42,000 | 46,249 | 20,958 | 23,077 |
| MEETING ROOM HIRE | | 74,060 | 82,000 | 63,706 | 10,505 | 11,631 |
| SCHOOLS | | 2,385 | 900 | 1,496 | 2,565 | 968 |
| ANNUAL MEMBERSHIP | (2) | 10,149 | 10,200 | 9,871 | 454 | 456 |
| CRECHE | | 9,168 | 10,000 | 8,842 | 2,369 | 2,584 |
| OTHER | | 91,269 | 88,000 | 65,780 | - | - |
| TOTAL | | 763,005 | 789,600 | 737,046 | 109,781 | 113,799 |

(1) Includes Fitness Room income accrued from 07-08 and to 09-10

(2) Includes course income accrued from 07-08

(3) Includes membership income accrued from 07-08 and to 09-10

