

**TONBRIDGE CASTLE - TOURISM/CUSTOMER SERVICES**  
**CUMULATIVE MANAGEMENT INFORMATION SUMMARY**  
**1ST APRIL 2010 TO 31ST JULY 2010**

| <b>CUMULATIVE TRADING STATEMENT</b> |                                     |                                    |
|-------------------------------------|-------------------------------------|------------------------------------|
|                                     | <b>PROFILE</b><br>01.04.10-31.07.10 | <b>ACTUAL</b><br>01.04.10-31.07.10 |
| TOTAL EXPENDITURE                   | 29,600                              | 29,522                             |
| INCOME                              | (23,700)                            | (24,007)                           |
| DEFICIT/(SURPLUS)                   | 5,900                               | 5,515                              |

| <b>KEY PERFORMANCE INDICATORS</b> |                     |                      |                     |
|-----------------------------------|---------------------|----------------------|---------------------|
|                                   | <b>INCOME</b>       |                      | <b>USAGE</b>        |
|                                   | <b>10-11 ACTUAL</b> | <b>10-11 PROFILE</b> | <b>10-11 ACTUAL</b> |
| GATEHOUSE TOURS/WEDDINGS          | (15,200)            | (15,921)             | N/A                 |
| CHAMBER WEDDINGS/LETTINGS         | (8,300)             | (8,018)              | N/A                 |
| TOURISM VISITORS                  | N/A                 | N/A                  | 13,316              |
| CUSTOMER SERVICES VISITORS        | N/A                 | N/A                  | 15,954              |
| <b>TOTAL</b>                      | <b>(23,500)</b>     | <b>(23,939)</b>      | <b>29,270</b>       |

## NOTES:

All income is net of VAT

