

**TONBRIDGE CASTLE - TOURISM/CUSTOMER SERVICES**  
**CUMULATIVE MANAGEMENT INFORMATION SUMMARY**  
**1 APRIL 2011 TO 31 JANUARY 2012**

Annex 5

<b>CUMULATIVE TRADING STATEMENT</b>		
	<b>PROFILE</b> 01.04.11 - 31.01.12	<b>ACTUAL</b> 01.04.11 - 31.01.12
TOTAL EXPENDITURE	72,250	67,646
INCOME	(35,250)	(35,752)
DEFICIT/(SURPLUS)	37,000	31,894

<b>KEY PERFORMANCE INDICATORS</b>			
	<b>INCOME</b>		<b>USAGE</b>
	<b>11-12 PROFILE</b>	<b>11-12 ACTUAL</b>	<b>11.-12 ACTUAL</b>
GATEHOUSE- TOURS/WEDDINGS	(22,000)	(22,930)	N/A
CHAMBER-WEDDINGS/LETTINGS	(12,750)	(12,705)	N/A
TOURISM VISITORS	N/A	N/A	19,880
CUSTOMER SERVICES VISITORS	N/A	N/A	24,854
<b>TOTAL</b>	<b>(34,750)</b>	<b>(35,635)</b>	<b>44,734</b>

**NOTES:**

All income is net of VAT.

Profiles based on Revised Budget 2011/12

