

Ref:	Comment	Ref:	Comment
001		021	The payment from Kent County Council is to have the space within Tonbridge Castle ground floor to operate a Gateway, where various services can be provided to the public.
002		022	Partner income is where different organisations rent front counter desk space or interview room to see members of the public by appointment. Drop in organisations post Covid.
003		023	Box office relates to selling tickets in advance for forthcoming events. Identified growth area to sell tickets for events within Borough on commission bases.
004		024	Breakdown of Lawn events on page 55
005		025	Conferences – Meetings – Art Classes – Event bookings – Teas/Coffees -
006	Financial services have suggested taking No Current Asset depreciation out of Costs	026	Weddings take place in the Castle Chamber as well as the Gatehouse - Identified growth area to have package of Marquee on Castle Lawn
007		027	New Activity – Held every forth Sunday from June until November
008		028	We have groups of people who stay overnight in the Gatehouse to interact and investigate phenomena activity pertaining to ghosts.
009		029	Gateway tours tickets include an audio guide to take the user around the Gatehouse and grounds. 50 pence from each ticket sold is ringfenced to reinvest in Exhibits/Castle tourism facilities.
010		030	School trips to the Castle include, either an escorted tour or tour and workshop held in the Castle Chamber.
011		031	Shop profit is currently calculated by taking years sales from the value of stock in hand at the years end. Current focus is on stocking items with high margins, on profit on return.
012		032	Appropriately placed adverts in trade publications and initiates with Visit Kent or English Tourist Board.
013		033	Mooring fees is dependent on visiting river traffic and tends to seasonal
014		034	Commission from sales at Tourist Information Centre for events (Boat permits / Music Weekend)
015		035	Rental for catering concession at Tonbridge Castle
016		036	Citizens Advice current Tenant agreement runs until July 2024. In 2022 they reduced their footprint by two rooms, which we are letting out to another charity called "Protection against stalking" for 1 year lease of £6,500 from August 2022
017	The Historical Society are funded £2,000 a year by TMBC, which is paid from Budget D37PA 000 47008, Grants & Payments - Charitable & Voluntary org's	037	The Historical Society are funded £2,000 a year by TMBC, which is paid from Budget D37PA 000 47008, Grants & Payments - Charitable & Voluntary org's
018			
	To understand what is behind the Gateway fittings and fixtures, planning has recommended a non-intrusive heritage survey - £5,000, and Utility survey (water / electricity) - £5,000 to be completed.		