

## Income &amp; Expenditure for the 6 months to 30 June 2021

	Notes	6 months to 30 Jun 21		6 months to 30 Jun 20		6 months to 30 Jun 19	
		£ 000.0	£ 000.0	£ 000.0	£ 000.0	£ 000.0	£ 000.0
<b>INCOME</b>							
<b>Tennis</b>							
Subscriptions	(a)	287.5		205.7		210.8	
Court Fees		11.2		26.6		25.8	
Junior Program	(b)	<u>51.8</u>		<u>18.2</u>		<u>45.5</u>	
Total Tennis			350.5		250.5		282.1
<b>Squash</b>							
Subscriptions		6.0		5.1		10.4	
Court Fees		<u>9.1</u>		<u>9.5</u>		<u>19.2</u>	
Total Squash			15.1		14.6		29.6
<b>Bar</b>							
Income		2.6	39.4	2.4	28.7	2.7	69.6
Direct costs			<u>16.8</u>		<u>13.2</u>		<u>34.1</u>
Gross margin		57%	22.6	54%	15.5	51%	35.5
Wages		41%	<u>16.1</u>	59%	<u>17.0</u>	46%	<u>32.0</u>
Net Bar surplus	(c)		6.5		(1.5)		3.5
<b>Other</b>							
Gym - net income			4.2		10.4		11.1
Studio & Treatment Rooms			6.8		7.8		14.0
SARS-CoV-2 grants			29.1		25.0		0.0
Miscellaneous income	(d)		<u>7.7</u>		<u>1.6</u>		<u>3.7</u>
			<u>47.8</u>		<u>44.8</u>		<u>28.8</u>
Total Income			419.9		308.4		344.0
<b>EXPENDITURE</b>							
Repairs and maintenance	(e)		62.2		46.3		90.5
Management			24.6		29.6		38.3
Administration			16.0		15.9		12.7
Water Rates and Council Tax			4.0		2.6		3.5
Insurance			12.0		11.3		11.0
Gas and Electricity	(f)		11.9		17.1		14.3
Telecoms and internet			4.0		4.3		0.6
Tennis	(g)		(1.7)		3.2		(1.4)
Squash	(h)		(0.8)		(1.0)		0.7
Booking system			8.3		5.7		6.2
Bank charges and interest			2.1		0.4		1.1
Other (stationery, prof fees, spec events)			3.6		4.9		6.5
Total Expenditure			<u>146.2</u>		<u>140.3</u>		<u>184.0</u>
Net surplus			<u>273.7</u>		<u>168.1</u>		<u>160.0</u>

**Coolhurst Lawn Tennis and Squash Rackets Club**  
**Notes on Income and Expenditure for the 6 months to 30 June 2021**

Draft 13 Sep 21

- (a) Tennis subscription income is after rebates of £48k to members.  
 (b) Junior Programme - separate analysis available.  
 (c) Bar - Separate analysis available.

	2021 £ 000.0	2020 £ 000.0
<u>(d) Miscellaneous Income</u>		
Social Members Subscriptions	-	0.2
Visitor fees (now mainly collected and reported through court bookings)	now in tennis crt fe	0.8
Hire Outs	7.0	0.2
Other	0.7	0.6
Total Miscellaneous Income	<u>7.7</u>	<u>1.8</u>

<u>(e) Repairs &amp; Maintenance</u>		
Groundsman and materials purchased	7.8	3.8
Other contractors - balloon erection	2.5	2.5
Clubhouse - Cleaning wages	5.5	8.3
- Cleaning materials	1.2	2.2
TV channels subscriptions	0.5	0.4
Water coolers	1.0	0.3
Refuse/waste disposal	1.4	1.1
General Repairs - numerous items	7.5	14.7
Squash	0.2	1.4
Tennis	3.4	2.1
Clubhouse and kitchen	3.2	2.1
Studio, Gym and Grounds - terrace works and staircase upper courts	20.0	1.6
Irrecoverable VAT written off	8.0	5.8
Total Repairs & Maintenance	<u>62.2</u>	<u>46.3</u>

(f) Gas and Electricity

The charge of £11.9k in the accounts is £4.9k gas and £7.0k electricity (2020: £4.2k gas and £12.9k elec). Most of the electricity is being billed on an estimated basis, which makes it difficult to compare costs from one period to the next. Unit costs have increased by approximately 50% over the last couple of years and the contracts are due for review.

(g) Expenditure - Tennis

Tournaments, match and coaching fees - (surplus)	(2.2)	(1.3)
Net Head Equipment Sales - (surplus)/deficit	(1.3)	0.8
Affiliation fees - (refunded)	-	(1.3)
Net Tennis Ball costs/(surplus)	(0.3)	1.5
St Aloysius rent	2.7	3.4
Other	(0.6)	0.1
Net Tennis (surplus)/expenditure	<u>(1.7)</u>	<u>3.2</u>

(h) Expenditure - Squash

PSL Expenditure	-	3.1
PSL Income	-	-
Net Junior Programme (income)	(1.9)	(2.7)
Net Adult coaching	0.9	0.2
Club nights - (income)	-	(1.7)
Match fees - (income)	-	(0.5)
Other	0.2	0.6
Net Squash (surplus)/expenditure	<u>(0.8)</u>	<u>(1.0)</u>

(i) Furlough Grants

Furlough grants for the period under review total £44.1k. The sums have been credited to the relevant costs in the accounts.