

It is recommended that this form is completed with the assistance of a PDP, in order to produce the most accurate forecast. As a guide there are case studies online that will help with operating models and court rates.

The Local Authority should complete one tab per venue. Please fill in all of the relevant light green boxes.

## Site Background

Local Authority	Swale	
Site Name	Milton Rec	
Postcode		
Deprivation Index	4	Use this tool to determine the index: <a href="http://imd-by-postcode.opendefacommunities.org/">http://imd-by-postcode.opendefacommunities.org/</a>
Penetration	865	Pre-set to 700, will be updated by your local Participation Development Partner
Court upgrade works required?		
Venue operations outsourced?	No	If you plan to lease out all operations (court bookings, season tickets & coaching) please select "yes" here

## Court Information

<b>Courts at the venue</b>		
Number of non floodlit courts	0	Total at the end of the project
Number of floodlit courts	3	Total at the end of the project
Total available court hours	13,104	
<b>Gates required</b>		
Number of gates required	1	All gate access systems must be the same at each venue
Type of gate system required	SmartAccess Premium	See the LTA website for details of the different gates
<b>Income assumptions</b>		
Court cost per hour (non FL)	£6.00	Pay and play for non floodlit courts
Court cost per hour (FL)	£9.00	Pay and play for floodlit courts. Usually £2-£3 more expensive than non floodlit
Season ticket cost	£40.00	Annual price for a household
Court hours committed to being free	5%	% of court hours you expect to be free for use
Expected % of court hours sold for pay and play	6%	Based on total court hours across the year
Expected % of households that buy a season ticket	23%	Comparative figures are based on the average for all areas of deprivation. Note that the number of households can be calculated by taking the penetration and dividing by 2.4

Comparison Range for IMD levels 3 - 5
£5 - £10
£5 - £11
£0 - £75
7%
23%

## Plausible annual profit

**£2,424 profit**

Income	
- Pay and play	£4,482
- Season tickets	£3,316
- Coaching	£1,000
<b>Total income</b>	<b>£8,797</b>
Costs	
- Clubspark and Payment Fees	£372
- Gate access maintenance	£601
- Code lock generator (lite systems only)	£0
- Court sinking fund	£5,400
- Registration fees	£0
- Staffing costs	
- Marketing costs	
<b>Total costs</b>	<b>£6,373</b>
<b>Net annual profit</b>	<b>£2,424</b>
<b>Net annual profit per court</b>	<b>£808</b>

Enter the annual income expected if there is an agreement to hire courts to a local coach  
[Click here for the coach programming tool](#)

ClubSpark (booking platform) charge 1.4% + 5p per transaction, Stripe (payment platform) charge 1.4% + 20p per transaction

LTA Venue Registration is free for any venue receiving grant funding for court renovation, for the duration of the funding agreement. After this period, LTA Venue Registration costs are currently £60 per court where charging takes place, otherwise it is FOC. Enter any staff costs specific to the site / reallocated from support costs. Enter any specific marketing costs expected to reach participation levels

## Plausible cashflow

**£10,578 by year 5**

Projected cashflow forecast is calculated below assuming:

- Starting cash position is £0
- Pay and play and season tickets sales in year 1 are at 70% of target
- Sales reach target stated above by year 2
- From year 5 onwards sales increase by 1%
- Any loan is repaid over 10 years
- [Click here for sinking fund calculator](#)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
Starting cash position	£0	£196	£2,621	£5,045	£7,469	£29,863	£126,024
Projected profit / (loss)	£196	£2,424	£2,424	£2,424	£3,109	£6,534	£9,274
LTA loan repayments	£0	£0	£0	£0	£0	£0	£0
<b>Net annual cashflow</b>	<b>£196</b>	<b>£2,424</b>	<b>£2,424</b>	<b>£2,424</b>	<b>£3,109</b>	<b>£6,534</b>	<b>£9,274</b>
<b>Closing cash position after sinking fund</b>	<b>£196</b>	<b>£2,621</b>	<b>£5,045</b>	<b>£7,469</b>	<b>£10,578</b>	<b>£16,397</b>	<b>£135,297</b>

It is recommended that this form is completed with the assistance of a PDP, in order to produce the most accurate forecast. As a guide there are case studies online that will help with operating models and court rates.

## Site Background

Local Authority	Swale	
Site Name	King George Playing Fields	
Postcode		
Deprivation Index	10	Use this tool to determine the index: <a href="http://imd-by-postcode.opendatacommunities.org/">http://imd-by-postcode.opendatacommunities.org/</a>
Penetration	695	Pre-set to 700, will be updated by your local Participation Development Partner
Court upgrade works required?		
Venue operations outsourced?	No	If you plan to lease out all operations (court bookings, season tickets & coaching) please select "yes" here

## Court Information

<b>Courts at the venue</b>		
Number of non floodlit courts	4	Total at the end of the project
Number of floodlit courts	0	Total at the end of the project
Total available court hours	14,016	
<b>Gates required</b>		
Number of gates required	1	All gate access systems must be the same at each venue
Type of gate system required	SmartAccess Lite	See the LTA website for details of the different gates
<b>Income assumptions</b>		
Court cost per hour (non FL)	£6.00	Pay and play for non floodlit courts
Court cost per hour (FL)		Pay and play for floodlit courts. Usually £2-£3 more expensive than non floodlit
Season ticket cost	£40.00	Annual price for a household
Court hours committed to being free	10%	% of court hours you expect to be free for use
Expected % of court hours sold for pay and play	7%	Based on total court hours across the year
Expected % of households that buy a season ticket	23%	Comparative figures are based on the average for all areas of deprivation. Note that the number of households can be calculated by taking the penetration and dividing by 2.4

Comparison	
Range for IMD levels 8 - 10	
	£3 - £9
	£3 - £8
	£29 - £50
	7%
	23%

## Plausible annual profit

**£2,269 profit**

Income	
- Pay and play	£5,298
- Season tickets	£2,664
- Coaching	
<b>Total income</b>	<b>£7,962</b>
Costs	
- Clubspark and Payment Fees	£417
- Gate access maintenance	£320
- Code lock generator (lite systems only)	£156
- Court sinking fund	£4,800
- Registration fees	£0
- Staffing costs	
- Marketing costs	
<b>Total costs</b>	<b>£5,693</b>
<b>Net annual profit</b>	<b>£2,269</b>
<b>Net annual profit per court</b>	<b>£567</b>

Enter the annual income expected if there is an agreement to hire courts to a local coach  
[Click here for the coach programming tool](#)

ClubSpark (booking platform) charge 1.4% + 5p per transaction, Stripe (payment platform) charge 1.4% + 20p per transaction

LTA Venue Registration is free for any venue receiving grant funding for court renovation, for the duration of the funding agreement.  
 After this period, LTA Venue Registration costs are currently £60 per court where charging takes place, otherwise it is FOC.  
 Enter any staff costs specific to the site / reallocated from support costs  
 Enter any specific marketing costs expected to reach participation levels

## Plausible cashflow

**£9,780 by year 5**

Projected cashflow forecast is calculated below assuming:

- Starting cash position is £0
  - Pay and play and season tickets sales in year 1 are at 70% of target
  - Sales reach target stated above by year 2
  - From year 5 onwards sales increase by 1%
  - Any loan is repaid over 10 years
- [Click here for sinking fund calculator](#)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
Starting cash position	£0	£6	£2,275	£4,544	£6,813	£28,618	£124,525
Projected profit / (loss)	£6	£2,269	£2,269	£2,269	£2,966	£6,453	£9,242
LTA loan repayments	£0	£0	£0	£0	£0	£0	£0
Net annual cashflow	£6	£2,269	£2,269	£2,269	£2,966	£6,453	£9,242
Closing cash position after sinking fund	£6	£2,275	£4,544	£6,813	£9,780	£35,071	£133,767