

Oversight and Governance

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Published 11 July 2019

Mount Edgumbe Joint Committee

Date: Friday 19 July 2019
Time: 10.00 am
Place: Belvedere Room, Barrow Park Complex, Mount Edgumbe, Cremyll, Cornwall

Committee Members–

Plymouth City Councillors-

Councillors Mrs Beer, Corvid, Mrs Johnson, Mavin, Mrs Pengelly, Peter Smith and Vincent (Joint Chair)

Cornwall Councillors-

Councillors Burden, Crago, Foot, James, Lennox-Boyd, Pugh and Trubody (Joint Chair)

Co-opted Members-

Sir Richard Carew Pole Bt., Mr D L Richards and Mr Neil Rugg

Members of the Committee are invited to attend the above meeting to consider the items of business overleaf.

For further information on attending Council meetings and how to engage in the democratic process please follow this link - <http://www.plymouth.gov.uk/accesstomeetings>

Tracey Lee and Kate Kennally
Joint Clerks

Mount Edgumbe Joint Committee

Agenda

1. To Note The Appointment of the Joint Chairs (Plymouth City Council And Cornwall Council)

The Joint Committee will be asked to note the appointment of the Joint Chairs for Plymouth City Council and Cornwall Council Councillor.

2. Apologies

To receive apologies for non-attendance submitted by Joint Committee Members.

3. Declarations Of Interest

Members will be asked to make any declarations of interest in respect of items on this agenda.

4. Minutes (Pages 1 - 6)

To confirm the minutes of the meeting held on 23 November 2018 as a correct record.

5. Chair's Urgent Business

To receive reports on business, which in the opinion of the Chair, should be brought forward for urgent consideration.

6. Revenue Outturn 2018/19 and Budget 2019/20 (Pages 7 -16)

7. Wedding Business Analysis (Presentation)

8. Report on Park Activity (June 2019) (Pages 17 – 24)

9. South East Cornwall Strategic Transport Update (Presentation)

10. Friends of Mount Edgumbe Country Park Update (Pages 25 – 26)

Mount Edgumbe Joint Committee

Friday 23 November 2018

PRESENT:

Councillor Trubody (Joint Chair), in the Chair.
Councillors Burden, Corvid, Foot, Mrs Johnson, Lennox-Boyd, Dr Mahony, Mavin, Mrs Pengelly, Pugh, Peter Smith and Vincent (Joint Chair).

Co-opted Representatives: Mr D L Richards and Mr N Rugg

Apology for absence: Sir Richard Carew-Pole

Also in attendance: Chris Burton (Plymouth City Council), Sarah Fell (Plymouth City Council), Peter Marsh (Cornwall Council), David Marshall (Plymouth City Council), Nicola Moyle (Plymouth City Council), Helen Prendergast (Plymouth City Council) and Richard Toy (Wonder Nights).

The meeting started at 10.00 am and finished at 12.20 pm.

Note: At a future meeting, the committee will consider the accuracy of these draft minutes, so they may be subject to change. Please check the minutes of that meeting to confirm whether these minutes have been amended.

29. **Declarations of Interest**

In accordance with the code of conduct Councillor Johnson declared a personal interest as she knew the owner of Miss Ivy Events.

30. **Minutes**

The Joint Committee agreed that the minutes of the meeting held on 20 July 2018 subject to the following amendments –

- (1) minute 21 refers – Councillor Mrs Pengelly did not own the chalet it was a relative;
- (2) minute 24a refers – Dr Kate Fellus.

31. **Chair's Urgent Business**

There were no items of Chair's urgent business.

32. **Revenue Budget Monitoring 2018/19**

Sarah Fell (Plymouth City Council) presented the revenue budget monitoring report 2018/19 which provided an update on the financial position of the Park and detailed the key variations to the budget.

The main areas of questioning from Councillors related to –

- (a) the wedding packages available, pricing, advertising and accommodation for wedding guests;
- (b) whether the adoption of the living wage by Cornwall Council would have an adverse impact on the budget;
- (c) the income generated from livestock grazing in the Park;
- (d) the investment required to replace the boiler;
- (e) the subsidy from the constituent authorities.

The Joint Committee was assured that any budget issues would be raised in a timely manner, in advance of the budget settings meetings for both Plymouth City Council and Cornwall Council.

The Joint Committee –

- (1) notes the financial position contained in the report together with the risks, issues and any mitigating actions;
- (2) approves the capital proposal to be presented to Plymouth City Council's Investment Board.

33. **Wonder Nights**

Richard Toy provided an overview of the Wonder Nights event that would be held for the first time in the Park during December 2018 and January 2019 following a year of planning for this event.

The key points of the overview included –

- (a) the event had been a least two years in the planning following site visits to other locations that held similar events (such as Longleat and Kew Gardens);

- (b) the event would be open from 4pm and held between 11 December 2018 and 6 January 2019 (excluding Christmas Day, Boxing Day and New Year's Day) and would take up to two hours to walk through;
- (c) the event would include four main lit areas -
 - Enchantia – a beautiful woodland glade adorned with Christmas cheer;
 - Earls Secret Garden – mirage of glowing plants, colourful towering trees and a laser tunnel;
 - Realm of the Red Flower – a fiery camp deep within the woods;
 - Grand East Lawn – garden ornaments and formal features adorned with thousands of delicate fairy lights;
- (d) other attractions included a bar, food and shopping;
- (e) ferry services would run from Admiral's Hard, Stonehouse and the Royal William Yard on a regular basis (the last ferry would be at 9.45pm December 2018 and 9.45pm January 2019 returning to the Royal William Yard).

The main areas of questioning from Members related to –

- (f) whether the light would be able to be seen from Plymouth (which would draw more people in to attend the event);
- (g) how the event had been advertised;
- (h) what demographic sectors were being targeted for this event;
- (i) whether the event would be dog friendly;
- (j) whether there had been engagement with the local councils, parish councils and schools;
- (k) what security measures would be put in place for this event (ie locking the gates, etc);
- (l) whether there were contingency plans should there be adverse weather conditions;
- (m) what branding had been used for this event.

The Chair thanked Richard Toy for his overview of the event.

34. **Commercial Development**

Chris Burton (Park Manager) provided the Joint Committee with a presentation on the commercial development opportunities within the Park. This included the refurbishment works being undertaken to Lady Emma's Cottage, Captain Blake's Hut and the Orangery Lodge, in order to provide further holiday lets in the Park, progress with tree house and the events which included Wonder Nights, ABBA and Pink Floyd concerts.

The main areas of questioning from Members related to –

- (a) whether the Orangery Lodge was a Listed building;
- (b) the issues with traffic management for the Classic Car Rally;
- (c) the issue of classic cars leaving the event prior to its conclusion;
- (d) the road infrastructure for the Rame Peninsula;
- (e) whether the Park would be involved in the celebrations for Mayflower 400.

The Joint Committee noted the report.

The Joint Committee agreed to invite a Transport Officer from Cornwall Council to address the next meeting to provide an overview of the future infrastructure plans to support the economic viability of the Park (Peter Marsh (Cornwall Council) agreed to action this request).

35. **Park Manager's Report**

Chris Burton (Park Manager) presented the Park activity report which highlighted the works and activities carried out in the Park which included buildings and Park infrastructure, business development and weddings.

The main area of questioning related to the contingency plans for Brexit.

The Joint Committee noted the report.

36. **Friends of Mount Edgumbe Country Park Update**

Neil Rugg, Chair of the Friends of Mount Edgumbe Country Park provided an update on the key areas of work that the Friends undertook in supporting the Park which included financial and practical support and social events.

Neil Rugg raised concerns on behalf of the Friends that –

- (a) requests to provide funding were being made when allocations from the constituent authorities had not been fully utilised;

- (b) there had been a reduction in care of the valuable artefacts contained within the House and general maintenance within the Park.

The Joint Committee was assured that 'one off' key items required in the Park, would continue to be addressed by utilising funding outside of the operational budget (such as the recent purchase of the Land Rover).

The key area of questioning from Members related to the maintenance of the artefacts within the House.

The Joint Committee agreed to include an update on the maintenance of the artefacts at the next meeting.

On behalf of the Joint Committee, the Joint Chairs thanked the Friends for their continued and highly valued support.

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Mount Edgumbe Joint Committee

Revenue Outturn 2018/19 and Budget 2019/20



Date of meeting:	19 July 2019
Title of Report:	Revenue outturn 2018/19 and Budget 2019/20
Lead Member:	Councillor Peter Smith (Deputy Leader)
Lead Strategic Director:	Anthony Payne (Strategic Director for Place)
Author:	Christopher Burton, Mount Edgumbe Park Manager
Contact Email:	Chris.Burton@plymouth.gov.uk
Your Reference:	N/A
Key Decision:	No
Confidentiality:	Part I - Official

Purpose of Report

This report presents the final outturn position of Mount Edgumbe for the financial year 2018/19 and confirms the 2019/20 budget.

Recommendations and Reasons

It is recommended that Joint Committee:

- Notes the financial position contained in the report along with the risks, issues and any mitigating actions
- Notes the capital programme and proposals to be presented to Plymouth City Council's Investment Board

Alternative options considered and rejected

NONE

Relevance to the Corporate Plan and/or the Plymouth Plan

This monitoring report links to delivering the priorities within the Council's Corporate Plan.

Implications for the Medium Term Financial Plan and Resource Implications:

In November 2018, a forecast nil variation to budget was reported to the Joint Committee and the final outturn is a nil variation to budget. The 2019/20 budget has been built into the Medium Term Financial Plan (MTFP).

Carbon Footprint (Environmental) Implications:

NONE

Other Implications: e.g. Health and Safety, Risk Management, Child Poverty:

* When considering these proposals members have a responsibility to ensure they give due regard to the Council's duty to promote equality of opportunity, eliminate unlawful discrimination and promote good relations between people who share protected characteristics under the Equalities Act and those who do not.

Monitoring of commercial project delivery times and ensuring they perform in accordance with budgets set, with continued focus to sensibly capitalise on existing assets, to generate new and / or more income as soon as possible.

Appendices

*Add rows as required to box below

Ref.	Title of Appendix	Exemption Paragraph Number (if applicable) If some/all of the information is confidential, you must indicate why it is not for publication by virtue of Part 1 of Schedule 1 of the Local Government Act 1972 by ticking the relevant						
		1	2	3	4	5	6	7
A	Briefing report title							
B	Equalities Impact Assessment (if applicable)							

Background papers:

*Add rows as required to box below

Please list all unpublished, background papers relevant to the decision in the table below. Background papers are unpublished works, relied on to a material extent in preparing the report, which disclose facts or matters on which the report or an important part of the work is based.

Title of any background paper(s)	Exemption Paragraph Number (if applicable) If some/all of the information is confidential, you must indicate why it is not for publication by virtue of Part 1 of Schedule 12A of the Local Government Act 1972 by ticking the relevant box.						
	1	2	3	4	5	6	7

Sign off:

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Originating Senior Leadership Team member: Nicola Moyle

Please confirm the Strategic Director(s) has agreed the report? Yes (Anthony Payne)

Date agreed: 09/07/2019

Cabinet Member approval: Councillor Peter Smith (verbal)

Date approved: 09/07/2019

Section I**I.1 Revenue outturn 2018/19 - Financial summary**

Business type	Activity volumes			2018/19 Budget			2018/19 Outturn			Variation to net budget	Comments on activity volumes
	2017/18	2018/19	Increase/Decrease	Income	Exp.	Net	Income	Exp.	Net		
			%	£000's	£000's	£000's	£000's	£000's	£000's	£000's	
Staffing & operations				-14	564	550	-45	532	487	-63	
House	7353	8030	9%	-42	47	5	-48	46	-2	-7	Visitor admissions
Gardens				0	9	9	-24	18	-6	-15	
Grounds				-27	66	39	-44	129	85	46	
Trading activities:							0	0			
<i>Rents</i>	41	39	-5%	-206	43	-163	-166	30	-136	27	Units let - 43 Total units
<i>Holiday Lets</i>	355	651	83%	-56	18	-38	-50	30	-20	18	Days occupied - Max. poss. occupancy 183 days a year, per-let
<i>Chalets</i>	81	81	0%	-72	0	-72	-83	8	-75	-3	All units let - 21 Yr. Lease from Yr.2000
<i>Glamping</i>	55	115	109%	-15	1	-14	-11	5	-6	8	Days occupied - Max. 109 per-hut
<i>Parking</i>				-81	2	-79	-101	3	-98	-19	No figures available
<i>Special events</i>	20	18	-10%	-22	29	7	-33	31	-2	-9	Does not include Sat. Park Run
<i>Conferences</i>	12	16	33%	-10	9	-1	-7	4	-3	-2	Total annual bookings
<i>Weddings</i>	33	26	-21%	-58	7	-51	-37	15	-22	29	Wedding functions
<i>Filming</i>	5	2	-60%	0	2	2	-1	0	-1	-3	
<i>Misc. activities</i>				-7	3	-4	-11	0	-11	-7	No measurable comparrison
Total operations				-610	800	190	-661	851	190	0	
Subsidy Corn.CC				-95	0	-95	-95	0	-95	0	Cornwall & Plymouth's subsidy to Mt.
Subsidy PCC				-95	0	-95	-95	0	-95	0	Edgcumbe
Subsidy total				-190	0	-190	-190	0	-190	0	
Deficit / (Surplus)						0			0	0	

Note

A transfer from reserve to Mt. Edgumbe of £8k was made and included in the income line of staffing and operations. 2018/19 is the first full year of glamping being run through a third-party agency.

1.2 Commentary

Key variations to budget can be summarised as:

- (£63k) Reduced borrowing charges this year, reduction in salaries over-time, salary savings, capitalised salaries, and transfer from reserves
- £46k Increased vehicle repair work, refuse and cleaning costs
- £27k Less rental income than budgeted – Funding for new unit conversions re-purposed affecting this financial year
- £18k Less holiday let income due to Captain Blake's hut coming online later than budgeted
- (£19k) Additional parking income
- £29k Less wedding income
- (£38k) Numerous items – Net saving in gardens forecast due to receipt of 2017/18 income, more income from special events and Misc. activities.

Staffing & operations

Salary savings due to a reduction in the use of over-time, vacancy management, capitalised salaries, and lower borrowing charges due to less work being completed on projects.

House

No material variations to report.

Gardens

2017/18 Income that should have been accrued is showing in 2018/19 January and distorting variance and reduced gardening costs this year

Grounds

Increased spend to carry-out essential vehicle repair works and an increase in the refuse and cleaning contract cost this year.

Trading activities

Rents:

- Mainly the Kennel conversion to stables, Rame Head café and Barn Pool high ropes conversion works not yet completed. Also two units vacant but one subsequently re-let since end of 2018/19.

Holiday Lets:

- New lets completion slower than original timetable, due to additional works required to allow supply of electricity to Captain Blake's Hut. Income re-profiled during budget preparation.

Parking:

- Income increased by higher parking tariffs and new parking machines introduced.

Weddings:

- Despite more wedding ceremonies this year, they have been for cheaper packages (without the marquee) which has had a large impact on income, reducing the total number of functions booked.

Subsidy

Reduced from £112k in 2017/18 to £95k per-authority in 2018/19 but future years subject to ongoing review. Please see appendix I. for prior year subsidy trend analysis.

Section 2**2.1 Revenue budget planning 2019/20**

Business type	2019/20 Budget			2019/20 Latest Forecast			Variation to net budget
	Income	Exp.	Net	Income	Exp.	Net	
	£000's	£000's	£000's	£000's	£000's	£000's	£000's
Staffing & operations	-53	580	527	-53	580	527	0
House	-41	41	0	-41	41	0	0
Gardens	0	13	13	0	13	13	0
Grounds	-27	102	75	-27	102	75	0
Trading activities:							
<i>Rents</i>	-185	28	-157	-185	28	-157	0
<i>Holiday Lets</i>	-121	63	-58	-121	63	-58	0
<i>Chalets</i>	-76	0	-76	-76	0	-76	0
<i>Glamping</i>	-11	5	-6	-11	5	-6	0
<i>Parking</i>	-94	3	-91	-94	3	-91	0
<i>Special events</i>	-41	31	-10	-41	31	-10	0
<i>Conferences</i>	-8	5	-3	-8	5	-3	0
<i>Weddings</i>	-26	8	-18	-26	8	-18	0
<i>Filming (future Opp)</i>	-1	0	-1	-1	0	-1	0
<i>Misc. activities</i>	-5	0	-5	-5	0	-5	0
Total operations	-689	879	190	-689	879	190	0
Subsidy Corn.CC	-95	0	-95	-95	0	-95	0
Subsidy PCC	-95	0	-95	-95	0	-95	0
Subsidy total	-190	0	-190	-190	0	-190	0
Deficit / (Surplus)			0			0	0

Section 3**3.1 Approved capital programme**

Scheme	Funding	Prior Years Spend	18/19 Actual	19/20 Budget	Total Scheme cost
		£000's	£000's	£000's	£000's
Purchase of Lady Emma's Cottage	£19,650 Loan (50% Corn.CC & 50% PCC). £500,000 Grant. £15,000 Reserves.	0	534,650	0	534,650
Purchase of a new Land Rover	Reserves	0	23,160	0	23,160
Mount Edgumbe Commercialisation	Loan (50% Corn.CC & 50% PCC)	137,566	234,593	6,961	379,120
Tree Houses	Loan (50% Corn.CC & 50% PCC)	0	0	327,350	327,350
Cremyll Car Park	Loan (50% Corn.CC & 50% PCC)	0	0	70,000	70,000
	Total	137,566	792,403	404,311	1,334,280

3.2 Proposals for future capital projects

Proposed future projects	Possible funding	Mandate	Business case	Leader approval		Key:		
Restoration & maintenance								
Restoration of English Garden House	Herritage Lottery Fund grant no longer exists	Until new source of funding found to replace Herritage Lottery Fund grant, project is on hold				No business case draft	Business case in draft	Business case presented to CCIB

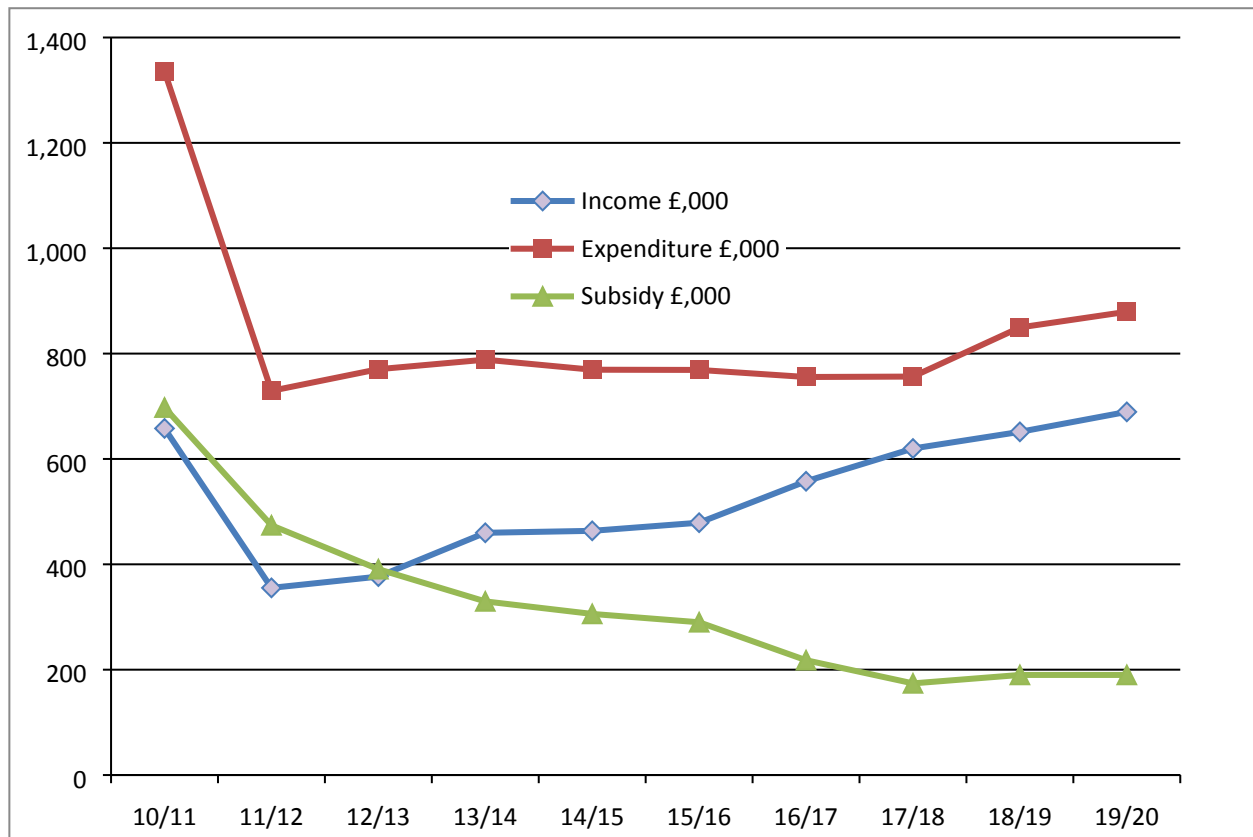
Section 4**4.1 Recommendations**

It is recommended that Joint Committee:

- Notes the financial position contained in the report along with the risks, issues and any mitigating actions
- Notes the capital programme and proposals to be presented to Plymouth City Council's Investment Board, subject to a detailed business case

Appendix. I**I.0 Income & expenditure V's subsidy**

Financial performance over the last nine years.

**Note**

Financial year 2019/20 represents projected income and expenditure, based on revised project timetable.

It is also expected that as more commercial income is achieved the subsidy will be reduced.

Mount Edgcumbe Joint Committee

Park Activity Report (June 2019)



Date of meeting:	19 July 2019
Title of Report:	Park Activity Report (June 2019)
Lead Member:	Councillor Peter Smith (Deputy Leader)
Lead Strategic Director:	Anthony Payne (Strategic Director for Place)
Author:	Chris Burton (Park Manager)
Contact Email:	Chris.burton@plymouth.gov.uk
Your Reference:	n/a
Key Decision:	No
Confidentiality:	Part I - Official

Purpose of Report

The report provides an update on activities in the park in the 2018/19 financial year to the end of June 2019.

Recommendations and Reasons

The Joint Committee will be asked to note the update.

Alternative options considered and rejected

n/a

Relevance to the Corporate Plan and/or the Plymouth Plan

In line with the Council's priorities, the Park provides a vibrant cultural offer.

Implications for the Medium Term Financial Plan and Resource Implications:

n/a

Carbon Footprint (Environmental) Implications:

n/a

Other Implications: e.g. Health and Safety, Risk Management, Child Poverty:

** When considering these proposals members have a responsibility to ensure they give due regard to the Council's duty to promote equality of opportunity, eliminate unlawful discrimination and promote good relations between people who share protected characteristics under the Equalities Act and those who do not.*

n/a

Appendices

**Add rows as required to box below*

Ref.	Title of Appendix	Exemption Paragraph Number (if applicable)						
		1	2	3	4	5	6	7
A	Briefing report title							
B	Equalities Impact Assessment (if applicable)							

Background papers:

*Add rows as required to box below

Please list all unpublished, background papers relevant to the decision in the table below. Background papers are unpublished works, relied on to a material extent in preparing the report, which disclose facts or matters on which the report or an important part of the work is based.

Title of any background paper(s)	Exemption Paragraph Number (if applicable)						
	1	2	3	4	5	6	7

Sign off:

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Originating Senior Leadership Team member: David Draffan											
Please confirm the Strategic Director(s) has agreed the report? Yes (Anthony Payne) Date agreed: 10/07/2019											
Cabinet Member approval: Councillor Peter Smith (verbally) Date approved: 10/07/2019											

1.0 Introduction

- 1.1 This report informs members of the works and activities carried out since November 2018.

2.0 Park Matters

- 2.1 The Park now owns Lady Emma's Cottage having purchased the property from the owner. The cost of this sale was covered by a donation from the Oak Foundation. Therefore the Park will receive a high end holiday let free of charge that will generate around £30,000 for the Park. This is a welcome addition to our property portfolio, and is presently booked through most of the summer.
- 2.2 The Orangery Gatehouse holiday let has been completed and is very busy, aimed at the wedding market this is a one bedroom property adjacent to the Orangery with fantastic views across the Sound. The roof however was completely rotten and needed replacement as did the chimney.
- 2.3 Captain Blake's Retreat holiday let is also finished and taking bookings, this unique property is booked for most of June and July and has so far received 100% feedback. The remote location and world class views have been very much appreciated.
- 2.4 Work on Cremyll car park has been completed with the car park resurfaced, parking bays delineated and a new pay machine. This will hopefully generate around £15k more income a year with payback within two years. Parking as a whole contributes around £90,000 for the Park. These works will also prevent people being blocked in as sometimes happens in the summer.
- 2.5 An interpretation board has been completed on Lawrence of Arabia, telling of his involvement with Air Sea Rescue at RAF Mount Batten and his visits to the Park.
- 2.6 Funds are being sought for the repair of the access road to the Barrow Centre which has become very uneven and subject to flash flooding and dust storms in the summer (not very pleasant when you are having lunch at the Stables). The cost of these repairs however, is likely to be around £25,000 well beyond the Park's maintenance budget.
- 2.7 The Park now has a new boiler repair company and they have managed to fix the boilers which the previous company assured us were unfixable. Costs for replacement had been estimated at around £60,000. For the time being the boilers will soldier on.
- 2.8 Trees have been added to the corporate Risk Management Strategy. The Rangers are continuing to carry out the work involved with the 'Quantifiable Tree Safety Risk Assessment' (QTRA) and are now able to follow national best practice in assessing tree safety in the Park. The Park now has a Tree Safety Management Plan in place. A temporary Ranger Tamar has been hired to deal with the huge backlog of work.
- 2.9 The Heritage Lottery (HLF) bid for the English Garden House has been carried out by PWH along with Park staff. HLF have however withdrawn their current funding stream the one we were applying for! We are all still waiting to see what the new one looks like. English Heritage are visiting at the time of writing to look at emergency funding. The money for this bid is part of a gift of £70,000 from the Oak Foundation. The addition of Lady Emma's cottage has made the conversion of this property to a holiday let less essential.

- 2.10 The Park welcomes four Austrian volunteers on ten month placements Elias Nueuranter, Peter Steixner, Fabian Buchberger and Jacob Merski through the KONA programme. They provide a welcome and essential boost to our workforce and are accommodated in the Park or locally in Millbrook.
- 2.11 A new grass cutting contractor has been appointed and is producing a much better cut at a slightly reduced rate.
- 2.12 The clearing of fallen trees within the Penlee and Amphitheatre areas has been a major part of the Rangers work load during the winter.
- 2.13 The location of the miniature railway has moved to 'Earls Halt,' at the bottom of the Park at the top of the lime avenue. This has enabled a more extensive circular layout. It started giving rides this summer.

3.0 Buildings and Park Infrastructure

- 3.1 Two more holiday lets have been added since the last report, along with the purchase of Lady Emma's Cottage. Lady Emma's Cottage and Captain Blake's Retreat are higher end properties with larger profit margins. Lady Emma's Cottage markets at £2321 for the summer months and is more or less fully booked.
- 3.2 Work on the conversion of Rame Head into a holiday let, with views directly onto the 'Head' will commence this winter. Brand new multi access toilets will be moved to the old Coast Guard generator shed.
- 3.3 Plans for the Tree Houses are to be submitted this year but are likely to be amended now that we own Lady Emma's Cottage. Current thoughts are to have one really nice one, and some funds have been redirected to Cremyll car park that will show better returns.
- 3.4 There is now a pay and display machine at Rame Head car park, this raised £5707 we had estimated £6000 in the last report. The Honesty Box at Maker raised £2130. The charge for Rame Head car park is £1.00 per day.
- 3.5 The Park has a legacy of an aging vehicle stock and with the exception of our new Landover all vehicles are in excess of ten years old with many double that. The cost of keeping these vehicles operating is rising by 15% per year.
- 3.6 A new 'buggy' has been purchased by the 'Friends' and along with our volunteer drivers is moving people around the Park, chiefly between the Cremyll ferry and Barrow Centre.
- 3.7 The garden equipment is of a similar age to that of the vehicles and now breaks down at regular intervals causing work delays and an increased draw on the Park's budgets.

4.0 Events

- 4.1 We hosted the Mind, Body and Spirit event in the in the Earl's Garden marquee with pop-up tents, this proved very popular and was blessed with good weather. This was a private event that hired the marquee.
- 4.2 In March 2019, we hosted the Kernow Endurance Race with Edge Cycles along with another event in July 2019 part of a series of race events.
- 4.3 The 'Fiends' Easter Egg Hunt now in its 18th year had another record breaking turnout as the weather was kind to us.
- 4.4 Missy Ivy Events hosted two successful events the Gin Bubbles and Music festival and the Rum Drums and Reggae festival. The Reggae festival was great success with perfect Caribbean weather, combined with people turning up to the event on the Artists Platz in their yachts it had a fantastic atmosphere.
- 4.5 The Green Man was again blessed with good weather and as one of the Parks two main events it managed to break more or less even.
- 4.6 May 2019, saw the return of the Southwest Paddlefest that encompasses all things that you can paddle. The event is steadily growing and now in its third year at Mount Edgcumbe.
- 4.7 Faery Festival was another success, now in its sixth year at the Park and with good weather for most of the weekend. Numbers were slightly down due to another new Fairy event taking place only a couple of weeks before, thus splitting the fairy community!
- 4.8 The Christmas Fayre proved a very popular event this year and was piggy backed by the Wonder Nights event.

5.0. Business Development

- 5.1 The Park continues to develop its holiday let portfolio, it has 6 holiday lets at the moment and will have 10 by 2022. Those coming on line now are likely to have higher profit margins as they are predominantly higher end properties, service costs for lower grades are more or less the same as higher grades.
- 5.3 A new businesses is now resident in the Barrow Centre, selling designer and vintage cake and cup wear. Edge Cycles now also runs the Frisbee Golf which will have another world championship this summer.
- 5.4 Wonder Nights a major light and Laser show took place this Christmas season in partnership with one of our Traders Richard Toy. This was a ticketed event that took place in the evening in the Earl's Garden and part of the House was 'transformed' into a 'wonderland' of light and shade. This event piggy backed the already established Christmas Fayre and with one or two changes it is hoped to run this event again this year. The event broke even which for a first year was considered a success.
- 5.5 Holiday let occupancy targets are being met and exceeded.

- 5.6 The Park has started recouping the electricity savings as a result of the switch over to LED initially the savings offset the loan for the installation works.
- 5.7 The Park now has WIFI coverage to all its main buildings.
- 5.8 Initial Planning for the 'Blitz 80' exhibition is taking place. The Park has a propeller from the Lancaster Bomber that crashed on the Breakwater and it is hoped that this will be turned into a memorial to those aircrew that were killed in and around the Park.
- 5.9 Initial discussions are taking place along with valuation reports in preparation of the lease renewal at Treninnow Chalets. This has the potential to raise a large amount of revenue income for the Park and should be the final game changer in terms of driving towards a zero budget for the Park.
- 5.10 We are working directly with Visit Plymouth and Visit England on an initiative called US Connections – which has already been launched at the Chicago Travel Trade Fair, by partners Visit Britain.

We are carried as a 'bookable product' along with Plymouth hotels, boat operator and other attractions such as Elizabethan House and 'The Box'. We are amongst a very few attractions that have been focused on because we are offering a Mayflower Tour of the House – the House was 73 years old when the Mayflower sailed past on her way to the American continent.

Mount Edgumbe is now being marketed as part of the 'Disney' team as part of the American cruise industry.

It is hoped that ME will play a role in the Illuminate festivities and funding is being sought to light up the 'Folly' for this purpose

- 5.11 The Park has had a poor year in terms of filming income, partly we are assured due to 'market uncertainty' this is a regular if unpredictable, income stream for the Park.
- 5.12 The Park has produced a new conference pack for the conference season but has yet to reach its targets in terms of conferencing income.
- 5.13 The Park has received numerous complaints relating to the Stables Café and it has run out of coffee at least three times this year! Park management has arranged a meeting with the Café in order to address these issues.
- 5.14 The House continues to break even with a small profit this year. The new shop stock has helped with this.

6.0 Weddings

- 6.1 The Park has commissioned a review of the pricing structure of this business stream with the help of Plymouth City Council. Looking at comparative markets and price setting this will form part of the BDP. A presentation of its findings will be given at this meeting but it's fair to say that when true costs are calculated we were making very little money in some areas. The wedding business is some £20,000 down and still an area of concern. There is a better level of bookings next year (eight in total) but the marquee is on its last legs.

Summary

The Park has worked to a £95,000 budget from the two LA's this year a reduction of some £35,000 it looks as if this target will be met. Whilst capital investment in revenue creating streams is starting to show fruition in terms of income there are as mentioned above a number of infrastructure spends that could have a large bearing on finances.

The Holiday let business is still flourishing and profit margins will increase with higher earning properties coming on line. Carpark revenue is very healthy and along with Rents shows the best performance. Weddings and conferencing are areas of concern. Please see finance section of the report.

The Park has had a record year for the number of events that it hosts and its social media presence is much improved as it drives towards truly becoming staycation. The Park through its entrepreneurial approach has managed to deliver more for users and at the same time reduce public spending. . The long term feasibility of reaching zero budget depends largely on the successful conclusion of the Trennow chalets lease consultation, which represents a unique opportunity for the Park to invest in its future.

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The Friends of Mount Edgcumbe Country Park
Report to the Joint Committee, 19 July 2019

Membership

Membership is open to all who wish to support and assist the Park in preserving, maintaining and enhancing the amenities available for the benefit of all users.

The number of members currently remains around 600. While the total constitutes a minor percentage of those visiting the Park the input from the members in financial and practical terms is significant.

Financial Support

Since the last meeting of this committee the Friends have facilitated the purchase of Lady Emma's Cottage, taking the level of financial support to the Park to over £830,000 since 1985. A system of quarterly meetings with the Park Management has been established to enable a more formal dialogue to take place on priorities and criteria for the expenditure of the charity's funds. These meetings will result in the establishment of a combined list of projects proposed by The Friends and the Park Management which can be assessed and prioritised. The list should contain projects that comply with the Constitution of the charity and exclude those which fall within the responsibility of the Joint Committee. In respect of the latter The Friends wish to continue to alert the Joint Committee over their concerns on the apparent shortfall between the Park budget and the requirement to maintain the buildings and plant in safe and useable conditions. Indeed, The Friends would like to see the results of a comprehensive audit of the condition of the Park, its buildings, contents, vehicles and plant to be used to provide a realistic guide as to how fast the aim of reducing the support budget to zero could be achieved.

Practical Support

People join The Friends because they care about the Park and our aim is to persuade more of the members to join the ranks of those who volunteer to help in a practical way. The majority of volunteers are members of The Friends and they drive the buggies, act as house stewards, assist the gardeners and rangers, make the costumes for the 'dressing up' room in the House, and providing traffic management advice. The Friends provided volunteers for the Christmas Fayre and Green Man events. The Friends also undertook a car park study which resulted in the resurfacing and increase in spaces at the Cremyll car park.

Social and Other Events

The Friends aim to provide an annual programme of social events catering for a wide range of tastes and ages. Since November 2018 we have held the Annual Easter Egg Hunt, which brought 870 children plus their families into the Park on the day and a further 145 children took part during the following fortnight. The Friends also decorated a Christmas tree in Millbrook Church, arranged a tour of the Britannia Royal Naval College, Dartmouth and attended a family history day in Liskeard. Members of the Joint Committee are invited to attend The Annual Summer Fayre/Classic Car Show in August, organised jointly with Cornwall Hospice Care.

Friends Lodge

The Friends vacated the Orangery Lodge in May 2018 to facilitate its conversion to a holiday let. A replacement wooden lodge behind the Gardener's Lodge finally received planning permission in January and opened in May 2019, acting as an information point for visitors to the Park and to raise funds through the sale of pre-owned books. It is proving to be very popular.