

MOUNT EDGCUMBE Monitoring 2010/11**Summary**

| | | | | | |
|----------------------------------|-------------------------|-------------------------------|----------------------------|----------------------------------|-------------------------------------|
| Existing House & Park operations | Latest Budget CC0131 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Variance to Previous Forecast |
| | £ | £ | £ | £ | £ |
| DEFICIT/(SURPLUS) | 43,605 | (4,034) | 172,176 | 171,086 | 1,090 |
| Stables | Latest Budget CC0132 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Variance to Latest Budget |
| | £ | £ | £ | £ | £ |
| DEFICIT/(SURPLUS) | (2,800) | 16,027 | 17,065 | 6,013 | 11,052 |
| Orangery | Latest Budget CC0149 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Variance to Latest Budget |
| | £ | £ | £ | £ | £ |
| DEFICIT/(SURPLUS) | (54,338) | 65,506 | 82,049 | 61,504 | 20,545 |
| Plant Sales | Latest Budget CC0134 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Variance to Latest Budget |
| | £ | £ | £ | £ | £ |
| DEFICIT/(SURPLUS) | (4,219) | 11,024 | 11,153 | 3,646 | 7,507 |
| Barrow Shop | Latest Budget CC0133 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Variance to Latest Budget |
| | £ | £ | £ | £ | £ |
| DEFICIT/(SURPLUS) | (4,848) | 2,726 | 3,150 | 6,949 | (3,799) |
| Cremyll Shop | Latest Budget CC0135 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Variance to Latest Budget |
| | £ | £ | £ | £ | £ |
| DEFICIT/(SURPLUS) | (12,100) | 1,080 | 596 | (4,606) | 5,202 |
| Special Events | Latest Budget CC4799 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Variance to Latest Budget |
| | £ | £ | £ | £ | £ |
| DEFICIT/(SURPLUS) | 19,700 | 14,940 | 21,545 | 18,017 | 3,528 |
| (SURPLUS) TO RESERVES | (15,000) | 107,269 | 307,734 | 262,609 | 45,125 |

MOUNT EDGCUMBE Monitoring 2010/11
Existing House & Park operations

| Existing House & Park operations | Latest Budget CC0131 CC0139 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | Forecast variance | RAG Rating | Explanation of Variances |
|---|--------------------------------|-------------------------------|----------------------------|----------------------------------|----------------------|---------------|--|
| | £ | £ | £ | £ | £ | | |
| Employees | | | | | | | |
| Staffing – Core House | 488,236 | 409,922 | 521,091 | 511,068 | 10,023 | G | |
| Staffing – Agency | 17,550 | 35,632 | 37,271 | 29,500 | 7,771 | G | Additional pertemps costs covering absence, general park duties |
| Staffing Reductions | 0 | 0 | 0 | 0 | 0 | | |
| Other Employee Costs | 5,000 | 4,587 | 5,165 | 4,968 | 197 | G | |
| Sub Total | 510,786 | 450,141 | 563,527 | 545,536 | 17,991 | | |
| Premises & Park | | | | | | | |
| General Maintenance | 48,835 | 36,131 | 49,108 | 47,505 | 1,603 | G | |
| Energy Costs | 21,200 | 13,773 | 31,098 | 23,600 | 7,498 | G | Identified additional costs relating to 09/10 and usage to meters not billed Additional usage to meters not previously billed |
| NNDR, Water, Env chgs | 28,810 | 28,127 | 39,214 | 29,917 | 9,297 | G | |
| Cleaning | 7,630 | 4,740 | 6,056 | 7,303 | (1,247) | G | |
| Insurances | 9,379 | 9,526 | 9,526 | 9,526 | 0 | G | |
| Sub Total | 115,854 | 92,297 | 135,002 | 117,851 | 17,151 | | |
| Gardens | | | | | | | |
| Grounds Maintenance Ad Hoc | 15,500 | 12,866 | 18,630 | 15,500 | 3,130 | G | |
| Transport | | | | | | | |
| Vehicle costs | 23,998 | 22,051 | 26,817 | 26,251 | 566 | G | Purchase of additional vehicle |
| Supplies and services | | | | | | | |
| Equipment/general operating costs | 66,244 | 37,701 | 58,650 | 62,046 | (3,396) | G | |
| Grant funded projects – Relic Garden | 0 | 13,868 | 18,915 | 17,000 | 1,915 | G | |
| Collection Management | 1,000 | 1,627 | 2,450 | 1,000 | 1,450 | G | |
| Loan repayment | 29,150 | 0 | 29,301 | 29,150 | 151 | G | Future year options available. |
| External Audit Fees | 0 | 2,500 | 5,000 | 5,120 | (120) | G | |
| Commercial Manager | 3,000 | 1,942 | 1,942 | 1,942 | 0 | G | |
| Consultants – Business Plan | 0 | 2,000 | 10,000 | 10,000 | 0 | G | |
| Contribution Transport initiative | 6,300 | 0 | 4,725 | 4,725 | 0 | G | |
| Exhibitions | 1,000 | 924 | 1,000 | 1,000 | 0 | G | |
| Insurances | 3,428 | 6,099 | 6,099 | 1,055 | 5,044 | G | |
| Advertising and Interpretation | 27,000 | 20,198 | 27,000 | 27,000 | 0 | G | Includes forecast for 2011 marketing |
| Gross Expenditure | 803,260 | 664,214 | 909,058 | 865,176 | 43,882 | | |
| INCOME | | | | | | | |
| Grants and contributions | (77,500) | (1,798) | (77,500) | (75,500) | (2,000) | G | SOD grants, forestry commission & countryside stewardship |
| Admission, use of facilities & adhoc hires | (49,000) | (78,281) | (78,283) | (51,735) | (26,548) | G | Additional income from film crew and other adhoc hires. |
| Wedding & function Income | (65,700) | (41,410) | (26,954) | (27,000) | 46 | G | Forecast based on 28 functions, higher figure shown as actual which relates to future year deposits which will be accrued at year end. |
| Rent of Land | (31,400) | (30,637) | (32,683) | (31,400) | (1,283) | G | |
| Treninow Chalets | (55,680) | (56,144) | (55,680) | (55,680) | 0 | G | |
| Car Parking | (73,000) | (36,844) | (42,648) | (45,400) | 2,752 | G | Previous forecast did not reflect current income levels consistent with 09/10 |
| Income From Donations | (23,375) | (29,119) | (29,119) | (23,375) | (5,744) | G | |
| Agreed contribution from Constituent Authorities | (384,000) | (384,015) | (384,015) | (384,000) | (15) | G | |
| Additional Contribution for Business Plan Consultancy | 0 | (10,000) | (10,000) | 0 | (10,000) | | |
| Income from Commercial trading | 0 | 0 | 0 | 0 | 0 | | |
| Total Income | (759,655) | (668,248) | (736,882) | (694,090) | (42,792) | | |
| DEFICIT/(SURPLUS) | 43,605 | (4,034) | 172,176 | 171,086 | 1,090 | | |

MOUNT EDGCUMBE Monitoring 2010/11
Stables

| Stables | Latest Budget CC0132 £ | Actual as at 31st Dec 2010 £ | Latest Forecast 2010/11 £ | Previous Forecast 29/09/10 £ | % of income | Forecast variance £ | RAG Rating | Explanation of Variances |
|-------------------------------------|------------------------------|------------------------------------|---------------------------------|---------------------------------------|-------------|---------------------------|---------------|--|
| <u>Employees</u> | | | | | | | | |
| Staffing ~ Agency | 57,358 | 45,925 | 45,925 | 43,786 | 52% | 2,139 | G | Lower staffing profile due to revised apportionment of agency staff between Orangery & Stables. |
| Other Employee Costs | 250 | | | 250 | | (250) | G | |
| Sub Total | 57,608 | 45,925 | 45,925 | 44,036 | | 1,889 | | |
| <u>Supplies and services</u> | | | | | | | | |
| Cost of Sales | 64,333 | 56,238 | 57,253 | 43,310 | 65% | 13,943 | A | Income now reflects winter reduced trading w.e.f 4th October 2010 Revised forecast based on actual with no further function income projected to year end. |
| Equipment and cleaning | | 1,474 | 1,497 | | | 1,497 | G | |
| Advertising and Interpretation | 4,750 | | | | | | G | |
| Gross Expenditure | 126,691 | 103,637 | 104,675 | 87,346 | 118% | 17,329 | | |
| <u>INCOME</u> | | | | | | | | |
| Catering Income | (133,000) | (86,992) | (86,992) | (80,800) | | (6,192) | A | |
| Wedding & function Income | (20,000) | (618) | (618) | (533) | | (85) | A | |
| Total Income | (153,000) | (87,610) | (87,610) | (81,333) | | (6,277) | | |
| DEFICIT/(SURPLUS) | (26,309) | 16,027 | 17,065 | 6,013 | | 11,052 | | |

MOUNT EDGCUMBE Monitoring 2010/11
Orangery

| Orangery | Latest Budget CC0149 £ | Actual as at 31st Dec 2010 £ | Latest Forecast 2010/11 £ | Previous Forecast 29/09/10 £ | % of income | Forecast variance £ | RAG Rating | Explanation of Variances |
|----------------------------------|------------------------------|------------------------------------|---------------------------------|---------------------------------------|-------------|---------------------------|------------|--------------------------|
| Employees | | | | | | | | |
| Staffing ~ Core | 23,509 | 26,035 | 34,108 | 30,651 | | 3,457 | G | |
| Staffing ~ Agency | 63,912 | 97,949 | 97,949 | 102,068 | 104% | (4,119) | G | |
| Sub Total | 87,421 | 123,984 | 132,057 | 132,719 | | (662) | | |
| Supplies and services | | | | | | | | |
| Catering Equipment/ reinvestment | 10,000 | 10,274 | 10,274 | 10,274 | | | A | |
| Other Operating Costs | | 10,842 | 10,863 | 9,325 | 14% | 1,538 | A | |
| Cost of Sales | 64,000 | 53,732 | 55,157 | 49,036 | 44% | 6,121 | A | |
| Cleaning | | 191 | 250 | 300 | | (50) | G | |
| Advertising and Interpretation | 4,750 | | | | | | G | |
| Gross Expenditure | 166,171 | 199,023 | 208,601 | 201,654 | 162% | 6,947 | | |
| INCOME | | | | | | | | |
| Catering Income | (144,000) | (93,393) | (93,393) | (100,150) | | 6,757 | A | |
| Wedding & function Income | (53,000) | (40,124) | (33,159) | (40,000) | | 6,841 | A | |
| Total Income | (197,000) | (133,517) | (126,552) | (140,150) | | 13,598 | | |
| DEFICIT/(SURPLUS) | (30,829) | 65,506 | 82,049 | 61,504 | | 20,545 | | |

Unbudgeted costs for hiring crockery etc for weddings & functions.

Income now reflects winter reduced trading w.e.f 4th October 2010
Actual income includes deposits for 11/12 and 12/13 bookings,
forecast excludes these.

MOUNT EDGCUMBE Monitoring 2010/11
Plant Sales

| Plant Sales | Latest Budget CC0134 £ | Actual as at 31st Dec 2010 £ | Latest Forecast 2010/11 £ | Previous Forecast 29/09/10 £ | % of income | Forecast variance £ | RAG Rating | Explanation of Variances |
|-----------------------------------|------------------------------|------------------------------------|---------------------------------|---------------------------------------|-------------|---------------------------|---------------|--|
| Employees | | | | | | | | |
| Staffing ~ Core (additional 2010) | 0 | 0 | | | | 0 | G | Stock identified within opening stock figure also invoice in 10/11 leading to budget pressure. |
| Staffing ~ Agency | 18,364 | 13,634 | 13,634 | 13,880 | 76% | (246) | G | |
| Sub Total | 18,364 | 13,634 | 13,634 | 13,880 | | (246) | | |
| Supplies and services | | | | | | | | |
| Cost of Sales | 13,667 | 13,512 | 15,357 | 5,466 | 86% | 9,891 | G | |
| Advertising and Interpretation | 4,750 | 0 | 0 | 0 | | 0 | G | |
| Gross Expenditure | 36,781 | 27,146 | 28,991 | 19,346 | 163% | 9,645 | | |
| INCOME | | | | | | | | |
| Plant Sales | (41,000) | (16,122) | (17,838) | (15,700) | | (2,138) | | |
| Total Income | (41,000) | (16,122) | (17,838) | (15,700) | | (2,138) | G | |
| DEFICIT/(SURPLUS) | (4,219) | 11,024 | 11,153 | 3,646 | | 7,507 | | |

MOUNT EDGCUMBE Monitoring 2010/11
Barrow Shop

| Barrow Shop | Latest Budget CC0133 £ | Actual as at 31st Dec 2010 £ | Latest Forecast 2010/11 £ | Previous Forecast 29/09/10 £ | % of income | Forecast variance £ | RAG Rating | Explanation of Variances |
|-------------------------------------|------------------------------|------------------------------------|---------------------------------|---------------------------------------|-------------|---------------------------|---------------|--|
| <u>Employees</u> | | | | | | | | |
| Staffing ~ Core | 11,316 | 6,464 | 6,464 | 7,601 | 28% | (1,137) | G | Reduction reflects vacant post w.e.f. 1.8.10 |
| Staffing ~ Agency | 19,069 | 7,846 | 7,846 | 7,519 | 34% | 327 | G | |
| Other Employee Costs | 250 | 0 | 0 | 0 | | 0 | G | |
| Sub Total | 30,635 | 14,310 | 14,310 | 15,120 | | (810) | | |
| <u>Supplies and services</u> | | | | | | | | |
| Cost of Sales | 17,667 | 11,434 | 11,858 | 14,829 | 52% | (2,971) | A | |
| Advertising and Interpretation | 4,750 | 0 | 0 | 0 | | 0 | | |
| Gross Expenditure | 53,052 | 25,744 | 26,168 | 29,949 | 114% | (3,781) | | |
| <u>INCOME</u> | | | | | | | | |
| Retail sales | (57,900) | (23,018) | (23,018) | (23,000) | | (18) | | |
| Total Income | (57,900) | (23,018) | (23,018) | (23,000) | | (18) | A | |
| DEFICIT/(SURPLUS) | (4,848) | 2,726 | 3,150 | 6,949 | | (3,799) | | |

MOUNT EDGCUMBE Monitoring 2010/11
Cremyll Shop

| Cremyll Shop | Latest Budget CC1035 | Actual as at 31st Dec 2010 | Latest Forecast 2010/11 | Previous Forecast 29/09/10 | % of income | Forecast variance | RAG Rating | Explanation of Variances |
|-------------------------------------|-------------------------|-------------------------------|----------------------------|----------------------------------|-------------|----------------------|---------------|--|
| | £ | £ | £ | £ | | £ | | |
| <u>Employees</u> | | | | | | | | |
| Staffing ~ Agency | 14,000 | 17,260 | 22,707 | 28,391 | 54% | (5,684) | G | Additional staff costs to operate facility during winter months using agency staff |
| Sub Total | 14,000 | 17,260 | 22,707 | 28,391 | | (5,684) | | |
| <u>Supplies and services</u> | | | | | | | | |
| Other Operating Costs | 0 | 673 | 675 | 0 | 2% | 675 | | |
| Cost of Sales | 13,000 | 19,971 | 19,563 | 22,142 | 46% | (2,579) | G | |
| Gross Expenditure | 27,000 | 37,904 | 42,945 | 50,533 | 101% | (7,588) | | |
| <u>INCOME</u> | | | | | | | | |
| Retail sales | (39,100) | (36,824) | (42,349) | (55,139) | | 12,790 | | |
| Total Income | (39,100) | (36,824) | (42,349) | (55,139) | | 12,790 | G | |
| | | | | | | | | |
| DEFICIT/(SURPLUS) | (12,100) | 1,080 | 596 | (4,606) | | 5,202 | | |

MOUNT EDGCUMBE Monitoring 2010/11
Special Events

| Special Events | Latest Budget CC4799 £ | Actual as at 31st Dec 2010 £ | Latest Forecast 2010/11 £ | Previous Forecast 29/09/10 £ | Forecast variance £ | RAG Rating | Explanation of Variances |
|------------------------------|------------------------------|------------------------------------|---------------------------------|---------------------------------------|---------------------------|---------------|--------------------------|
| <u>Special Events</u> | | | | | | | |
| Event Expenditure | 39,000 | 28,241 | 34,846 | 29,267 | 5,579 | G | |
| Sub Total | 39,000 | 28,241 | 34,846 | 29,267 | 5,579 | | |
| <u>INCOME</u> | | | | | | | |
| Event Income | (19,300) | (13,301) | (13,301) | (11,250) | (2,051) | A | |
| Total Income | (19,300) | (13,301) | (13,301) | (11,250) | (2,051) | | |
| DEFICIT/(SURPLUS) | 19,700 | 14,940 | 21,545 | 18,017 | 3,528 | | |