

## Estimated Income generation by Pinhoe Community Hub

			YEAR 1	YEAR 2	YEAR 3
	Service/Service Area/ Funding stream		Estimated Annual Income	Estimated Annual Income	Estimated Annual Income
1	Community Café	Café income (park users, transport hub users, GP patients, locals and Hub users)	£15,000	£55,000	£70,000
2	Cafe grant support	Rail station café supplement (initially £300 per month but may rise)	£3,600	£3,600	£3,600
3	Multi-use Activity Room (Ground Floor)	1. Annual rental from Clyst Caring for daytime use 2. Evening use as multi-purpose room (room hire)	£8,800 £11,000	£9,065 £12,900	£9,336 £13,100
4	Library	Discounted rental as core service	£4,950	£5,100	£5,251
5	Changing Rooms	Let to Hub user groups and Playing Field users (i.e. football clubs) on an hourly tariff. Subject to appropriate agreement with the Parks and Open Spaces team.	£688	£708	£729
6	Hot desking areas	Fully WiFi enabled hot desking facilities bookable on an hour-by-hour basis	£5,500	£5,665	£5,835
7	Business support services	Photocopying/printing; lamination/comb-binding; provision of a postal address	£550	£567	£584
8	Meeting Room/fitness suite (1st Floor)	Also secondary multi-use activity area (room hire)	£8,500	£9,000	£9,050
		SUB TOTAL	£58,588	£101,605	£117,485
9	Fundraising	Fundraising local events	£3,500	£3,600	£3,700
		Crowd funding and donations	£4,000	£200	£200
		Grant applications to support ongoing running costs or management fees recharged f	£20,000	£6,000	£6,000
		TOTAL	£86,088	£111,405	£127,385

## Estimated expenditure and running costs of Pinhoe Community Hub

			YEAR 1	YEAR 2	YEAR 3
	Costs		Estimated Annual Expenditure	Estimated Annual Expenditure	Estimated Annual Expenditure
1	Centre / Cafe Manager	Part time (year 1 at 20 hours per week) increasing to 30 hours (plus on costs) supported by volunteer team	£27,500	£41,250	£42,488
2	Caretaker/Cleaner	Part-time 20 hours per week + oncosts supported by volunteer	£11,704	£12,055	£12,417
3	Café Development Officer (Year 1)	Café set up and development	£13,000	£0	£0
4	Annual running costs	Repair and maintenance	£1,000	£1,030	£1,061
		Insurances	£1,650	£1,700	£1,750
		Water	£1,375	£1,416	£1,459
		Rates	£0	£0	£0
		Publicity and promotion	£1,000	£750	£773
		Heat and lighting	£5,500	£5,665	£5,835
		Website maintenance and development	£330	£340	£350
		Phone and Internet	£5,500	£5,665	£5,835
		Printing, postage, office expenses	£3,300	£3,399	£3,501
		Cleaning materials and hygiene	£275	£283	£292
		Café resale goods and materials (purchase of some sundry equipment year 1)	£9,500	£30,250	£41,250
		Bank charges	£2,000	£2,060	£2,122
		Accountancy	£220	£227	£233
		Subscriptions and licences	£550	£567	£583
		Refuse	£1,100	£1,133	£1,167
			£275	£283	£292
		TOTAL	£85,779	£108,073	£121,408

### Notes

- Year 1 estimated income has been adjusted from the original business plan to incorporate known increases since original projection was submitted
- Years 2 and 3 added to demonstrate ongoing viability.
- Estimations are based on actual income and expenditure figures drawn from community facilities and cafes in and around Exeter. Café income is conservatively based on an actual start up costs from two community cafés within the city.
- Opening reserves are estimated to be between **£26,000 to £30,000** dependent on time required to secure capital bids and build time. The longer the lead up to completion the larger the opening reserve will be.
- A part time post in year one to set up and develop the café
- Heat and lighting estimated costs consider reductions due to the installation of PV panels
- The potential for revenue related grants for project start ups is very good, so the target for year 1 is actually potentially conservative, equally projects with such diverse potential can access a wide range of grant making bodies and funders so the targets for years 2 and 3 are equally conservative.
- The mark up on sales within the café are the range of the industry norm and are supported by the actual figures of a community cafés in and around Exeter. In reality there is likely to be a high ratio of coffee sales which attract the highest return. Turnover projected to reflect increase in demand, with year one being slow to build up.
- Fundraising event targets are based on the established fundraising achieved by the charity.