

	Year 1				
	Q1	Q2	Q3	Q4	Total
Income					
Total income - Sport & Fitness	13,320	14,812	16,216	17,747	62,095
TOTAL INCOME	13,320	14,812	16,216	17,747	62,095

	Year 2				
	Q1	Q2	Q3	Q4	Total
Total income - Sport & Fitness	19,109	20,201	21,415	22,705	83,430
TOTAL INCOME	19,109	20,201	21,415	22,705	83,430

Overheads and Expenses

Administration wages - Annual	0	0	0	0	0
Administration wages - casual	0	0	0	0	0
Advertising and marketing	750	750	750	750	3,000
Professional fees - Self Employed Workers	750	750	750	750	3,000
Professional fees - Other	0	0	0	0	0
Training	750	750	750	750	3,000
Sundry expenses - cleaning / domestic	2,187	2,187	2,187	2,187	8,748
Stationery	0	0	0	0	0
Sundry expenses - other	0	0	0	0	0
Lease Purchase Repayments	12,287	12,287	12,287	12,287	49,148
Depreciation - website	0	0	0	0	0
IT Support Contract	0	0	0	0	0
CRM System & service contract (PC sum)	0	0	0	0	0
AV system; Power Pack; Servers (PC sum)	3,000	3,000	3,000	3,000	12,000
VAT	0	0	0	0	0
TOTAL OVERHEADS/EXPENSES	19,724	19,724	19,724	19,724	78,896
NET PROFIT/(LOSS) FOR THE QTR	(6,404)	(4,912)	(3,508)	(1,977)	
b/f	-	(6,404)	(11,316)	(14,824)	
c/f	(6,404)	(11,316)	(14,824)	(16,801)	

Administration wages - Annual	0	0	0	0	0
Administration wages - casual	0	0	0	0	0
Advertising and marketing	750	750	750	750	3,000
Professional fees - Self Employed Workers	1,125	1,125	1,125	1,125	4,500
Professional fees - Other	0	0	0	0	0
Training	750	750	750	750	3,000
Sundry expenses - cleaning / domestic	2,253	2,253	2,253	2,253	9,010
Stationery	0	0	0	0	0
Sundry expenses - other	0	0	0	0	0
Lease Purchase Repayments	12,287	12,287	12,287	12,287	49,148
Depreciation - website	0	0	0	0	0
IT Support Contract	0	0	0	0	0
CRM System & service contract (PC sum)	0	0	0	0	0
AV system; Power Pack; Servers (PC sum)	0	0	0	0	0
VAT	0	0	0	0	0
TOTAL OVERHEADS/EXPENSES	17,165	17,165	17,165	17,165	68,658
NET PROFIT/(LOSS) FOR THE QTR	1,945	3,036	4,250	5,540	
b/f	(16,801)	(14,856)	(11,820)	(7,569)	
c/f	(14,856)	(11,820)	(7,569)	(2,029)	

	Year 3				
	Q1	Q2	Q3	Q4	Total
Income					
Total income - Sport & Fitness	23,157	23,166	23,166	23,166	92,655
TOTAL INCOME	23,157	23,166	23,166	23,166	92,655

Overheads and Expenses

Administration wages - Annual	0	0	0	0	0
Administration wages - casual	0	0	0	0	0
Advertising and marketing	500	500	500	500	2,000
	0	0	0	0	0
Professional fees - Self Employed Workers	1,125	1,125	1,125	1,125	4,500
Professional fees - Other	0	0	0	0	0
Training	500	500	500	500	2,000
	0	0	0	0	0
Sundry expenses - cleaning / domestic	0	0	0	0	0
Stationery	0	0	0	0	0
Sundry expenses - other	0	0	0	0	0
Lease Purchase Repayments	12,287	12,287	12,287	12,287	49,148
Depreciation - website	0	0	0	0	0
IT Support Contract	0	0	0	0	0
CRM System & service contract (PC sum)	0	0	0	0	0
AV system; Power Pack; Servers (PC sum)	0	0	0	0	0
VAT	0	0	0	0	0
	0	0	0	0	0
TOTAL OVERHEADS/EXPENSES	14,412	14,412	14,412	14,412	57,648
NET PROFIT/(LOSS) FOR THE QTR	8,745	8,754	8,754	8,754	
b/f	(2,029)	6,716	15,470	24,224	
c/f	6,716	15,470	24,224	32,978	

	Year 4				
	Q1	Q2	Q3	Q4	Total
Total income - Sport & Fitness	23,174	23,166	23,166	23,166	92,672
TOTAL INCOME	23,174	23,166	23,166	23,166	92,672
	0	0	0	0	0
	0	0	0	0	0
	500	500	500	500	2,000
	0	0	0	0	0
	1,500	1,500	1,500	1,500	6,000
	0	0	0	0	0
	250	250	250	250	1,000
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
	0	0	0	0	0
TOTAL OVERHEADS/EXPENSES	2,250	2,250	2,250	2,250	9,000
NET PROFIT/(LOSS) FOR THE QTR	20,924	20,916	20,916	20,916	
	32,978	53,903	74,819	95,735	
	53,903	74,819	95,735	116,651	

	Year 5				
	Q1	Q2	Q3	Q4	Total
Income					
Total income - Sport & Fitness	23,174	23,166	23,166	23,166	92,672
TOTAL INCOME	23,174	23,166	23,166	23,166	92,672
Overheads and Expenses					
Administration wages - Annual	0	0	0	0	0
Administration wages - casual	0	0	0	0	0
Advertising and marketing	500	500	500	500	2,000
	0	0	0	0	0
Professional fees - Self Employed Workers	1,500	1,500	1,500	1,500	6,000
Professional fees - Other	0	0	0	0	0
Training	250	250	250	250	1,000
	0	0	0	0	0
Sundry expenses - cleaning / domestic	0	0	0	0	0
Stationery	0	0	0	0	0
Sundry expenses - other	0	0	0	0	0
Lease Purchase Repayments	0	0	0	0	0
Depreciation - website	0	0	0	0	0
IT Support Contract	0	0	0	0	0
CRM System & service contract (PC sum)	0	0	0	0	0
AV system; Power Pack; Servers (PC sum)	0	0	0	0	0
VAT	0	0	0	0	0
	0	0	0	0	0
TOTAL OVERHEADS/EXPENSES	2,250	2,250	2,250	2,250	9,000
NET PROFIT/(LOSS) FOR THE QTR	20,924	20,916	20,916	20,916	
b/f	116,651	137,575	158,491	179,407	
c/f	137,575	158,491	179,407	200,323	

		Q1			Q2			Q3			Q4				
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12		
Adult Inclusive (monthly)	Attrition	0.97													
	Pre-sales of Membership	60													
	No of Membership	60	61	62	63	64	65	66	67	68	69	70	72		
	New member p/m	0	3	3	3	3	3	3	3	3	3	3	4		
£30.00	Monthly Fee	30	30	30	30	30	30	30	30	30	30	30	30		
	Total	1,800	1,830	1,862	1,893	1,925	1,956	1,988	2,019	2,051	2,083	2,114	2,146	23,666	
Concessions Inclusive (Monthly)															
	Attrition	0.97													
	Pre sales	30													
Pre Sales	No of Membership	25	27	29	31	33	35	36	37	38	39	40	41		
0	New member p/m 15% inc	0	3	3	3	3	3	2	2	2	2	2	2		
£24.00	Monthly Fee	24	24	24	24	24	24	24	24	24	24	24	24		
	Total	600	636	688	741	794	847	858	883	908	933	959	984	9,831	
Concession Gym Only (Monthly)															
	Attrition	0.97													
Pre sales	No of Membership	35	36	37	38	39	40	41	42	43	44	45	46		
0	New member p/m 5% inc	0	2	2	2	2	2	2	2	2	2	2	2		
£18.00	Monthly Fee	18	18	18	18	18	18	18	18	18	18	18	18		
	Total	630	644	662	681	700	719	738	757	776	795	814	833	8,748	
Adult Gym Only (Monthly)															
	Attrition @ 3%	0.97													
	No of Membership	35	38	40	43	46	50	53	56	61	65	70	74		
0	New member p/m 10% inc	0	4	4	4	4	5	5	5	6	6	7	7		
£22.00	Monthly Fee	22	22	22	22	22	22	22	22	22	22	22	22		
	Total	770	825	875	945	1,019	1,092	1,165	1,239	1,334	1,431	1,529	1,627	13,850	Total members 233
Pay & Train															
	No of sessions Per Month	100	100	100	100	100	100	100	100	100	100	100	100		
Cost per session	Cost Per Session	5	5	5	5	5	5	5	5	5	5	5	5		
£5.00	Total	500	500	500	500	500	500	500	500	500	500	500	500	6,000	
Total by Month		4,300	4,435	4,586	4,760	4,937	5,114	5,249	5,398	5,569	5,742	5,916	6,089		
Total by Qtr		13,320			14,812			16,216			17,747				

Total Income	62,095
Target membership	233
Theoretical Minimum Membership	1000
Target as a % of Minimum	23.27
Theoretical Maximum Membership	2000
Target as % of Maximum	11.64

Year 2 income

		Q1			Q2			Q3			Q4			
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
Adult Inclusive (Monthly)	Attrition not applicable	0.97												
	Year 1 closing membership	72												
	No of Membership	75	77	78	80	81	83	85	86	88	90	92	93	
	New member p/m 5% inc	4	4	4	4	4	4	4	4	4	4	4	5	
£30.00	Monthly Fee	30	30	30	30	30	30	30	30	30	30	30	30	
	Total	2,253	2,298	2,344	2,391	2,439	2,487	2,537	2,588	2,640	2,693	2,746	2,801	30,217
Concessions Inclusive (Monthly)	Attrition	0.97												
	Year 1 closing membership	43												
41	No of Membership	43	44	45	46	47	48	49	50	52	53	54	55	
	New member p/m	2	2	2	2	2	2	2	2	3	3	3	3	
£24.00	Monthly Fee	24	24	24	24	24	24	24	24	24	24	24	24	
	Total	1,033	1,060	1,085	1,110	1,136	1,161	1,186	1,211	1,237	1,262	1,287	1,312	14,079
Concession Gym Only (Monthly)	Attrition @ 3%	0.97												
	Year 1 closing membership	46												
46	No of Membership	46	47	48	49	50	52	53	54	55	56	57	58	
	New member p/m 5% inc	0	2	2	2	2	3	3	3	3	3	3	3	
£18.00	Monthly Fee	18	18	18	18	18	18	18	18	18	18	18	18	
	Total	833	852	871	890	908	927	946	965	984	1,003	1,022	1,041	11,243
Adult (Monthly)	Attrition @ 3%	0.97												
	year 1 closing membership	74												
74	No of Membership	74	76	77	78	80	81	83	85	87	89	91	94	
	New member p/m 5% inc	0	4	4	4	4	4	4	4	4	4	4	5	
£22.00	Monthly Fee	22	22	22	22	22	22	22	22	22	22	22	22	
	Total	1,627	1,665	1,689	1,712	1,758	1,782	1,827	1,873	1,920	1,966	2,012	2,059	21,891
Pay & Train	No of sessions Per Month	100	100	100	100	100	100	100	100	100	100	100	100	
	Cost per session	5	5	5	5	5	5	5	5	5	5	5	5	
£5.00	Total	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Total by Month		6,246	6,375	6,489	6,603	6,740	6,858	6,997	7,138	7,280	7,424	7,568	7,713	
Total by Qtr		19,109			20,201			21,415			22,705			

Total Income	83,430
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Target membership	299
Theoretical Minimum Membership	2200
Target as a % of Minimum	13.61
Theoretical Maximum Membership	3500
Target as % of Maximum	8.56

year 3 income

year 2 closing membership

Memberships level off at yr 3
attrition matches new members

		Q1			Q2			Q3			Q4			
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
Adult Inclusive (Monthly)	Attrition not applicable	1												
	Year 2 closing membership	93												
	No of Membership	93	93	93	93	93	93	93	93	93	93	93	93	
	New member p/m 0% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£30.00	Monthly Fee	30	30	30	30	30	30	30	30	30	30	30	30	
	Total	2,801	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	33,491
Concessions Inclusive (Monthly)	Attrition not applicable	1												
	Year 2 closing membership	55												
	No of Membership	55	55	55	55	55	55	55	55	55	55	55	55	
55	New member p/m 0% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£24.00	Monthly Fee	24	24	24	24	24	24	24	24	24	24	24	24	
	Total	1,312	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	15,832
Concession Gym Only (Monthly)	Attrition	1.00												
	Year 2 closing membership	58												
	No of Membership	58	58	58	58	58	58	58	58	58	58	58	58	
58	New member p/m	0	0	0	0	0	0	0	0	0	0	0	0	
£18.00	Monthly Fee	18	18	18	18	18	18	18	18	18	18	18	18	
	Total	1,041	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	12,525
Adult (Monthly)	Attrition	1.00												
	year 2 closing membership	94												
	No of Membership	94	94	94	94	94	94	94	94	94	94	94	94	
94	New member p/m	0	0	0	0	0	0	0	0	0	0	0	0	
£22.00	Monthly Fee	22	22	22	22	22	22	22	22	22	22	22	22	
	Total	2,059	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	24,807
Pay & Train	No of sessions Per Month	100	100	100	100	100	100	100	100	100	100	100	100	
	Cost per session	5	5	5	5	5	5	5	5	5	5	5	5	
£5.00	Total	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Total by Month		7,713	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	
Total by Qtr			23,157			23,166			23,166			23,166		

Total Income 92,655

Target membership	300
Theoretical Minimum Membership	2200
Target as a % of Minimum	13.64
Theoretical Maximum Membership	3500
Target as a % of Maximum	8.57

year 4 income

		Q1			Q2			Q3			Q4			
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
Adult Inclusive (Monthly)	Attrition not applicable	1												
	Year 3 closing membership	93												
	No of Membership	93	93	93	93	93	93	93	93	93	93	93	93	
	New member p/m 0% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£30.00	Monthly Fee	30	30	30	30	30	30	30	30	30	30	30	30	
	Total	2,801	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	33,491
Concessions Inclusive (Monthly)	Attrition not applicable	1												
	Year 3 closing membership	55												
	No of Membership	55	55	55	55	55	55	55	55	55	55	55	55	
	New member p/m 0% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£24.00	Monthly Fee	24	24	24	24	24	24	24	24	24	24	24	24	
	Total	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	15,840
Concessions Gym Only (Monthly)	Attrition	1.00												
	Year 3 closing membership	58												
	No of Membership	58	58	58	58	58	58	58	58	58	58	58	58	
	New member p/m 5% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£18.00	Monthly Fee	18	18	18	18	18	18	18	18	18	18	18	18	
	Total	1,041	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	12,525
Adult Gym Only (Monthly)	Attrition	0.97												
	year 3 closing membership	94												
	No of Membership	94	94	94	94	94	94	94	94	94	94	94	94	
	New member p/m 5% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£22.00	Monthly Fee	22	22	22	22	22	22	22	22	22	22	22	22	
	Total	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	24,816
Pay & Train	No of sessions Per Month	100	100	100	100	100	100	100	100	100	100	100	100	
	Cost per session	5	5	5	5	5	5	5	5	5	5	5	5	
£5.00	Total	500	500	500	500	500	500	500	500	500	500	500	500	6,000
	Total by Month	7,730	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	
	Total by Qtr		23,174			23,166			23,166			23,166		

Total Income 92,672

Target membership	300
Theoretical Minimum Membership	2200
Target as a % of Minimum	13.64
Theoretical Maximum Membership	3500
Target as a % of Maximum	8.57

Year 5 income

		Q1			Q2			Q3			Q4			
		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	
Adult Inclusive (Monthly)	Attrition not applicable	1												
	Year 4 closing membership	93												
	No of Membership	93	93	93	93	93	93	93	93	93	93	93	93	
	New member p/m 0% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£30.00	Monthly Fee	30	30	30	30	30	30	30	30	30	30	30	30	
	Total	2,801	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	2,790	33,491
Concession Inclusive (Monthly)	Attrition not applicable	1												
	Year 4 closing membership	55												
	No of Membership	55	55	55	55	55	55	55	55	55	55	55	55	
55	New member p/m 0% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£24.00	Monthly Fee	24	24	24	24	24	24	24	24	24	24	24	24	
	Total	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	15,840
Concession Gym Only (Monthly)	Attrition @ 3%	1.00												
	Year 4 closing membership	58												
	No of Membership	58	58	58	58	58	58	58	58	58	58	58	58	
58	New member p/m 5% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£18.00	Monthly Fee	18	18	18	18	18	18	18	18	18	18	18	18	
	Total	1,041	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	1,044	12,525
Adult (Monthly)	Attrition @ 3%	0.97												
	year 4 closing membership	94												
	No of Membership	94	94	94	94	94	94	94	94	94	94	94	94	
94	New member p/m 5% inc	0	0	0	0	0	0	0	0	0	0	0	0	
£22.00	Monthly Fee	22	22	22	22	22	22	22	22	22	22	22	22	
	Total	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	2,068	24,816
Pay & Train	No of sessions Per Month	100	100	100	100	100	100	100	100	100	100	100	100	
	Cost per session	5	5	5	5	5	5	5	5	5	5	5	5	
£5.00	Total	500	500	500	500	500	500	500	500	500	500	500	500	6,000
Total by Month		7,730	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	7,722	
Total by Qtr			23,174			23,166			23,166			23,166		

Total Income 92,672

Target membership	300
Theoretical Minimum Membership	2200
Target as a % of Minimum	13.64
Theoretical Maximum Membership	3500
Target as a % of Maximum	8.57

Year 1

Post	Postholder	Salary	Hours p/w	Hourly Rate	On-costs	Total Payroll cost
General Manager		£ -	0.00	0.00	£ -	£ -
Shift Manager 1		£ -	0.00	0.00	£ -	£ -
Shift Manager 2		£ -	0.00	0.00	£ -	£ -
Shift Manager 3		£ -	0.00	0.00	£ -	£ -
Reception 1	Budget	£ -	0.00	0.00	£ -	£ -
Reception 2		£ -	0.00	0.00	£ -	£ -
Reception 3		£ -	0.00	0.00	£ -	£ -
Admin / finance		£ -	0.00	0.00	£ -	£ -
Gym Instructor 1		£ -	0.00	0.00	£ -	£ -
Gym Instructor 2		£ -	0.00	0.00	£ -	£ -
Gym Instructor 3		£ -	0.00	0.00	£ -	£ -
Cleaners	Budget	£ -	0.00	0.00	£ -	£ -
Groundsman		£ -	0.00	0.00	£ -	£ -
		£ -	0.00	0.00	£ -	£ -
Total Payroll cost						£ -

Salaries to be increased by 3% per annum.

Year 2	£ -
Year 3	£ -
Year 4	£ -
Year 5	£ -

		Yr 1	Yr 2	Yr 3	Yr 4	Yr5
Group Exercise Instrctors	Number of classes per week	2	3	3	4	4
	Charge per class	£ 30.00	£ 30.00	£ 30.00	£ 30.00	£ 30.00
	Number of weeks p/a	50	50	50	50	50
	Total cost	£ 3,000	£ 4,500	£ 4,500	£ 6,000	£ 6,000

Category	£
Adult - inclusive	£ 30.00
Concession Inclusive	£ 24.00
Adult Gym Only	£ 22.00
Concession Gym Only	£ 18.00
	£ -
	£ -