

MINISTER EXCHANGE
INDICATIVE 10-YEAR P&L - TERMS AS AGREED (08.10.20)
ASSUMES £5,609,000 CAPITAL BUDGET
(£1.995M CBC INVESTMENT, £3.114M LISF GRANT, £500K GH GRANT

		Y1 @ 60%	Y2 @ 65%	Y3 @ 70%	Y4 @ 75%	Y5 @ 80%	Y6 @ 85%	Y7 @ 87.5%	Y8 @ 90%	Y9 @ 90%	Y10 @ 90%	TOTAL	
Income	Co-working - dedicated desks (40 desks / 40 members)	£100,800	£109,200	£117,600	£126,000	£134,400	£142,800	£147,000	£151,200	£151,200	£151,200	£1,331,400	
	Co-working - hotdesks (60 desks / 120 members)	£216,000	£234,000	£252,000	£270,000	£288,000	£306,000	£315,000	£324,000	£324,000	£324,000	£2,853,000	
	6 person office studios (x4)	£72,000	£78,000	£84,000	£90,000	£96,000	£102,000	£105,000	£108,000	£108,000	£108,000	£951,000	
	12 person office studios (x2)	£72,000	£78,000	£84,000	£90,000	£96,000	£102,000	£105,000	£108,000	£108,000	£108,000	£951,000	
	Cyber Innovation Facility - incubator / accelerator income	£36,000	£39,000	£42,000	£45,000	£48,000	£51,000	£52,500	£54,000	£54,000	£54,000	£475,500	
	Cyber Innovation Facility - training / product testing income	£28,800	£31,200	£33,600	£36,000	£38,400	£40,800	£42,000	£43,200	£43,200	£43,200	£380,400	
	Cyber Innovation Facility - hardware laboratory	£7,200	£7,800	£8,400	£9,000	£9,600	£10,200	£10,500	£10,800	£10,800	£10,800	£95,100	
	Community and education space income	£14,400	£15,600	£16,800	£18,000	£19,200	£20,400	£21,000	£21,600	£21,600	£21,600	£190,200	
	80ft F&B (café)	£14,400	£15,600	£16,800	£18,000	£19,200	£20,400	£21,000	£21,600	£21,600	£21,600	£190,200	
	40ft Bar (pop-up for performances / events only)	£21,600	£23,400	£25,200	£27,000	£28,800	£30,600	£31,500	£32,400	£32,400	£32,400	£285,300	
	Performance venue hire	£72,000	£78,000	£84,000	£90,000	£96,000	£102,000	£105,000	£108,000	£108,000	£108,000	£951,000	
	Corporate event space hire	£72,000	£78,000	£84,000	£90,000	£96,000	£102,000	£105,000	£108,000	£108,000	£108,000	£951,000	
	Meeting room hire (1 x 8-person, 2 x 6-person)	£54,000	£58,500	£63,000	£67,500	£72,000	£76,500	£78,750	£81,000	£81,000	£81,000	£713,250	
	Corporate Sponsorship	<u>£7,200</u>	<u>£7,800</u>	<u>£8,400</u>	<u>£9,000</u>	<u>£9,600</u>	<u>£10,200</u>	<u>£10,500</u>	<u>£10,800</u>	<u>£10,800</u>	<u>£10,800</u>	<u>£95,100</u>	
Rent from Cheltenham Festivals		£60,000	£60,000	£60,000	£60,000	£60,000	£62,500	£62,500	£62,500	£62,500	£62,500	£612,500	
Total income		£848,400	£914,100	£979,800	£1,045,500	£1,111,200	£1,179,400	£1,212,250	£1,245,100	£1,245,100	£1,245,100	£11,025,950	
LESS: Site rental (5.5% of gross income, subject to cap of £75k pa)		<u>£0</u>	<u>£50,276</u>	<u>£53,889</u>	<u>£57,503</u>	<u>£61,116</u>	<u>£64,867</u>	<u>£66,674</u>	<u>£68,481</u>	<u>£68,481</u>	<u>£68,481</u>	<u>£559,765</u>	CBC
Gross profit		£848,400	£863,825	£925,911	£987,998	£1,050,084	£1,114,533	£1,145,576	£1,176,620	£1,176,620	£1,176,620	£10,466,185	
Costs	Staff costs (salaries and NICs)												
	Centre Manager	£36,000	£37,080	£38,192	£39,338	£40,518	£41,734	£42,986	£44,275	£45,604	£46,972	£412,700	
	3 x Centre Coordinators	£72,000	£74,160	£76,385	£78,676	£81,037	£83,468	£85,972	£88,551	£91,207	£93,944	£825,399	
	Part Time FD	£12,000	£12,360	£12,731	£13,113	£13,506	£13,911	£14,329	£14,758	£15,201	£15,657	£137,567	
	Legal fees (including stamp duty)	£12,000	£5,000	£5,150	£5,305	£5,464	£5,628	£5,796	£5,970	£6,149	£6,334	£62,796	
	WSC Project Administration & Management Fees	£120,000	£123,600	£127,308	£131,127	£135,061	£139,113	£143,286	£147,585	£152,012	£156,573	£1,375,666	WSC
	CBC Management Fee £1.995m (ceases after 10 yrs)	£199,500	£199,500	£199,500	£199,500	£199,500	£199,500	£199,500	£199,500	£199,500	£199,500	£1,995,000	CBC
	Habu fee (£1.20/user/month)	£2,304	£2,419	£2,540	£2,667	£2,801	£2,941	£3,088	£3,242	£3,404	£3,574	£28,979	
	Building insurance	£1,000	£1,030	£1,061	£1,093	£1,126	£1,159	£1,194	£1,230	£1,267	£1,305	£11,464	
	Insurances	£12,000	£12,360	£12,731	£13,113	£13,506	£13,911	£14,329	£14,758	£15,201	£15,657	£137,567	
	Accountancy fees	£12,000	£10,000	£10,300	£10,609	£10,927	£11,255	£11,593	£11,941	£12,299	£12,668	£113,591	
	Broadband	£21,000	£21,630	£22,279	£22,947	£23,636	£24,345	£25,075	£25,827	£26,602	£27,400	£240,741	
	IT Support & Maintenance	£3,600	£3,708	£3,819	£3,934	£4,052	£4,173	£4,299	£4,428	£4,560	£4,697	£41,270	
	Photocopiers	£6,000	£6,180	£6,365	£6,556	£6,753	£6,956	£7,164	£7,379	£7,601	£7,829	£68,783	
	Landscaping	£6,000	£6,180	£6,365	£6,556	£6,753	£6,956	£7,164	£7,379	£7,601	£7,829	£68,783	
	Cleaning	£35,000	£36,050	£37,132	£38,245	£39,393	£40,575	£41,792	£43,046	£44,337	£45,667	£401,236	
	Repair & maintenance provision	£6,000	£6,180	£6,365	£6,556	£6,753	£6,956	£7,164	£7,379	£7,601	£7,829	£68,783	
	Security / security system mainenance	£24,000	£24,720	£25,462	£26,225	£27,012	£27,823	£28,657	£29,517	£30,402	£31,315	£275,133	
	Utilities etc	£21,000	£21,630	£22,279	£22,947	£23,636	£24,345	£25,075	£25,827	£26,602	£27,400	£240,741	
	Rates	£60,000	£61,800	£63,654	£65,564	£67,531	£69,556	£71,643	£73,792	£76,006	£78,286	£687,833	
	Marketing (inc. print, web & social media)	£18,000	£15,000	£15,000	£15,000	£15,000	£15,000	£15,000	£15,000	£15,000	£15,000	£153,000	
	Growth Hub Overheads	£100,000	£103,000	£106,090	£109,273	£112,551	£115,927	£119,405	£122,987	£126,677	£130,477	£1,146,388	
	Office expenses	£6,000	£6,180	£6,365	£6,556	£6,753	£6,956	£7,164	£7,379	£7,601	£7,829	£68,783	
	Other misc expenses	£10,000	£10,300	£10,609	£10,927	£11,255	£11,593	£11,941	£12,299	£12,668	£13,048	£114,639	
	Contingency	<u>£50,000</u>	<u>£51,500</u>	<u>£53,045</u>	<u>£54,636</u>	<u>£56,275</u>	<u>£57,964</u>	<u>£59,703</u>	<u>£61,494</u>	<u>£63,339</u>	<u>£65,239</u>	<u>£573,194</u>	
Total Costs		£845,404	£851,567	£870,728	£890,465	£910,798	£931,742	£953,319	£975,545	£998,441	£1,022,027	£9,250,036	
Net Income		£2,996	£12,257	£55,183	£97,532	£139,286	£182,791	£192,258	£201,075	£178,178	£154,592	£1,216,149	
LESS: CBC investment premium (@ 5% pa)		<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£54,863</u>	<u>£548,625</u>	CBC
Net Profit (before tax and interest)		-£51,866	-£42,605	£321	£42,670	£84,424	£127,928	£137,395	£146,212	£123,316	£99,730	£667,524	
WSC 60%		-£31,120	-£25,563	£193	£25,602	£50,654	£76,757	£82,437	£87,727	£73,990	£59,838	£400,514	
CBC 40%		-£20,747	-£17,042	£128	£17,068	£33,770	£51,171	£54,958	£58,485	£49,326	£39,892	£267,010	
Net Profit		-£51,866	-£42,605	£321	£42,670	£84,424	£127,928	£137,395	£146,212	£123,316	£99,730	£667,524	