

It is recommended that this form is completed with the assistance of a PDP, in order to produce the most accurate forecast. As a guide there are case studies online that will help with operating models and court rates.

The Local Authority should complete one tab per venue. Please fill in all of the relevant light green boxes.

## Site Background

Local Authority	Bridgend County Borough Council	
Site Name	Maesteg	
Postcode	CF34 0AZ	
Deprivation Index	2	Use this tool to determine the index: <a href="http://imd-by-postcode.opendatacommunities.org/">http://imd-by-postcode.opendatacommunities.org/</a>
Penetration	253	Pre-set to 700, will be updated by your local Participation Development Partner
Court upgrade works required?		
Venue operations outsourced?		If you plan to lease out all operations (court bookings, season tickets & coaching) please select "yes" here

## Court Information

### Courts at the venue

Number of non floodlit courts	3	Total at the end of the project
Number of floodlit courts	0	Total at the end of the project
Total available court hours	10,512	

### Gates required

Number of gates required	1	All gate access systems must be the same at each venue
Type of gate system required	SmartAccess Lite	See the LTA website for details of the different gates

### Income assumptions

Court cost per hour (non FL)	£4.50	Pay and play for non floodlit courts	£5 - £10.6
Court cost per hour (FL)	£0.00	Pay and play for floodlit courts. Usually £2-£3 more expensive than non floodlit	£5 - £11
Season ticket cost	£39.00	Annual price for a household	£0 - £75
Court hours committed to being free	5%	% of court hours you expect to be free for use	
Expected % of court hours sold for pay and play	8%	Based on total court hours across the year	7%
Expected % of households that buy a season ticket	28%	Comparative figures are based on the average for all areas of deprivation. Note that the number of households can be calculated by taking the penetration and dividing by 2.4	23%

## Plausible annual profit

**£289 profit**

### Income

- Pay and play	£3,595	
- Season tickets	£1,151	
- Coaching		Enter the annual income expected if there is an agreement to hire courts to a local coach
<b>Total income</b>	<b>£4,746</b>	

### Costs

- Clubspark and Payment Fees	£321	ClubSpark (booking platform) charge 1.4% + 5p per transaction, Stripe (payment platform) charge 1.4% + 20p per transaction
- Gate access maintenance	£380	
- Code lock generator (lite systems only)	£156	
- Court sinking fund	£3,600	
- Registration fees	£0	LTA Venue Registration is free for any venue receiving grant funding for court renovation, for the duration of the funding agreement. After this period, LTA Venue Registration costs are currently £60 per court where charging takes place, otherwise it is FOC.
- Staffing costs		Enter any staff costs specific to the site / reallocated from support costs
- Marketing costs		Enter any specific marketing costs expected to reach participation levels
<b>Total costs</b>	<b>£4,457</b>	

<b>Net annual profit</b>	<b>£289</b>
<b>Net annual profit per court</b>	<b>£96</b>

## Plausible cashflow

**£527 by year 5**

Projected cashflow forecast is calculated below assuming:

- Starting cash position is £0
- Pay and play and season tickets sales in year 1 are at 70% of target
- Sales reach target stated above by year 2
- From year 5 onwards sales increase by 1%
- Any loan is repaid over 10 years

6. [Click here for sinking fund calculator.](#)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
Starting cash position	£0	(£1,038)	(£749)	(£460)	(£171)	£7,413	£53,276
Projected profit / (loss)	(£1,038)	£289	£289	£289	£698	£2,745	£4,382
LTA loan repayments	£0	£0	£0	£0	£0	£0	£0
Net annual cashflow	(£1,038)	£289	£289	£289	£698	£2,745	£4,382
Closing cash position after sinking fund	(£1,038)	(£749)	(£460)	(£171)	£527	£10,158	£57,658

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## Site Background

Local Authority	Bridgend County Borough Council	
Site Name	Caedu Park, Ogmore Vale	
Postcode	CF32 7DH	
Deprivation Index	5	Use this tool to determine the index: <a href="http://imd-by-postcode.opendatacommunities.org/">http://imd-by-postcode.opendatacommunities.org/</a>
Penetration	82	Pre-set to 700, will be updated by your local Participation Development Partner
Court upgrade works required?		
Venue operations outsourced?		If you plan to lease out all operations (court bookings, season tickets & coaching) please select "yes" here

## Court Information

<b>Courts at the venue</b>		
Number of non floodlit courts	2	Total at the end of the project
Number of floodlit courts	0	Total at the end of the project
Total available court hours	7,008	

<b>Gates required</b>		
Number of gates required	1	All gate access systems must be the same at each venue
Type of gate system required	SmartAccess Lite	See the LTA website for details of the different gates

<b>Income assumptions</b>			
Court cost per hour (non FL)	£4.50	Pay and play for non floodlit courts	
Court cost per hour (FL)	£0.00	Pay and play for floodlit courts. Usually £2-£3 more expensive than non floodlit	
Season ticket cost	£39.00	Annual price for a household	
Court hours committed to being free	5%	% of court hours you expect to be free for use	
Expected % of court hours sold for pay and play	8%	Based on total court hours across the year	
Expected % of households that buy a season ticket	28%	Comparative figures are based on the average for all areas of deprivation. Note that the number of households can be calculated by taking the penetration and dividing by 2.4	

<b>Comparison</b>
Range for IMD levels 4 - 6
£5 - £10.6
£5 - £11
£0 - £75
7%
23%

## Plausible annual profit

**-£373 loss**

<b>Income</b>		
- Pay and play	£2,397	
- Season tickets	£373	
- Coaching		Enter the annual income expected if there is an agreement to hire courts to a local coach
<b>Total income</b>	<b>£2,770</b>	
<b>Costs</b>		
- Clubspark and Payment Fees	£207	ClubSpark (booking platform) charge 1.4% + 5p per transaction, Stripe (payment platform) charge 1.4% + 20p per transaction
- Gate access maintenance	£380	
- Code lock generator (lite systems only)	£156	
- Court sinking fund	£2,400	
- Registration fees	£0	LTA Venue Registration is free for any venue receiving grant funding for court renovation, for the duration of the funding agreement. After this period, LTA Venue Registration costs are currently £60 per court where charging takes place, otherwise it is FOC.
- Staffing costs		Enter any staff costs specific to the site / reallocated from support costs
- Marketing costs		Enter any specific marketing costs expected to reach participation levels
<b>Total costs</b>	<b>£3,143</b>	
<b>Net annual loss</b>	<b>-£373</b>	
<b>Net annual profit per court</b>	<b>-£187</b>	

## Plausible cashflow

**£-2,361 by year 5**

- Projected cashflow forecast is calculated below assuming:
- Starting cash position is £0
  - Pay and play and season tickets sales in year 1 are at 70% of target
  - Sales reach target stated above by year 2
  - From year 5 onwards sales increase by 1%
  - Any loan is repaid over 10 years
  - [Click here for sinking fund calculator](#)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
Starting cash position	£0	(£1,142)	(£1,515)	(£1,888)	(£2,261)	(£21)	£24,988
Projected profit / (loss)	(£1,142)	(£373)	(£373)	(£373)	(£99)	£1,269	£2,364
LTA loan repayments	£0	£0	£0	£0	£0	£0	£0
Net annual cashflow	(£1,142)	(£373)	(£373)	(£373)	(£99)	£1,269	£2,364
<b>Closing cash position after sinking fund</b>	<b>(£1,142)</b>	<b>(£1,515)</b>	<b>(£1,888)</b>	<b>(£2,261)</b>	<b>(£2,361)</b>	<b>£1,248</b>	<b>£27,352</b>

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## Site Background

Local Authority	Bridgend County Borough Council	
Site Name	Heol y Cyw Park	
Postcode	CF32 7DH	
Deprivation Index	8	Use this tool to determine the index: <a href="http://imd-by-postcode.opendatacommunities.org/">http://imd-by-postcode.opendatacommunities.org/</a>
Penetration	551	Pre-set to 700, will be updated by your local Participation Development Partner
Court upgrade works required?		
Venue operations outsourced?		If you plan to lease out all operations (court bookings, season tickets & coaching) please select "yes" here

## Court Information

<b>Courts at the venue</b>		
Number of non floodlit courts	2	Total at the end of the project
Number of floodlit courts	0	Total at the end of the project
Total available court hours	7,008	

<b>Gates required</b>		
Number of gates required	1	All gate access systems must be the same at each venue
Type of gate system required	SmartAccess Lite	See the LTA website for details of the different gates

<b>Income assumptions</b>			
Court cost per hour (non FL)	£4.50	Pay and play for non floodlit courts	£3 - £9
Court cost per hour (FL)	£0.00	Pay and play for floodlit courts. Usually £2-£3 more expensive than non floodlit	£3 - £8
Season ticket cost	£39.00	Annual price for a household	£29 - £50
Court hours committed to being free	5%	% of court hours you expect to be free for use	
Expected % of court hours sold for pay and play	8%	Based on total court hours across the year	7%
Expected % of households that buy a season ticket	23%	Comparative figures are based on the average for all areas of deprivation. Note that the number of households can be calculated by taking the penetration and dividing by 2.4	23%

Comparison  
Range for IMD levels 7 - 9

## Plausible annual profit

**£1,283 profit**

<b>Income</b>		
- Pay and play	£2,397	
- Season tickets	£2,059	
- Coaching		Enter the annual income expected if there is an agreement to hire courts to a local coach
<b>Total income</b>	<b>£4,456</b>	
<b>Costs</b>		
- Clubspark and Payment Fees	£237	ClubSpark (booking platform) charge 1.4% + 5p per transaction, Stripe (payment platform) charge 1.4% + 20p per transaction
- Gate access maintenance	£380	
- Code lock generator (lite systems only)	£156	
- Court sinking fund	£2,400	
- Registration fees	£0	LTA Venue Registration is free for any venue receiving grant funding for court renovation, for the duration of the funding agreement. After this period, LTA Venue Registration costs are currently £60 per court where charging takes place, otherwise it is FOC.
- Staffing costs		Enter any staff costs specific to the site / reallocated from support costs
- Marketing costs		Enter any specific marketing costs expected to reach participation levels
<b>Total costs</b>	<b>£3,173</b>	
<b>Net annual profit</b>	<b>£1,283</b>	
<b>Net annual profit per court</b>	<b>£641</b>	

## Plausible cashflow

**£5,418 by year 5**

Projected cashflow forecast is calculated below assuming:

- Starting cash position is £0
- Pay and play and season tickets sales in year 1 are at 70% of target
- Sales reach target stated above by year 2
- From year 5 onwards sales increase by 1%
- Any loan is repaid over 10 years
- [Click here for sinking fund calculator.](#)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
Starting cash position	£0	£17	£1,300	£2,583	£3,865	£14,328	£55,498
Projected profit / (loss)	£17	£1,283	£1,283	£1,283	£1,553	£2,902	£3,982
LTA loan repayments	£0	£0	£0	£0	£0	£0	£0
Net annual cashflow	£17	£1,283	£1,283	£1,283	£1,553	£2,902	£3,982
Closing cash position after sinking fund	£17	£1,300	£2,583	£3,865	£5,418	£17,231	£59,480

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## Site Background

Local Authority	Bridgend County Borough Council	
Site Name	Griffin Park	
Postcode	CF36 5DN	
Deprivation Index	3	Use this tool to determine the index: <a href="http://imd-by-postcode.opendatacommunities.org/">http://imd-by-postcode.opendatacommunities.org/</a>
Penetration	314	Pre-set to 700, will be updated by your local Participation Development Partner
Court upgrade works required?		
Venue operations outsourced?		If you plan to lease out all operations (court bookings, season tickets & coaching) please select "yes" here

## Court Information

<b>Courts at the venue</b>			
Number of non floodlit courts	2	Total at the end of the project	
Number of floodlit courts		Total at the end of the project	
Total available court hours	7,008		
<b>Gates required</b>			
Number of gates required	1	All gate access systems must be the same at each venue	
Type of gate system required	SmartAccess Lite	See the LTA website for details of the different gates	
<b>Income assumptions</b>			
Court cost per hour (non FL)	£4.50	Pay and play for non floodlit courts	<b>Comparison</b> Range for IMD levels 2 - 4  £5 - £10.6 £5 - £11 £0 - £75  7% 23%
Court cost per hour (FL)		Pay and play for floodlit courts. Usually £2-£3 more expensive than non floodlit	
Season ticket cost	£39.00	Annual price for a household	
Court hours committed to being free	5%	% of court hours you expect to be free for use	
Expected % of court hours sold for pay and play	7%	Based on total court hours across the year	
Expected % of households that buy a season ticket	23%	Comparative figures are based on the average for all areas of deprivation. Note that the number of households can be calculated by taking the penetration and dividing by 2.4	

## Plausible annual profit

**£138 profit**

<b>Income</b>		
- Pay and play	£2,097	
- Season tickets	£1,174	
- Coaching		Enter the annual income expected if there is an agreement to hire courts to a local coach
<b>Total income</b>	<b>£3,271</b>	
<b>Costs</b>		
- Clubspark and Payment Fees	£196	ClubSpark (booking platform) charge 1.4% + 5p per transaction, Stripe (payment platform) charge 1.4% + 20p per transaction
- Gate access maintenance	£380	
- Code lock generator (lite systems only)	£156	
- Court sinking fund	£2,400	
- Registration fees	£0	LTA Venue Registration is free for any venue receiving grant funding for court renovation, for the duration of the funding agreement. After this period, LTA Venue Registration costs are currently £60 per court where charging takes place, otherwise it is FOC.
- Staffing costs		Enter any staff costs specific to the site / reallocated from support costs
- Marketing costs		Enter any specific marketing costs expected to reach participation levels
<b>Total costs</b>	<b>£3,132</b>	
<b>Net annual profit</b>	<b>£138</b>	
<b>Net annual profit per court</b>	<b>£69</b>	

## Plausible cashflow

**£41 by year 5**

- Projected cashflow forecast is calculated below assuming:
- Starting cash position is £0
  - Pay and play and season tickets sales in year 1 are at 70% of target
  - Sales reach target stated above by year 2
  - From year 5 onwards sales increase by 1%
  - Any loan is repaid over 10 years
  - [Click here for sinking fund calculator](#)

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 10	Year 20
Starting cash position	£0	(£784)	(£646)	(£507)	(£369)	£4,396	£34,292
Projected profit / (loss)	(£784)	£138	£138	£138	£410	£1,768	£2,854
LTA loan repayments	£0	£0	£0	£0	£0	£0	£0
Net annual cashflow	(£784)	£138	£138	£138	£410	£1,768	£2,854
Closing cash position after sinking fund	(£784)	(£646)	(£507)	(£369)	£41	£6,164	£37,145