

DST 2012 /13



Background

• Established April 2004, LHGC Dec 2007, XC July 2011.

• Partnership / 21 year lease. 11 years left

• BSC, HHSC, LSC, TSC, DAT, KLS, LHGC, SDU, XC

• DST Charitable Objects

To provide or assist in the provision of facilities and services (primarily for the benefit of the community and visitors to the administrative area of **Dacorum** and any surrounding areas) for **recreational, sporting or other leisure** time occupation in the interests of **social welfare**.

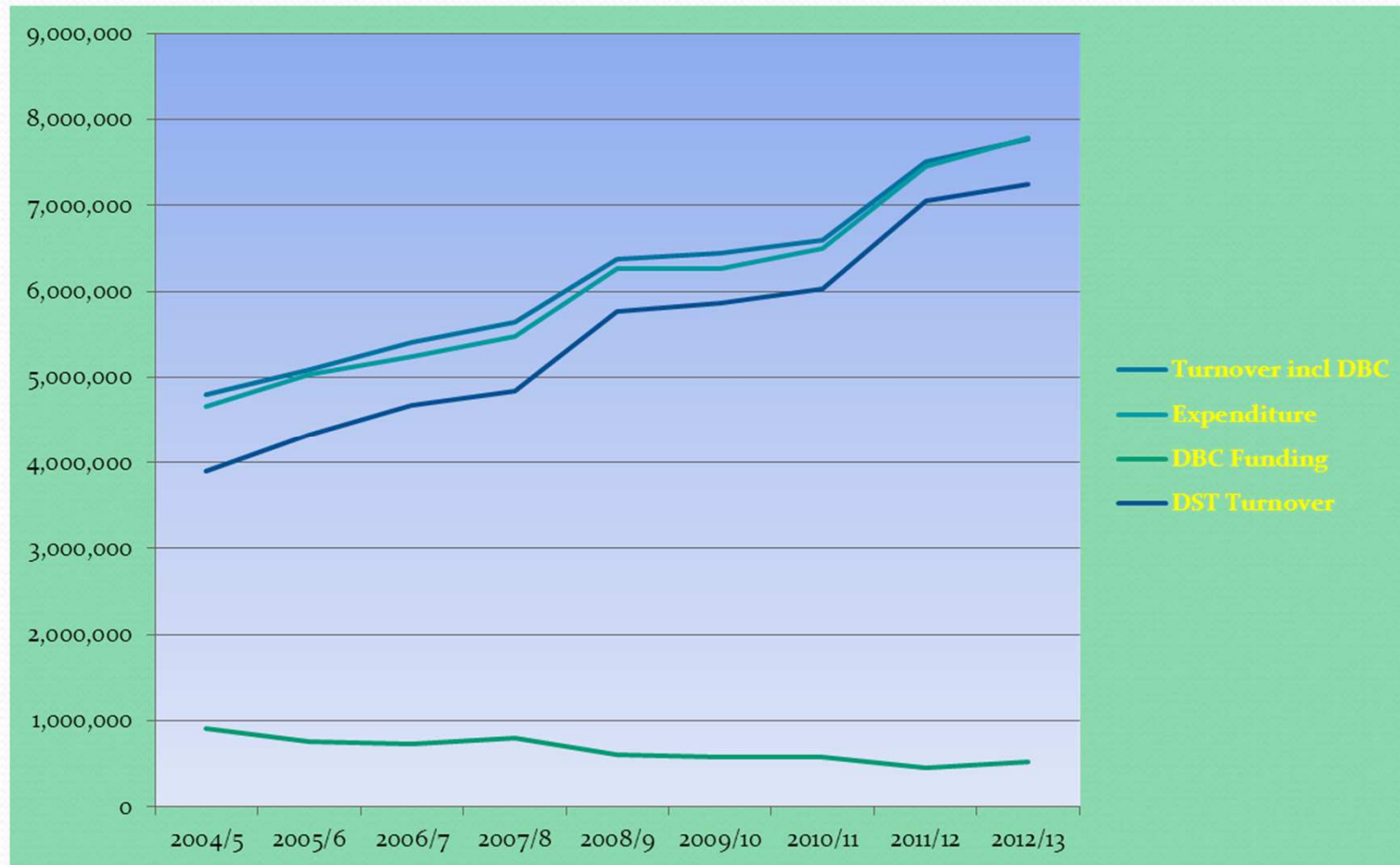
To promote and preserve **good health and well being** through community participation in healthy recreation.

Such other charitable purposes **beneficial to the community** consistent with the objects above as the trustees shall in their absolute discretion determine.

Turnover / Exp / Grant

| | 2004/5 | % | 2007/8 | % | 2009/10 | % | 2010/11 | % | 2011/12 | % | 2012/13 | % |
|---------------------------------|-----------|-----|-----------|-----|-----------|-----|-----------|-------|-----------|-------|-----------|-------|
| Turnover from Activities | 3,891,689 | 81 | 4,837,243 | 86 | 5,896,799 | 91 | 6,024,221 | 91.3 | 7,053,380 | 94.0 | 7,247,143 | 93.2 |
| DBC Grant | 909,670 | 19 | 802,271 | 14 | 579,000 | 9 | 575,000 | 8.7 | 449,027 | 6.0 | 525,000 | 6.8 |
| Total Turnover | 4,801,359 | 100 | 5,639,514 | 100 | 6,475,799 | 100 | 6,599,221 | 100.0 | 7,502,407 | 100.0 | 7,772,143 | 100.0 |
| Expenditure | 4,653,871 | | 5,472,647 | | 6,442,257 | | 6,498,620 | | 7,457,158 | | 7,786,540 | 100.0 |
| Net Profit/Loss | 147,488 | | 166,867 | | 33,542 | | 100,601 | | 45,249 | | -14,397 | -0.2 |

Turnover / Exp / Grant



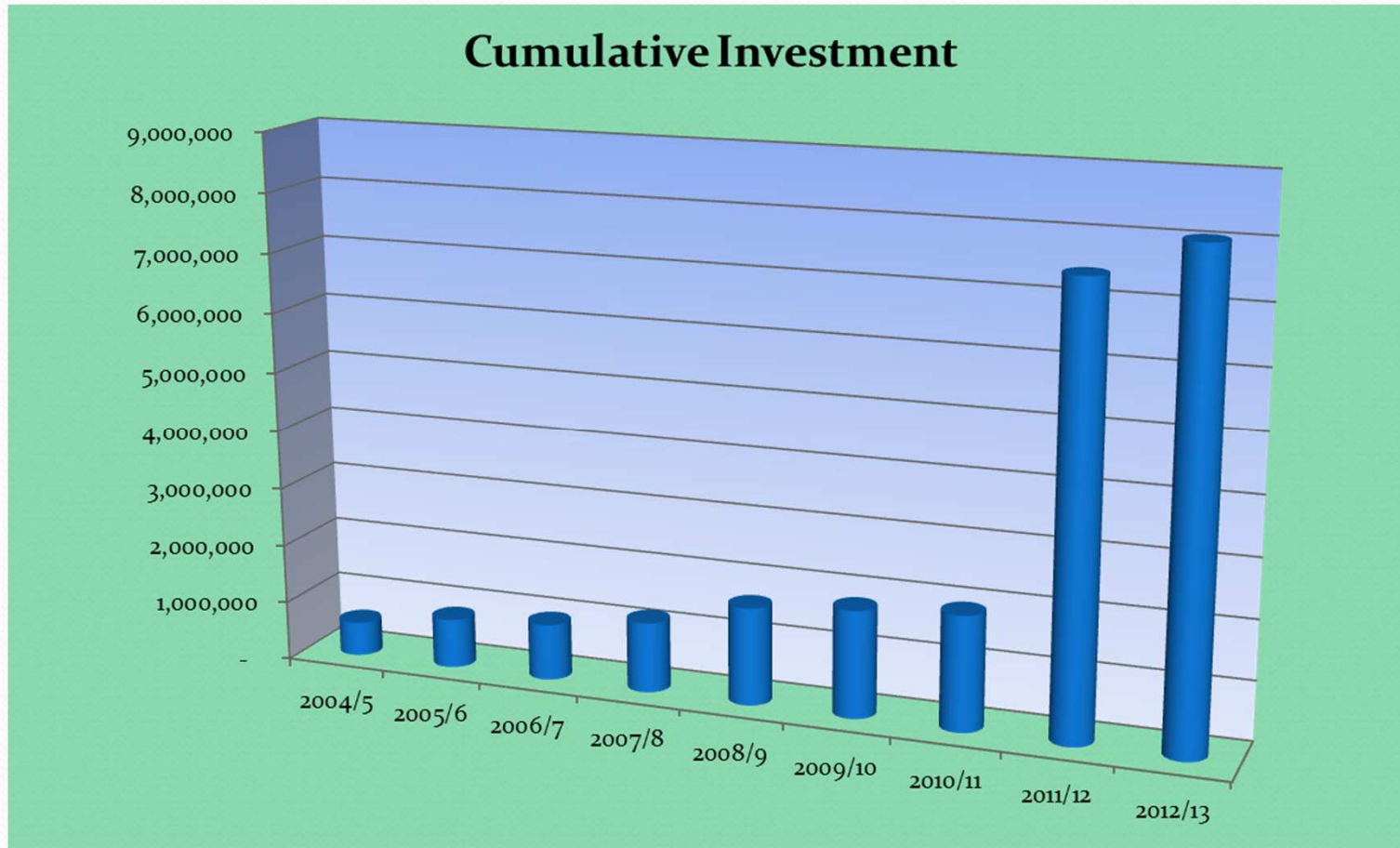
% Increase in Income/Expenditure

| | 2004/5 | 2007/8 | 2009/10 | 2010/11 | 2011/12 | 2012/13 |
|------------------------------|--------|--------|---------|---------|---------|---------|
| % Increase p.a | | | | | | |
| Inflation - CPI index | 2 | 2.5 | 3.7 | 4.6 | 4.1 | 2.7 |
| Turnover from Activities | | 3.6 | 2.2 | 2.2 | 17.1 | 2.7 |
| DBC Grant % | | 9.3 | -5.2 | - 0.7 | - 21.9 | 16.9 |
| Expenditure | | 4.4 | 2.8 | 0.9 | 14.7 | 4.3 |
| % Cumulative Increase | | | | | | |
| Inflation - CPI index | 2.0 | 9.5 | 16.5 | 21.3 | 25.5 | 28.3 |
| Turnover from Activities | | 24.3 | 51.5 | 54.8 | 81.2 | 86.2 |
| DBC Grant % | | - 11.8 | - 36.4 | - 36.8 | - 50.6 | -42.3 |
| Expenditure | | 17.6 | 38.4 | 39.6 | 60.2 | 67.1 |

Investment

| | 2004/5 | 2007/8 | 2009/10 | 2010/11 | 2011/12 | 2012/13 |
|--|---------|-----------|-----------|-----------|-----------|-----------|
| Investment * | 575,493 | 238,804 | 165,223 | 128,067 | 5,502,976 | 613,414 |
| Cumulative Investment | | 1,190,282 | 1,814,107 | 1,942,174 | 7,445,150 | 8,058,564 |
| * Including DBC Assets tsfd | 386,094 | | | | | |
| including XC 2012 | | | | | 5,288,429 | 207,480 |
| HH Upper Hall/ Changing Rooms (part) | | | | | | 195,179 |
| Average pa | | | | | | 895,396 |

Investment

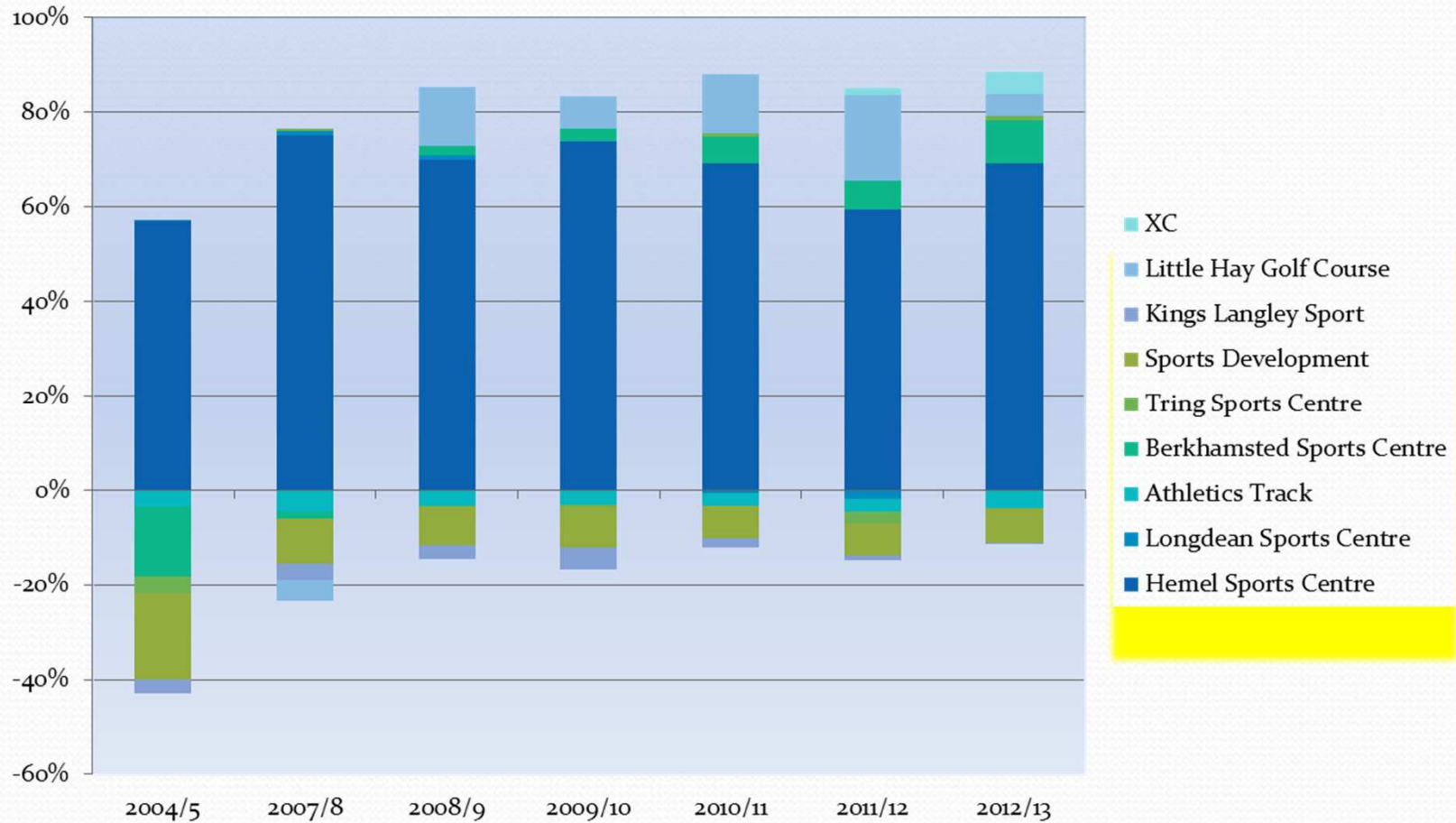


Net surplus / deficit per facility before overheads & support charges

| | 2004/5 | 2007/8 | 2009/10 | 2010/11 | 2011/12 | 2012/13 |
|---------------------------|----------|----------|-----------|---------|----------|---------|
| Hemel Sports Centre | 444,945 | 814,353 | 1,021,602 | 980,628 | 962,797 | 945,128 |
| Longdean Sports Centre | 1,826 | 11,815 | -2,203 | -8,046 | -30,922 | 1,443 |
| Athletics Track | -27,873 | -50,836 | -41,974 | -39,526 | -45,002 | -53,533 |
| Berkhamsted Sports Centre | -114,121 | -15,140 | 34,940 | 79,094 | 99,709 | 123,490 |
| Tring Sports Centre | -28,142 | 5,288 | -4,007 | 10,794 | -39,560 | 10,671 |
| Sports Development | -141,691 | -103,780 | -119,644 | -96,588 | -108,513 | -98,864 |
| Kings Langley Sport | -23,208 | -35,631 | -62,895 | -26,948 | -18,352 | -4,061 |
| Little Hay Golf Course | 0 | -48,991 | 95,440 | 174,081 | 292,717 | 64,698 |
| XC | | | | | 25,259 | 64,399 |

Net surplus / deficit per

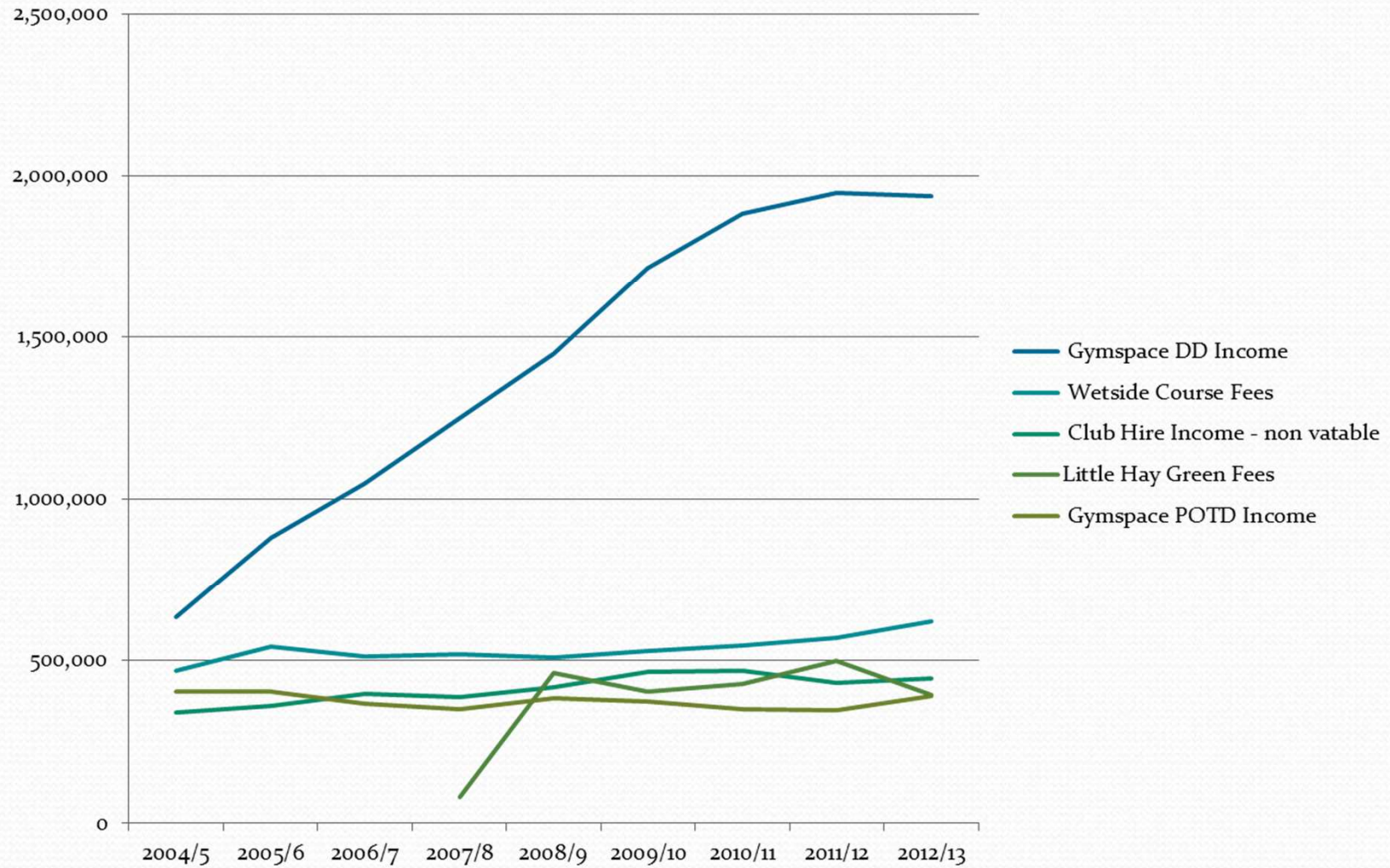
facility before overheads



Top 5 Income Streams

| Top 5 Income Streams | 2004/5 | 2007/8 | 2009/10 | 2010/11 | 2011/12 | 2012/13 |
|--------------------------------|---------|-----------|-----------|-----------|-----------|-----------|
| GymSpace DD Income | 633,057 | 1,249,136 | 1,714,886 | 1,885,284 | 1,949,156 | 1,936,041 |
| Wetside Course Fees | 468,422 | 519,326 | 530,046 | 545,186 | 567,852 | 619,097 |
| Club Hire Income - non vatable | 339,515 | 385,905 | 465,582 | 467,273 | 430,626 | 446,066 |
| Little Hay Green Fees | | 80,985 | 405,115 | 426,457 | 498,363 | 395,188 |
| GymSpace POTD Income | 403,652 | 351,095 | 373,298 | 350,667 | 348,048 | 391,753 |

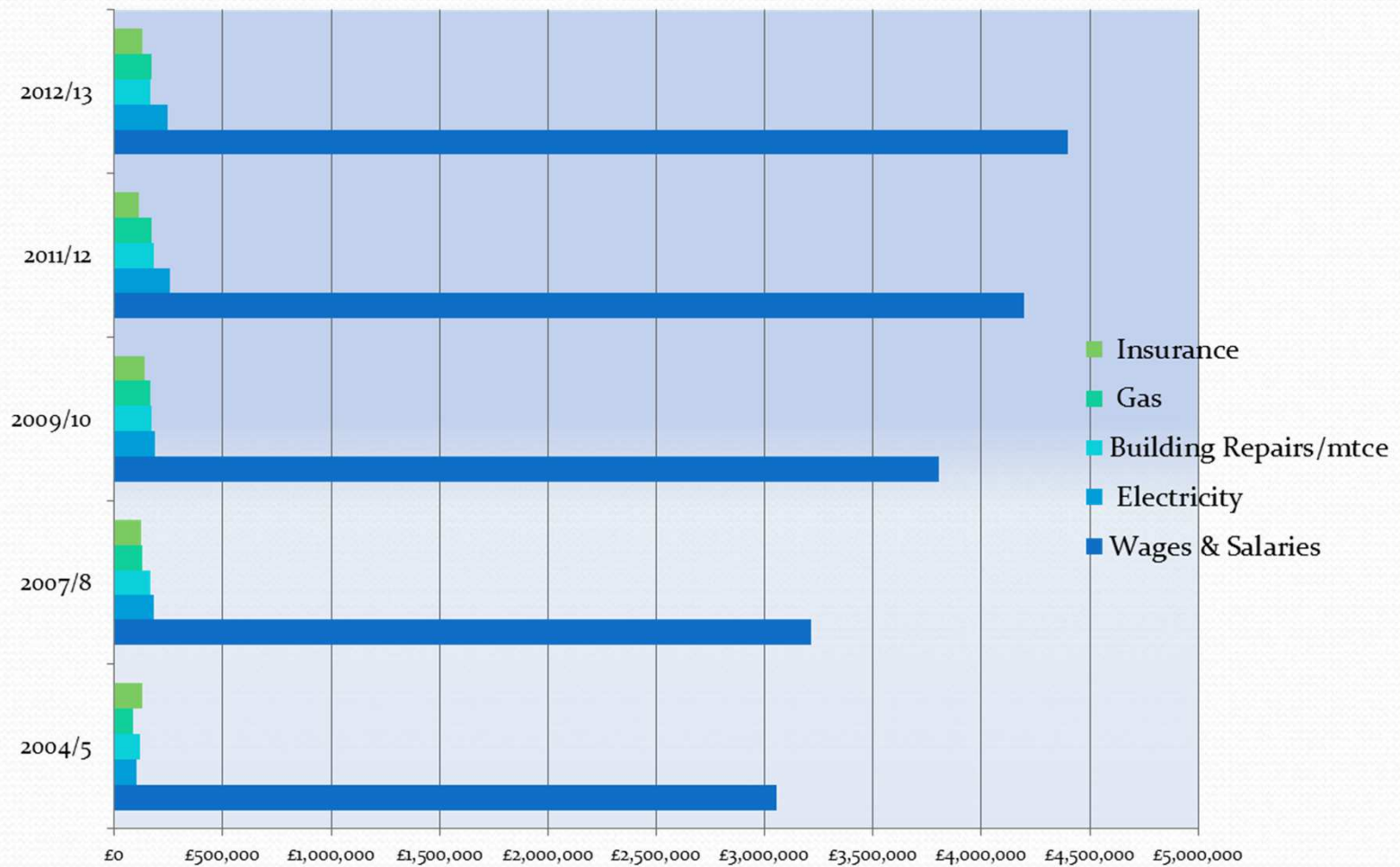
Top 5 Income Streams



Top 5 Expenditure

| Top 5 Expenditures | 2004/5 | 2007/8 | 2009/10 | 2010/11 | 2011/12 | 2012/13 |
|-------------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Wages & Salaries | 3,053,453 | 3,215,885 | 3,803,729 | 3,891,115 | 4,198,161 | 4,398,343 |
| Electricity | 101,962 | 181,836 | 184,742 | 264,876 | 255,187 | 246,128 |
| Building Repairs/mtce | 116,948 | 163,143 | 171,223 | 149,215 | 181,956 | 167,975 |
| Gas | 87,412 | 126,310 | 166,503 | 158,914 | 169,606 | 169,415 |
| Insurance | 127,445 | 121,982 | 137,726 | 125,077 | 114,568 | 127,962 |
| % Wages & Sals to Income | 78.5 | 66.5 | 64.5 | 64.6 | 59.5 | 60.7 |

Top 5 Expenditure



KPIs

- Attendance Total

- 11/12 1,554,263
- 12/13 1,587,273 + 33,010 LHGC – 23,116

- Staff Turnover 12/13 starters 123
leavers 57 + 66

- Complaints 11/12 1,013 per 10,000 6.52
12/13 1,075 per 10,000 6.77

- Accidents / Incidents Customers

- Reportable 1
- Minor 830 per 10,000 5.23

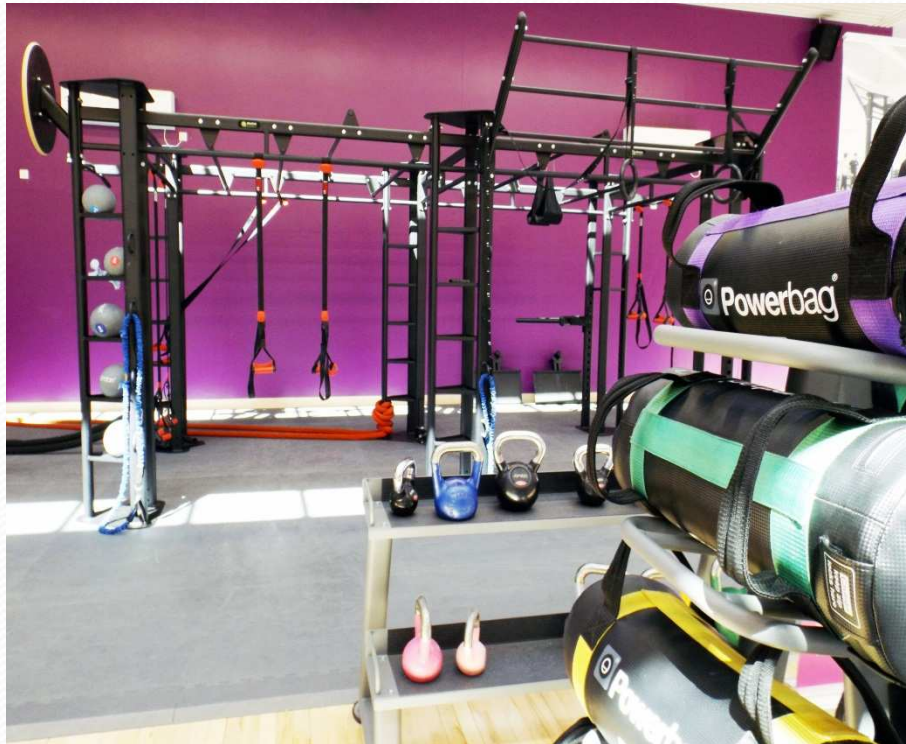
- Accidents / Incidents Staff

- Minor 20

KPIs

- Hours of Provision for young people
 - 11/12 12,418
 - 12/13 17,995
- Hours of Provision for older people
 - 11/12 4,941
 - 12/13 5,016
- Hours of Provision for people with disabilities
 - 11/12 331
 - 12/13 315

2012/13



2012/13

- Swimming lessons
 - approx. 17,000 a month
- Opened Customer Contact Centre (3 months)
 - Calls handled 21,373, Average answer time 09 seconds
- Work with over 200 sports clubs
- Online booking in excess of 10,000 per month
- Retained QUEST
- New Mind and Body Studio at BSC
- Gym / Studio refurb at LSC
- H&S rating is 2nd only to Olympic Venues

2012/13

- 360 Ramblers on walks programme per week
- Delivered 17 'Legacy' projects
- Provided 'Fit for Fun' for Year 4 children
- Enter HYG teams
- Sit on Dacorum Health and Wellbeing Group
- Dacorum Sports Awards
- Over 100 adults took part in the Dacorum Mencap and SportSpace Games
- Over 400 older adults attend our community based classes every week.

Challenges Ahead

- Economic Climate
- DBC Grant reduction
- Capital Investment
- Tring SC
- Berkhamsted SC
- Weather (LHGC)
- ICT
- Pensions

Exciting Future

- LHGC – Development
- Increased ICT provision – Learn2
- Energy Saving opportunities, Solar Power etc
- Herts Disability Games
(July 2013)
- Better Partnerships with DBC
- Berkhamsted SC
- Tring SC
- Glasgow 2014