

### Appendix 3 – Comparison of financial information provided by Pickaquoy Centre Trust

ActiveLife 12 Month Financial data	16 <sup>th</sup> Jan 2016 15 <sup>th</sup> Jan 2017	16 <sup>th</sup> Jan 2017 15 <sup>th</sup> Jan 2018	Growth £	Growth %
Memberships	£377,600	£587,268	£209,668	56%
Fitness Pay and Play	£12,646	£4,413	-£8,233	-65%
Fitness Appointments	£12,646	£6,758	-£5,888	-47%
Group Exercise Pay and Play	£25,994	£15,113	-£10,881	-42%
Swimming Pay and Play	£114,976	£65,901	-£49,075	-43%
Sports (single court, climbing, squash)	£17,653	11,879	-£5,774	-33%
Junior Swim Courses	£69,943	£51,841	-£18,102	-26%
ActiveLife Impact on Income	£631,458	£743,172	£111,714	18%
<b><u>Expenditure</u></b>				
Orkney Islands Council Facility use	£	£117,454	-£117,454	
Fitness instructors	£89,996	£64,472	£25,524	28%
Group exercise instructors	£66,605	£88,902	-£22,297	-33%
Swim course instructors	£30,733	£27,700	£3,033	10%
Customer Service	£105,590	£111,128	-£5,538	-5%
Leisure Assistants	£103,973	£98,125	£5,848	6%
Lifeguards	£169,778	£179,747	-£9,969	-6%
Marketing & Administration	£144,515	£142,566	£1,949	1%
ActiveLife Impact on Expenditure	£711,190	£830,094	-£118,904	-17%
Net Positive/ Negative to the Pickaquoy Centre Trust			-£7,190	