

## Annex A

Financial Year	0 2018	1 2019	2 2020	3 2021	4 2022	5 2023	6 2024	7 2025	8 2026	9 2027	10 2028
<b>Income</b>											
<i>Camping pitches</i>											
Av occupancy rate % per night	34	34	16	19	23	23	24	25	26	26	27
Max potential units	35	35	75	75	75	75	75	75	75	75	75
Av price per unit (net) [RPI]	£14.48	£14.48	£17.39	£17.80	£18.23	£18.67	£19.12	£19.58	£20.05	£20.53	£21.02
No nights in season	290	290	350	350	350	350	350	350	350	350	350
Income from camping (max potential x price x nights in season x occupancy rate/100)	£49,970	£49,970	£73,028	£88,334	£108,545	£114,485	£120,749	£127,357	£134,326	£141,676	£149,428
<i>Camping pods</i>											
No. pods			5	6	7	8	9	10	10	10	10
Av price per unit (net)		£32.00	£32.77	£33.55	£34.36	£35.18	£36.03	£36.89	£37.78	£38.69	£39.61
Av occupancy % per night		25	25	25	25	25	25	26	27	27	28
Income from pods (no.pods x price x nights in season x occupancy rate/100) [RPI]		£0	£14,336	£17,616	£21,045	£24,629	£28,373	£33,250	£35,070	£36,989	£39,013
<i>Electric hook up</i>											
No. Pitches			10	10	10	10	10	10	10	10	10
Price per unit (net)		£4.75	£4.86	£4.98	£5.10	£5.22	£5.35	£5.48	£5.61	£5.74	£5.88
Av occupancy %		30	31	31	32	32	33	34	34	35	36
Income from hook up (no.pitches x pice x nights in season x occupancy rate/100) [RPI]		£0	£5,209	£5,441	£5,683	£5,936	£6,200	£6,476	£6,764	£7,065	£7,379
Grant		£564,114									
BCA match funding - draw from BCA reserves		£141,029									
BCA non-match draw on reserve		£35,000									
<b>Total income</b>	<b>£49,970</b>	<b>£790,113</b>	<b>£92,573</b>	<b>£111,391</b>	<b>£135,273</b>	<b>£145,050</b>	<b>£155,322</b>	<b>£167,083</b>	<b>£176,159</b>	<b>£185,729</b>	<b>£195,820</b>
<b>Expendiure</b>											
<i>Project costs</i>											
Camping pods purchase + maintenance [RPI]		-£37,250	-£7,168	-£7,340	-£7,516	-£7,697	-£7,881				
Soft landscaping		-£63,750									
Ground Works & Utilities - new substaion, tracks, utility connections, hard landscaping - 15% contingency		-£330,292	-£1,000	-£1,500	-£1,000	-£1,000	-£500			-£500	
Shower & toilet block + on-going maintenance costs [RPI] 15% contingency		-£273,851	-£250	-£256.00	-£262.14	-£268.44	-£274.88	-£281.47	-£288.23	-£295.15	-£302.23
Design & supervision costs		-£35,000									
Camping database [RPI]		-£18,700	-£900	-£966	-£990	-£1,013	-£1,038	-£1,063	-£1,088	-£1,114	-£1,141
<i>Operating costs</i>											
Premise maintenance officer [+0.5FTE] [Staff]	-£3,766	-£3,822	-£9,460	-£9,602	-£9,746	-£9,892	-£10,040	-£10,191	-£10,344	-£10,499	-£10,657
Grass cutting contract [RPI]	-£660	-£676									
Groundcare equipment (etc) [RPI]			-£1,000	-£1,024	-£1,049	-£1,074	-£1,100	-£1,126	-£1,153	-£1,181	-£1,209
Utility costs (bins, water, elec) [RPI]	-£6,880	-£7,045	-£6,907	-£10,086	-£11,401	-£11,788	-£12,194	-£12,620	-£13,067	-£13,431	-£13,810
Consumables [RPI]	-£1,000	-£1,024	-£4,000	-£4,194	-£4,295	-£4,398	-£4,504	-£4,612	-£4,722	-£4,836	-£4,952
Cleaning (contract) [RPI]	-£2,000	-£2,048	-£6,000	-£6,291	-£6,442	-£6,597	-£6,755	-£6,918	-£7,084	-£7,254	-£7,428

Staff - admin (1 min per booking) [Staff]	-£9,404	-£9,545	-£1,254	-£1,803	-£2,163	-£2,228	-£2,295	-£2,364	-£2,435	-£2,508	-£2,583
Staff - daily check (60 min per day) [Staff]	-£4,098	-£4,160	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098
Advertising [RPI]	-£500	-£512	-£2,000	-£2,097	-£2,147	-£2,199	-£2,252	-£2,306	-£2,361	-£2,418	-£2,476
<b>Total expenditure</b>	<b>-£28,309</b>	<b>-£787,676</b>	<b>-£44,037</b>	<b>-£49,258</b>	<b>-£51,109</b>	<b>-£52,253</b>	<b>-£52,932</b>	<b>-£45,578</b>	<b>-£46,640</b>	<b>-£48,133</b>	<b>-£48,655</b>
Net value	£21,662	£2,438	£48,536	£62,133	£84,164	£92,797	£102,390	£121,504	£129,519	£137,596	£147,165
Present Value	£21,662	£2,300	£43,197	£52,168	£66,666	£69,343	£72,181	£80,807	£81,262	£81,443	£82,176
NPV to date	£21,662	£23,962	£67,159	£119,327	£185,993	£255,336	£327,517	£408,324	£489,586	£571,029	£653,205
<b>Net Present Value</b>	<b>£1,489,932</b>										

#### Assumptions

- Year 0 (Financial Year 2018/19) is presented for comparison
- Occupancy rate initially appears to fall but this is due to increased capacity actual sales remain constant - then grow by 20% in years 3 & 4 then 3% thereafter
- On-line booking system purchased average 1 min per booking, rather than 7.5 min significantly decreasing staff time required. Costs of purchasing database are capitalised. HCC are purchasing booking system which may be applicable and save on the £18k set up cost
- PV = net value discounted @ 6%
- Camping pods based on Yurt occupancy rates + 3% growth following Year 6 when all pods are installed
- Capital costs include 15% contingency
- Premises maintenance officer increases from 0.5FTE to 1FTE, but only 50% of role is directly attributable camping
- SCC & HCC officer time which has not been charged at cost and architect and planning fees incurred pre-planning application are excluded
- **BCA investment repays in Year 4**

11 2029	12 2030	13 2031	14 2032	15 2033	16 2034	17 2035	18 2036	19 2037	20 2038
28	29	30	30	31	32	33	34	35	36
75	75	75	75	75	75	75	75	75	75
£21.52	£22.04	£22.57	£23.11	£23.67	£24.23	£24.82	£25.41	£26.02	£26.65
350	350	350	350	350	350	350	350	350	350
£157,605	£166,229	£175,325	£184,919	£195,038	£205,710	£216,967	£228,839	£241,361	£254,569
10	10	10	10	10	10	10	10	10	10
£40.56	£41.54	£42.54	£43.56	£44.60	£45.67	£46.77	£47.89	£49.04	£50.22
29	30	31	32	33	34	35	36	37	38
£41,148	£43,399	£45,774	£48,279	£50,920	£53,707	£56,646	£59,745	£63,015	£66,463
10	10	10	10	10	10	10	10	10	10
£6.02	£6.17	£6.31	£6.47	£6.62	£6.78	£6.94	£7.11	£7.28	£7.45
37	37	38	39	40	40	41	42	43	44
£7,707	£8,050	£8,408	£8,782	£9,172	£9,580	£10,007	£10,452	£10,917	£11,402
<b>£206,460</b>	<b>£217,678</b>	<b>£229,507</b>	<b>£241,980</b>	<b>£255,131</b>	<b>£268,998</b>	<b>£283,619</b>	<b>£299,036</b>	<b>£315,292</b>	<b>£332,433</b>
-£1,000						-£1,000			
	-£500			-£500			-£500		
-£309.49	-£316.91	-£324.52	-£332.31	-£340.28	-£348.45	-£356.81	-£365.38	-£374.14	-£383.12
-£1,168	-£1,196	-£1,225	-£1,254	-£1,285	-£1,315	-£1,347	-£1,379	-£1,412	-£1,446
-£10,816	-£10,979	-£11,143	-£11,311	-£11,480	-£11,652	-£11,827	-£12,005	-£12,185	-£12,367
-£1,238	-£1,268	-£1,298	-£1,329	-£1,361	-£1,394	-£1,427	-£1,462	-£1,497	-£1,532
-£14,204	-£14,615	-£15,043	-£15,488	-£15,953	-£16,436	-£16,940	-£17,465	-£18,012	-£18,583
-£5,071	-£5,192	-£5,317	-£5,445	-£5,575	-£5,709	-£5,846	-£5,986	-£6,130	-£6,277
-£7,606	-£7,788	-£7,975	-£8,167	-£8,363	-£8,563	-£8,769	-£8,979	-£9,195	-£9,416

-£2,660	-£2,740	-£2,822	-£2,907	-£2,994	-£3,084	-£3,177	-£3,272	-£3,370	-£3,471
-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098	-£4,098
-£2,535	-£2,596	-£2,658	-£2,722	-£2,788	-£2,854	-£2,923	-£2,993	-£3,065	-£3,139
<b>-£50,707</b>	<b>-£51,290</b>	<b>-£51,905</b>	<b>-£53,054</b>	<b>-£54,737</b>	<b>-£55,456</b>	<b>-£57,711</b>	<b>-£58,505</b>	<b>-£59,338</b>	<b>-£60,713</b>
£155,753	£166,388	£177,602	£188,926	£200,394	£213,542	£225,908	£240,531	£255,954	£271,721
£82,048	£82,690	£83,267	£83,562	£83,617	£84,060	£83,894	£84,269	£84,596	£84,724
£735,254	£817,943	£901,210	£984,772	£1,068,389	£1,152,449	£1,236,343	£1,320,612	£1,405,208	£1,489,932

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<b>Income</b>						
<i>Camping pitches</i>						
Camping income	£49,970	£49,970	£114,485	£149,428	£195,038	£254,569
<i>Camping pods</i>						
Pod income	£0	£0	£24,629	£39,013	£50,920	£66,463
<i>Electric hook up</i>						
Hook-up income	£0	£0	£5,936	£7,379	£9,172	£11,402
<i>Grant</i>						
BCA match funding - draw from BCA reserves	£0	£564,114				
BCA non-match draw on reserve	£0	£141,029				
	£0	£35,000				
<b>Total income</b>	<b>£49,970</b>	<b>£790,113</b>	<b>£145,050</b>	<b>£195,820</b>	<b>£255,131</b>	<b>£332,433</b>
<b>Expenditure</b>						
<i>Project costs</i>						
Pods - purchase & maintenance	£0	-£37,250	-£7,697	£0	£0	£0
Soft landscaping	£0	-£63,750	£0	£0	£0	£0
Ground works, utility installations, etc	£0	-£330,292	-£1,000	£0	-£500	£0
Shower & toilet block - on-going maintenance	£0	-£273,851	-£268	-£302	-£340	-£383
Design & supervision	£0	-£35,000	£0	£0	£0	£0
New campsite management database	£0	-£18,700	-£1,013	-£1,141	-£1,285	-£1,446
<i>Operating costs (subtotal)</i>	<i>-£28,309</i>	<i>-£28,833</i>	<i>-£42,274</i>	<i>-£47,212</i>	<i>-£52,612</i>	<i>-£58,883</i>
<b>Total expenditure</b>	<b>-£28,309</b>	<b>-£787,676</b>	<b>-£52,253</b>	<b>-£48,655</b>	<b>-£54,737</b>	<b>-£60,713</b>
Net value	£21,662	£2,438	£92,797	£147,165	£200,394	£271,721
Present Value	£21,662	£2,300	£69,343	£82,176	£83,617	£84,724
NPV to date	£21,662	£23,962	£255,336	£653,205	£1,068,389	£1,489,932
Net Present Value	<b>£1,489,932</b>					

**Assumptions & comments**

- Year 0 (Financial Year 2018/19) is presented as a comparison
- On-line booking system reduces staff input saving staffing costs. Costs of purchasing database are capitalised. NB - HCC are purchasing booking system which may be applicable and save on the £18k set up cost
- PV = net value discounted @ 6%
- Camping pods based on Yurt occupancy rates
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