

Cambridge Live 5 year Business Plan

	2015/16	2016/17	2017/18	2018/19	2019/20
	£'000	£'000	£'000	£'000	£'000
Revenue					
Corn Exchange/Guildhall Events	1216	1286	1367	1473	1536
CEX/GH Bars and Catering	464	473	483	493	502
Folk Festival/Outdoor Events	1645	1681	1718	1756	1794
Marketing Services	135	138	140	143	146
Ticket Services	375	383	390	398	406
Fundraising	179	201	218	235	265
Revenue: CCC Core grant	275	212	175	100	50
Revenue: CCC Outdoor Events	207	196	185	175	165
Total Revenue	<u>4497</u>	<u>4570</u>	<u>4676</u>	<u>4772</u>	<u>4865</u>
Cost of sales					
Corn Exchange/Guildhall Events	543	570	609	655	679
CEX/GH Bars and Catering	180	183	187	191	195
Folk Festival/Outdoor Events	1484	1492	1472	1482	1493
Marketing Services	47	48	49	50	51
Ticket Services	115	117	120	122	125
Fundraising	4	9	12	14	20
Total Cost of Sales	<u>2374</u>	<u>2420</u>	<u>2449</u>	<u>2514</u>	<u>2563</u>
Contribution	<u>2124</u>	<u>2150</u>	<u>2227</u>	<u>2257</u>	<u>2302</u>
Overheads					
Management/Executive	253	253	263	269	274
CEX/GH Technical	188	192	196	200	204
CEX/GH Catering	88	89	91	93	95
Folk Festival/Outdoor Events	171	175	178	182	186
Customer Services	122	124	127	129	132
Marketing & Communications	324	330	336	341	347
Box Office	223	228	233	237	242
Fundraising	36	36	37	38	39
Property/Infrastructure	390	395	405	413	421
Finance and General Administration	287	288	299	305	311
	<u>2083</u>	<u>2111</u>	<u>2165</u>	<u>2208</u>	<u>2252</u>
Surplus/(Deficit)	<u>41</u>	<u>38</u>	<u>63</u>	<u>50</u>	<u>51</u>