

## 2019/2020/2021 Forecast

|                           | 2019<br>Actual<br>Q1 | 2020<br>Actual<br>Q1 | 2021 Forecast<br>Q1 | 2019<br>Actual<br>Q2 | 2020<br>Actual<br>Q2 | 2021 Forecast<br>Q2 | 2019<br>Actual<br>Q3 | 2020<br>Actual<br>Q3 | 2021 Forecast<br>Q3 | 2019<br>Actual<br>Q4 | 2020<br>Actual<br>Q4 | 2021 Forecast<br>Q4 |
|---------------------------|----------------------|----------------------|---------------------|----------------------|----------------------|---------------------|----------------------|----------------------|---------------------|----------------------|----------------------|---------------------|
| <b>Revenue</b>            |                      |                      |                     |                      |                      |                     |                      |                      |                     |                      |                      |                     |
| Pool Revenue              | 206,737.96           | 151,979.47           |                     | 154,808.17           | 351.05               |                     | 161,216.08           | 92,939.39            |                     | 196,324.79           | 105,933.29           |                     |
| Arena Revenue             | 134,104.81           | 114,140.28           |                     | 49,382.03            | 18,714.58            |                     | 52,100.78            | 19,924.77            |                     | 173,368.02           | 137,636.99           |                     |
| Leisure Services Revenue  | 81,409.28            | 65,190.48            |                     | 66,678.46            | 21,211.84            |                     | 89,686.62            | 123,869.41           |                     | 80,535.83            | 50,619.60            |                     |
| Gibraltar Room Revenue    | 7,687.68             | 2,692.63             |                     | 16,761.16            | 1,688.09             |                     | 5,137.83             | (92.10)              |                     | 14,168.03            | 1,507.25             |                     |
| Total                     | 429,939.73           | 334,002.86           | -                   | 287,629.82           | 41,965.56            | -                   | 308,141.31           | 236,641.47           | -                   | 464,396.67           | 295,697.13           | -                   |
| <b>Expenses</b>           |                      |                      |                     |                      |                      |                     |                      |                      |                     |                      |                      |                     |
| Pool Expenses             | 657,527.67           | 626,949.45           |                     | 606,376.04           | 305,424.54           |                     | 659,430.54           | 555,527.93           |                     | 746,329.72           | 734,585.24           |                     |
| Arena Expenses            | 93,478.63            | 71,682.58            |                     | 58,080.86            | 43,996.67            |                     | 34,679.11            | 49,256.92            |                     | 107,308.19           | 120,802.26           |                     |
| Leisure Services Expenses | 124,508.39           | 125,719.16           |                     | 134,899.29           | 101,194.15           |                     | 124,683.84           | 137,050.39           |                     | 143,856.16           | 183,163.06           |                     |
| Gibraltar Room Expenses   | 9,852.99             | 17,251.94            |                     | 9,970.96             | 7,825.08             |                     | 9,730.93             | 9,930.41             |                     | 11,726.94            | 10,373.59            |                     |
| Total                     | 885,367.68           | 841,603.13           | -                   | 809,327.15           | 458,440.44           | -                   | 828,524.42           | 751,765.65           | -                   | 1,009,221.01         | 1,048,924.15         | -                   |
|                           | (455,427.95)         | (507,600.27)         | -                   | (521,697.33)         | (416,474.88)         | -                   | (520,383.11)         | (515,124.18)         | -                   | (544,824.34)         | (753,227.02)         | -                   |