

Guildhall Business Club and Serviced Office / Desk rental model

operational model at year 3 of operation - Annex 2iii

Ref	Area	m2	rental ft2	Desk nos.	Serviced Office £34/ft2	Desk rental £249/mnth
Basement						
I.V.05	Co-working benches	42	452.34	8		
Ground Floor						
G.A.02	Business Lounge	55	592.35	10		
G.A.03	Office	35	376.95	5	£12,816.30	
G.V.04	Co-working benches	22	236.94	4		
GH 04 - Com Rm1	Mtg	45	484.65	0		
G.V.06	Office	35	376.95	5	£12,816.30	
G.V.07	Office	35	376.95	5	£12,816.30	
G.V.08	Office	34	366.18	5	£12,450.12	
G.V.09	Office	50	538.5	7	£18,309.00	
G.V.10	Office	31	333.87	4	£11,351.58	
G.V.12	Desk rental	89	958.53	13		£38,844.00
First Floor						
I.A.02	Business Lounge	58	624.66	10		
I.V.03	Meeting Room	11	118.47	0		
I.A.04	Meeting Room	36	387.72	0		
I.V.06	Meeting Room	33	355.41	5		
I.V.07	Meeting Room	20	215.4	0		
I.V.08	Desk rental	109	1173.93	16		£47,808.00

I.N.08	Co-Working desks	129	1389.33	22		
Second Floor						
2.V.03	Office	83	893.91	12	£30,392.94	
2.V.06	Office	104	1120.08	15	£38,082.72	
2.N.08	Co-Working desks	160	1723.2	27		
2.N.09	Desk rental	121	1303.17	17		£50,796.00
TOTALS		1337	14399	190	£149,035.26	£137,448.00

Assumptions	88% occupancy	£131,151.03	£120,954.24
100 members @ £99/month	club membership basic		£118,800.00
100 members @ £199/month	club membership plus		£238,800.00
serviced office rental @ £34/ft2	Office rental 88% occ		£131,151.03
desk rental @ £249/month	Desk rental 88% occ		£120,954.24
additional office services	office services		£25,000.00
GH hire 50% @£600/ day	GH hire		£102,000
Mtg Rm hire 1hr / room / day	mtg room hire		£26,000
CC hire @ 6x£250 / mnth	council chamber		£18,000
	TOTAL		£780,705.27
	less COSTS		£555,800.00
	Margin		£224,905.27
Cafe lease as valuation	cafe @ £15/ft2		£25,000.00
	Income potential		£249,905.27



Core Costs	operational model at year
Staffing	£150,000.00
Business Rates	£86,400.00
utilities - Gas / Elec / Water	£90,000.00
Telecoms / fibre rental	£24,000.00
Buildings Insurance	£12,000.00
Security	£15,000.00
Refuse & Feminine Waste collection	£4,500.00
Consumables (inc Light Bulbs)	£3,000.00
Maintenance Costs	
Door Entry / Intercom / CCTV Maintenance	£3,000.00
Fire Alarm & Emergency Lighting	£3,000.00
Fire Extinguisher Service	£1,500.00
Lift Maintenance / Annual Inspection	£1,800.00
Window Cleaning	£6,000.00
Communal Cleaning	£75,000.00
Grounds Maintenance	£2,400.00
General Maintenance	£7,200.00
Internal Decoration	£3,000.00
Contingency	£9,000.00
Administration Costs	
Management Fees	£2,400.00
Audit & Accountancy Fees	£2,400.00
Banking	£1,200.00
Health & Safety and Risk Assessment	£1,500.00
Reserves	
General/Repairs Sinking Fund	£50,000.00
Lift Sinking Fund	£1,500.00
Total	£555,800.00