



2017/2018 Annual Report

Tim Lince :- Chair (Lowther Gardens (Lytham) Trust)

This year has been an interesting year for the Trust :-

1. We completed the enablement works as part of the Phase 1 refurbishment and renewal of Lowther Pavilion. In total nearly £500K was raised and spent on the new roof, Seating Systems and heating for the Pavilion. We also continued with general refurbishment resurfacing the maple floor and with general décor and decoration improvements to the building itself.
2. We completed the removal of iridescent lighting and replaced it with LED fittings.
3. We started the upgrade of infrastructure on the stage itself.
4. Box office functions were moved front of house and office space was reconfigured.
5. The web site was renewed and upgraded.
6. The box office system was changed to allow for greater integration with all the theatre systems.
7. Marketing staff and administration staff appointed.
8. The Trust took over the management of the Car Park.
9. A Cinema System was sponsored and fitted.
10. Public consultations were held to develop the final phases for planning application.
11. The Parks Team continued to replace planting and trees. Pathways were renewed and replaced.
12. The Bench scheme was reinvigorated and is now run by the Trust.
13. Sponsor a tree scheme was introduced to give money towards park development.

Volunteer Hours

I would like to note that this is only based on the recorded duties the friends and theatre volunteers provide a great deal of ad hoc work outside of our standard arrangements including print distribution, brochure stuffing, general works etc. which isn't included in standard figures. We have increased volunteer engagement to the theatre and are seeing an increased uptake in volunteering hours and projects for the general upkeep of the venue. Additionally the volunteers undertook work for the 2 local club days in the period, the family fun day that took place in the gardens and for the St. George's Day Festival.

Volunteer hours for year

- FOH Duties
 - 266 performances, 6 persons per performance, average of 4 hours per person
 - 6428 hours in FOH staffing (£44281.60)
- Box Office
 - 3 persons per week, average 6 hours per person, period of 52 weeks.
 - $(3*6)*52 = 936$ of box office support (£6739.2)
- Technical & Operations
 - 93 performances with VTechs, average 5 hours (1800-2300)
 - $93*5 = 465$ Hours of technical support (£3348)

Total Volunteer value to the Trust. (£57,319.2 @ min wage of £7.20)

Additional Volunteer Hours

- Club Days
 - 6 Volunteers for 3 hours each day (2 days)
 - $(6*3)*2 = 36$ Hours
- St. George's Day
 - 6 Volunteers for 5 hours (2 events)
 - $(6*5)*2 = 60$ Hours
- Family Fun Day
 - 6 Volunteers for 6 hours each
 - $6*6 = 36$ Hours
- Totalling 132 additional hours for special projects.
- £ 950.40

1. Session Usage

Community and user groups totalled 198 individual user sessions in year, this includes usage by FBC, fairs and charity events outside of the normal performance scope such as the dementia sing-a-long.

2. Traffic & Sales

There were 273 unique saleable public events in 17/18, in total 45379 individual tickets were issued for these performances. (This excludes all agency sales for Lytham Festival 2017, SGDF2017, Southport Flower Show, Lytham 40s Weekend & Events at Lytham Hall)

49.1 % of Tickets are FY8 registered

54.3 % of ticket sales were bought via direct communication (In Person or on the Phone)

45.7% were completed via the website.