

## Town Clerk's report to The Watermark Committee

January 2023

### **1. Building Maintenance & Security**

A window contractor has been found to replace the broken pane. It is currently being manufactured and will be installed as soon as possible.

The Town Hall team have been chasing up contractor health and safety and routine maintenance and going over the outcome of the H&S inspection by our consultant. We are also due an insurance inspection in March from our insurers, but no issues are anticipated.

### **2. Events and trade**

Work has continued to change some offering and pricing structures to make the facilities more attractive to users. An advert was placed in the Ivybridge Magazine promoting the use of the rooms and the performance will be monitored.

The Coffee Shop has consistently been taking significantly more money per week than the same week in 2021-2022 (and more than pre-Covid 2019-2020).

Live artist ticket sales are good, although we are not seeing as many sell outs as previously. Artists are commenting that this is a common pattern across the country. However, the Events and Marketing Supervisor is taking this into account when negotiating deals with the performing artists.

The team are also planning some in house ticketed events for children and adults to generate income but also provide some affordable opportunities for entertainment.

Consideration is also being given to marking the 15<sup>th</sup> Anniversary of The Watermark on 8<sup>th</sup> April 2023.

### 3. Financial performance

As at Month 9:

	Pre-Covid 2019-2020	Post-Covid	
		2021-2022	2022-2023
Information Centre	£1,670.00	-£143.00	-£360.00
Room Hire	£17,245.00	£5,510.00	£12,665.00
Cinema	£7,891.00	£1,160.00	£7,425.00
Live Artists	£3,771.00	-£2,546.00	-£74.00
Catering	£8,443.00	-£107.00	-£1,033.00
Bar	£8,148.00	£2,012.00	£7,130.00
Buildings	-£82,966.00	-£55,915.00	-£72,998.00
Business Centre	£13,256.00	£15,701.00	£19,598.00
Total	-£22,542.00	-£34,328.00	-£27,647.00

Although trading has markedly changed since pre-Covid, the good news is at present the net overall figure is closer to the pre-Covid year than last year, which is encouraging.

Jonathan Parsons  
Town Clerk