

**PSPS AGM**  
**26th October 2013**  
**YORK**

# **Balmoral Losses**

**2010-2011 £244,000**

**2011-2012 £414,000**



- **Balmoral Working Party**
- **Redundancy/Downsizing**
- **Review of Fundraising**
- **Friends of Waverley**
- **Review of Outsourcing**
- **Review of Marketing**













DAY, AFTERNOON & EVENING CRUISES

# Great Days Out

ABOARD THE FAMOUS PADDLE STEAMER WAVERLEY!



## TAKE A MAGICAL JOURNEY AND DISCOVER THE LOCHS & ISLES OF SCOTLAND ABOARD PADDLE STEAMER IN THE WORLD!

Magnificently restored with towering funnels, timber decks and gleaming varnish and brass – see & hear the mighty engines turn the ship's famous paddles! Steam "Doon the Watter" - Bring back magical memories or create new ones as you visit the seaside at Dunoon, Millport or Rothesay; steam round Ailsa Craig; view magnificent scenery as you cruise Lochs Long, Loch Goil or Loch Fyne or visit Tarbert or Tighnabruaich.

Explore Islands: Arran, Bute & Cumbrae or relax on deck as you cruise amidst dramatic loch and mountain scenery. With trips from June 28 until September 1, there is something to suit every taste & pocket - so bring friends and family - young and old - for a trip to remember! There is something for everyone to enjoy! **Book Now for your Great Day Out!**

ENJOY A SUNDAY ROAST WITH THE BEST VIEWS IN THE WORLD!

JUNE 28 SENIORS BUY ONE TICKET GET ONE HALF PRICE

CHILDREN FREE FRIDAYS IN JULY UNDER 18S HALF PRICE & UNDER 5'S FREE ON ALL OTHER TRIPS

BUY TICKETS ONBOARD WHEN YOU SAIL!

## SAILING FROM GLASGOW SCIENCE CENTRE

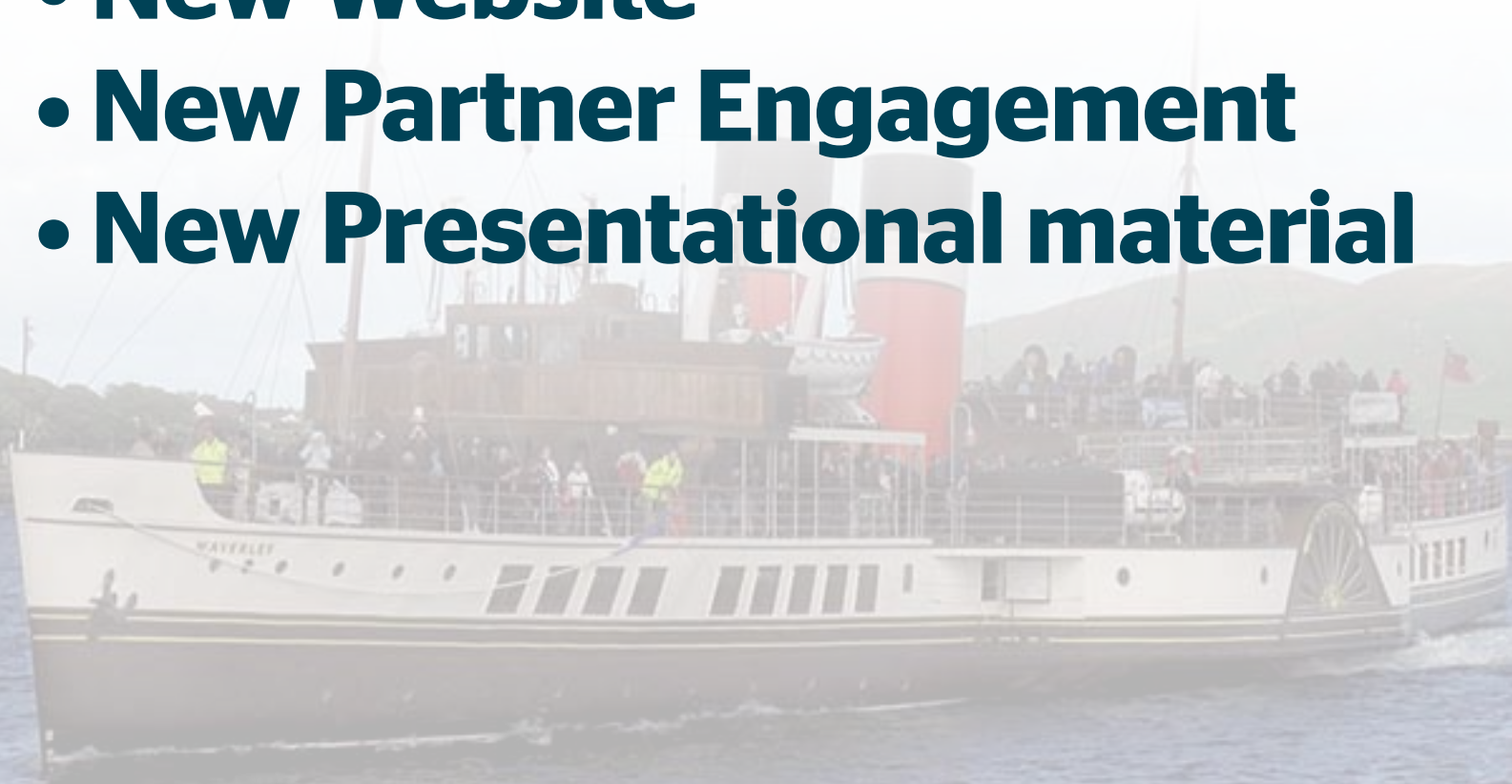
<i>Dunoon • Rothesay</i>	<i>Evening Showboats</i>	<i>Rothesay • Kyles of Bute</i>	<i>River Clyde History</i>
<b>EVERY FRIDAY</b> <b>June 28 until August 30</b> <b>Leave 10am</b> back 5.30pm Fares: Visit Kilcreggan £19 Dunoon £27 SC £23 Rothesay £29 SC £25 Aug 9 no Kilcreggan back 6.10	<b>FRIDAYS</b> <b>June 28, July 26 &amp; Aug 23</b> <b>Leave 7.30pm</b> back 11pm <b>FRIDAY August 9</b> <b>Leave 7pm</b> back 11pm Fare: Doon the Watter £19.95 Group Discount for 10+ £18	<b>EVERY SATURDAY</b> <b>June 29 until August 24</b> <b>Leave 10am</b> back 8.30pm Fares: Visit Dunoon £27 Rothesay £31 Tighnabruaich £39	<b>EVERY SATURDAY</b> <b>June 29 until August 24</b> <b>SUNDAYS July 7 &amp; 14</b> <b>August 4, 11 &amp; 25; September 1</b> <b>Leave 10am</b> Fare: One way cruise to Greenock or Helensburgh £15
<i>Isle of Arran • Ailsa Craig</i>	<i>Rothesay • Isle of Arran</i>	<i>Dunoon • Lochs Cruise</i>	<i>Arran • Mull of Kintyre</i>
<b>SUNDAY June 30</b> <b>Leave 10am</b> back 7.45pm Fares: Visit Brodick £31 SC £29 Cruise Ailsa Craig £33 SC £31 Return by inclusive coach from Largs	<b>SUNDAYS July 7 &amp; August 4</b> <b>Leave 10am</b> back 9.45pm Fares: Visit Largs £21 Rothesay £29 SC £27 Lochranza £31 SC £29 Cruise Skipness £33 SC £31	<b>SUNDAYS</b> <b>July 14 &amp; August 11 &amp; 25</b> <b>Leave 10am</b> back 8.15pm Fares: Visit Largs £21 Dunoon £27 SC £25 Cruise Loch Long £31 SC £29	<b>SUNDAY July 21</b> <b>Leave 9am</b> back 10pm Fares: Visit Lochranza £31 SC £29 Campbeltown £35 SC £33 Cruise Sanda Isles £37 SC £35

**Book online at [www.waverleyexcursions.co.uk](http://www.waverleyexcursions.co.uk)**

Call 0845 130 4647 or book at Tourist Information Centres

**Gift Aid it!** If you are a UK taxpayer then the Charity can claim an extra 25% from the Taxman. WSN Co Ltd, Glasgow G3 8HA. SC005832. All fares include a voluntary 10% donation. Parking available at Science Centre £3 per day.

- **New style advertising**
- **New style brochures**
- **New Website**
- **New Partner Engagement**
- **New Presentational material**





**MORECAMBE**



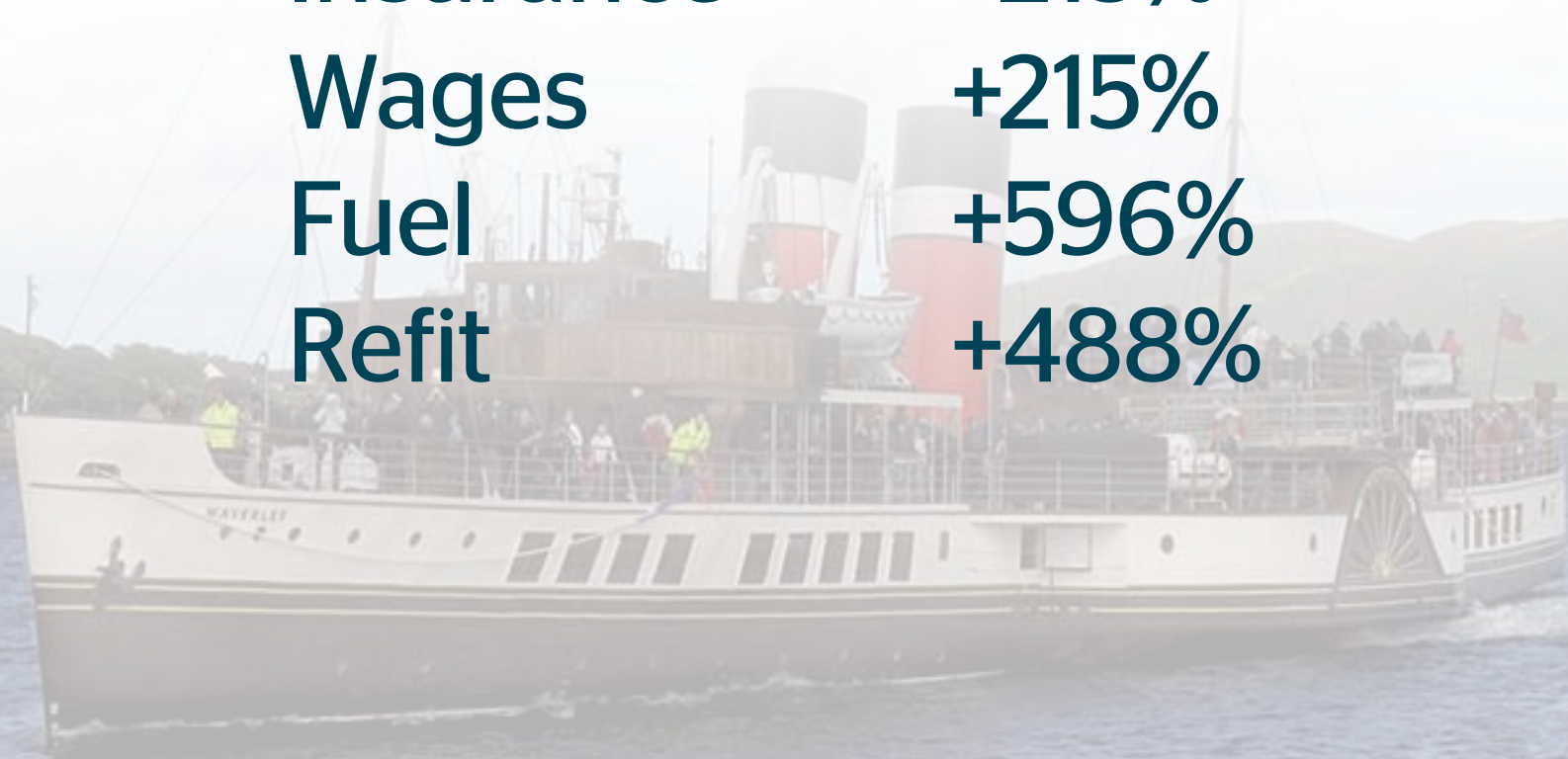


- **Increased Legislation**
- **Health and Safety**
- **Minimum Wages**
- **Increased Fuel Costs**
- **Changing Leisure Trends**
- **Media Changes**
- **Weather Patterns**



## **Changes in 15 years**

<b>Fares</b>	<b>+212%</b>
<b>Revenue</b>	<b>+200%</b>
<b>Insurance</b>	<b>+213%</b>
<b>Wages</b>	<b>+215%</b>
<b>Fuel</b>	<b>+596%</b>
<b>Refit</b>	<b>+488%</b>

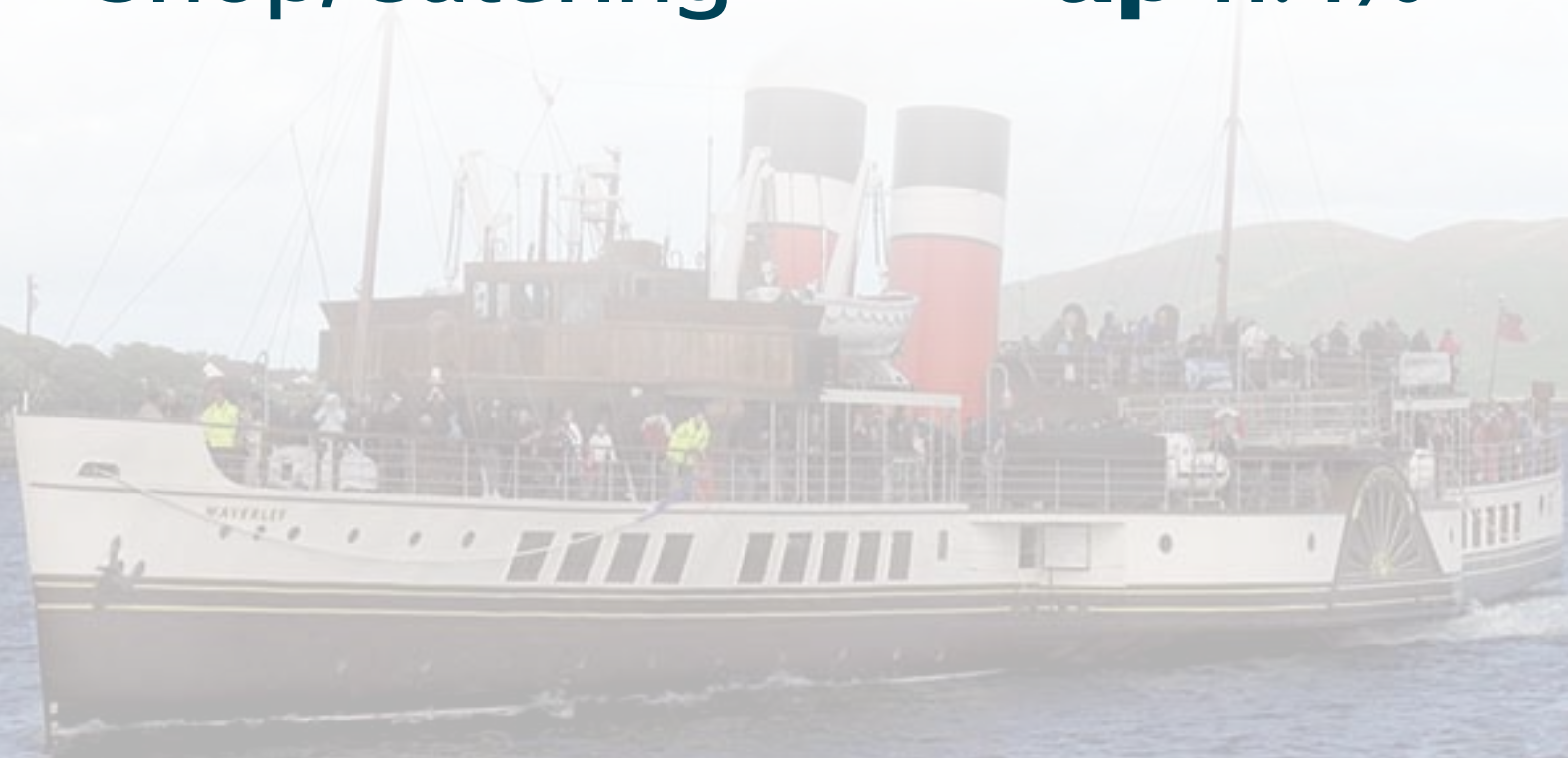


## **2013 Performance**

**Passenger Numbers up 12.5%**

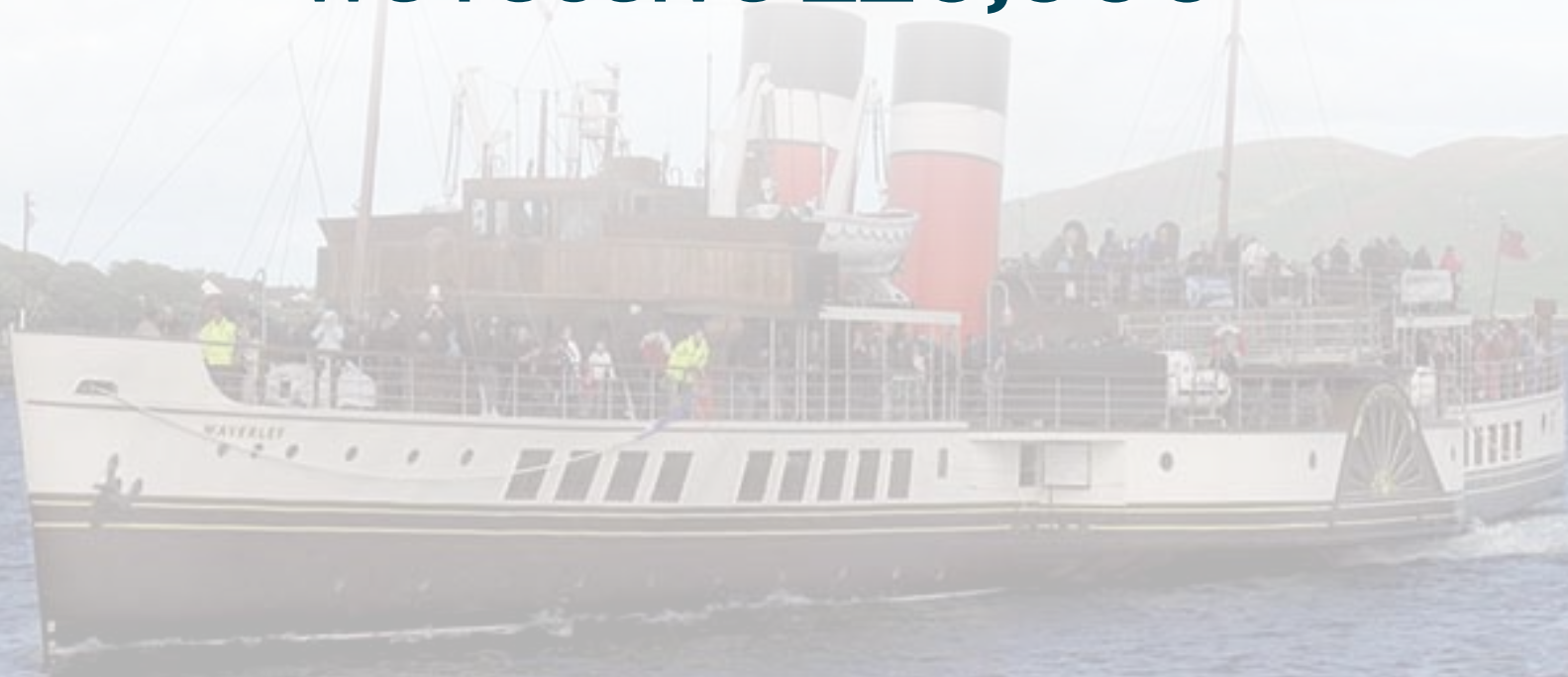
**Passenger Revenue up 8.2%**

**Shop/Catering up 11.4%**





**Economic Benefit**  
Over **£500,000** delivered  
we receive **£20,000**



# **The Future**

**Many Financial Challenges.**

**We are in better shape to meet them.**

**We are more focussed.**

**We need support not  
unhelpful sniping.**

