

APPENDIX B FINANCIAL INFORMATION

Income & Expenditure (£)	1	2	3	4	5
	Year ended				
	31/03/2017	31/03/2018	31/03/2019	31/03/2020	31/03/2021
Subscriptions	-	153,360	164,314	227,848	280,429
Council seed funding	300,000	300,000	300,000	-	-
Commission income	-	100,000	100,000	170,000	170,000
Event income	-	10,000	15,000	50,000	50,000
Total income	300,000	563,360	579,314	447,848	500,429
Staff costs	89,582	295,100	295,100	295,100	295,100
Fixed costs	99,070	126,120	126,120	103,120	103,120
Variable costs	111,000	138,840	151,974	46,408	87,029
Total costs	299,653	560,060	573,194	444,628	485,249
Surplus/(deficit)	347	3,300	6,120	3,220	15,180
Cumulative surplus/(deficit) (£)	347	3,647	9,767	12,987	28,167

Own staff

	1	2	3	4	5
	Year ended				
	31/03/2017	31/03/2018	31/03/2019	31/03/2020	31/03/2021

Base data

Oncost	30%
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Executive director

Start date	01/09/2016				
Days per week	4	5	5	5	5
FTE salary	110,000	110,000	110,000	110,000	110,000
FTE holiday allowance	38	38	38	38	38

School improvement support

Start date	01/10/2016				
Days per week	1	5	5	5	5
FTE salary	70,000	90,000	90,000	90,000	90,000
FTE holiday allowance	71	38	38	38	38

Administrative support

Start date	01/11/2016				
Days per week	5	5	5	5	5
FTE salary	27,000	27,000	27,000	27,000	27,000
FTE holiday allowance	38	38	38	38	38

Cost

Executive director	66,133	143,000	143,000	143,000	143,000
School improvement support	9,025	117,000	117,000	117,000	117,000
Administrative support	14,425	35,100	35,100	35,100	35,100
	<u>89,582</u>	<u>295,100</u>	<u>295,100</u>	<u>295,100</u>	<u>295,100</u>

Available days

Executive director	103	222	222	222	222
School improvement support	19	222	222	222	222
Administrative support	91	222	222	222	222
	<u>213</u>	<u>666</u>	<u>666</u>	<u>666</u>	<u>666</u>

Percentage available for core offer

Executive director	0%	20%	20%	45%	60%
School improvement support	0%	70%	75%	90%	90%
Administrative support	0%	20%	25%	35%	50%

Available days for core offer

Executive director	-	44	44	100	133
School improvement support	-	155	167	200	200
Administrative support	-	44	56	78	111
	-	<u>244</u>	<u>266</u>	<u>377</u>	<u>444</u>

Core offer

	1	2	3	4	5
	Year ended				
	31/03/2017	31/03/2018	31/03/2019	31/03/2020	31/03/2021

Base data

Potential pupil base	43,817						
Subscription/pupil		5.00	5.00	5.00	6.50	8.00	
Potential income		219,085	219,085	219,085	284,811	350,536	
Percentage received		0%	70%	75%	80%	80%	
Subscription income		-	153,360	164,314	227,848	280,429	
Days to provide at	600	-	256	274	380	467	
Days from own staff			244	266	377	444	
Days to buy in			-	11	7	2	23

Fixed costs

			1	2	3	4	5
			Year ended				
			31/03/2017	31/03/2018	31/03/2019	31/03/2020	31/03/2021
	Annual	Yr 1					
		mths					
Premises	16,000	7	9,333	16,000	16,000	16,000	16,000
Travel & subsistence	5,000	7	2,917	5,000	5,000	5,000	5,000
ICT	22,000	15	28,000	22,000	22,000	22,000	22,000
Office supplies	5,000	12	5,000	5,000	5,000	5,000	5,000
Marketing & publications	15,000	12	15,000	15,000	15,000	10,000	10,000
Insurance, payroll, legal & finance	35,120	7	20,487	35,120	35,120	35,120	35,120
Accountancy	10,000	4	3,333	10,000	10,000	10,000	10,000
Business Development support	18,000	-	-	18,000	18,000	-	-
Structure & setup			15,000	-	-	-	-
			99,070	126,120	126,120	103,120	103,120

Variable costs

	1	2	3	4	5
	Year ended				
	31/03/2017	31/03/2018	31/03/2019	31/03/2020	31/03/2021
Variable cost:					
Core school improvement - bought in	-	6,840	4,474	1,408	14,029
Project development	52,000	-	-	-	-
Information gathering, audit and review	21,000	35,000	49,000	7,000	14,000
Brokerage	5,000	5,000	5,000	-	-
Developing good practice	5,000	15,000	15,000	5,000	10,000
Developing leadership	6,000	12,000	12,000	6,000	12,000
New ways of working	5,000	10,000	10,000	5,000	10,000
Research, development & evaluation	5,000	10,000	10,000	-	-
Working with parents	-	10,000	10,000	-	-
Working with children	-	10,000	10,000	-	-
Building relationships	5,000	10,000	10,000	-	-
Communications & networks	5,000	10,000	10,000	5,000	10,000
	109,000	133,840	145,474	29,408	70,029
Recruitment	2,000	2,000	2,000	2,000	2,000
Venue hire & catering (as % of event income)	-	3,000	4,500	15,000	15,000
	111,000	138,840	151,974	46,408	87,029

Other income	1	2	3	4	5
	Year ended				
	31/03/2017	31/03/2018	31/03/2019	31/03/2020	31/03/2021
Council seed funding	300,000	300,000	300,000		
Commission income	-	100,000	100,000	170,000	170,000
Event income		10,000	15,000	50,000	50,000