



Guernsey Chamber of Commerce

SPOTLIGHT REPORT - May 2021

Prepared 22 June 2021



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Highlights

1. General Overview

Subscription income for the year to date is £156k, as budgeted. But £25k of this is as yet uncollected (debtors) and efforts are being made to chase debtors whilst being mindful of Covid impact and difficult trading times.

We also continue to see new members joining to take advantage of all the benefits on offer.

The P&L projection shows we should aim to breakeven / make a small profit this year, but it is worth noting that the projection is based on actuals to May plus the budget and does not include any subscription write offs, but also doesn't include the annual dinner as that was planned for Q1 but has been delayed for obvious reasons (possibly Q4).

2. Revenue

The Revenue for the year to date is £160,159, compared to £165,211 for the same period last year. This represents a decrease of £5,052, or 3.06%. Q1 2020 was boosted by £15k of annual dinner income (profit), which we still hope to hold later in 2021.

The Revenue for the year to date is £160,159, compared to £180,335 in the Budget. This represents a decrease of £20,176, or 11.19%.

Event income has been adversely impacted by COVID.

3. Profit

The Net Profit for the year to date is £90,552, compared to £95,464 for the same period last year. This represents a decrease of £4,912, or 5.15%.

The Net Profit for the year to date is £90,552, compared to £103,050 in the Budget. This represents a decrease of £12,498, or 12.13%.

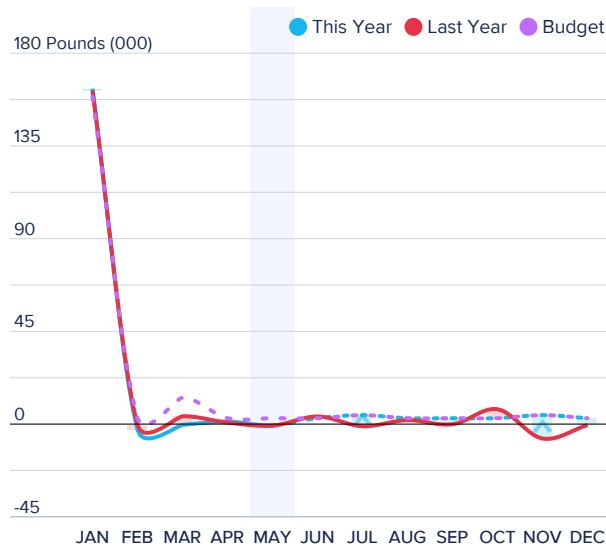
	YTD	Actual vs Orig Budget		Actual vs Last Year		Current Quarter vs Orig Budget			
	Actual	Budget	Variance	Last Year	Variance %	Actual	Budget	Variance	Variance %
Revenue									
Subscription	155,770	156,000	-230	143,435	8.6%	1,305	0	1,305	0.0%
Annual Dinner									
Event - Annual Dinner Sales	0	0	0	29,622	-100.0%	0	0	0	0.0%
Event - Annual Dinner Expenses	0	0	0	-32,713	100.0%	0	0	0	0.0%
Event - Annual Dinner Sponsorship	0	10,000	-10,000	18,000	-100.0%	0	0	0	0.0%
Total Annual Dinner	0	10,000	-10,000	14,909	-100.0%	0	0	0	0.0%
Chamber Lunches									
Chamber Lunch	8,575	10,000	-1,425	2,515	241.0%	2,273	6,000	-3,727	-62.1%
Chamber Lunch Sponsorship	3,000	5,000	-2,000	3,000	0.0%	0	3,000	-3,000	-100.0%
Direct Expenses - Chamber Lunch	-9,912	-10,000	88	-4,005	-147.5%	-4,208	-6,000	1,792	29.9%
Total Chamber Lunches	1,663	5,000	-3,337	1,510	10.1%	-1,935	3,000	-4,935	-164.5%
Other Event Income									
Sponsorship - Summer / Christmas Party	500	0	500	0	0.0%	500	0	500	0.0%
Events	1,390	1,000	390	1,909	-27.2%	607	600	7	1.2%
Lunch & Learn events	50	1,000	-950	18	177.8%	0	600	-600	-100.0%
Direct Expenses Events	-678	0	-678	0	0.0%	-626	0	-626	0.0%
Other income									
Sundry Income	20	0	20	0	0.0%	0	0	0	0.0%
Income from Contact	0	5,835	-5,835	2,000	-100.0%	0	3,501	-3,501	-100.0%
Room Hire	855	1,000	-145	930	-8.1%	390	600	-210	-35.0%
Sponsorship Income	589	500	89	500	17.8%	289	300	-11	-3.7%
Total Other income	1,464	7,335	-5,871	3,430	-57.3%	679	4,401	-3,722	-84.6%
Total Revenue	160,159	180,335	-20,176	165,211	-3.1%	530	8,601	-8,071	-93.8%
OPEX									
Bank fees									
Bank Charges	61	100	-39	78	-21.8%	21	60	-39	-65.0%
GoCardless Fees	90	140	-50	68	32.4%	3	30	-27	-90.0%
Total Bank fees	151	240	-89	146	3.4%	24	90	-66	-73.3%
Depreciation	525	600	-75	474	10.8%	210	360	-150	-41.7%
Guernsey Registry Fees	0	0	0	0	0.0%	0	200	-200	-100.0%
Insurance	550	0	550	0	0.0%	220	0	220	0.0%

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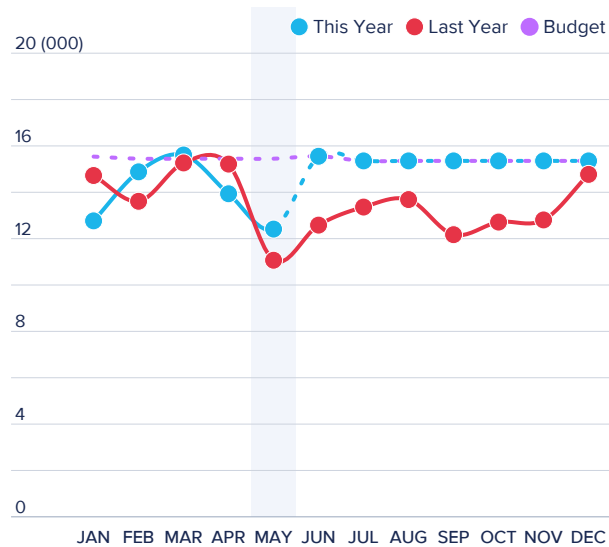
	YTD	Actual vs Orig Budget		Actual vs Last Year		Current Quarter vs Orig Budget			
	Actual	Budget	Variance	Last Year	Variance %	Actual	Budget	Variance	Variance %
Meeting and event expenses	48	1,000	-952	244	-80.3%	0	600	-600	-100.0%
Office									
Advertising Marketing and Printing	584	0	584	630	-7.3%	384	0	384	0.0%
Office Stationery and Supplies	448	50	398	89	403.4%	438	30	408	1,360.0%
Publications	75	500	-425	1,000	-92.5%	75	300	-225	-75.0%
Sundry expenses	1,335	1,500	-165	2,607	-48.8%	495	900	-405	-45.0%
Postage and Carriage	3	0	3	0	0.0%	0	0	0	0.0%
Telephone	518	850	-332	940	-44.9%	217	510	-293	-57.5%
Total Office	2,963	2,900	63	5,266	-43.7%	1,609	1,740	-131	-7.5%
Premises									
Cleaning and Rubbish Removal	814	1,250	-436	831	-2.0%	454	750	-296	-39.5%
Combined Office & PI Insurance	0	1,500	-1,500	1,425	-100.0%	0	900	-900	-100.0%
Electricity Water and GAS	1,370	1,250	120	1,317	4.0%	373	750	-377	-50.3%
Rent	12,500	12,500	0	12,500	0.0%	5,000	7,500	-2,500	-33.3%
Repairs and Renewals	63	500	-437	0	0.0%	0	300	-300	-100.0%
Service Charges Insurance and TRP	2,092	3,400	-1,308	2,674	-21.8%	0	2,040	-2,040	-100.0%
Total Premises	16,839	20,400	-3,561	18,747	-10.2%	5,827	12,240	-6,413	-52.4%
Professional									
Audit and Accountancy Fees	1,970	1,970	0	1,970	0.0%	788	1,182	-394	-33.3%
Total Professional	1,970	1,970	0	1,970	0.0%	788	1,182	-394	-33.3%
Staff related									
Contract & Casual Staff	1,924	0	1,924	0	0.0%	1,924	0	1,924	0.0%
Salaries	41,419	47,000	-5,581	41,224	0.5%	14,658	28,200	-13,542	-48.0%
Total Staff related	43,343	47,000	-3,657	41,224	5.1%	16,582	28,200	-11,618	-41.2%
Subscriptions									
BCC and Jersey Chamber expenses	0	475	-475	475	-100.0%	0	190	-190	-100.0%
YBG subscription	150	0	150	0	0.0%	0	0	0	0.0%
Total Subscriptions	150	475	-325	475	-68.4%	0	190	-190	-100.0%
Systems									
Computer and printer consumables	143	200	-57	0	0.0%	19	120	-101	-84.2%
Computer Maintenance Costs	0	0	0	75	-100.0%	0	0	0	0.0%
Computer Software and Licences	1,500	1,000	500	780	92.3%	372	600	-228	-38.0%
Computer Sundries	920	50	870	264	248.5%	698	30	668	2,226.7%

	YTD	Actual vs Orig Budget		Actual vs Last Year		Current Quarter vs Orig Budget			
	Actual	Budget	Variance	Last Year	Variance %	Actual	Budget	Variance	Variance %
Website Costs	495	500	-5	75	560.0%	0	300	-300	-100.0%
Total Systems	3,058	1,750	1,308	1,194	156.1%	1,089	1,050	39	3.7%
Travel & Entertainment									
Entertainment	10	500	-490	33	-69.7%	0	300	-300	-100.0%
Travel & Accommodation	0	500	-500	114	-100.0%	0	300	-300	-100.0%
Total Travel & Entertainment	10	1,000	-990	147	-93.2%	0	600	-600	-100.0%
Total OPEX	69,607	77,335	-7,728	69,887	-0.4%	26,349	46,452	-20,103	-43.3%
NOPBT	90,552	103,000	-12,448	95,324	-5.0%	-25,819	-37,851	12,032	31.8%
Other Revenue									
Bank interest received	0	50	-50	140	-100.0%	0	30	-30	-100.0%
Total Other Revenue	0	50	-50	140	-100.0%	0	30	-30	-100.0%
Net Profit Before Tax	90,552	103,050	-12,498	95,464	-5.1%	-25,819	-37,821	12,002	31.7%
Net Profit	90,552	103,050	-12,498	95,464	-5.1%	-25,819	-37,821	12,002	31.7%

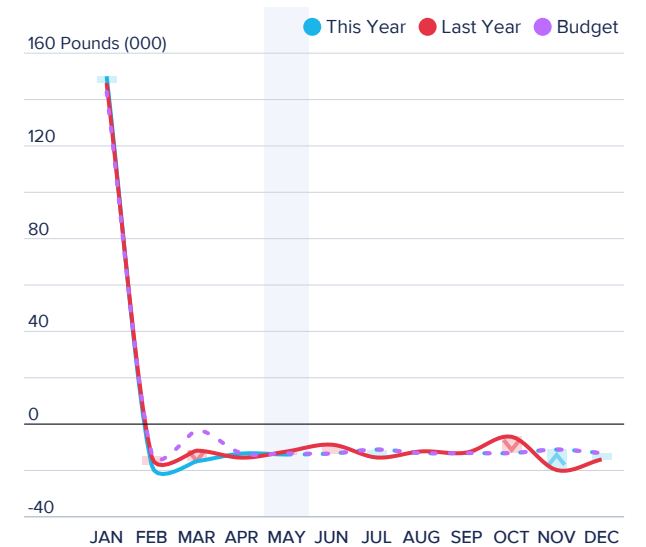
REVENUE - This Year vs. Last Year



OPEX - TY vs. LY vs. Budget



NET OPERATING PROFIT - This Year vs. Last Year



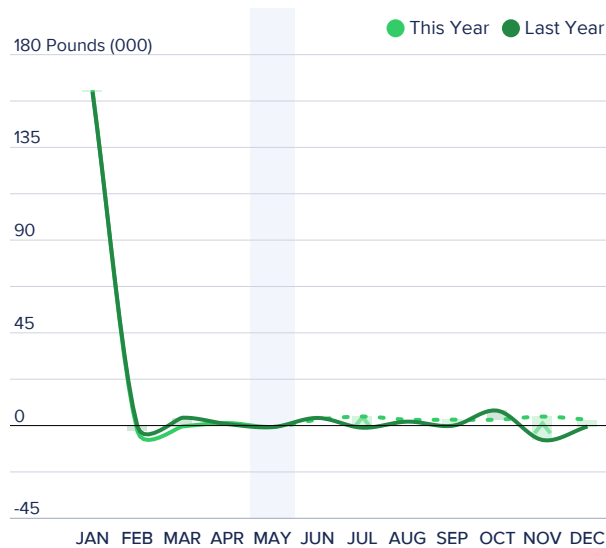
	YTD	Forward Projection Full Year		
	Actual	YTD	Budget	Total 21/21
Revenue				
Subscription	155,770	155,770	0	155,770
Chamber Lunches				
Chamber Lunch	8,575	8,575	14,000	22,575
Chamber Lunch Sponsorship	3,000	3,000	7,000	10,000
Direct Expenses - Chamber Lunch	-9,912	-9,912	-14,000	-23,912
Total Chamber Lunches	1,663	1,663	7,000	8,663
Other Event Income				
Sponsorship - Summer / Christmas Party	500	500	3,000	3,500
Events	1,390	1,390	1,400	2,790
Lunch & Learn events	50	50	1,400	1,450
Direct Expenses Events	-678	-678	0	-678
Other income				
Sundry Income	20	20	0	20
Income from Contact	0	0	8,169	8,169
Room Hire	855	855	1,400	2,255
Sponsorship Income	589	589	700	1,289
Total Other income	1,464	1,464	10,269	11,733
Total Revenue	160,159	160,159	23,069	183,228
OPEX				
Bank fees				
Bank Charges	61	61	140	201
GoCardless Fees	90	90	70	160
Total Bank fees	151	151	210	361
Depreciation	525	525	840	1,365
Guernsey Registry Fees	0	0	200	200
Insurance	550	550	0	550
Meeting and event expenses	48	48	1,400	1,448
Office				
Advertising Marketing and Printing	584	584	0	584
Office Stationery and Supplies	448	448	70	518
Publications	75	75	700	775

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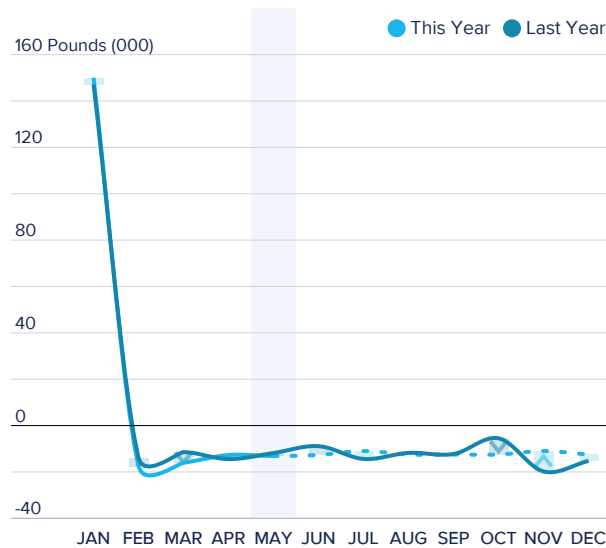
	YTD	Forward Projection Full Year		
	Actual	YTD	Budget	Total 21/21
Sundry expenses	1,335	1,335	2,100	3,435
Postage and Carriage	3	3	0	3
Telephone	518	518	1,190	1,708
Total Office	2,963	2,963	4,060	7,023
Premises				
Cleaning and Rubbish Removal	814	814	1,750	2,564
Combined Office & PI Insurance	0	0	2,100	2,100
Electricity Water and GAS	1,370	1,370	1,750	3,120
Rent	12,500	12,500	17,500	30,000
Repairs and Renewals	63	63	700	763
Service Charges Insurance and TRP	2,092	2,092	4,760	6,852
Total Premises	16,839	16,839	28,560	45,399
Professional				
Audit and Accountancy Fees	1,970	1,970	2,758	4,728
Total Professional	1,970	1,970	2,758	4,728
Staff related				
Contract & Casual Staff	1,924	1,924	0	1,924
Salaries	41,419	41,419	65,800	107,219
Total Staff related	43,343	43,343	65,800	109,143
Subscriptions				
YBG subscription	150	150	0	150
Total Subscriptions	150	150	0	150
Systems				
Computer and printer consumables	143	143	280	423
Computer Software and Licences	1,500	1,500	1,400	2,900
Computer Sundries	920	920	70	990
Website Costs	495	495	700	1,195
Total Systems	3,058	3,058	2,450	5,508
Travel & Entertainment				
Entertainment	10	10	700	710
Travel & Accommodation	0	0	700	700
Total Travel & Entertainment	10	10	1,400	1,410

	YTD	Forward Projection Full Year		
	Actual	YTD	Budget	Total 21/21
Total OPEX	69,607	69,607	107,678	177,285
NOPBT	90,552	90,552	-84,609	5,943
Other Revenue				
Bank interest received	0	0	70	70
Total Other Revenue	0	0	70	70
Net Profit Before Tax	90,552	90,552	-84,539	6,013
Net Profit	90,552	90,552	-84,539	6,013

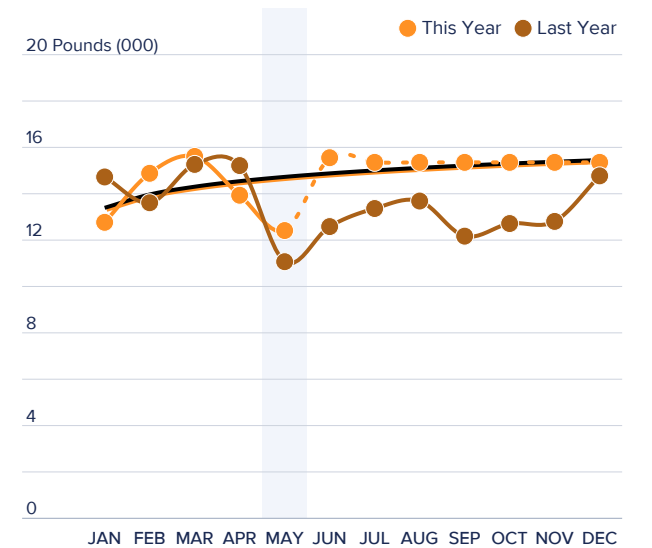
REVENUE - This Year vs. Last Year



NET OPERATING PROFIT - This Year vs. Last Year

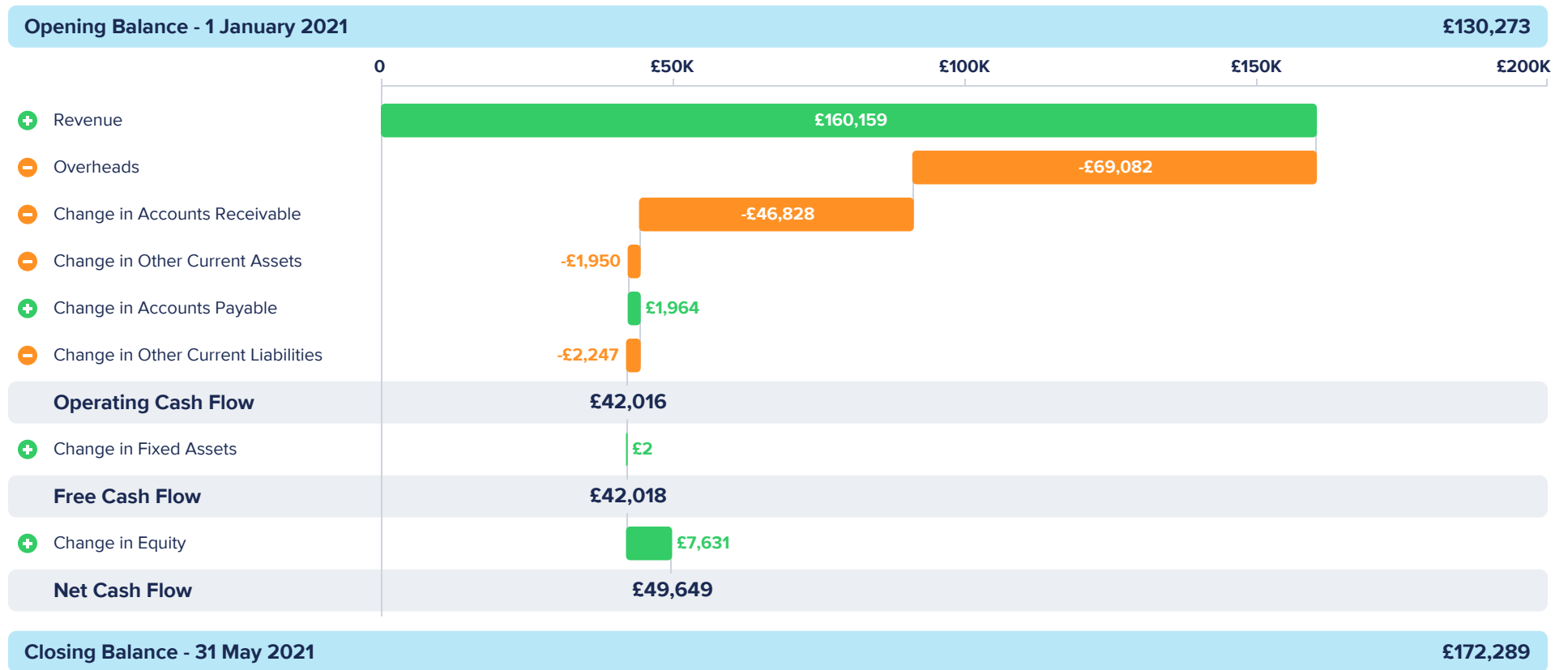


OPEX - This Year vs. Last Year

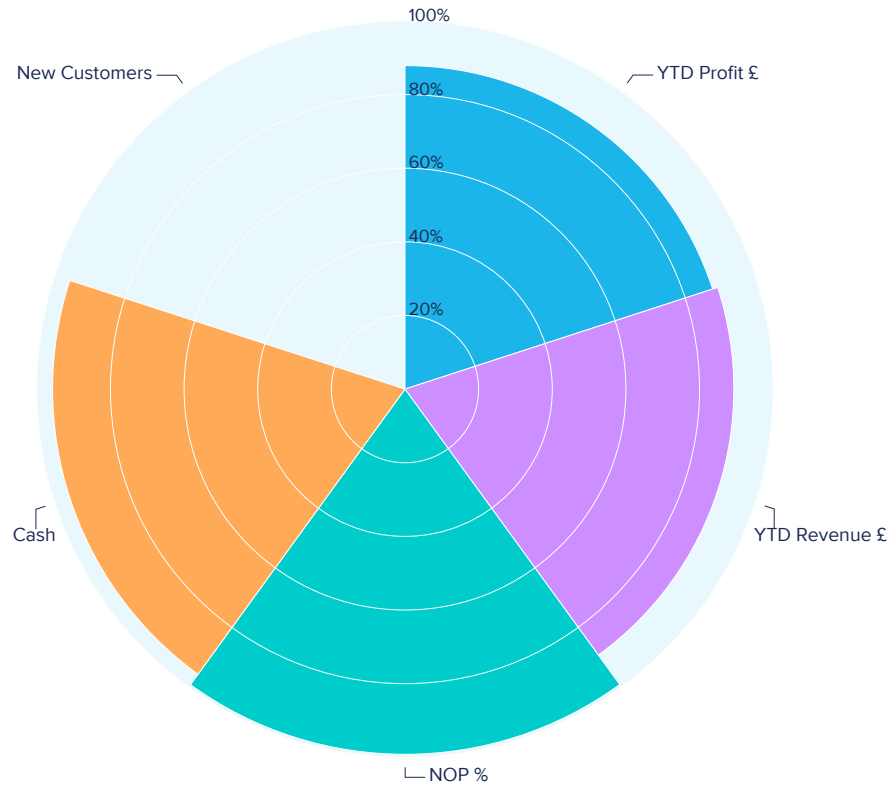


	Now	Actual vs Last Year to Date			Last 3 Months		
	As at May 21	Last Year	Variance	Variance %	Apr 21	Mar 21	Feb 21
Accounts Receivable	26,668	13,989	12,679	90.6%	32,268	35,420	45,590
Bank Accounts	172,289	178,101	-5,812	-3.3%	174,321	189,753	189,348
Other Current Assets	-1	-60	59	98.3%	-1	-1	-1
Prepayments	2,830	4,433	-1,603	-36.2%	5,440	550	3,160
Total Current Assets	201,788	196,461	5,327	2.7%	212,030	225,723	238,100
Fixed Assets	4,762	5,262	-500	-9.5%	4,867	4,972	5,077
Total Assets	206,550	201,723	4,827	2.4%	216,897	230,695	243,177
Accounts Payable	5,778	1,418	4,360	307.5%	4,696	1,307	381
ETI & SS Payable	3,504	3,467	37	1.1%	1,752	6,149	3,471
Income received in advance	536	0	536	0.0%	612	688	765
Raffle Funds to pay out	2,939	5,939	-3,000	-50.5%	2,939	2,939	2,939
Sundry Creditors	175	0	175	0.0%	175	175	175
Total Current Liabilities	12,932	10,824	2,108	19.5%	10,174	11,258	7,731
Total Liabilities	12,932	10,824	2,108	19.5%	10,174	11,258	7,731
Net Assets	193,618	190,899	2,719	1.4%	206,723	219,437	235,446
Equity	103,066	95,435	7,631	8.0%	103,066	103,066	103,066
Current Year Earnings	90,552	95,464	-4,912	-5.1%	103,657	116,371	132,380
Total Equity	193,618	190,899	2,719	1.4%	206,723	219,437	235,446

CASH MOVEMENTS SUMMARY



TARGET SCORECARD



Actual vs Target		
	Actual	Target
Profit	90,552	103,050
Revenue	160,159	179,335
Net Operating Profit %	56.5%	57.0%
Cash	172,289	180,000

Profit and Loss

Guernsey Chamber of Commerce

BUDGET 2021

Total 2020	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total 2021	Yr on Yr % Variance	Budget 2020	
ACTUAL / FORECAST	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget			Budget	
Income																
4002 - Events	3,268	200	200	200	200	200	200	200	200	200	200	200	2,400	-27%	2,400	
Annual Dinner Sales	29,622	-	-	-	-	-	-	-	-	-	-	-	-	-100%	-	
Annual Dinner Expenses	-32,713	-	-	-	-	-	-	-	-	-	-	-	-	100%	-	
Annual Dinner Sponsorship	18,000	-	-	10,000	-	-	-	-	-	-	-	-	10,000	-44%	10,000	
4022 - Income from Contact	5,500	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	1,167	14,000	155%	7,200	
4011 - Sponsorship - Summer Party	500	-	-	-	-	-	-	1,500	-	-	-	1,500	-	500%	1,000	
4100 - Sponsorship Income	1,500	100	100	100	100	100	100	100	100	100	100	100	1,200	-20%	1,200	
Subscriptions	138,344	156,000	-	-	-	-	-	-	-	-	-	-	156,000	13%	151,820	
Chamber Lunches																
4019 - Chamber Lunch	16,012	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	50%	16,800	
4021 - Chamber Lunch Sponsorsh	6,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	100%	12,000	
5000 - Direct Expenses - Chamber	-16,199	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-2,000	-24,000	-48%	-15,300	
Total Chamber Lunches	5,813	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	106%	13,500	
Event Income																
4042 - Healthy workforce seminar	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4005 - Room Hire	2,390	200	200	200	200	200	200	200	200	200	200	200	2,400	0%	2,400	
Total Event Income	2,390	200	200	200	200	200	200	200	200	200	200	200	2,400	0%	2,400	
Events - Lunch & Learn																
4009 - Lunch & Learn events	38	200	200	200	200	200	200	200	200	200	200	200	2,400	6241%	2,400	
Total Events - Lunch & Learn	38	200	200	200	200	200	200	200	200	200	200	200	2,400	6241%	2,400	
Other Income																
4102 - Bank interest receivable	141	10	10	10	10	10	10	10	10	10	10	10	120	-15%	96	
4008 - Meeting/Board Room Boot	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
4101 - Sundry Income	1,086	-	-	-	-	-	-	-	-	-	-	-	-	-100%	-	
Total Other Income	1,226	10	10	10	10	10	10	10	10	10	10	10	120	-90%	96	
Total Income	176,580	158,877	2,877	12,877	2,877	2,877	2,877	4,377	2,877	2,877	2,877	4,377	203,520	15%	192,016	
Less Cost of Sales																
Direct Expenses Events (5001)	2,830	-	-	-	-	-	-	-	-	-	-	-	-	-100%	-	
7404 - Meeting and event expense	1,106	200	200	200	200	200	200	200	200	200	200	200	2,400	117%	3,000	
Total Cost of Sales	3,936	200	200	200	200	200	200	200	200	200	200	200	2,400	-39%	3,000	
Gross Profit	172,644	158,677	2,677	12,677	2,677	2,677	2,677	4,177	2,677	2,677	2,677	4,177	201,120	16%	189,016	
Less Operating Expenses																
Bank fees	124	20	20	20	20	20	20	20	20	20	20	20	240	94%	600	
GoCardless fees	106	100	10	10	10	10	10	10	10	10	10	10	210	98%	-	
BCC Expenses	475	95	95	95	95	95	-	-	-	-	-	-	475	0%	1,200	

	Total 2020	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Total 2021	yr on yr % variance	Budget 2020
	ACTUAL / FORECAST	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget	Budget			Budget
Computer Expenses																
7706 - Computer and printer con:	355	40	40	40	40	40	40	40	40	40	40	40	40	480	35%	1,200
7701 - Computer Maintenance C	175	-	-	-	-	-	-	-	-	-	-	-	-	-	-100%	120
7703 - Computer Software and Lic	1,146	200	200	200	200	200	200	200	200	200	200	200	200	2,400	109%	2,400
7705 - Computer Sundries	272	10	10	10	10	10	10	10	10	10	10	10	10	120	-56%	120
Total Computer Expenses	1,949	250	250	250	250	250	250	250	250	250	250	250	250	3,000	54%	3,840
Marketing & website expenses																
7405 - Advertising Marketing and	763	-	-	-	-	-	-	-	-	-	-	-	-	-	-100%	240
7704 - Website Costs	720	100	100	100	100	100	100	100	100	100	100	100	100	1,200	67%	240
Total Marketing & website expens	1,483	100	100	100	100	100	100	100	100	100	100	100	100	1,200	-19%	480
Office expenses																
7104 - Combined Office & Pl Ins	3,334	300	300	300	300	300	300	300	300	300	300	300	300	3,600	8%	2,496
Office Stationery and Supplies (116	10	10	10	10	10	10	10	10	10	10	10	10	120	3%	-
8200 - Sundry expenses	3,747	300	300	300	300	300	300	300	300	300	300	300	300	3,600	-4%	3,600
7502 - Telephone	2,138	170	170	170	170	170	170	170	170	170	170	170	170	2,040	-5%	2,640
Total Office expenses	9,336	780	780	780	780	780	780	780	780	780	780	780	780	9,360	0%	8,736
Premises Related																
7801 - Cleaning and Rubbish Ren	2,582	250	250	250	250	250	250	250	250	250	250	250	250	3,000	16%	2,400
7200 - Electricity Water and GAS	3,018	250	250	250	250	250	250	250	250	250	250	250	250	3,000	-1%	2,832
Water	38	-	-	-	-	-	-	-	-	-	-	-	-	-	-100%	-
7100 - Rent	30,000	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000	0%	30,000
7800 - Repairs and Renewals	-	100	100	100	100	100	100	100	100	100	100	100	100	1,200	-	300
7106 - Service Charges Insurance	6,882	680	680	680	680	680	680	680	680	680	680	680	680	8,160	19%	7,932
7103 - TRP - General Rates	24	-	-	-	-	-	-	-	-	-	-	-	-	-	-100%	-
Total Premises Related	42,544	3,780	3,780	3,780	3,780	3,780	3,780	3,780	3,780	3,780	3,780	3,780	3,780	45,360	7%	43,464
Printing & Publications																
7505 - Publications	1,000	100	100	100	100	100	100	100	100	100	100	100	100	1,200	20%	1,200
Total Printing & Publications	1,000	100	100	100	100	100	100	100	100	100	100	100	100	1,200	20%	1,200
Professional expenses																
7601 - Audit and Accountancy Fe	4,728	394	394	394	394	394	394	394	394	394	394	394	394	4,728	0%	5,400
7600 - Guernsey Registry Fees	70	-	-	-	-	-	200	-	-	-	-	-	-	200	186%	200
Total Professional expenses	4,798	394	394	394	394	394	594	394	394	394	394	394	394	4,928	3%	5,600
Staff related																
7000 - Salaries	90,887	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	112,800	24%	105,810
Contract & Casual Staff (7001)	2,774	-	-	-	-	-	-	-	-	-	-	-	-	-	-100%	-
Total Staff related	93,660	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	9,400	112,800	20%	105,810
Travel & entertainment																
7399 - Entertainment	200	100	100	100	100	100	100	100	100	100	100	100	100	1,200	501%	1,200
7400 - Travel & Accommodation	114	100	100	100	100	100	100	100	100	100	100	100	100	1,200	957%	600
Total Travel & entertainment	313	200	200	200	200	200	200	200	200	200	200	200	200	2,400	666%	1,800
Total Operating Expenses	155,788	15,219	15,129	15,129	15,129	15,129	15,234	15,034	15,034	15,034	15,034	15,034	15,034	181,173	16%	172,730
Operating Profit	16,856	143,458	-12,452	-2,452	-12,452	-12,452	-12,557	-10,857	-12,357	-12,357	-12,357	-10,857	-12,357	19,947	18%	16,286
Non-operating Expenses																
Depreciation	1,185	120	120	120	120	120	120	120	120	120	120	120	120	1,440	22%	888
Exceptional - Premises Move																
7105 - Premises expenses - Move	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Exceptional - Premises Move	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Non-operating Expenses	1,185	120	120	120	120	120	120	120	120	120	120	120	120	1,440	22%	888
Net Profit	15,671	143,338	-12,572	-2,572	-12,572	-12,572	-12,677	-10,977	-12,477	-12,477	-12,477	-10,977	-12,477	18,507	18%	15,398

Key Budget Assumptions

- 1 Rent £7500 per quarter
- 2 Service Charge £2k per quarter (flat with 2020)
- 3 Insurance £3600 pa (small increase)
- 4 Forecast is actual YTD plus Dec forecast
- 5 Payroll - increase included pending input from GR / EG
- 6 Other expenses – assumed similar level to 2020
- 7 Website costs - budgeted for minimal work
- 8 Soundproofing costs not budgeted, as may be covered by landlord / sponsorship / states, and capital expense over lease term (so £1k per annum potentially)
- 9 Assumed lunches will cover themselves, and sponsorship will drive net £1k income per mth
- 10 Christmas / Summer party - assumed 1500 sponsorship
- 11 Assumed £200 event expenses per month (for expenses where no sales / sponsorship - to include Summer & Christmas party)
- 12 Assume annual dinner £10k profit, with sponsorship

Subscription income 2021 Budget

Category			Fee	No	£
Individuals	SUBS INDIV	1	95.00	84	7,980.00
Sole traders with Listing	SUBS SOLE T	1	130.00	62	8,060.00
Charities / NFPs	SUBS NFP	n/a	95.00	23	2,185.00
Start-ups	SUBS START-UP	n/a	100.00	0	-
Students	SUBS STUDENT	1	50.00	0	-
Small businesses (2-10)	SUBS SMALL	2-10	200.00	247	49,400.00
Medium businesses (11-50)	SUBS MED	11-50	375.00	134	50,250.00
Large businesses (50+)	SUBS LARGE	50+	750.00	54	40,500.00
					158,375.00