

PROJECTED INCOME AND EXPENDITURE FOR FIRST 7 YEARS

	per unit	year 1	year 2	year 3	year 4	year 5	year 6	year 7	total
1 INCOME									
2 large companies									
3 no of units		200	500	1,000	1,000	1,500	1,500	2,000	7,700
4 gross income	£180	36,000	90,000	180,000	180,000	270,000	270,000	360,000	1,386,000
5 small companies									
6 no of units		50	150	250	250	250	250	250	1,450
7 gross income	£90	4,500	13,500	22,500	22,500	22,500	22,500	22,500	130,500
8 renewals			5,400	40,500	103,500	243,000	306,000	535,500	1,233,900
9 Total income from subscriptions		£ 40,500	£ 108,900	£ 243,000	£ 306,000	£ 535,500	£ 598,500	£ 918,000	£ 2,750,400
10 DIRECT EXPENSES									
11 Online transaction fees	1%	405	1,089	2,430	3,060	5,355	5,985	9,180	27,504
12 Accreditation audit fee									
13 initial		20,250	51,750	101,250	101,250	146,250	146,250	191,250	758,250
14 renewal		0	2,700	20,250	51,750	121,500	153,000	267,750	616,950
15 Total direct costs		20,655	55,539	123,930	156,060	273,105	305,235	468,180	1,402,704
16 Net income from activities		19,845	53,361	119,070	149,940	262,395	293,265	449,820	1,347,696

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	year 1	year 2	year 3	year 4	year 5	year 6	year 7	total
17 OTHER ANNUAL REVENUE COSTS								
Travel & accommodation for promotional purposes	1,000	1,000	1,000	1,000	1,000	1,000	1,000	7,000
19 Training of auditors		1,000	1,000	1,000	1,000	1,000	1,000	6,000
20 Website & database maintenance	1,000	1,000	1,050	1,100	1,150	1,200	1,300	7,800
21 Website hosting / server	1,000	1,000	1,000	1,050	1,100	1,150	1,200	7,500
22 Legal costs	500	500	500	500	500	500	500	3,500
23 Publicity	2,500	1,500	1,500	1,600	1,600	1,000	500	10,200
24 Brand development	2,000	2,000	1,600	1,200	1,000	800	600	9,200
25 Insurance	2,000	2,000	2,100	2,200	2,300	2,400	2,550	15,550
26 Administration - additional staffing costs	0	19,401	19,401	19,401	19,401	19,401	19,401	116,405
Administration - estimated apportionment of existing budgets	0	8,399	25,699	56,899	58,399	60,799	63,199	273,395
28 Total revenue costs	10,000	37,800	54,850	85,950	87,450	89,250	91,250	456,550
29 Net surplus	9,845	15,561	64,220	63,990	174,945	204,015	358,570	891,146
30 CAPITAL AND SET UP COSTS								
31 IT peripherals	1,000	1,000		1,000		1,000	1,000	5,000
32 Portable display equipment	1,000			1,000			1,000	3,000
33 Brand development	3,000							3,000
34 Website & database maintenance	4,000							4,000
35 Website hosting / server	4,000							4,000
36 Companies House	50							50
37 Certification mark	1,000						1,000	2,000
38 Legal costs	9,500	7,500						17,000
								0
39 Total capital and setup costs	23,550	8,500	0	2,000	0	1,000	3,000	38,050
40 Net cash inflow for the year	(£13,705)	£7,061	£64,220	£61,990	£174,945	£203,015	£355,570	£853,096
41 Funding:								
42 Carbon Management fund	5,000							
43 Professional fees budget	10,000	5,000						15,000
Existing budget for administration & staffing costs	0	8,399	25,699	56,899	58,399	60,799	63,199	273,395
45 Contribution to General Reserves	1,295	20,460	89,919	118,889	233,344	263,814	418,769	1,141,491