

**Educational Competencies Consortium Limited****Estimate of taxable profits re non member consultancy income**

	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	
Total turnover	880,992	851,145	856,005	855,240	851,722	822,613	FACT
non member consultancy %age	1.89%	0.17%	2.57%	1.45%	0.17%	1.42%	FACT
Total overheads	524,242	500,410	530,846	480,889	440,456	434,428	FACT
Finance costs	3,400	3,718	1,805	1,411	0	0	FACT
Exclude staff costs as these are where the direct cost allocation sits	-406,821	-379,274	-397,485	-347,613	-310,175	-289,703	DISCUSSION
Overheads to apportion	120,821	124,854	135,166	134,687	130,281	144,725	
Direct costs for 2018 based on actuals provided by Kiva							
Direct costs for earlier years based on %age of 2018 direct cost to non member consultancy income							
<b>Non member consultancy income</b>	16,625	1,450	22,041	12,400	1,475	11,688	FACT
Direct costs	11,865	1,035	15,730	8,850	1,053	8,342	DISCUSSION
	71%	71%	71%	71%	71%	71%	
Gross profit	4,760	415	6,311	3,550	422	3,346	
Overhead apportionment - using %age above	2,280	213	3,480	1,953	226	2,056	DISCUSSION
Net profit/(loss)	<b>2,480</b>	<b>202</b>	<b>2,830</b>	<b>1,598</b>	<b>197</b>	<b>1,290</b>	
Tax at 20% (actual rate will vary between 21% and 19% depending on the years)	496	40	566	320	39	258	