

# Profit and Loss

## Educational Competencies Consortium Ltd For the month ended 31 March 2019

|   | AUG 2018-MAR<br>2019 | 2019 OVERALL<br>BUDGET | BUDGET<br>REMAINING |
|---|----------------------|------------------------|---------------------|
| <b>Turnover</b>   |                      |                        |                     |
| ECC Subscription  | 812,353              | 793,083                | (19,270)            |
| Joining fee ECC Element                                     | 12,900               | -                      | (12,900)            |
| National Training (4011)                                    | 199                  | -                      | (199)               |
| Consultancy Chargeable (4013)                               | 65,880               | 15,000                 | (50,880)            |
| Member services - disbursements recharged                   | 5,076                | -                      | (5,076)             |
| Non - Member Consultancy Income                             | 8,313                | -                      | (8,313)             |
| Bank deposit account interest received                      | -                    | 100                    | 100                 |
| <b>Scotland College income</b>                              |                      |                        |                     |
| CS Other Software Development                               | 6,150                | 18,000                 | 11,850              |
| CS Hosting and Storage                                      | -                    | 2,250                  | 2,250               |
| CS Support  | -                    | 2,000                  | 2,000               |
| CS Consultancy and Knowledge Transfer                       | 2,625                | 5,600                  | 2,975               |
| CS Training (10 Super Users)                                | -                    | 7,000                  | 7,000               |
| CS Project Management & Implementation Support              | 2,925                | 8,400                  | 5,475               |
| CS Software Licensing                                       | -                    | 7,000                  | 7,000               |
| CS Maintenance  | -                    | 1,750                  | 1,750               |
| <b>Total Scotland College income</b>                        | <b>11,700</b>        | <b>52,000</b>          | <b>40,300</b>       |
| Labour Market Data  | 1,750                | -                      | (1,750)             |
| <b>Total Turnover</b>                                       | <b>918,171</b>       | <b>860,183</b>         | <b>(57,988)</b>     |
| <b>Cost of Sales</b>  |                      |                        |                     |
| DCSL Licence Fees   | 29,150               | 45,527                 | 16,377              |
| LMD to Capita HSP   | 39,213               | 58,570                 | 19,357              |
| Consultancy   | 9,833                | 11,066                 | 1,233               |
| Consultancy Chargeable (50041)                              | 38,591               | 9,000                  | (29,591)            |
| Member's networking meetings                                | 1,136                | 4,800                  | 3,664               |
| Member Contact Meetings                                     | 1,964                | 1,500                  | (464)               |
| AGM   | 20,747               | 20,000                 | (747)               |
| Rechargeable Disbursements - Consultancy                    | 5,064                | -                      | (5,064)             |
| Non-member Consultancy Expenditure                          | 4,192                | -                      | (4,192)             |
| Software amortisation                                       | 28,106               | 42,159                 | 14,053              |
| Other development (as per strategy)                         | 7,710                | 10,000                 | 2,290               |
| Events / Introduction to RA                                 | 4,379                | 7,000                  | 2,621               |
| <b>Scotland College costs</b>                               |                      |                        |                     |
| CS Provision for additional staff time PM & Implementation. | -                    | 4,200                  | 4,200               |
| CS Other Software Development.                              | 5,200                | 15,000                 | 9,800               |
| CS Training (10 Super Users).                               | -                    | 4,200                  | 4,200               |
| CS Consultancy and Knowledge Transfer.                      | 918                  | 3,360                  | 2,442               |
| CS Maintenance.   | 675                  | -                      | (675)               |
| <b>Total Scotland College costs</b>                         | <b>6,793</b>         | <b>26,760</b>          | <b>19,967</b>       |

|  | AUG 2018-MAR<br>2019 | 2019 OVERALL<br>BUDGET | BUDGET<br>REMAINING |
|--|----------------------|------------------------|---------------------|
| Software Development direct costs                    | 10,307               | 37,000                 | 26,693              |
| Events / LMD   | 2,374                | 2,500                  | 126                 |
| Events / Adhoc                                       | 3,719                | 6,500                  | 2,781               |
| Events / Streamlining RA                             | 2,585                | 4,000                  | 1,415               |
| Events / Making the most of you DD                   | -                    | 2,500                  | 2,500               |
| SURG Meeting   | 869                  | -                      | (869)               |
| <b>Total Cost of Sales</b>                           | <b>216,731</b>       | <b>288,882</b>         | <b>72,151</b>       |
| <b>Gross Profit</b>                                  | <b>701,440</b>       | <b>571,301</b>         | <b>(130,139)</b>    |
| <b>Administrative Costs</b>                          |                      |                        |                     |
| Employment costs                                     | 225,216              | 320,617                | 95,401              |
| Pension  | 35,322               | 50,713                 | 15,391              |
| Executive Directors costs                            | -                    | 6,000                  | 6,000               |
| Staff Development                                    | -                    | 5,000                  | 5,000               |
| Provision for additional staff time                  | -                    | 1,000                  | 1,000               |
| Bonus  | -                    | 8,500                  | 8,500               |
| Publications   | 534                  | 5,000                  | 4,466               |
| Promotional Material                                 | 996                  | 2,000                  | 1,004               |
| Conference Attendance                                | 1,909                | 2,000                  | 91                  |
| IT & Telecoms  | 4,484                | 9,570                  | 5,086               |
| Web Costs  | 1,081                | 1,500                  | 419                 |
| Office Rent  | 12,301               | 20,600                 | 8,299               |
| Stationery, postage and other admin costs            | 2,268                | 3,000                  | 732                 |
| Company meetings                                     | 19,611               | 26,950                 | 7,339               |
| NC travel and subsistence                            | 2,631                | 3,000                  | 369                 |
| Professional Services and Fees                       | 22,688               | 44,200                 | 21,512              |
| Bank Charges and Credit Card Charges                 | 237                  | 200                    | (37)                |
| Miscellaneous  | -                    | 220                    | 220                 |
| Depreciation   | 844                  | 2,150                  | 1,306               |
| Profit/loss on disposal of fixed assets              | (59)                 | -                      | 59                  |
| Bad debt charge                                      | -                    | 1,100                  | 1,100               |
| Additional time for consultants (50 days)            | -                    | 8,900                  | 8,900               |
| ECC's 25th Anniversary                               | 25                   | -                      | (25)                |
| <b>Total Administrative Costs</b>                    | <b>330,089</b>       | <b>522,220</b>         | <b>192,131</b>      |
| <b>Operating Profit</b>                              | <b>371,351</b>       | <b>49,081</b>          | <b>(322,270)</b>    |
| <b>Profit on Ordinary Activities Before Taxation</b> | <b>371,351</b>       | <b>49,081</b>          | <b>(322,270)</b>    |
| <b>Taxation</b>                                      |                      |                        |                     |
| Corporation tax charge (9009)                        | -                    | 20                     | 20                  |
| <b>Total Taxation</b>                                | <b>-</b>             | <b>20</b>              | <b>20</b>           |
| <b>Profit after Taxation</b>                         | <b>371,351</b>       | <b>49,061</b>          | <b>(322,290)</b>    |