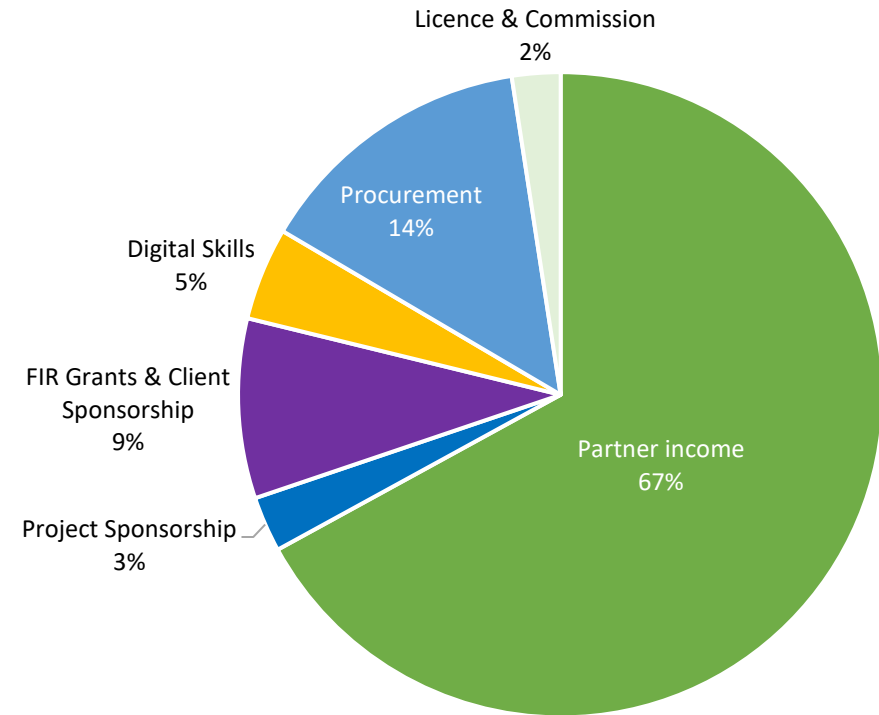


Financial Review 2021-22

4th March 2022

INCOME 2021-22

Income by source	Amount
Partner income	1,491,809
Project Sponsorship	74,760
FIR Grants & Client Sponsorship	202,160
Digital Skills	102,946
Procurement	310,874
Licence & Commission	45,063
Total	2,227,612



INCOME YEAR ON YEAR & VS. BUDGET

Income by source	2019/2020	2020/21	2021/22 Budget	2021/22 Actual	Variance against budget
Partner income	905,555	1,019,292	1,179,110	1,491,809	
CITB Core Grant	448,500	352,436	0	0	
FIR Grants	189,986	94,427	149,000	149,000	
FIR Client Sponsorship	--	38,791	75,000	53,160	
Digital Skills	46,488	65,309	113,440	102,946	
Procurement	106,824	119,615	352,728	310,874	
Project Sponsorship (RDP)	175,601	25,000	100,000	74,760	
Licence , Commission & Other	5,000	13,672	20,000	45,063	
Total Income	1,877,954	1,728,542	1,989,278	2,227,612	+12 %

Category of spend	Detail	Amount	Number	Total
People costs	Direct employees	£675,935	13.5	
	Projects Studio - Scotland and Highways	£48,000	1	
	FM Sector group	£19,800	0.3	
	Welsh sector group	£18,000	0.3	£761,735
Online platform	Original development cost	£60,000	1	
	Maintenance: Titus	£21,900	1	
	Ongoing development: Titus	£40,000	1	
	CMS: Strategic	£6,000	1	
	Web platform Manager	£27,500	1	
	Online hosting	£1,271	1	£156,671
Training delivery	Workshops x 90	£44,250	90	
	Business Bytes x 20	£12,000	20	
	Lunch n Learns x 120	£18,400	120	£74,650
Ring fenced delivery	FIR direct costs (includes £10k contingency)	£108,500	1	
	Procurement direct costs (includes £12k contingency)	£98,500	1	
	Digital direct costs (includes £6k contingency)	£52,750	1	
	RDP Sustainability Tool costs	£22,000	1	£281,750
Category groups	Plant Category Group	£30,000	1	
	Waste Category Group	£30,000	1	
	Labour Category Group	£30,000	1	
	Climate Action Group	£30,000	1	
	Category Group (new) Utilities	£20,000	1	£140,000
Knowledge Mgt	Expert Advice (ad hoc)	£5,000	1	
	Library Review & E-learning refresh x 25	£36,250	1	
	E-learning contractor (internal)	£27,500	1	
	E-learning contractor (external)	£39,000	13	
	Filming (update video clips & e-learning)	£10,000	1	
	CPD accreditation	£6,795	1	£124,545
Marketing	Marketing, Comms & PR	£24,500	1	
	Marketing automation	£20,000	1	£44,500
Overheads	Office & general Overheads	£148,000	1	
	CIC (2.5% of turnover)	£44,000	1	
	Travel & Courier	£15,000	1	
	Recruitment costs	£2,500	1	£209,500
Contingency	Contingency	£40,000	1	£40,000
		Total Costs		£1,833,351

ORIGINAL BUDGET 2021/22

Income: £1,989,278
Costs: £1,833,351
Margin: 7.8%
£155,927

Category of spend	Detail	Budget	No.	Total	Actual	No.	Total	Variance
People costs	Direct employees (FTE)	£675,935	13.5		£894,374	15		
	Projects Studio - Scotland and Highways	£48,000	1		£64,850	1		
	FM Sector group	£19,800	0.3		£20,655	0.3		
	Welsh sector group	£18,000	0.3	£761,735	£0	0	£979,879	±£218,144
Online platform	Original development cost	£60,000	1		£60,000	1		
	Maintenance: Titus	£21,900	1		£21,000	1		
	Ongoing development: Titus	£40,000	1		£59,100	1		
	CMS: Strategic	£6,000	1		£9,786	1		
	Web platform Manager	£27,500	1		£54,513	1		
	Online hosting	£1,271	1	£156,671	£2,077	1	£206,476	±£49,805
Training delivery	Workshops x 90	£44,250	90		£77,964	157		
	Business Bytes x 20	£12,000	20		£7,000	26		
	Lunch n Learns x 120	£18,400	120	£74,650	£10,975	134	£95,939	±£21,289
Ring fenced delivery	FIR direct costs (includes £10k contingency)	£108,500	1		£112,143	1		
	Procurement direct costs (includes £12k contingency)	£98,500	1		£43,890	1		
	Digital direct costs (includes £6k contingency)	£52,750	1		£21,900	1		
	RDP Meet the Buyer & Tool costs	£22,000	1	£281,750	£36,853	1	£214,786	-£66,964
Category groups	Plant Category Group	£30,000	1		£30,000	1		
	Waste Category Group	£30,000	1		£30,000	1		
	Labour Category Group	£30,000	1		£30,000	1		
	Climate Action Group	£30,000	1		£58,000	1		
	Category Group (new) Utilities	£20,000	1		£2,220	1		
	Additional: Wellbeing	£0	0		£1,500	1		
	Additional: Social Value	£0	0	£140,000	£15,000	1	£166,720	±£26,720
Knowledge Mgt	Expert Advice (ad hoc)	£5,000	1		£1,834	1		
	Library Review & E-learning refresh x 25	£36,250	1		£26,509	1		
	E-learning contractor (internal)	£27,500	1		£0	1		
	E-learning contractor (external)	£39,000	13		£74,328	1		
	Filming (update video clips & e-learning)	£10,000	1		£16,930	1		
	CPD accreditation	£6,795	1	£124,545	£7,007	1	£126,608	±£2,063
Marketing	Marketing, Comms & PR	£24,500	1		£34,811	1		
	Marketing automation	£20,000	1	£44,500	£7,700	1	£42,511	-£1,989
Overheads	Office & general Overheads	£148,000	1		£173,279	1		
	CIC (2.5% of turnover)	£44,000	1		£47,934	1		
	Travel & Courier	£15,000	1		£8,406	1		
	Recruitment costs	£2,500	1	£209,500	In overheads	1	£229,619	±£20,119
Contingency	Contingency	£40,000	1	£40,000	£3,140	1	£3,140	-£36,860
			Budget	£1,833,351		Actual	£2,065,678	±£232,327

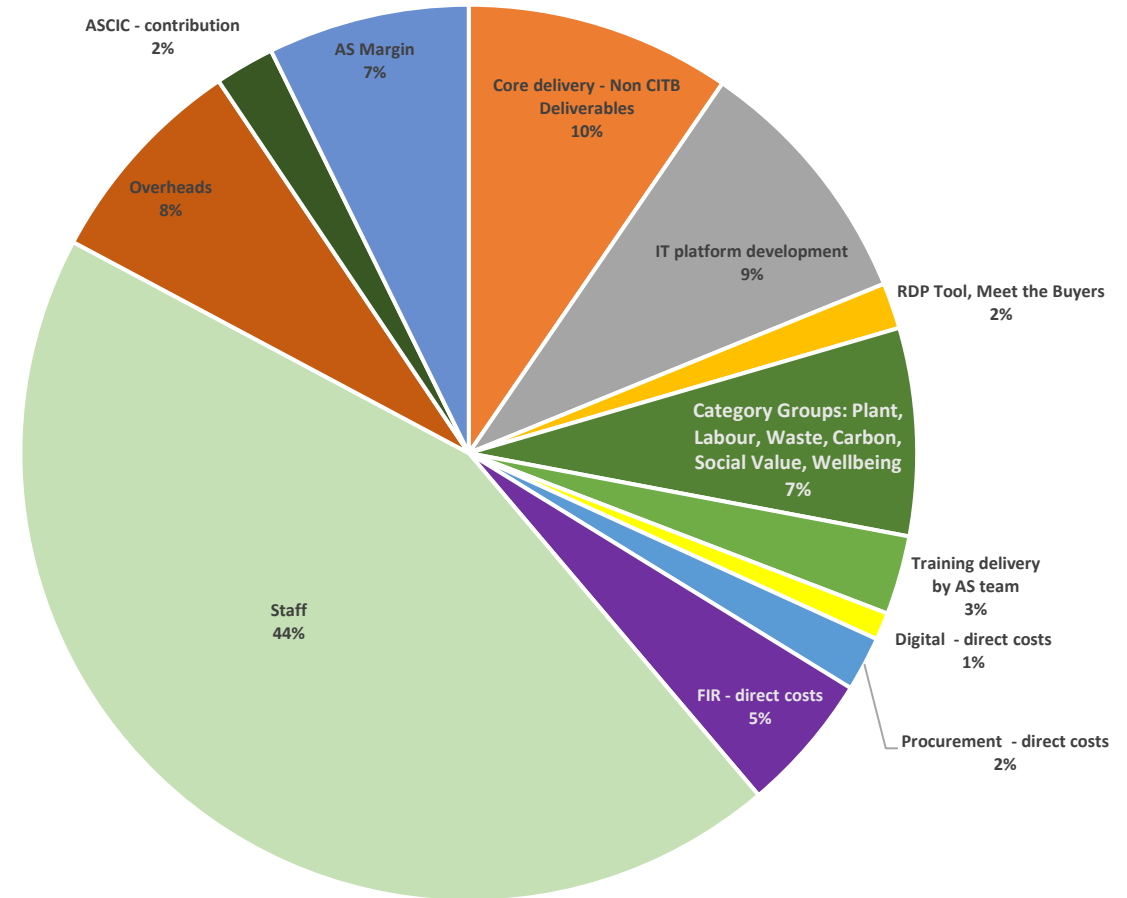
EXPENDITURE ACTUAL V BUDGET 2021/22

Income: £2,227,612
Costs: £2,065,678

Margin: 7.3%
£161,934

EXPENDITURE 2021-22

Costs by activity	Amount
Core delivery - Non CITB Deliverables	213,153
IT platform development	206,476
RDP Tool, Meet the Buyers	36,853
Category Groups: Plant, Labour, Waste, Carbon, Social Value, Wellbeing	166,720
Training delivery by AS team	63,451
Digital - direct costs	21,900
Procurement - direct costs	43,890
FIR - direct costs	112,143
Staff	979,879
Overheads	173,279
ASCIC - contribution	47,934
AS Margin	161,934
Total costs	£2,227,612



EXPENDITURE 2021-22 vs 2020-21

