ACCESS ASPIRATION - 2020 Forecast

Summary Income Statement

	Actual 2013	Actual 2014	Estimate 2015	Forecast 2016	Forecast 2017	Forecast 2018	Forecast 2019	Forecast 2020
INCOMING RESOURCES								
Donations								
Individuals	39,000	127,000	81,000	124,000	165,000	174,000	199,000	224,000
Trusts	7,000	45,000	65,750	125,000	165,000	175,000	210,000	245,000
Corporate	-	10,050	10,000	40,000	60,000	80,000	100,000	120,000
Total donations	**46,000**	**182,050**	**156,750**	**289,000**	**390,000**	**429,000**	**509,000**	**589,000**
% growth		296%	-14%	84%	35%	10%	19%	16%
Payments for services								
ARK	-	1,700	-	-	-	-		
Other fees (extra training etc)	-	-	3,300	2,000	2,500	3,000	3,000	3,000
Total payments for services	**-**	**1,700**	**3,300**	**2,000**	**2,500**	**3,000**	**3,000**	**3,000**
% growth			94%	-39%	25%	20%	0%	0%
TOTAL INCOMING RESOURCES	**46,000**	**183,750**	**160,050**	**291,000**	**392,500**	**432,000**	**512,000**	**592,000**
% growth		299%	-13%	82%	35%	10%	19%	16%
RESOURCES EXPENDED								
Programme Expenses	(5,180)	(13,087)	(41,549)	(55,773)	(95,269)	(114,352)	(130,727)	(146,232)
% growth		153%	217%	34%	71%	20%	14%	12%
Direct delivery staff costs	(20,994)	(79,297)	(84,638)	(110,665)	(121,313)	(126,797)	(130,574)	(134,492)
% growth		278%	7%	31%	10%	5%	3%	3%
Total direct delivery	**(26,174)**	**(92,384)**	**(126,187)**	**(166,438)**	**(216,582)**	**(241,149)**	**(261,302)**	**(280,723)**
% growth		253%	37%	32%	30%	11%	8%	7%
Fundraising staff costs	(3,270)	(14,300)	(30,800)	(45,050)	(76,312)	(78,601)	(80,959)	(83,388)
% growth		337%	115%	46%	69%	3%	3%	3%
Total fundraising	**(3,270)**	**(14,300)**	**(30,800)**	**(45,050)**	**(76,312)**	**(78,601)**	**(80,959)**	**(83,388)**
% growth		337%	115%	46%	69%	3%	3%	3%
Management & admin staff costs	(10,185)	(17,230)	(28,912)	(35,872)	(40,506)	(42,255)	(43,483)	(44,788)
% growth		69%	68%	24%	13%	4%	3%	3%
Office & administrative costs	(6,033)	(3,664)	(16,016)	(19,863)	(31,547)	(33,060)	(34,486)	(36,032)
% growth		-39%	337%	24%	59%	5%	4%	4%
Total general & administrative	**(16,217)**	**(20,895)**	**(44,928)**	**(55,734)**	**(72,053)**	**(75,315)**	**(77,969)**	**(80,820)**
% growth		29%	115%	24%	29%	5%	4%	4%
Governance costs	(4,651)	(2,100)	(2,150)	(2,822)	(2,963)	(3,111)	(3,267)	(3,430)
% growth		-55%	2%	31%	5%	5%	5%	5%
Total governance	**(4,651)**	**(2,100)**	**(2,150)**	**(2,822)**	**(2,963)**	**(3,111)**	**(3,267)**	**(3,430)**
% growth		-55%	2%	31%	5%	5%	5%	5%
TOTAL RESOURCES EXPENDED	**(50,312)**	**(129,679)**	**(204,065)**	**(270,044)**	**(367,910)**	**(398,176)**	**(423,497)**	**(448,362)**
% growth		158%	57%	32%	36%	8%	6%	6%
NET INCOME (DEFICIT)	**(4,312)**	**54,071**	**(44,015)**	**20,956**	**24,590**	**33,824**	**88,503**	**143,638**
% growth		n/a	-181%	-148%	17%	38%	162%	62%
ANALYSIS								
Staff costs								
Total headcount	1.0	3.0	4.0	5.6	6.2	6.2	6.4	6.4
Total staff costs	(34,449)	(110,827)	(144,350)	(191,586)	(238,131)	(247,653)	(255,017)	(262,668)
% growth		222%	30%	33%	24%	4%	3%	3%
Programme costs								
Total cost per student in Employer Prog	(335)	(380)	(477)	(360)	(368)	(265)	(212)	(149)
Total cost per student introduced	(168)	(203)	(103)	(105)	(109)	(105)	(102)	(87)
No. of workshops days delivered (2 per day)	4	11	15	23	56	63	69	69
Workshop cost per student trained	(18)	(20)	(15)	(14)	(14)	(14)	(14)	(15)
Cost of each workshop	(921)	(990)	(915)	(868)	(817)	(840)	(864)	(891)
Other costs								
Gen & Admin as % of total costs	32%	16%	22%	21%	20%	19%	18%	18%
Fundraising headcount	0.2	0.3	0.6	0.8	1.4	1.4	1.4	1.4
Fundraising cost per £ raised	0.07	0.08	0.20	0.16	0.20	0.18	0.16	0.14
Fundraising ratio (how much does £1 raise)	14.07	12.73	5.09	6.42	5.11	5.46	6.29	7.06
Engagement analysis								
Number of employers	90	132	93	163	217	326	435	652
Number of institutions	6	14	25	23	30	34	37	37
Students introduced to programme (Yr 12)	300	640	1984	2576	3360	3808	4144	5159
Students engaged with programme (Yr 12 + Yr 13)	300	640	1424	3424	4609	5565	6174	6435
% Yr 12 students who engage from start	30%	43%	72%	78%	78%	78%	78%	78%
Average # students engaged per school	50	46	79	95	105	115	127	139
Students trained (from 2017 = Yr 12)	200	550	940	1380	3360	3808	4144	4144
Students on employers's programme	150	341	428	750	1000	1500	2000	3000