

2017-2019 Income Account

	Year 1 (1 Feb 2017 - 31 Jan 2018)				2017/18	Year 2 (1 Feb 2018 - 31 Dec 2018)					2018/19
	Q1	Q2	Q3	Q4	Year 1	Q1	Q1	Q2	Q3	Q4	Year 2
	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	ACTUAL	PROJECTED	PROJECTED	PROJECTED	PROJECTED	PROJECTED
Income: Memberships											
SPPA Founding Membership	1,400	1,680	1,400	770	5,250	0	0	0	0	0	0
w/ Concession Discount	325	50	175	25	575	0	0	0	0	0	0
w/ Group Discount	1,680	560	560	0	2,800	0	0	0	0	0	0
Renewals	0	0	0	0	0	140	3,065	2,061	1,922	986	8,033
SPPA Full Memberships	0	0	0	0	0	140	2,100	2,100	2,100	2,100	8,400
w/ Concession Discount	0	0	0	0	0	0	175	175	175	175	700
w/ Group Discount	0	0	0	0	0	0	560	560	560	560	2,240
Standard Organisational Membership	0	0	0	300	300	300	300	300	300	300	1,200
Bronze Organisational Membership	0	0	0	0	0	500	500	1,000	1,000	1,000	3,500
Silver Organisational Membership	0	0	0	0	0	0	0	1,000	1,000	0	2,000
Gold Organisational Membership	0	0	0	0	0	0	0	2,000	2,000	0	4,000
TOTAL	3,405	2,290	2,135	1,095	8,925	1,080	6,700	9,196	9,057	5,121	30,073
Income: Events											
SPPA Member Early Bird	0	1,200	300	420	1,920	0	1,500	600	0	0	2,100
Non-Member Early Bird	0	780	520	520	1,820	0	1,950	650	0	0	2,600
SPPA Member Standard	0	0	720	0	720	0	0	0	600	600	1,200
Non-Member Standard	0	0	450	0	450	0	0	0	750	750	1,500
SPPA Member Concessions	0	0	75	0	75	0	0	0	75	0	75
Non-Member Concessions	0	0	100	0	100	0	0	0	100	0	100
TOTAL	0	1,980	2,165	940	5,085	0	3,450	1,250	1,525	1,350	7,575
Income: Learning Endorsement											
Learning Endorsement	0	0	0	0	0	0	200	200	200	200	800
TOTAL	0	0	0	0	0	0	200	200	200	200	800
GRAND TOTAL	3,405	4,270	4,300	2,035	14,010	1,080	10,350	10,646	10,782	6,671	38,448

Value = GBP

SPPA Financial Year

Q1	1st February to 30th April
Q2	1st May to 31st July
Q3	1st August to 31st October
Q4	1st November to 31st January