

Monthly Cashflow Forecast  
Make It York  
Year Ended 31/03/2021

XMAS CANCELLED, UPDATED REDUNDANCIES

	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21
<b>Cash receipts</b>							
Cash sales & collected from debtors	172,373	118,000	132,212	107,272	53,803	107,630	69,757
Other income	0	253,900	0	0	253,900	0	14,500
Furlough Money Received	0	0	0	0	0	0	0
Xmas Market refunded		-108,134					
Covid Grants	0	0	0	0	0	0	0
<b>Total cash inflow</b>	<b>172,373</b>	<b>263,766</b>	<b>132,212</b>	<b>107,272</b>	<b>307,703</b>	<b>107,630</b>	<b>84,257</b>
<b>Cost of sales</b>							
Direct Cost/Materials	89,663	110,734	108,334	44,831	100,528	87,193	125,528
CYC Rent paid							474,000
<b>Total cost of sales</b>	<b>89,663</b>	<b>110,734</b>	<b>108,334</b>	<b>44,831</b>	<b>100,528</b>	<b>87,193</b>	<b>599,528</b>
<b>Salary Costs</b>							
All Salary Costs - NOW Inc NIC & Pensions	127,011	125,165	119,928	119,928	106,971	106,971	106,971
Redundancy Cost	0	0	0	32,503	0	0	0
New Staff	7,259	7,259	7,259	7,259	13,485	16,039	16,039
SMP	-3,778	-3,778	-3,778	-3,778	-3,778	-3,778	-3,778
Furlough Money	-2,000						
<b>Total Salary Costs</b>	<b>128,492</b>	<b>128,646</b>	<b>123,409</b>	<b>155,912</b>	<b>116,678</b>	<b>119,232</b>	<b>119,232</b>
<b>OVERHEAD</b>							
Training	0	1,200	0	0	1,200	1,200	2,388
Office Rent, Rates & Services	30,198	0	0	30,198	0	0	30,198
Repairs	0	0	0	0	2,976	0	0
Maintenance Agreements	775	775	775	775	775	775	775
Licences	0	0	0	0	0	0	0
Equipment Hire	304	925	868	304	925	868	304
Telephone	367	367	367	367	367	367	367
Stationery	1,487	1,487	1,487	1,487	1,487	1,487	1,487
Insurance	3,000	0	0	0	0	1,351	0
Postage	933	933	933	933	933	933	933
Sundry, Travel and Hospitality	2,467	7,717	2,467	2,467	2,467	2,467	7,717
Subscriptions	0	0	0	0	0	0	0
Marketing	0	0	1,782	0	0	0	0
Accountancy & Payroll	4,404	4,404	4,404	4,404	4,404	4,404	4,404
Audit	600	600	600	600	600	600	600
Legal Fees	0	7,200	0	0	0	0	0
Health & Safety	0	2,400	0	0	4,200	0	0
Computer Costs (incl SCY)	2,523	2,523	2,523	2,523	2,523	2,523	2,523
Bank and Credit Card Charges	1,235	1,235	1,235	1,235	1,235	1,235	1,235
<b>Total expenditure</b>	<b>48,293</b>	<b>31,765</b>	<b>17,441</b>	<b>45,293</b>	<b>24,091</b>	<b>18,210</b>	<b>52,931</b>
<b>Cash capital payments</b>							
Movement in Debtors	0	0	0	0	0	0	0
Movement in Creditors	0	0	0	0	0	0	0
VAT- UPDATED FIGURES	0	0	(75,351)	0	0	24,142	32,906
Corporation tax	0	0	0	0	0	0	0
Movements in accruals & deferred income	0	0	0	0	0	0	0
<b>Balance sheet movements</b>	<b>0</b>	<b>0</b>	<b>-75,351</b>	<b>0</b>	<b>0</b>	<b>24,142</b>	<b>32,906</b>
<b>Total cash outflow</b>	<b>266,448</b>	<b>271,145</b>	<b>173,833</b>	<b>246,036</b>	<b>241,297</b>	<b>248,777</b>	<b>804,597</b>
<b>Opening balance</b>	£ 656,481	£562,406	£555,027	£513,407	£374,643	£441,049	£299,902
<b>Net cash receipts/(expenditure)</b>	-£ 94,075	-£7,379	-£41,621	-£138,764	£66,406	-£141,147	-£720,340
<b>Closing balance</b>	£ 562,406	£555,027	£513,407	£374,643	£441,049	£299,902	-£420,439

Bank Position if no rent paid to CYC in 2020/21 £ 592,604 £ 585,225 £ 543,604 £ 435,039 £ 501,445 £ 360,297 £ 144,155

Make It York Covid-19 Forecasts For the year ending 31st March 2021 No Xmas markets, updated redundancies			
	Income	Costs	Contribution
Visit York Core Funding	£798,000	£0	£798,000
Visit York Membership	£180,000	£41,278	£138,722
VIC	£81,000	£162,990	-£81,990
Website Advertising	£40,000	£94,608	-£54,608
Leisure Marketing	£106,500	£171,065	-£64,565
York Pass	£161,000	£162,410	-£1,410
Publications	£100,000	£125,838	-£25,838
Shambles Market	£321,000	£517,426	-£196,426
Other City Centre Activities	£0	£99,381	-£99,381
Christmas Activities	£0	£358,978	-£358,978
Business Marketing	£8,880	£49,768	-£40,888
Science City York	£0	£0	£0
Business Income	£72,000	£225,316	-£153,316
Culture & Wellbeing	£150,551	£270,902	-£120,351
Other Revenue	£4,000	£123,708	-£119,708
External Grant Funding	£195,460	£150,000	£45,460
Bank Interest	£1,000	£0	£1,000
Establishment costs - office	£0	£825,907	-£825,907
Establishment costs - VIC	£0	£100,050	-£100,050
	<b>£2,219,391</b>	<b>£3,479,624</b>	<b>-£1,260,233</b>
<b>CYC Rent included in Total costs above</b>			£474,000
<b>Museum &amp; Silver street Rent</b>			£90,594
<b>Loss position if no rent paid to CYC in 2020/21</b>			<b>-£695,639</b>
<b>Balance Sheet Reserves</b>			
	<b>No rent W.o. in 2020</b>	<b>With Rent W.o. in 2020</b>	
B/fwd 1/4/20	£115,072	£115,072	
Profit/Loss	(£1,260,233)	(£695,639)	
Closing at 31/3/21	<b>(£1,145,161)</b>	<b>(£580,567)</b>	