

## Appendix A4

	Yr 1 Business Plan (Dec 2015)	2016/17 Total	2017/18 Total	2018/19 Total	2019/20 Total	2020/21 Total
<b>INCOME</b>						
Corporate		0	0	0	0	0
CLT		20,400	30,000	30,000	40,000	40,000
Housing Management Service		0	0	3,750	15,000	35,000
CLT Consultancy - Other		0	55,000	140,000	220,000	240,000
Palace Green Consultancy		51,800	170,000	170,000	50,000	50,000
Private sales		0	1,980,000	7,009,000	9,048,000	9,667,000
Affordable housing		0	615,000	1,095,000	730,000	750,000
Markets		191,255	195,000	195,000	195,000	195,000
Recycling		0	0	359,119	359,119	359,119
Refuse Contract		0	0	2,423,778	2,423,778	2,423,778
Parks & Open Spaces		0	785,428	785,428	785,428	785,428
				0	0	0
<b>Total Income</b>	<b>1,078,496</b>	<b>263,455</b>	<b>3,830,428</b>	<b>12,211,075</b>	<b>13,866,325</b>	<b>14,545,325</b>
<b>COSTS</b>						
<b>Supplies</b>						
<b>Premises</b>						
Corporate		5,000	40,000	40,000	40,000	40,000
Markets		18,138	67,607	67,607	67,607	67,607
Refuse & Street Cleansing		0	0	18,500	18,500	18,500
Parks & Open Spaces		0	58,072	58,072	58,072	58,072
<b>Transport</b>						
Markets		2,096	2,179	2,179	2,179	2,179
Refuse & Street Cleansing		0	0	923,898	923,898	923,898
Parks & Open Spaces		0	88,732	88,732	88,732	88,732
<b>Services &amp; Supplies</b>						
Corporate		120,844	154,000	154,000	154,000	154,000
Corporate Interest		27,000	146,000	176,000	35,000	0
CLT		23,108	23,250	55,375	80,000	85,000
Palace Green Housing (as split to scheme level below)		933,148	5,426,597	6,278,971	8,287,000	3,803,000
Markets		27,606	20,969	20,969	20,969	20,969
Refuse & Street Cleansing		0	0	188,578	188,578	188,578
Parks & Open Spaces		0	43,862	43,862	43,862	43,862
<b>Third Party Payments</b>						
Refuse & Street Cleansing		0	0	97,236	97,236	97,236
<b>Recharges</b>						
Refuse & Street Cleansing		0	0	90,000	90,000	90,000
<b>Total</b>		<b>1,156,941</b>	<b>6,071,268</b>	<b>8,303,979</b>	<b>10,195,633</b>	<b>5,681,633</b>
<b>Salaries</b>						
Corporate		20,000	12,000	12,000	12,000	12,000
CLT		76,421	164,300	179,267	189,392	195,392
Palace Green Housing		197,848	322,952	352,756	361,892	304,992
Markets		97,902	86,890	86,890	86,890	86,890
Refuse & Street Cleansing		0	0	1,390,875	1,390,875	1,390,875
Parks & Open Spaces		0	536,862	536,862	536,862	536,862
<b>Total Salaries</b>		<b>392,171</b>	<b>1,123,004</b>	<b>2,558,650</b>	<b>2,577,911</b>	<b>2,527,011</b>
<b>TOTAL COSTS</b>	<b>3,319,396</b>	<b>1,549,112</b>	<b>7,194,272</b>	<b>10,862,629</b>	<b>12,773,544</b>	<b>8,208,644</b>
<b>NET TOTAL (COSTS - INCOME)</b>	<b>2,240,900</b>	<b>1,285,657</b>	<b>3,363,844</b>	<b>-1,348,446</b>	<b>-1,092,781</b>	<b>-6,336,681</b>
<b>WIP</b>		<b>-568,389</b>	<b>TBC</b>	<b>TBC</b>	<b>TBC</b>	<b>TBC</b>
<b>PROFIT/LOSS</b>		<b>717,268</b>	<b>3,363,844</b>	<b>-1,348,446</b>	<b>-1,092,781</b>	<b>-6,336,681</b>