

## Imperial College Union

### Stage 1 Budget 2021/22

#### Union

	Core		Enterprise	Total
	Grant Funded	Self-Funding		
<b>Income</b>				
Block Grant	2,527,213			2,527,213
Other Income	33,168			33,168
Advertising & Media Sales	90,000			90,000
Welcome	40,000			
Venues		1,845,000		1,845,000
Retail			1,055,000	1,055,000
External Bookings			75,000	75,000
<b>Income Total</b>	<b>2,690,381</b>	<b>1,845,000</b>	<b>1,130,000</b>	<b>5,665,381</b>
<b>Cost of Sales</b>				
Venues		(615,000)		(615,000)
Retail			(509,800)	(509,800)
External Bookings			-	-
<b>Gross Profit</b>	<b>2,690,381</b>	<b>1,230,000</b>	<b>620,200</b>	<b>4,540,581</b>
	<i>100%</i>	<i>67%</i>	<i>55%</i>	
<b>Staff Expenditure</b>				
Education & Welfare	(170,581)			(170,581)
Advice & Support	(155,253)			(155,253)
Student Opportunities & Development	(326,334)			(326,334)
Marketing & Communications	(134,073)			(134,073)
Welcome	(10,000)			
Leadership & Governance	(567,568)			(567,568)
Finance	(231,431)			(231,431)
Systems	(171,533)			(171,533)
Central Services	(91,268)			(91,268)
Retail			(301,787)	(301,787)
Venues		(942,974)		(942,974)
External Bookings			(15,000)	(15,000)
<b>Total Staff Expenditure</b>	<b>(1,858,041)</b>	<b>(942,974)</b>	<b>(316,787)</b>	<b>(3,117,803)</b>
<b>Non-Staff Expenditure</b>				
Education & Welfare	(37,500)			(37,500)
Advice & Support	(6,850)			(6,850)
Student Opportunities & Development	(471,400)			(471,400)
Marketing & Communications	(53,090)			(53,090)
Welcome	(26,624)			
Leadership & Governance	(44,000)			(44,000)
Finance	(49,670)			(49,670)
Systems	(42,734)			(42,734)
Central Services	(97,882)			(97,882)
Retail			(189,550)	(189,550)
Venues		(286,815)		(286,815)
External Bookings			-	-
<b>Total Non-Staff Expenditure</b>	<b>(829,750)</b>	<b>(286,815)</b>	<b>(189,550)</b>	<b>(1,306,115)</b>
<b>Operating Surplus/(Deficit)</b>	<b>2,590</b>	<b>211</b>	<b>113,863</b>	<b>116,663</b>
		<i>0%</i>	<i>10%</i>	

**Imperial College Union**  
**Stage 1 Budget 2021/22**  
**Education & Welfare**

	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Bud</b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(58,320)	(40,000)	(170,581)
Temporary Staff	(750)	-	-
<b>Staff Costs Subtotal</b>	<b><u>(59,070)</u></b>	<b><u>(40,000)</u></b>	<b><u>(170,581)</u></b>
<b>Operational Costs</b>			
Teaching Awards	(5,000)	(6,000)	(12,000)
Student Rep Network	(1,500)	(1,500)	(1,500)
Liberation Groups	(5,000)	(5,000)	(5,000)
Elections	(4,000)	(2,500)	(4,000)
Campaigns	(2,500)	(1,000)	(3,500)
Hospitality	-	-	(1,500)
Publicity	-	-	(1,000)
Subscriptions	(3,240)	(3,240)	(3,500)
Training	-	-	(2,000)
Travel	(550)	-	-
Other			(3,500)
<b>Operational Costs Subtotal</b>	<b><u>(21,790)</u></b>	<b><u>(19,240)</u></b>	<b><u>(37,500)</u></b>
<b>Expenditure Total</b>	<b><u>(80,860)</u></b>	<b><u>(59,240)</u></b>	<b><u>(208,081)</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>(80,860)</u></b>	<b><u>(59,240)</u></b>	<b><u>(208,081)</u></b>

**Imperial College Union**  
**Stage 1 Budget 2021/22**  
**Advice & Support**

	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Bud</b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	<u>(47,187)</u>	<u>(46,236)</u>	<u>(155,253)</u>
<b>Staff Coss Subtotal</b>	<b><u>(47,187)</u></b>	<b><u>(46,236)</u></b>	<b><u>(155,253)</u></b>
<b>Operational Costs</b>			
Affiliation Fees	(390)	(390)	(500)
Insurance	(260)	(260)	(350)
Printing Costs	(1,000)	-	(1,000)
Publicity	(1,100)	(250)	(1,500)
Research	(1,000)	-	(2,500)
Subscriptions	<u>(800)</u>	<u>(800)</u>	<u>(1,000)</u>
<b>Operational Costs Subtotal</b>	<b><u>(4,550)</u></b>	<b><u>(1,700)</u></b>	<b><u>(6,850)</u></b>
<b>Expenditure Total</b>	<b><u>(51,737)</u></b>	<b><u>(47,936)</u></b>	<b><u>(162,103)</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>(51,737)</u></b>	<b><u>(47,936)</u></b>	<b><u>(162,103)</u></b>

**Imperial College Union****Stage 1 Budget 2021/22**

<b>Student Opportunities &amp; Development</b>	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Bud</b>
<b>Income</b>			
Associate Membership Fees	16,044	1,000	16,044
Life Membership Fees	5,457	2,000	5,457
Other Fees & Sales	2,192	-	-
<b>Income Total</b>	<b><u>23,693</u></b>	<b><u>3,000</u></b>	<b><u>21,501</u></b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(231,669)	(235,570)	(316,334)
Temporary Staff	(7,500)	189	(10,000)
<b>Staff Costs Subtotal</b>	<b><u>(239,169)</u></b>	<b><u>(235,381)</u></b>	<b><u>(326,334)</u></b>
<b>Operational Costs</b>			
Card Commission	-	-	-
CSP Grants	(328,602)	(275,602)	(425,000)
Engraving & Signwriting	(1,400)	(1,400)	(1,400)
Entrance Fee Competition	-	(50)	-
Equipment Hire	(400)	(33)	-
Equipment Purchase	-	(1,000)	(2,500)
Felix Printing	(21,000)	(10,000)	(25,000)
Fines Expend	-	50	-
Grants Payable	(500)	-	-
Insurance	(1,952)	(1,952)	-
Maintenance	-	(35)	-
Postage	-	(10)	-
Printing Costs	(2,717)	-	(1,500)
Publicity	(200)	-	-
Student Training	(1,900)	-	(4,500)
Subscriptions	-	(500)	(1,500)
Travel	(200)	-	-
Other	-	(1,500)	(10,000)
<b>Operational Costs Subtotal</b>	<b><u>(358,871)</u></b>	<b><u>(292,032)</u></b>	<b><u>(471,400)</u></b>
<b>Expenditure Total</b>	<b><u>(598,040)</u></b>	<b><u>(527,413)</u></b>	<b><u>(797,734)</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>(574,347)</u></b>	<b><u>(524,413)</u></b>	<b><u>(776,233)</u></b>

**Imperial College Union****Stage 1 Budget 2021/22****Marketing & Communication**

	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Bud</b>
<b>Income</b>			
Advertising Sales	65,000	38,000	90,000
Refreshers	6,000	-	-
Freshers Fair	-	18,660	-
Other	-	9,500	-
<b>Income Total</b>	<b><u>71,000</u></b>	<b><u>66,160</u></b>	<b><u>90,000</u></b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(120,081)	(130,228)	(129,073)
Temporary Staff	(7,500)	(198)	(5,000)
<b>Staff Costs Subtotal</b>	<b><u>(127,581)</u></b>	<b><u>(130,426)</u></b>	<b><u>(134,073)</u></b>
<b>Operational Costs</b>			
Central Marketing	-	-	(20,000)
Consumables	(2,500)	-	(2,500)
Equipment Purchase	(480)	-	(500)
Licences	(5,300)	(3,000)	(5,300)
Printing Costs	(1,550)	(1,335)	(1,550)
Publicity	(5,920)	(1,000)	(5,920)
Staff Subsistence	-	(16)	-
Subscriptions	(4,320)	(3,309)	(4,320)
Systems, Software & Development	-	(12,311)	-
Travel	(500)	-	(500)
Uniforms	(320)	(451)	(2,500)
Other	-	(1,500)	(10,000)
<b>Operational Costs Subtotal</b>	<b><u>(20,890)</u></b>	<b><u>(22,922)</u></b>	<b><u>(53,090)</u></b>
<b>Expenditure Total</b>	<b><u>(148,471)</u></b>	<b><u>(153,348)</u></b>	<b><u>(187,163)</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>(77,471)</u></b>	<b><u>(87,188)</u></b>	<b><u>(97,163)</u></b>

**Imperial College Union**  
**Stage 1 Budget 2021/22**

<b>Welcome</b>	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Budget</b>
<b>Income</b>			
Advertising & Media Sales			40,000
<b>Income Total</b>			<b>40,000</b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff			-
Temporary Staff			(10,000)
<b>Staff Costs Subtotal</b>			<b>(10,000)</b>
<b>Operational Costs</b>			
Central Marketing			(5,300)
Equipment Hire			(5,605)
Printing Costs			(7,919)
Publicity			(500)
Systems, Software & Development			(6,500)
Uniforms			(800)
<b>Operational Costs Subtotal</b>			<b>(26,624)</b>
<b>Expenditure Total</b>			<b>(36,624)</b>
<b>Net Surplus/(Deficit)</b>			<b>3,376</b>

**Imperial College Union****Stage 1 Budget 2021/22****Leadership & Governance**

	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Bud</b>
<b>Income</b>			
Block Grant	1,885,213	1,885,213	2,527,213
ADF Transfer	64,620	64,620	-
Other	93,126	213,118	-
<b>Income Total</b>	<b><u>2,042,959</u></b>	<b><u>2,162,951</u></b>	<b><u>2,527,213</u></b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(495,644)	(484,984)	(627,568)
Temporary Staff	-	-	-
Payroll Contingency	(153,934)	(131,010)	60,000
Outsourced Head of Finance	(30,500)	(38,000)	-
<b>Staff Costs Subtotal</b>	<b><u>(680,078)</u></b>	<b><u>(653,994)</u></b>	<b><u>(567,568)</u></b>
<b>Operational Costs</b>			
Accommodation	-	(63)	-
Depreciation	(243,038)	(226,000)	(226,000)
Equipment Hire	-	(16,678)	-
Equipment Purchase	-	(109)	-
General Contingency	(59,192)	(7,200)	(20,000)
Governance Development	(3,000)	(1,000)	(3,000)
Health & Safety	(13,554)	(17,000)	-
Hospitality	(1,405)	(200)	(1,500)
Maintenance	-	(345)	-
OT Induction & Training	(4,500)	(4,500)	(4,500)
OT Projects	-	-	(5,000)
Training	(7,300)	(5,000)	-
Trustee Travel	(1,500)	-	-
Other	-	(5,999)	(10,000)
<b>Operational Costs Subtotal</b>	<b><u>(333,489)</u></b>	<b><u>(284,094)</u></b>	<b><u>(270,000)</u></b>
<b>Expenditure Total</b>	<b><u>(1,013,567)</u></b>	<b><u>(938,088)</u></b>	<b><u>(837,568)</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>1,029,392</u></b>	<b><u>1,224,863</u></b>	<b><u>1,689,645</u></b>

**Imperial College Union**  
**Stage 1 Budget 2021/22**

<b>Finance</b>	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Indicative</b>
<b>Income</b>			
Interest	20,000	10,006	10,000
Investment Net Income	-	21,790	-
<b>Income Total</b>	<b><u>20,000</u></b>	<b><u>31,796</u></b>	<b><u>10,000</u></b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(147,442)	(110,654)	(231,431)
Temporary Staff	-	(48,682)	-
<b>Staff Costs Subtotal</b>	<b><u>(147,442)</u></b>	<b><u>(159,336)</u></b>	<b><u>(231,431)</u></b>
<b>Operational Costs</b>			
Bad Debts	-	19,874	-
Bank Charges	(7,243)	(1,769)	(5,000)
Card Commission	(12,000)	(4,000)	(15,000)
Irrecoverable VAT	(12,715)	(15,000)	(15,000)
Legal & Professional	-	(5,000)	(10,000)
Licences	(270)	(351)	(500)
Maintenance Contracts	(2,920)	(3,170)	(3,170)
Subscriptions	(536)	(555)	(1,000)
Systems, Software & Development	(365)	(336)	-
<b>Operational Costs Subtotal</b>	<b><u>(36,049)</u></b>	<b><u>(10,308)</u></b>	<b><u>(49,670)</u></b>
<b>Expenditure Total</b>	<b><u>(183,491)</u></b>	<b><u>(169,644)</u></b>	<b><u>(281,101)</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>(163,491)</u></b>	<b><u>(137,847)</u></b>	<b><u>(271,101)</u></b>



**Imperial College Union**  
**Stage 1 Budget 2021/22**  
**Systems**

	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Indicative</b>
<b>Income</b>			
<b>General</b>			
Goods & Services	-	2,067	1,667
<b>General Subtotal</b>	<u>-</u>	<u>2,067</u>	<u>1,667</u>
<b>Income Total</b>	<u>-</u>	<u>2,067</u>	<u>1,667</u>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(230,251)	(212,610)	(166,533)
Temporary Staff	-	(500)	(5,000)
<b>Staff Costs Subtotal</b>	<u>(230,251)</u>	<u>(213,110)</u>	<u>(171,533)</u>
<b>Operational Costs</b>			
Equipment Purchase	-	(3,000)	(25,000)
Maintenance Contracts	(7,334)	(700)	(7,334)
Systems, Software & Development	(4,500)	(4,500)	(10,400)
<b>Operational Costs Subtotal</b>	<u>(11,834)</u>	<u>(8,200)</u>	<u>(42,734)</u>
<b>Expenditure Total</b>	<u>(242,085)</u>	<u>(221,310)</u>	<u>(214,267)</u>
<b>Net Surplus/(Deficit)</b>	<u><u>(242,085)</u></u>	<u><u>(219,243)</u></u>	<u><u>(212,600)</u></u>

**Imperial College Union**  
**Stage 1 Budget 2021/22**  
**HR & Central Services**

	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Bud</b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(37,503)	(37,503)	(91,268)
Temporary Staff	-	126	-
<b>Staff Costs Subtotal</b>	<b><u>(37,503)</u></b>	<b><u>(37,377)</u></b>	<b><u>(91,268)</u></b>
<b>Operational Costs</b>			
Cleaning	(48,380)	(50,621)	(20,750)
Equipment Hire	(17,932)	(17,932)	(17,932)
Office Equipment	-	(247)	(2,000)
Health & Safety	-	-	(5,000)
Postage	(140)	(164)	(200)
Recruitment Costs	-	(220)	(15,000)
Stationery	(1,096)	-	-
Telephones	(6,137)	(7,000)	(7,000)
Staff Training & Development	-	(50)	(25,000)
Staff Wellbeing & Recognition	(2,040)	(2,040)	(5,000)
<b>Operational Costs Subtotal</b>	<b><u>(75,725)</u></b>	<b><u>(78,273)</u></b>	<b><u>(97,882)</u></b>
<b>Expenditure Total</b>	<b><u>(113,228)</u></b>	<b><u>(115,650)</u></b>	<b><u>(189,150)</u></b>
<b>Net Surplus/(Deficit)</b>	<b><u>(113,228)</u></b>	<b><u>(115,650)</u></b>	<b><u>(189,150)</u></b>

**Imperial College Union**  
**Stage 1 Budget 2021/22**  
**External Bookings**

	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Stage 1 Bud</b>
<b>Income</b>			
Donations			75,000
Other			
<b>Income Total</b>	<u>          </u>	<u>          </u>	<u>75,000</u>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff			-
Temporary Staff			(15,000)
<b>Staff Costs Subtotal</b>	<u>          </u>	<u>          </u>	<u>(15,000)</u>
<b>Operational Costs</b>			
Other			-
<b>Operational Costs Subtotal</b>	<u>          </u>	<u>          </u>	<u>-</u>
<b>Expenditure Total</b>	<u>          </u>	<u>          </u>	<u>(15,000)</u>
<b>Net Surplus/(Deficit)</b>	<u>          </u>	<u>          </u>	<u>60,000</u>

**Imperial College Union**  
**Stage 1 Budget 2021/22**

Venues	2020-21 Full Year Budget	2020-21 Year End Forecast	2021-22 Indicative
<b>Income</b>			
<b>Wet Sales</b>			
Core Sales	117,000	101,428	1,375,000
Welcome Weekends	6,000	-	-
Overage/Shortage	-	(5,351)	-
<b>Wet Sales Subtotal</b>	<b>123,000</b>	<b>96,077</b>	<b>1,375,000</b>
<b>Cost of Sales</b>	<b>(36,900)</b>	<b>(40,783)</b>	<b>(412,500)</b>
<b>Gross Profit</b>	<b>86,100</b>	<b>55,293</b>	<b>962,500</b>
	<b>70%</b>	<b>58%</b>	<b>70%</b>
<b>Dry Sales</b>			
Core Sales	32,500	29,168	450,000
Welcome Weekends	375	-	-
Overage/Shortage	-	-	-
<b>Dry Sales Subtotal</b>	<b>32,875</b>	<b>29,168</b>	<b>450,000</b>
<b>Cost of Sales</b>	<b>(13,808)</b>	<b>(9,951)</b>	<b>(202,500)</b>
<b>Gross Profit</b>	<b>19,067</b>	<b>19,217</b>	<b>247,500</b>
	<b>58%</b>	<b>66%</b>	<b>55%</b>
<b>Other Income</b>			
Ticket Income	1,500	-	20,000
Sales Commission	-	-	-
Room Hire & Events	-	-	-
<b>Other Income Subtotal</b>	<b>1,500</b>	<b>-</b>	<b>20,000</b>
<b>Income Total</b>	<b>106,667</b>	<b>74,511</b>	<b>1,230,000</b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(64,748)	(64,748)	(434,974)
Temporary Staff	(18,267)	(20,118)	(500,000)
Agency Staff	(25,187)	(51,405)	-
Welcome	(4,011)	-	-
Late Taxes	(1,200)	(322)	(8,000)
<b>Staff Costs Subtotal</b>	<b>(113,413)</b>	<b>(136,593)</b>	<b>(942,974)</b>
<b>Operational Costs</b>			
Card Commission	(3,015)	(1,131)	(18,250)
Carriage	-	(28)	-
Cleaning	(2,000)	(311)	(62,250)
Consumables	(3,018)	(9,276)	(9,125)
Decorations	-	(76)	(3,000)
Disposables	(4,426)	-	(18,250)
Engraving & Signwriting	-	(12)	-
Entertainment Acts	(1,000)	-	(15,000)
Equipment Hire	(800)	(2,066)	(6,000)
Equipment Purchase	-	(1,217)	(5,000)
Licences	(2,002)	(2,100)	(2,100)
Maintenance	(1,167)	-	(5,000)
Maintenance Contracts	(5,299)	(1,650)	-
Printing Costs	(500)	(17)	(500)
Quiz Prizes	(183)	(500)	(500)
Security Staff	-	(11,196)	(73,440)
Sinking Fund	-	-	(50,000)
Stocktaker	-	(1,000)	(2,000)
Subscriptions	(4,000)	(1,539)	(8,400)
Systems, Software & Development	-	(25)	-
Training	-	-	(2,500)
Travel	-	(17)	-
Uniforms	-	-	(500)
Other	-	(106)	(5,000)
<b>Operational Costs Subtotal</b>	<b>(27,410)</b>	<b>(32,267)</b>	<b>(286,815)</b>
<b>Expenditure Total</b>	<b>(140,823)</b>	<b>(168,860)</b>	<b>(1,229,789)</b>
<b>Net Surplus/(Deficit)</b>	<b>(34,156)</b>	<b>(94,350)</b>	<b>211</b>

**Imperial College Union**  
**Stage 1 Budget 2021/22**

<b>Retail</b>	<b>2020-21 Full Year Budget</b>	<b>2020-21 Year End Forecast</b>	<b>2021-22 Indicative</b>
<b>Income</b>			
<b>Sales</b>			
Union Shop	386,301	51,501	600,000
Shop Extra	286,250	-	375,000
Online	14,700	63,551	80,000
Sales Commission	2,500	-	-
Overage/Shortage	-	(10,800)	-
<b>Sales Subtotal</b>	<b>689,751</b>	<b>104,252</b>	<b>1,055,000</b>
<b>Cost of Sales</b>			
Union Shop	(185,424)	(21,771)	(240,000)
Shop Extra	(177,475)	(4,321)	(225,000)
Online	(7,056)	(30,000)	(32,000)
Carriage	(3,675)	(15,252)	(12,800)
<b>Cost of Sales Subtotal</b>	<b>(373,630)</b>	<b>(71,344)</b>	<b>(509,800)</b>
<b>Gross Profit</b>	<b>316,120</b>	<b>32,908</b>	<b>545,200</b>
	<b>46%</b>	<b>32%</b>	<b>52%</b>
<b>Obsolete Stock</b>			
Sales	-	120,278	-
Cost of Sales	-	(120,336)	-
<b>Obsolete Stock Subtotal</b>	<b>-</b>	<b>(58)</b>	<b>-</b>
<b>Income Total</b>	<b>316,120</b>	<b>32,850</b>	<b>545,200</b>
<b>Expenditure</b>			
<b>Staff Costs</b>			
Permanent Staff	(191,100)	(194,228)	(217,387)
Temporary Staff	-	-	(84,400)
<b>Staff Costs Subtotal</b>	<b>(191,100)</b>	<b>(194,228)</b>	<b>(301,787)</b>
<b>Operational Costs</b>			
Card Commission	(7,560)	(467)	(10,550)
Carriage	(2,863)	(122)	(6,000)
Carrier Bags	-	-	(2,000)
Consumables	(3,100)	(76)	(2,000)
Equipment Hire	(2,000)	(400)	(1,000)
Equipment Purchase	-	(495)	(6,000)
Health & Safety	-	(325)	-
Maintenance	-	-	(60,000)
Maintenance Contracts	(4,000)	-	-
Printing Costs	-	(57)	(500)
Sinking Fund	-	-	(100,000)
Stocktaker	(1,050)	(1,500)	(1,500)
Other	(1,600)	(250)	-
<b>Operational Costs Subtotal</b>	<b>(22,172)</b>	<b>(3,693)</b>	<b>(189,550)</b>
<b>Expenditure Total</b>	<b>(213,272)</b>	<b>(197,921)</b>	<b>(491,337)</b>

#REF!