

**EFFC Income & Expenditure for 2011 shown against estimates approved by JCC:**

Account Heading	Code	2011 Budget	2011 Actual
Teaching	173	£284,865	£295,024
Grants, sponsors / restricted funds	192 / 194	£56,270	£47,722
Other (sales, hire, rent, professional services, internal sales, grant aid)	180 / 181 / 185 / 186 / 191 / 171/ 193/ 197/ 184	£26,520	£17,062
Investment fund	212	£2,340	£2,369
<b>Sub total</b>		<b>£369,995</b>	<b>£362,177</b>
City of London Corporation Funding		£60,113	£58,988
<b>TOTAL EFFC Income</b>		<b>£430,108</b>	<b>£421,165</b>
Salaries	270	£305,607	£295,092
Training	281	£1,500	£1,038
Heat & light	280	£12,300	£8,798
Insurance	285	£6,500	£7,835
Transport	290 - 297	£2,500	£2,769
Library & equipment	311 / 312	£2,700	£2,428
Food	321	£3,500	£4,621
Cleaning	322	£950	£1,002
Uniform	384	£200	£405
Premises / furniture/ estate	331 / 332/ 325	£2,325	£2,425
Admin	340-355	£10,350	£10,648
Rates/water	372-5	£6,960	£7,219
Depreciation	294 / 410 / 411	£50	£850
<b>Gross EFFC Operating Expenditure</b>		<b>£355,442</b>	<b>£345,130</b>
FSC Central Costs at 14% of budget (includes auditing, HR, H&S, marketing and promotion)		£49,762	£49,762
<b>Total Operating Expenditure</b>		<b>£405,204</b>	<b>£394,892</b>
<b>Operating Surplus / Deficit</b>		<b>£24,904</b>	<b>£26,273</b>

2011 data with past year comparisons	2008	2009	2010	2011
<b>Total income</b>	310,679	334,950	380,843	421,165
<b>CoL contribution</b>	59,655	60,113	60,113	58,988
<b>Salaries costs</b>	217,835	235,881	252,295	295,092
<b>FSC HO costs (agreed at 14% of budgeted expenditure)</b>	40,324	43,242	43,074	49,762
<b>Total operating expenditure</b>	314,691	332,689	350,745	394,892
<b>Visitor numbers</b>	18,871	19,694	22,204	23,241
<b>Surplus</b>	-4,012	2,261	30,098	26,273
<b>Salaries costs as % total income</b>	70%	70%	66%	70%
<b>Salaries costs as % total expenditure</b>	69%	71%	72%	75%
<b>FSC HO costs as % total expenditure</b>	13%	13%	12%	13%
<b>CoL contribution per visitor #</b>	3.16	3.05	2.71	2.54
<b>CoL contribution # as % of total income</b>	19%	18%	16%	14%
<b>Total income per visitor</b>	16.46	17.01	17.15	18.12
<b>Salaries costs per visitor</b>	11.54	11.98	11.36	12.70
<b>Total expenditure per visitor #</b>	16.68	16.89	15.80	16.99

# excludes maintenance costs