

**ENGLISH RIVIERA BID COMPANY LTD**

**MANAGEMENT ACCOUNTS FOR THE PERIOD TO 31 OCTOBER 2020**

|   | Year to Date   |                | Full Year      |                      |
|---|----------------|----------------|----------------|----------------------|
|   | ACTUAL         | BUDGET         | FORECAST       | BUSINESS PLAN BUDGET |
| <b>INCOME</b>                           |                |                |                |                      |
| Commercial Income                       | 44,827         | 61,500         | 45,130         | 15,000               |
| Destination Guide Income                |                |                |                | 75,000               |
|   | <b>44,827</b>  | <b>61,500</b>  | <b>45,130</b>  | <b>90,000</b>        |
| BID levy                                | 456,532        | 536,341        | 556,341        | 500,000              |
| BID Resilience Fund                     | 25,717         |                | 25,717         |                      |
| Voluntary Levy Contributors             | 3,033          | 8,000          | 3,033          | 10,000               |
| Tourism Exhibiton                       | 5,893          | 8,000          |                |                      |
|   | <b>536,002</b> | <b>613,841</b> | <b>630,221</b> | <b>600,000</b>       |
| <b>EXPENDITURE</b>                      |                |                |                |                      |
| Destination Marketing Expenditure       | 328,234        | 454,392        | 482,464        | 465,000              |
| Surplus from 2019                       | (51,551)       | (51,551)       | (51,551)       |                      |
| Tourism Exhibiton                       | 3,047          | 8,000          |                |                      |
|   | <b>279,730</b> | <b>410,841</b> | <b>430,913</b> | <b>465,000</b>       |
| <b>CORE EXPENSES</b>                    |                |                |                |                      |
| Staff                                   | 69,799         | 80,000         | 86,000         | 92,000               |
| Overheads                               | 10,030         | 10,833         | 13,000         | 12,000               |
| Levy Collection Costs                   | 3,500          | 5,250          | 7,000          | 6,000                |
| Destination Management Resilience Grant | (26,501)       |                | (26,501)       |                      |
|   | <b>56,828</b>  | <b>96,083</b>  | <b>79,499</b>  | <b>110,000</b>       |
| Contingency                             |                |                | 99,809         | 25,000               |
| Commercial Income retained for ERBid 2  | 9,808          |                | 20,000         |                      |
|   | <b>9,808</b>   | <b>-</b>       | <b>119,809</b> | <b>25,000</b>        |
| <i>Surplus to carry forward</i>         | <b>189,636</b> | <b>106,917</b> | <b>-</b>       | <b>-</b>             |
|   | <b>2020</b>    | <b>2019</b>    |                |                      |
| Levy Collection                         | 82.1%          | 99.0%          |                |                      |