



# Worksheets funding mix and income

Find here some templates and tables to define your business costs, funding needs and income profile



# 1. Funding mix and income

## My Business Costs

Define your business costs as much as you can in the table below

Item	Costs – Year 1	Costs – Year 2	Costs – Year 3
<b>Variable Costs:</b>			
Salaries			
National Insurance & pensions			
Staff recruitment			
Staff training			
Staff travel			
Volunteer expenses			
Delivery materials			
Promotion and marketing			
Contractors/Consultancy			
Office/training room hire			
<b>Fixed Costs:</b>			
Staff management			
Buildings			
Utilities			
Legal and insurances			
Other			
<b>Capital Costs:</b>			
Refurbishment			
Office Equipment			
Vehicles			
Other			
<b>Total costs</b>			

## 2. Funding mix and income

### My Funding Mix

Start defining your funding mix

Funding Source	What?	PROs	CONs
Gifts			
Grants			
Contracts			
Open Market			

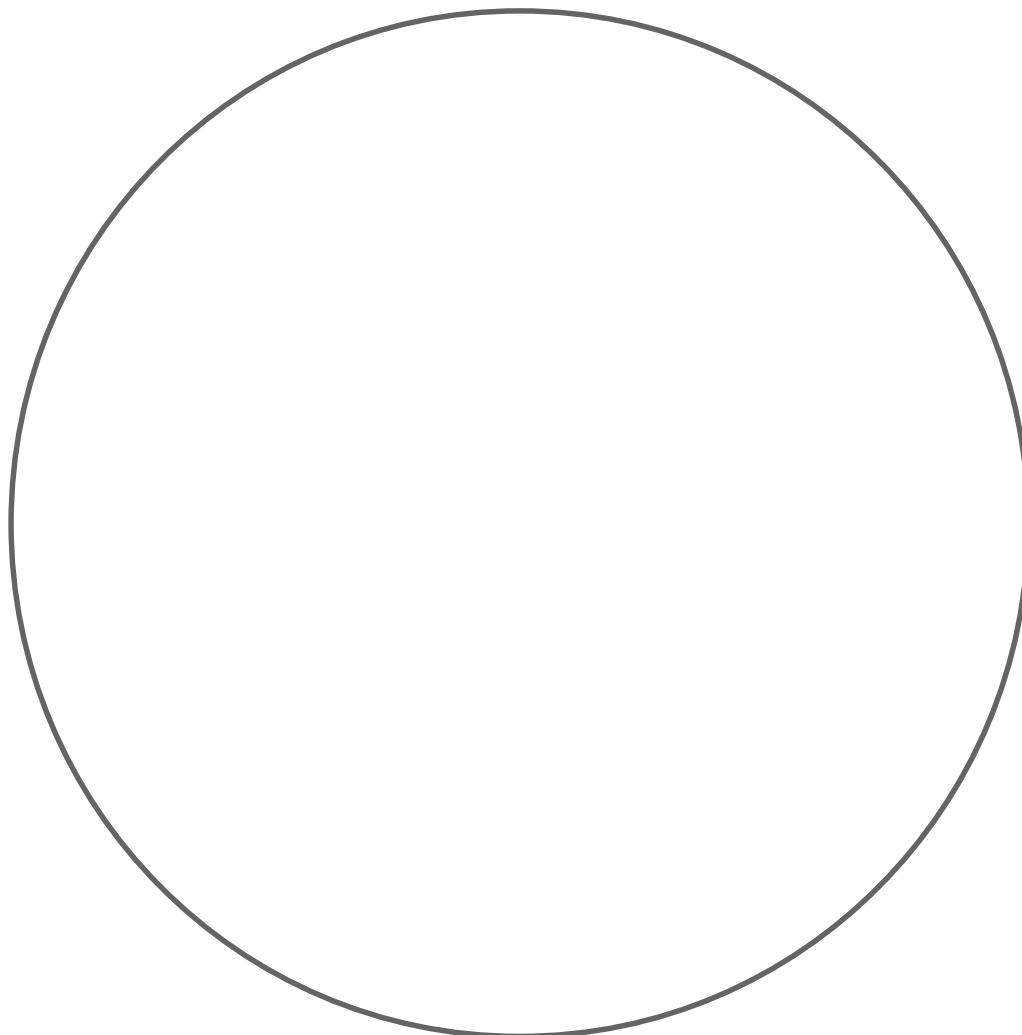
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# 3. Funding mix and income

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## My Income Profile

Make an estimation of your actual or desired income profile and analyze it.

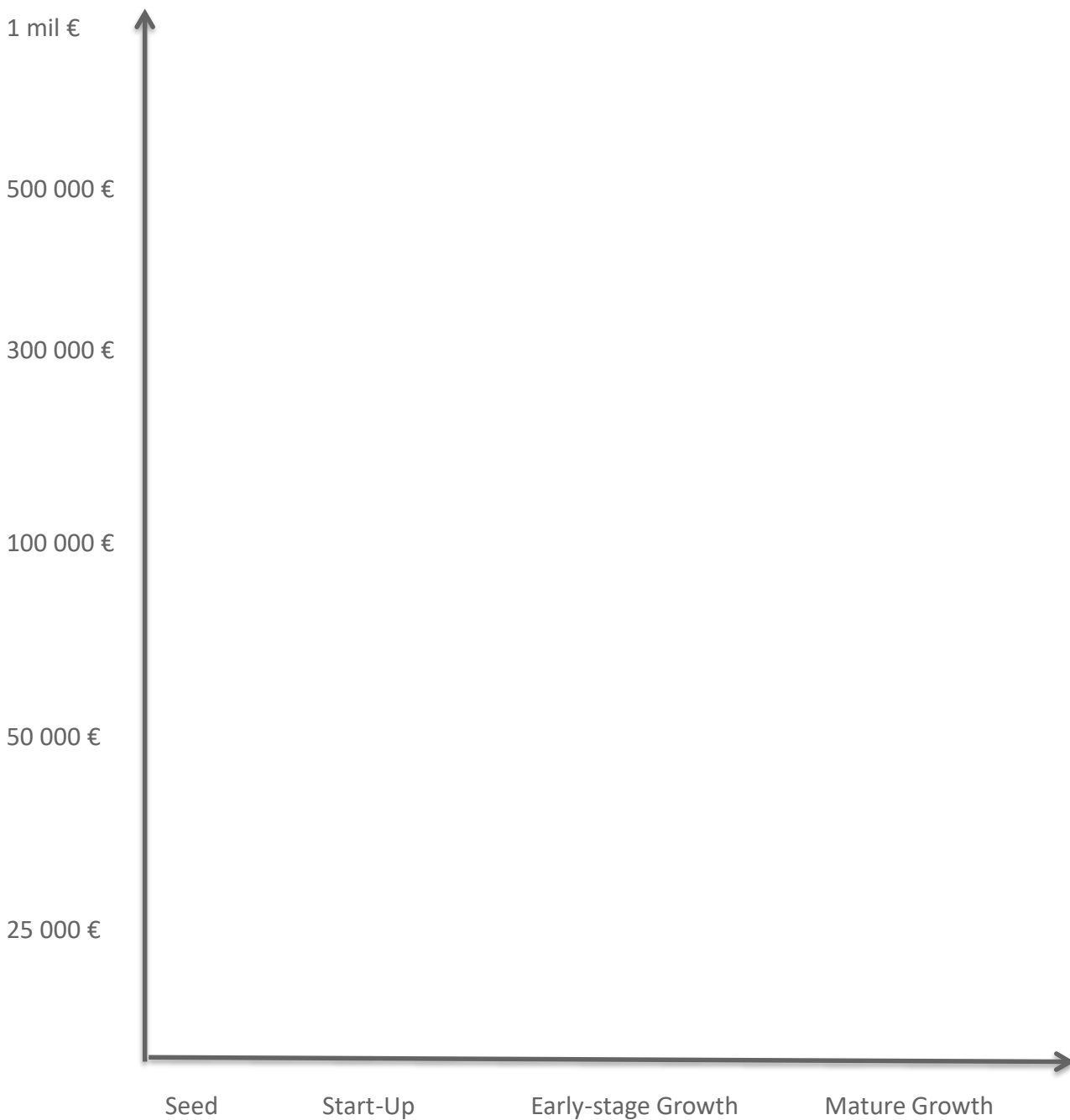


# 4. Funding mix and income

## Funding Opportunities within the life cycle of my social enterprise

Define your own funding opportunities based on the stage of development of your social enterprise and your funding need

### Financial Need



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# 5. Funding mix and income

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Using the learning from this module, identify and prioritise your top five action points that you will take away and work on and/or explore further:

1.

2.

3.

4.

5.