



INCOME GENERATION SPECIALISTS

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INCOME GENERATION

A Pathway to Financial Resilience

The Institute for
Fiscal Studies
suggested that
schools could face
cuts of up to
12 % in the next
12 - 24 months

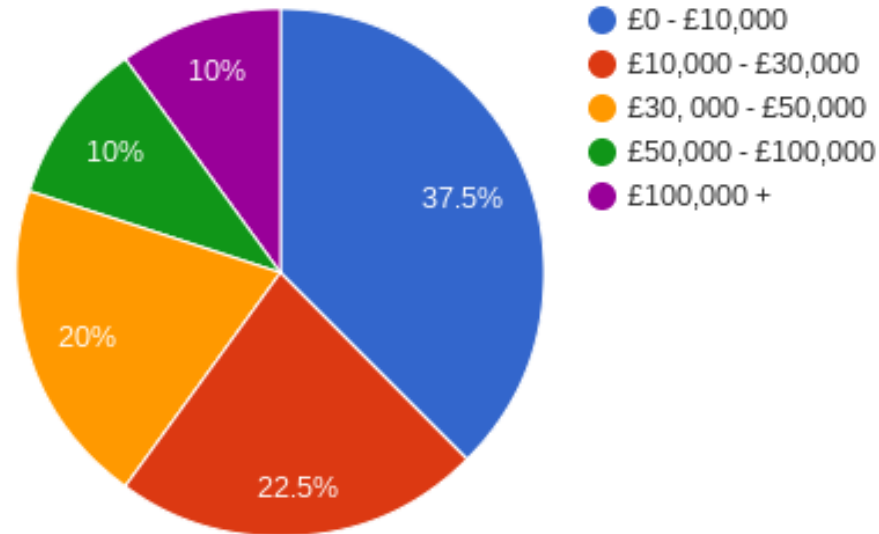


Where would you advise your governing body to make the 'required' 12% cuts on your school budget?

Category	Percentage	Loss	Gain	Effort
Senior Leadership Team				
Teaching Staff				
Teaching Support Staff				
Support Staff				
Buildings & Maintenance				
Facilities & Equipment				
Utilities				
Extra Curricular Activities				

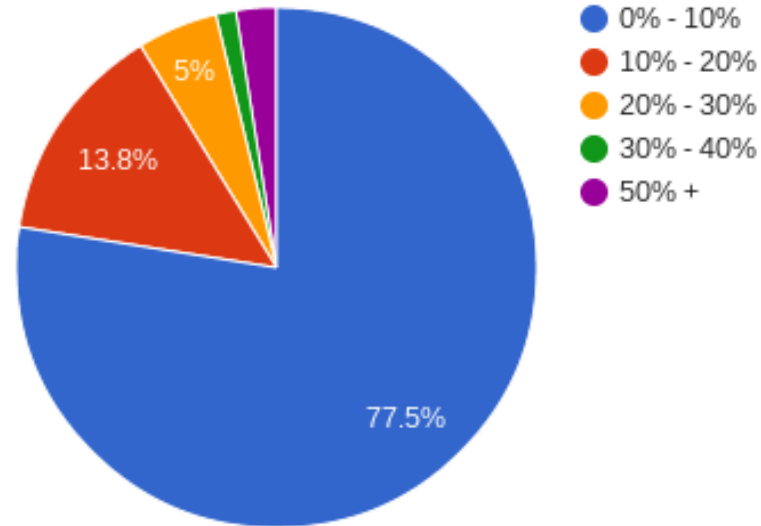
SURVEY RESULTS

Average amount schools generate per year



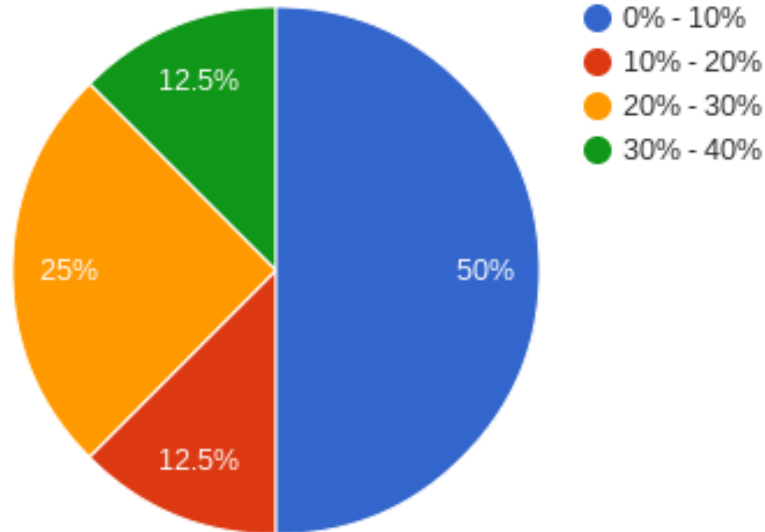
SURVEY RESULTS

Percentage of role that involves Income Generation

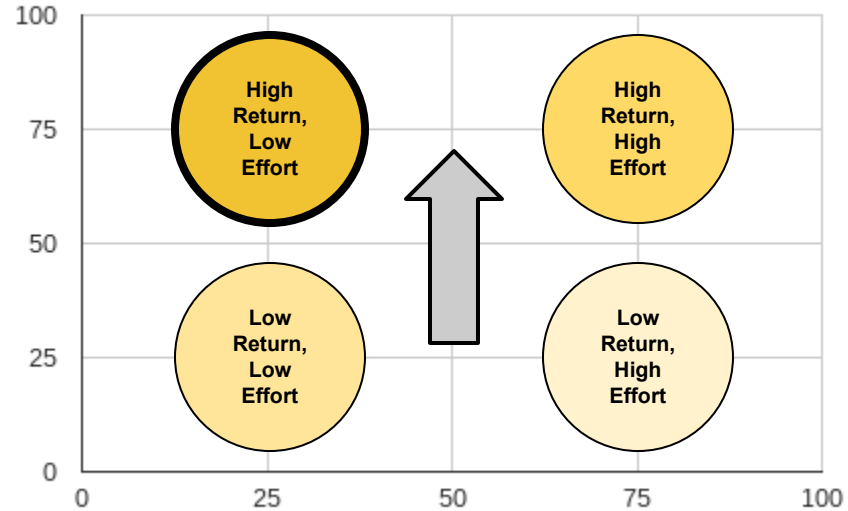


SURVEY RESULTS

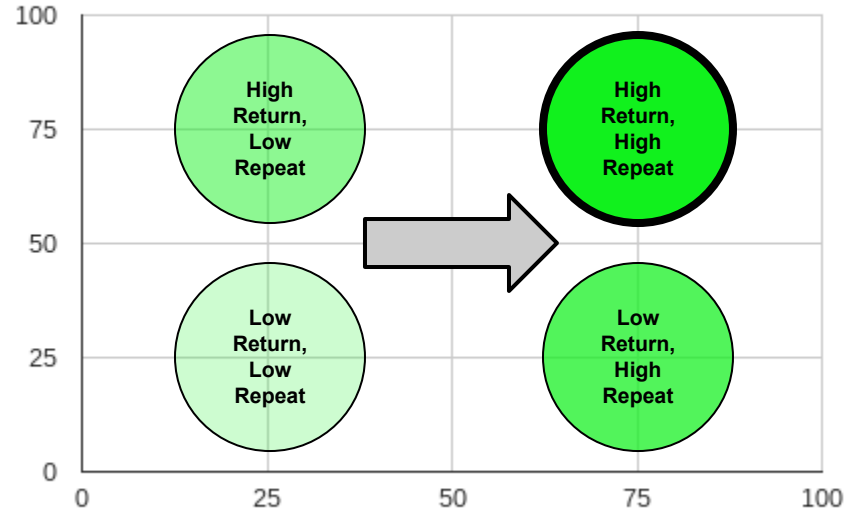
Percentage of role when generating £100,000



EFFORT VS RETURN



RETURN VS REPEATABILITY

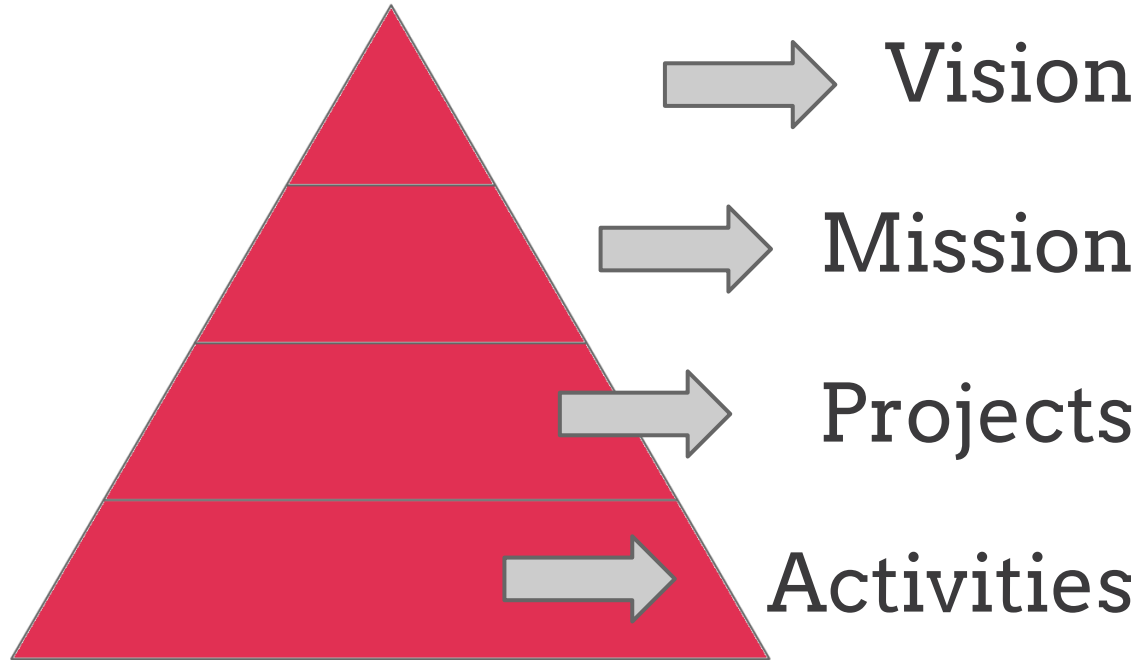


BREAK IT DOWN

How do I generate £50,000?

Category	Income	Return	Effort	Repeat
Donations (Gift Aid)	£4,000	Medium	Medium	High
Clubs	£10,000	Medium	Medium	High
Events	£6,000	Low	High	Medium
Lettings	£5,000	Medium	Low	High
Sponsorship	£5,000	Medium	Low	Medium
Grants	£10,000	High	Medium	Low
Services	£10,000	High	High	Medium

POSITION YOURSELF



BUILD A TEAM





PROJECT ONE
£1,200



PROJECT TWO
£3,140



PROJECT THREE
£15,000



PROJECT FOUR
£30,000



PROJECT FIVE
£93,000



Pebble

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