

CILT International - Education Goals. Dashboard Report at end Q4 (31/12/16)

	FY2016	
	Budget	Q1 (1/1/16)
	Plan	Plan
Invoiced Qtr/YTD (note was reforecast during Q3)	£ 310,000.00	£ 77,500.00
Cash Received Qtr/YTD Ireland	£ -	-
Cash Received Qtr/YTD CILT Int (Corby) ^	£ -	-
Debtors Qtr/YTD (over 30 days)	£ -	-
Debtor Percentage (of cash received)*		
New Student Intake Qtr/YTD	2400	600
Total Students processed since records began (current)		
Certificates Issued Qtr/YTD**		
Avg Invoice Value per Student (£/Stud)***	£ 129.17	£ 129.17
New Training Providers Accredited/Reaccreditations Qtr/YTD	12	3
New Training Providers Expressions of Interest Qtr/YTD	20	5
Accreditations/Reaccreditations in process	n/a	
Active Training Providers	80% min	
Approved Training Providers (all on record)	43	43
Training Providers Lost (Qtr/YTD)****	4	0
Avg No Students per TP (Qtr/YTD)		
Invoice value per TP (£/TP) Qtr/YTD		

* Based on actual monies transferred to Corby (float of circa £500 left in Ireland account after each quarter)

** Assembled from database including any manual certification issued to address legacy issues

*** Only takes into account full courses rather than modular/CPD as this will distort the average fee

**** Includes those that are lapsed, struck off/curtailed

^ Includes any payments to UK direct only in Q4. Note over the year approx. £15k has been remitted to UK direct

Current Year Monitor - FY2016						
31/3/16)	Q2 (1/4/16 to 30/6/16)		Q3 (1/7/16 to 30/9/16)		Q4 (01/10/16 to 31/12/16)	
Actual	Plan	Actual	Plan	Actual		Actual ^
£ 92,117.02	£ 77,500.00	£ 34,425.34	£ 77,500.00	£ 69,160.00	£ 77,500.00	£ 46,732.53
£ 61,892.68	£ -	£ 89,996.67	£ -	£ 44,517.17	£ -	£ 119,766.23
£ 83,059.09	£ -	£ 76,194.32	£ -	£ 49,913.16	£ -	£ 92,462.84
£ 97,308.53	£ -	£ 120,400.31	£ -	£ 127,717.33	£ -	£ 121,683.33
157.2%		133.8%		286.9%		101.6%
609	600	517	600	486	600	628
		3890		4086		4843
468		435		400		579
£ 151.26	£ 129.17	£ 66.59	£ 129.17	£ 142.30	£ 129.17	£ 74.41
5	3	5	3	5	3	15
10	5	5	5	14	5	6
0		10		10		8
46		47		39		48
60	45	63	48	62	50	72
0	0	1	0	1 (KAMPALA)	1	1 (KAMPALA)
13		11		12		13
£ 2,002.54		£ 732.45		£ 1,773.33		£ 973.59

h monthly transfer)

e - which should be in the region of £140 per student as a check guide taking account of distribution o
ed direct, which is why the overall education income stands at £312k in the overall financial reporting

Year to Date Tracker		Full Year	
Plan	Actual	Plan	Actual
£ 310,000.00	£ 242,434.89	£ 310,000.00	£ 242,434.89
	£ 316,172.75	£ -	£ 316,172.75
	£ 301,629.41	£ -	£ 301,629.41
	£ 121,683.33	£ -	£ 121,683.33
	38.5%		38.5%
2400	2,240	2400	2,240
			4843
	1882		1882
£ 137.50	£ 108.23	£ 137.50	£ 108.23
12	30	12	30
20	35	20	35
	8	0	8
34	48	34.4	48
43	72	43	72
1	1	1	1
	47		47
	£ 5,050.73		£ 5,050.73

f courses (Level 1-6) and any discounting