

# LI 2020-21 Mid Year Finance Update

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Income & Expenditure Summary, 6 months to September 30 2020				
	April to September Year to Date	Full Year 2020-21		
	Actual	Original budget (based on mid- scenario)	Full Year Q1 Reforecast 2020/1	Full Year Q2 Reforecast 2020/1
<b>INCOME</b>				
Membership Subscriptions	1,071,478	1,341,169	1,341,169	1,341,169
Registered Practice Fees	133,293	179,888	179,888	179,888
Pathway & Accreditation	41,732	148,400	122,393	132,534
Grant & External Funding	9,163	39,088	18,324	18,326
Commercial Income	216,806	367,600	426,689	446,875
Other income	9,284	23,750	26,400	22,946
<b>TOTAL INCOME</b>	<b>1,481,755</b>	<b>2,099,895</b>	<b>2,114,863</b>	<b>2,141,737</b>
<b>EXPENDITURE</b>				
Salaries, Training & Development	562,976	1,177,858	1,177,858	1,198,575
Staff Travel & Other Staff Related Costs	18,801	59,000	69,000	54,128
Committee, Volunteer & Leadership Expenses	9,229	21,650	21,650	21,650
Premises & Office Costs	98,803	233,898	232,698	226,851
Costs of commercial events & projects	8,955	122,500	110,660	71,914
Membership supprt & Communication	80,165	199,200	207,050	182,186
Funding for member groups	7,507	20,000	20,000	16,000
Research & Consultants	63,165	129,100	134,100	185,665
Governance costs	-	4,000	4,000	4,000
Other expenses	77,480	163,846	163,846	163,046
<b>TOTAL EXPENDITURE</b>	<b>927,080</b>	<b>2,131,052</b>	<b>2,140,862</b>	<b>2,124,014</b>
<b>SURPLUS/(DEFICIT)</b>	<b>554,675</b>	<b>(31,157)</b>	<b>(25,999)</b>	<b>17,723</b>

Pre-Start Income	October 2020	November 2020	December 2020	January 2021	February 2021	March 2021	TOTAL
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**INCOME****CASH/CHEQUES RECEIVED**

Membership Subscriptions	0	61,331	38,471	58,476	26,471	26,471	58,471	269691
Registered Practice Fees	0	0	4095	10,000	12,500	10,000	10,000	46595
Accreditation Fees	0	0	1900	0	0	9,975	11875	23750
Grant Funding	0	0	7500	0	1662	0	0	9162
Pathway Registrations	0	11319	2744	1862	4214	3822	1960	25921
Pathway Retention Fees	0	12342	1688	1477	3376	3798	2321	25002
Pathway Exam Fees	0	10512	373	373	1865	8952	746	22821
Other Membership Application Fees	0	0	500	0	250	0	250	1000
Sponsorship of events	0	15743	26464	3500	3500	3000	10500	62707
Commercial Event Fees	0	4158	1577	0	7875	0	5250	18860
Awards Entry Registrations	0	0	0	0	0	0	0	0
Awards tables	0	0	0	0	0	0	0	0
Competition Income	0	0	14500	12500	0	0	46500	73500
Advertising (recruitment and Journal)	0	5437	8000	6000	9000	9000	10800	48237
Advertising (Journal))		0	0	0	8808	0	12050	20858
Publications	0	907	1000	700	700	700	700	4707
Branch Activities	0	400		400		400		1200
Investment income	0	0	14379			0	15790	30169
Other	0	0	3625	0	0	4150	0	7775
<b>TOTAL £</b>	<b>0</b>	<b>122149</b>	<b>126816</b>	<b>95288</b>	<b>80221</b>	<b>80268</b>	<b>187213</b>	<b>691955</b>

**Pre-Start  
Expenses****EXPENDITURE**

Salary	0	101,813	95,629	111,766	108,797	108,797	108,797	635599
Staff travel	0	0	0	0	0	0	0	0
Purchases	0	71,305	100,681	80,113	54,834	62,491	76,886	446310
Rent	0	10291	10291	10291	10291	10291	18095	69550
Standing Orders	0	0	0	0	0	0	0	0
Credit Cards (Corporate Card)	0	0	0	0	0	0	0	0
Bank & Credit Card Charges	0	0	0	0	0	0	0	0
<b>TOTAL £</b>	<b>0</b>	<b>183409</b>	<b>206601</b>	<b>202170</b>	<b>173922</b>	<b>181579</b>	<b>203778</b>	<b>1151459</b>

Income less expenditure	-	61,260.00	-	79,785.00	-	106,882.00	-	93,701.00	-	101,311.00	-	16,565.00	-	466,504.00
Opening balance - bank	2,612,587	2,612,587	2,551,327	2,471,542	2,364,660	2,270,959	2,169,648							
Closing balance - bank	2,612,587	2,551,327	2,471,542	2,364,660	2,270,959	2,169,648	2,153,083							

# Latest outlook

<b>Members</b>	<ul style="list-style-type: none"><li>• <b>Member renewals looking stable</b> –Slightly higher concession rates and lower new member enquiries than 2019/2020, but overall expected to hit budget numbers. Member retention stable</li><li>• <b>Registered Practice scheme:</b> being refreshed from December 2020</li><li>• <b>Online P2C exams planning</b> – committed more resource to this. Plans being finalised to expand online exams through Dec/Jan/March to get through backlog.</li><li>• <b>Campus:</b> free member offer ended 30 September. Campus still free to Students &amp; Affiliates; new members (or any that request) will be given a voucher for free access</li><li>• <b>New Firestarter training offer launched in October:</b> new member benefit</li></ul>
<b>Sponsors &amp; Commercial Products</b>	<ul style="list-style-type: none"><li>• <b>Sponsorship revenues still looking promising</b> - on track to meet increased forecast.</li><li>• <b>Webinar programme continues to expand reach beyond our member audiences</b> – full programme through 2020</li><li>• <b>New competitions</b> – 'Transforming Urban Landscapes' international design competition launched Oct; 2 more in pipeline in Q4</li></ul>
<b>LI Staff team</b>	<ul style="list-style-type: none"><li>• <b>Heavy workload on staff team in Q2</b> – We are adding staff capacity in Q3/4 (while staying within 2020/21 salary envelope) by: extending some contracts until 31 March 2021, recruiting an interim Marketing manager until 31 March 2021, recruiting for pre-approved roles (new Scotland/Ni Policy Manager started 25 Oct; new Head of Regulation started Nov; new Head of Standards starts Dec).</li></ul>

# Flexibility is key

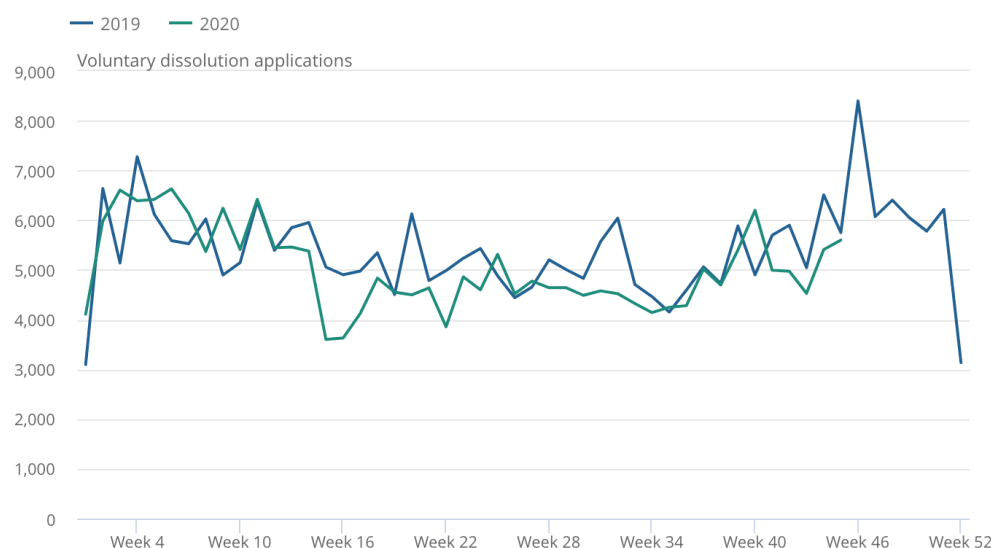
- Building in flexibility, currently more than 20% staff are contract (not FTE)
- Some changes have impacted/increased workload – eg P2C online, creating webinar series.
- Moving fast – eg sponsorship response enabled new revenue in 2020
- Quarterly reforecasts etc / improved reporting/planning

# Business Outlook

# Firm dissolution/creation

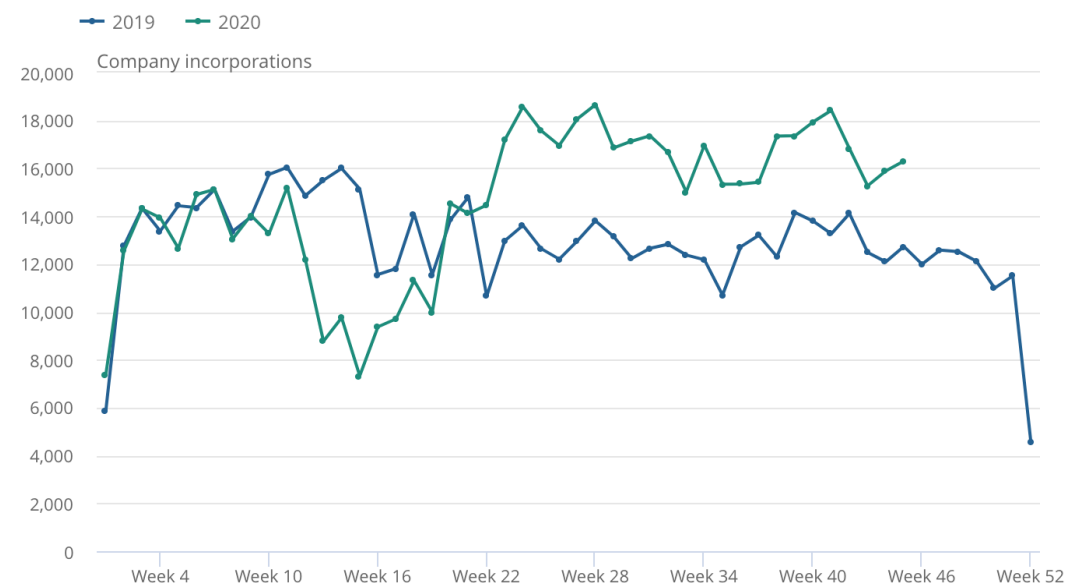
**Figure 5: In the week ending Friday 6 November 2020, there were 5,601 voluntary dissolution applications, an increase from the previous week but lower than the same week in the previous year (5,750)**

**Total weekly company voluntary dissolution applications, UK, from week ending Friday 4 January 2019 to week ending Friday 6 November 2020**



**Figure 4: In the week ending Friday 6 November 2020, there were 16,303 company incorporations, an increase from last week and higher than the same week in the previous year (12,733)**

**Total weekly company incorporations, UK, from week ending Friday 4 January 2019 to week ending Friday 6 November 2020**



# Firm Turnover and GDP

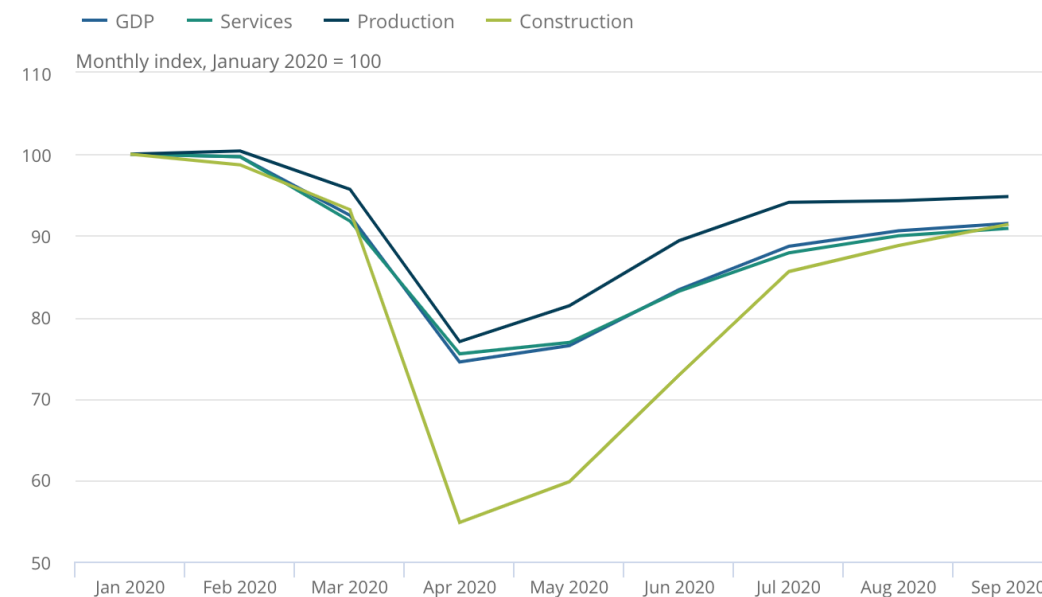
**Table 1: Nearly half (49%) of currently trading businesses reported that their turnover had decreased below what is normally expected for this time of year**  
Percentage of businesses currently trading, 19 October to 1 November, UK

	%
Turnover has increased by more than 50%	<1
Turnover has increased between 20% and 50%	2
Turnover has increased by up to 20%	7
Turnover has been unaffected	33
Turnover has decreased by up to 20%	22
Turnover has decreased between 20% and 50%	16
Turnover has decreased by more than 50%	11
Not sure	9

Source: Business Impact of Coronavirus (COVID-19) Survey (BICS)

**Figure 3: Since June 2020, there has been a loss in momentum across all main sectors in the third quarter (July to Sept)**

UK, monthly index, January 2020 until September 2020





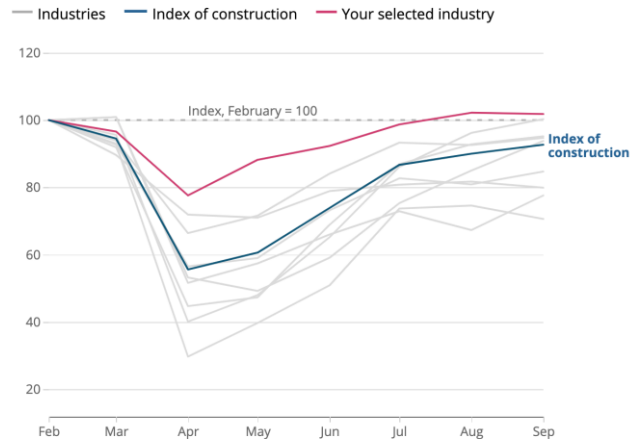
# Construction sub-sectors

Figure 8: Construction grew by 2.9% in September 2020 but the level of output remains 7.3% lower than February 2020, before the full impact of the pandemic

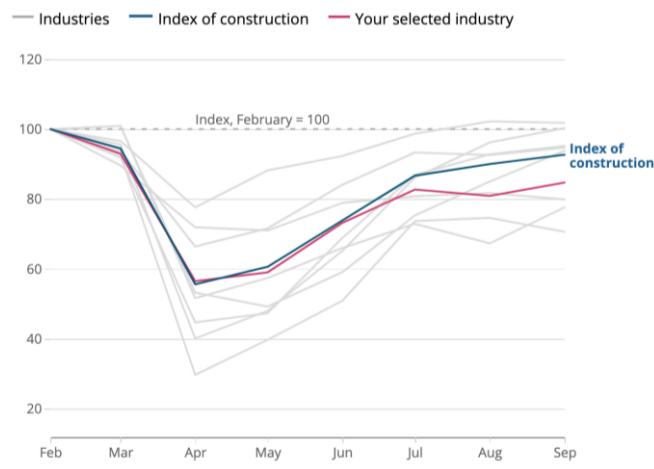
UK, monthly index, February 2020 to September 2020, February 2020 = 100

Select an industry compare with the average

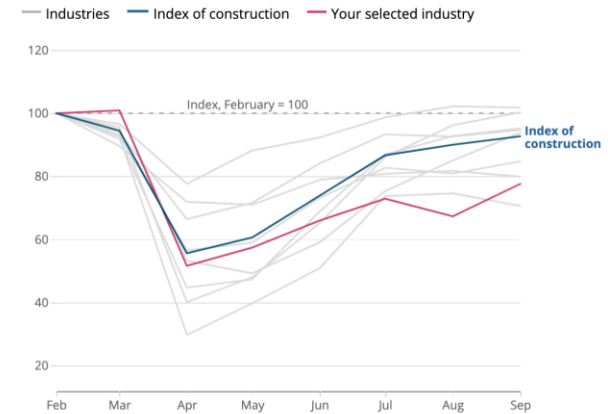
Infrastructure



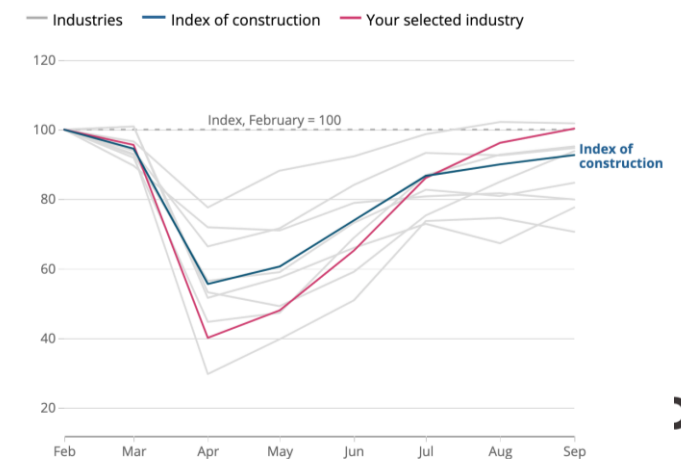
Private Commercial



Private Industrial



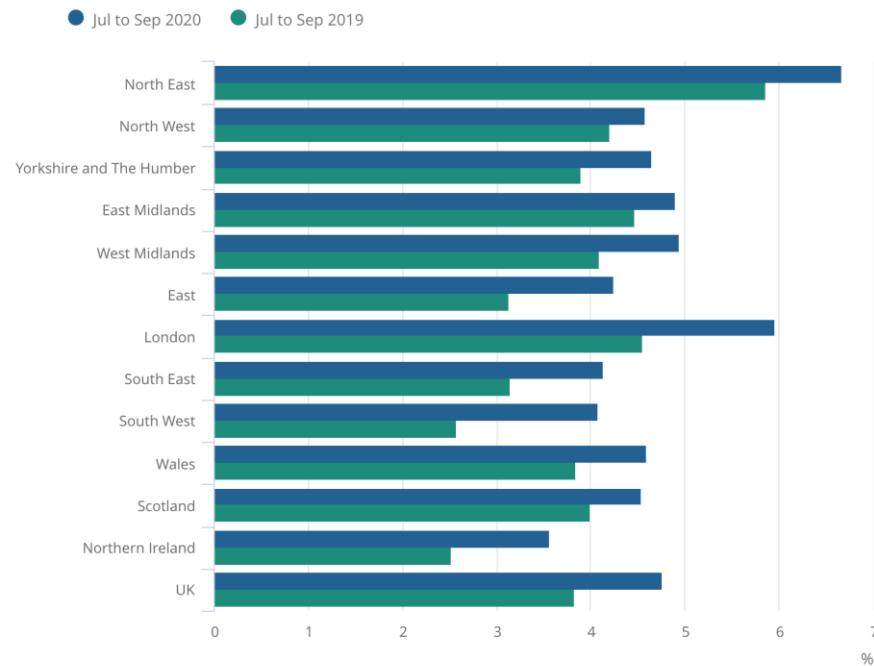
Private New Housing



# Employment impacts

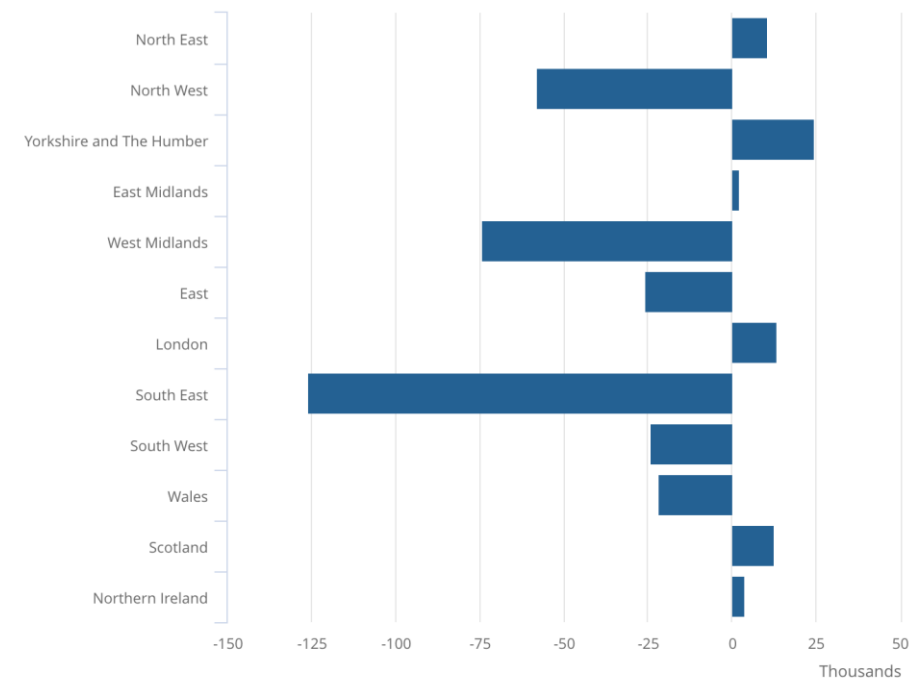
**Figure 5: The unemployment rate has increased for all UK regions compared with same period last year**

Unemployment rate estimates for people aged 16 years and over who are economically active, by UK region, seasonally adjusted, between July to September 2019 and July to September 2020



**Figure 2: The South East saw the largest change in workforce jobs, compared with last year**

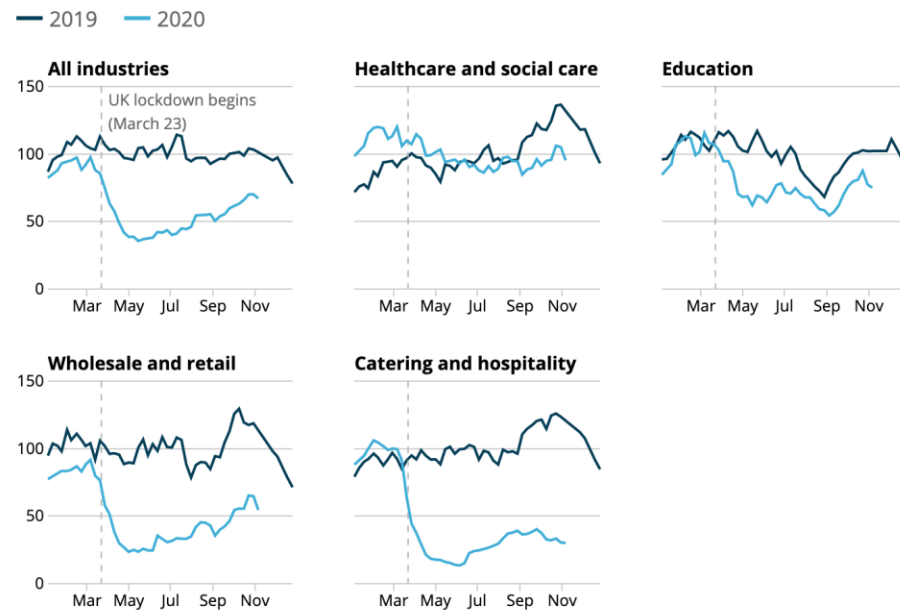
Annual change in estimated workforce jobs, by UK region, seasonally adjusted, between June 2019 and June 2020



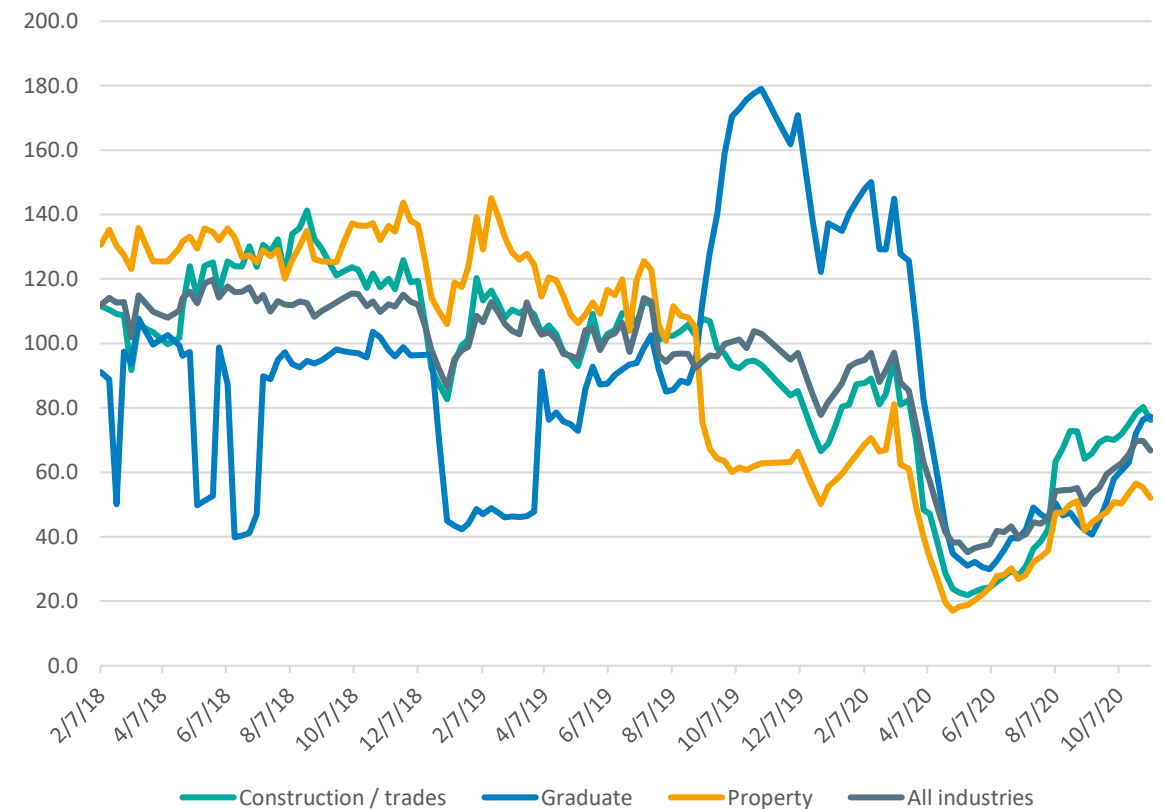
# Advertised jobs

**Figure 6: Between 30 October and 6 November, total online job adverts saw a slight fall of three percentage points, to 67% of their 2019 average**

Total weekly job adverts on Adzuna, UK, 4 January 2019 to 6 November 2020, index 2019 average = 100



Job Advertisements by sector, by week since Feb 2018





# The Landscape Institute

Ben Minter, Portfolio Manager

November 2020

# Your financial position

## The Landscape Institute

### Assets

Value of portfolio(s) with Cazenove Capital	£759k As at 12 November 2020
Value of total assets (£m)	£2.1m Source: Accounts 2019
Investments held elsewhere	CCLA
Anticipated receipt of additional capital?	No

### Liabilities

Is capital from the portfolio required to finance anticipated future expenditure over and above regular spending?	No
Is capital from the portfolio required to pay existing loans or liabilities	No
External liabilities	None

### Charitable status

Registered charity	1073396
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### Income and expenditure

Portfolio income objective	CMAF 4% p.a. distribution
Source of other income	Membership, education, comms., technical and professional Source: Accounts 2018
Average annual total income (last 5 years)	£2.2m
Average annual expenditure (last 5 years)	£2.1m Source: Accounts 2019
Is income from the portfolio required to maintain current expenditure?	No

### Investment experience

How long have you had an investment portfolio?	> 1 Year
Do trustees have previous investment experience?	Yes

### Large Holdings (>20%)

In-house funds	Yes – 100% CMAF
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The portfolio income objective is not guaranteed and your capital is at risk.

**MANAGING YOUR INVESTMENT  
PORTFOLIO**

**THE LANDSCAPE INSTITUTE**

Nicholas Reid, Director, Client Investments  
Amy Browne, Stewardship Lead  
Donya Sanders, Client Relationship Support

Monday 16<sup>th</sup> November 2020

**CCLA**

Holdings	Market Value	Income yield %	Annual Income Estimate
COIF Charities Ethical Investment Fund	£936,201	3.03	£28,429
<b>Total portfolio</b>	<b>£936,201</b>	<b>3.03</b>	<b>£28,429</b>

Initial investment March 2017: **£754,726**

Income received to date: **£96,047**

Next distribution (paid 30 November): **£7,219**

Annual income figures from long-term Funds are based on current Fund share holdings and forecast dividends declared per Fund share in calendar year 2020.

Please note that this portfolio valuation is not intended for audit purposes.

Please see valuation risk warning at the end of this presentation.

Source CCLA as at 12<sup>th</sup> November 2020

# Membership up to 31 March 2020

	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2018/19	2019/20	YOY growth	YOY %growth
Honorary	36	35	35	30	9	10	9	10	1	10%
Fellow	78	87	90	88	79	88	89	97	8	8.98%
Chartered	3292	3286	3245	3217	3256	3316	3375	3398	23	0.68%
Associate (former Licentiate)	1111	1134	1227	1353	1225	1145	1114	1083	-31	-2.86%
Student	458	384	325	183	253	370	497	601	104	20.92%
Academic Fellow	1	1	1	1	1	2	2	2	0	0%
Academic	26	31	32	28	35	47	50	53	3	5.66%
Retired	213	223	295	312	325	330	332	331	-1	-0.3%
Supporter	37	30								
Affiliate	42	48	103	188	147	158	159	170	11	6.92%
Total	5294	5259	5353	5400	5330	5466	5627	5745	119	2.09%