

### DIGITAL SME Draft Budget 2018

		Budget 2017	forecast 2017	draft budget 2018	Comments
<b>INCOME (€)</b>					
<b>Members fees</b>		€20.000,00	€18.500,00	€21.000,00	
<b>New members</b>		€2.000,00	€0,00	€2.000,00	
<b>Projects</b>	SBS WP setcoral approach	€86.000,00	€86.000,00	€88.181,82	
	SBS WP ETSI experts	€39.000,00	€39.000,00	€35.785,12	
	eCF Council	€19.882,06	€19.882,06	€16.568,38	
	SABINA	€123.593,75	€123.593,75	€123.593,75	
	UNICORN	€80.625,00	€80.625,00	€80.625,00	
	COMPACT	€0,00	€5.781,25	€23.125,00	
	Cyberwatch	€50.000,00	€50.000,00	€50.000,00	
<b>Clients</b>	SME Safety	€20.000,00	€28.000,00	€51.000,00	
<b>TOTAL INCOME</b>		<b>€441.100,81</b>	<b>€451.382,06</b>	<b>€491.879,08</b>	
<b>EXPENSES (€)</b>					
<b>Staff costs</b>		€262.966,67	€243.751,11	€260.430,37	
	Additional staff cost			€70.000,00	
	SBS co-funding	€13.750,00	€17.447,00	€17.447,00	
	Travel	€30.000,00	€10.000,00	€18.000,00	
	Rent, telephone, equipment	€35.000,00	€38.500,00	€35.000,00	
	Politico	€3.000,00	€3.000,00	€3.000,00	
	SBS Membership	€2.500,00	€2.500,00	€2.500,00	
	UEAPME Membership fee	€1.750,00	€1.808,00	€1.808,00	
	ECSO membership fee	€2.500,00	€2.420,00	€2.500,00	
	Communication (leaflets, business cards, etc)	€2.000,00	€1.918,00	€2.000,00	
	Bank fees	€200,00	€50,00	€200,00	
	Unforeseen expenses	€5.000,00	€8.238,00	€5.000,00	
	Subcontracting	€12.500,00	€10.000,00		
	Accountant			€2.500,00	

Events, Representation, Catering			€17.000,00	
<b>TOTAL EXPENSES</b>	<b>€371.166,67</b>	<b>€361.347,67</b>	<b>€437.385,37</b>	
<b>PROFIT/LOSS (€)</b>	<b>€69.934,14</b>	<b>€90.034,39</b>	<b>€54.493,71</b>	Profits of 2017 and 2017 to be accounted as reserves

	Ø cost YEAR	actual % year	actual cost year
<b>Jorge Gutierrez</b>	22.000,00	54,00%	11.880,00
<b>Massimo Vanetti</b>	99.000,00	2,23%	2.205,00
<b>Angel Boveda</b>	83.908,00	27,27%	22.884,00
<b>Justina Bieliauskaite</b>	29.847,64	79,17%	23.629,38
<b>Guido Sabatini</b>	54.000,00	50,00%	27.000,00
<b>Trainees</b>	7.200,00	40,00%	2.880,00
<b>Experts</b>	90.000,00	3,64%	3.272,73
<b>Sebastiano Toffaletti</b>	150.000,00	100,00%	150.000,00
		356,30%	243.751,11