

SDMBHA CIC's social workshop Initial CIL funding application

This document represents an initial application for CIL funding. It has been prepared by SDMBHA CIC (South Dock Marina Berth Holders Association Community Interest Company) to establish a community workshop and education facility at SDM (South Dock Marina).

SDMBHA CIC are requesting CIL funding to support the development, fit-out and tool purchasing necessary to create the workshop - providing valuable community making facilities that will benefit all marina users and local communities. Additionally, this application requests funds to cover some of the costs for one year. After this period it is expected that the facility will be economically sustainable. Please refer to the included appendices for a financial breakdown of this application.

Application total sum: Refer to the balance sheet

Application date: 15.01.25 Draft for comment

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Outline

SDMBHA's facility is proposed as a general workshop with hire (tools and workshop space). Running within this space are regularly taught classes focusing on boat maintenance, DIY practices with an eye towards social integration, all funded with a sustainable material and economic model that centres on skill sharing and development, repair and reuse - These are our primary goals.

Ascertained by way of dialogue with residents, and through survey of members of SDMBHA and wider communities, and then tested in making workshops in the Lock Keeper's Cottage, residents can take a paid induction course which will open up the use of the facilities. Members can then join low-cost social groups and classes, or enrol in master classes that educate in our ethos

SDMBHA's master classes specialise in boat maintenance and DIY subjects and include everything from woodworking and hobby crafts to use of resistant materials and developing specialist skills such as welding. CAD-CAM and laser cleaning.

This facility will be run as a not-for-profit by SDMBHA and will employ paid staff. SDMBHA with its resident elected committee will retain executive oversight of this facility. The facility would also be subject to SDBHA's transparency policy. This structure is intended to ensure that the facility remains visibly in the best interest of those who have need.



SCCC_Wood_Construction_Facility_-_boat_shop_02-Photo by Joe Mabel

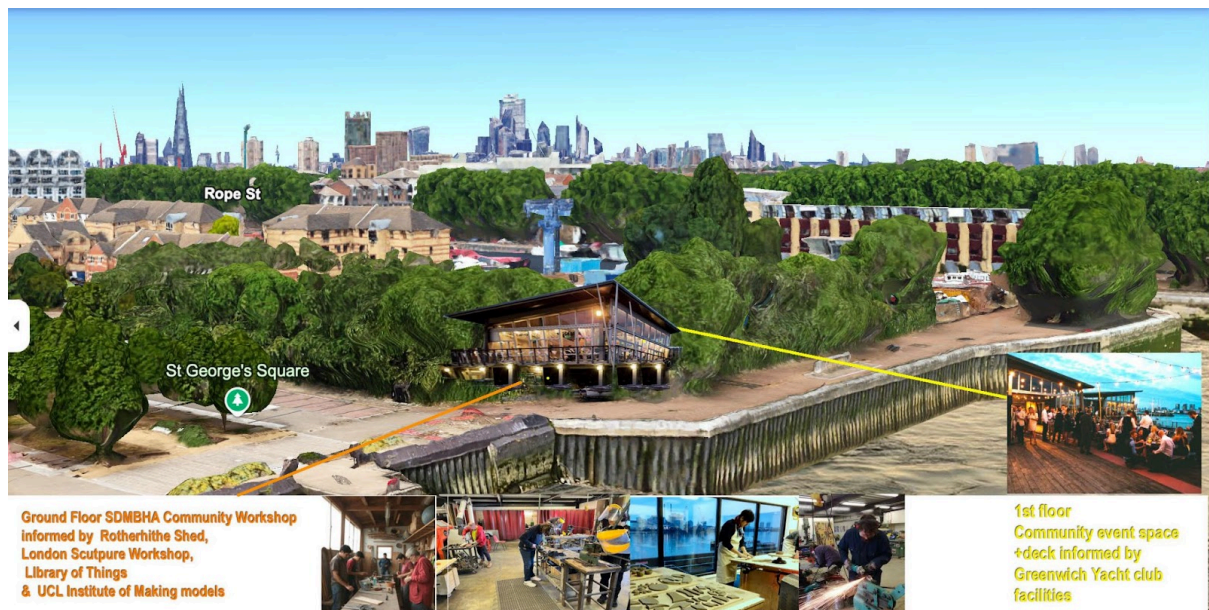
History

SDMBHA's Marine Center of Excellence (MCE) has been discussed for a number of years with Southwark Council; this workshop forms the initial stage and a key component of that broader vision. Various documents - including designs - relating to our proposed MCE remain available upon request.

Up until now, the boatyard at SDM (South Dock Marina) has historically housed workshop container spaces for a number of craftspeople who maintained the liveaboard boats in Central London.

Recently, when Southwark Council proposed the planning application for a new yard, it became apparent that many of these craftspeople would no longer be able to afford to work out of the yard. Previously unsustainable ground rents are being revised in line with market value creating considerable risk that the small craft industry will be priced out.

SDMBHA CIC's application was conceived as a place where these craftspeople could work from and as a means to keep non-commercial boat maintenance affordable and accessible to all.



Sketch visualisation of aspirational MCE facility from St George's Square.

As the idea for this workshop was being developed it became apparent that there was also great demand among locals for access to workshop space, and, when considered with the climate emergency, cost of living crisis, and aligning with Southwark's strategy for achieving a more carbon neutral borough by 2030, it made sense to expand the concept of a communal workshop to include education and promoting ideas of repair, reuse with emphasis on economic equality, biodiversity and circular economics.

Classes

Still indicative, the following range of classes and programs will be developed further alongside clear marketing, and impact assessment and evaluation strategies as this application evolves.

Referring to the 'Classes' appendix, this list has been compiled in priority order, the first two are focused on meeting our community's need for **affordable boat maintenance**.

1. Boat maintenance - provides upskilling workshops that feature paid specialists who are able to teach how to maintain and repair common elements of liveaboard boats.

2. Residents shed - a bookable open workshop where members can use the facilities for their own projects under the supervision of a qualified technician and at a significantly subsidised rate. The non-refundable booking fees function is to encourage attendance.

Priority for these first two classes is given to residents of SDM, but both may be further subsidised or offered to non-SDM residents if any member can demonstrate need. This boat maintenance program also grounds the function of the facility within its home industry in the working boat yard and offers a reinforced identity to residents.

The next set of courses - **Ethos driven program: social skill sharing** - is intended to provide support and social cohesion to a much broader group. These groups are open equally to all irrespective of where they live. The program is intended to be economically sustainable with the facility working a little above cost. They all should be managed to promote a social atmosphere in order to help build resilience into our broader society and help combat contemporary issues driving poor mental health and loneliness.

These classes focus in order:

3. Fixit repair shop - normalising repair, reuse and recycling. Members can visit a drop-in session. Ideally manned by volunteer specialists, members would get advice or help repairing items they bring in. Members should be encouraged to donate to fund the class. The facility will take no return on this class.

4. Youth's shed - to provide a place for young people to go and gain vocational skills. Ideally, the cost of this class per member would be offset via additional funding streams.

5. Home maintenance class - a bookable class that employs a specialist to teach members how to repair or maintain items from their own homes or to perform common DIY tasks. It is intended to promote repair and reuse, circular economies, and to give local people the confidence to repair, potentially offsetting the cost of living crisis. The facility makes very little return on this class.

6. People's shed - Like an open workshop but for specific user groups more akin to a traditional 'Men's shed'. For example, sessions might be booked by a social club, a local community or working in partnership with charities.

Our **Commercial program** is orientated towards maintaining health and safety standards within the facility, and to provide space, tooling and training for professionals. It is designed to provide specialist skills and/or maintain specialist trades oriented around the marine industry and servicing on liveboard boats. These workshops are designed to offer a return to the facility as a whole in order to ensure economic sustainability.

7. Basic H&S induction - a prerequisite for all standard members. It ensures all users are suitably inducted for normal use of the workshop. Ensure users are 'invested' in the facility and therefore treat it with respect. Forms a base income for the facility.

8. Tool Time - Providing training on a specific skill. Designed to be bookable, entertaining as well as educational. Combined with other activities, it could be a fun and engaging day out and earn the facility a little return.

9. Specialist Induction (master class) - bookable machinery training that enables users to train to use large specialist machines such as our CNC or the laser cleaner. To provide skills that can feed back into the local economy and earn the facility a return.

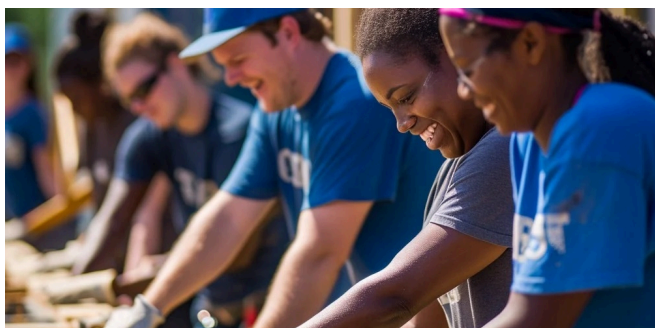
10. Specialist's refresher - a top up class to be taken yearly to maintain health and safety standards for use of large specialist machines.

11 Professional shop - a group booking workshop complete with skilled instructors to be marketed for corporate events etc.

Our last program group is providing specialist services. As well as being able to induct on and hire the large speciality machining, members of the public can purchase a service where an operator comes with the machine.

12. CNC fabrication.

13. Laser hull cleaning.



https://stockcake.com/i/community-building-effort_111346_6262 - modified

Space, tools, pay and accessibility.

Referring to 'Equipment list' within the appendix, a list of initial tools with purchase price, depreciation, hire costs and sales targets is offered.

Although this model lists relatively high hourly and daily hire costs outside of programmed teaching time; these fees could be reduced as the feasibility of the model is demonstrated in practice.

One example of how costs might be improved is with the use of technology. Both bench and workshop machinery hire costs may be reduced with investment in RFID technology which will increase security, reduce staffing costs and allow workshop machinery to be charged at a much more affordable 'by use' rate. Investment in this technology may be expected to come from the growth fund described below.

Staff members who run the facility are expected to be paid pro rata as defined in the costs appendices. It is the intention that these pay types will either attract specialists to teach and or supervise, provide a part time mid level income as an administrative member of staff, or offer a 'basic income' and open workshop time to those who have the time to supervise. This flexible model is intended to provide local casual employment.

The financial model should evolve alongside changing needs and circumstances.

Costs should be expected to be reduced further through additional funding streams, in the form of partnerships, and through the evolution of our programmed events. The courses outlined within this application should be adapted through scheme development, community involvement and through use to reflect circumstance or to reinforce our value.

The space itself should also be adaptable, not only keeping the facility accessible to all - including those with mobility limitations - but also allowing for maximum flexibility in use.

We envisage a huge range of tasks being carried out by a broad spectrum of user groups and demographics. All within the limited spatial capacity in this facility, the space must be adaptable with nearly all tooling and furniture specified with mobility in mind. And, where possible, benching should also be height adjustable. If these provisions fall short of providing for present needs, the community can modify or create new solutions when required.

While safe spatial standards for workshops have been incorporated, some functions may require rearrangement for regular or specific uses. Any modifications or layout changes would be controlled through a robust risk assessment and management process.

Being mobile and flexible, the assets described within this application can be managed, changed, rearranged or modified to suit all stakeholders and users.

Location

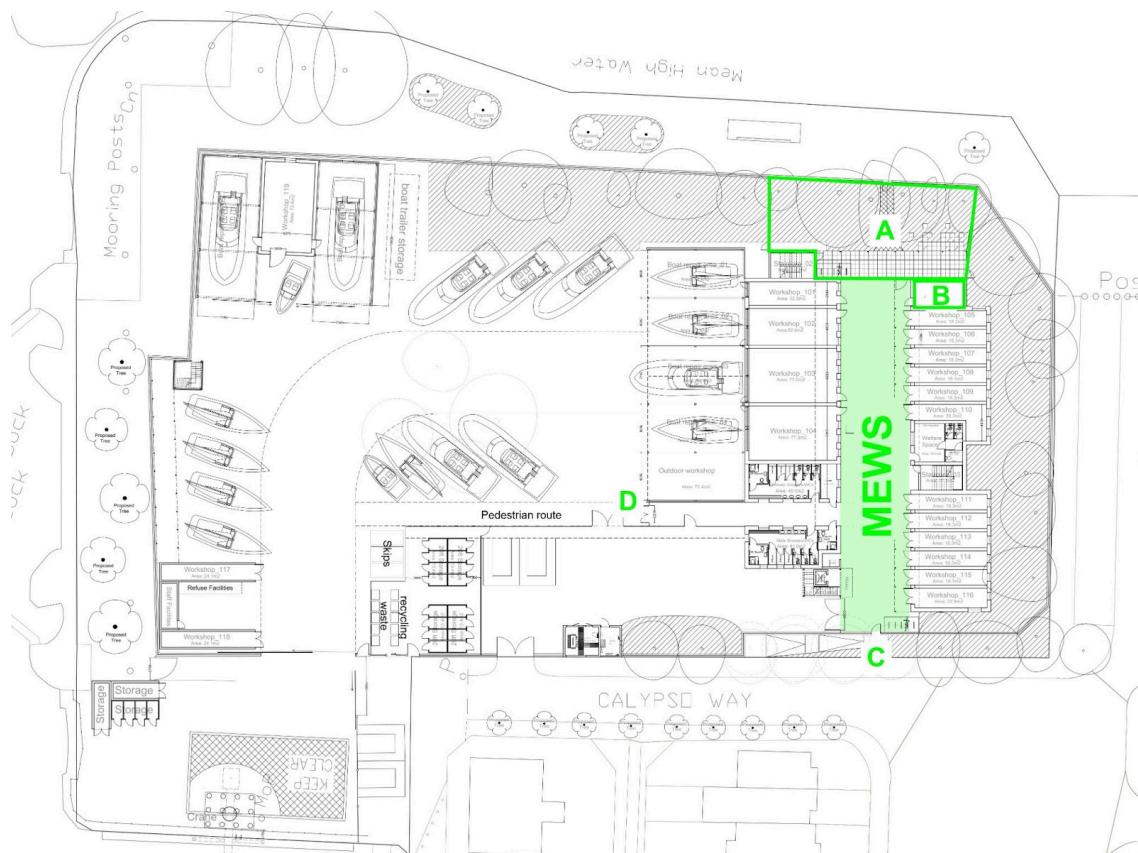
Envisaged as an integral part of the redevelopment of SDM's boat yard, this application indicates a potential area where the workshops could be positioned within the yard plan.

The layout submitted for planning application by Southwark Council in 2024 may need light amendment to align with this application, however, the 'Indicative workshop layouts' provided in the appendix are based on space sizes and rent costs provided by Southwark Council.

Southwark Council's submitted ground floor GA plan is incorporated below with annotation.

Although the submitted plan has been further revised by Southwark Council (and presented at recent consultation events) a requested revised layout has not been provided. Collaboration between Southwark Council and SDMBHA will be required to align our shared targets and better serve the community.

SDMBHA's proposed indicative workshop layouts would work well linked to the 'Mews' illustrated below and annotated in green. In the revised scheme this open-air space is accessible from the Thames via a small garden (A) and cafe (B), and via Plough Way with its access-controlled pedestrian gate (C). The Thames cafe gate may catch passing trade coming from the Clipper's proposed all electric cross river service and a cafe itself could potentially run in partnership with SDMBHA.



The mews is separate from the main boat yard with access between the two via an access-controlled gate **(D)**. It is envisaged that members of the workshop will initially require chaperoning until inducted, and then have controlled access to the mews and workshop only. Access to the yard may only be possible with a suitably qualified member of staff.

Space rental figures have been used that align with market rates -30% (as defined in Council's proposal). Although integration in the boat yard definitely remains the preferred option, if a suitable space at SDM cannot be found, or the workshop outgrows facilities at the yard, a local alternative should be feasible.

Growth Fund and Partners

The 'Growth fund' is listed on the balance sheet. As this is a not-for-profit model with no shareholders or investors, and, as all wages are satisfied via an hourly rate, all returns can be reinvested. This is our growth fund.

As this model's feasibility is demonstrated in practice, this fund should align with reduced hire fees, offset the costs of social classes, reward volunteers, or be used to reinvest in the facilities or other small local projects.

If the growth fund can be maintained and put back into other small local projects, it could represent a reinvestment of the total value of our initial CIL application amount in just 10 years. If continued indefinitely, this compound re-investment could multiply the effect of any CIL payment many times over.

However it evolves, this model will be constantly revised in practice to iron out any issues and provide sustainable growth with any changes driven by residents' needs and our ethical goals.

Growth might mean an increase in facilities to include warm spaces suitable for textiles and craft, a classroom space, or specially equipped external areas suitable for full-scale boat repair and or construction.

After initial setup and as the model comes into use, it is SDMBHA CIC's intention to use the workshop to open dialogues and demonstrate potential to a number of identified potential partners as listed below. These partners may offer additional funding streams, represent opportunities to build skills and offer broader social value as a return.

1. Work with a known anonymous local community workshop who is struggling to meet demand with massive over subscription in their men's shed model.
2. Work with existing community workshops such as the Rotherhithe shed and various other maker spaces for mutual support.
3. Provide enhanced practical education, apprenticeships and certification with partners such as:
 1. The Maritime Museum,
 2. Tedi
 3. Bacons College
 4. RJ4all
 5. Rotherhithe Consolidated Charities
 6. Other local Schools and Colleges
 7. And many more within and beyond Southwark's boundaries

4. Work with historic boat societies such as the 'Historic Narrow Boat Club', 'The Thames Vintage Boat Club', 'National Historic Ships UK' etc. to supply social and workshop space to their members and provide opportunities for broadened membership.
5. Work with members and staff from the recently closed 'International Boatbuilding Training College' at Lowestoft to safeguard specialist and traditional boat-building skills.
6. Partner with 'The Restart Project' to tackle the climate emergency by making electronics work for people, for the planet and for longer.
7. Partner with specific charity groups such as veterans thereby providing social workshops and broadening our skills pool.
8. Partner with local organisations such as Boscoffee to extend mutual reach and reduce costs.
9. Affiliate with a diverse network of partners to build social integration across all barriers.
10. Affiliate with celebrity ambassadors to provide mutual public relations opportunities
11. Affiliate with local mindfulness groups to better support individual residents and promote shared interests.
12. Affiliate with Stave hill Ecological Park to provide essential maintenance to the park and support green spaces, biodiversity and good mental health generally within Southwark.

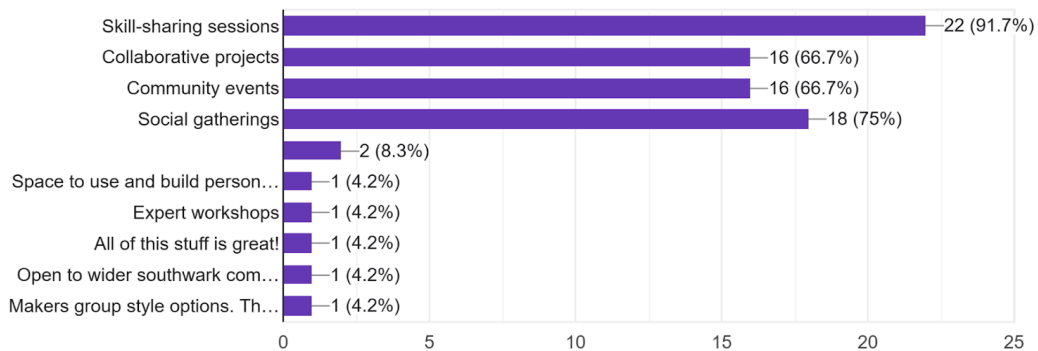
Appendices 1. Residents survey

A survey was released mid December 24. Although responses so far have been minimal, in the coming months we will be promoting this survey to residents, clubs and groups far and wide in order to guide development of this proposal.

Some selected questions with their responses are displayed below.

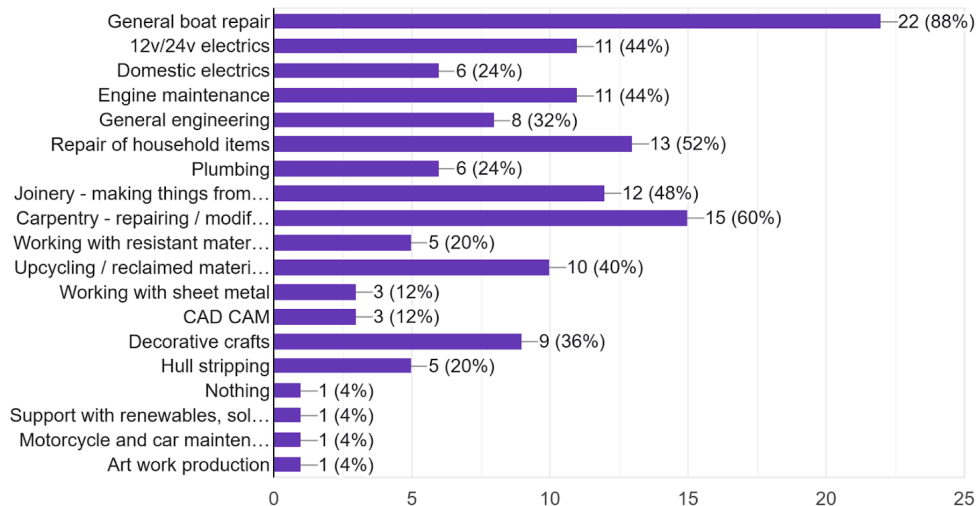
What type of social engagement would you like to see at the workshop?

24 responses



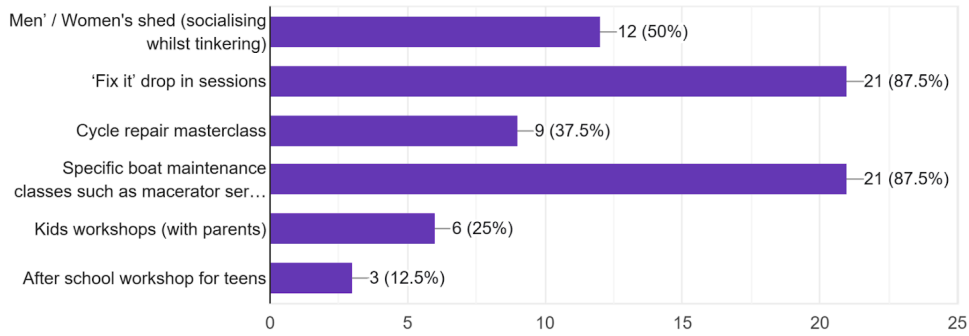
What kind of work can you envisage doing in the workshop?

25 responses



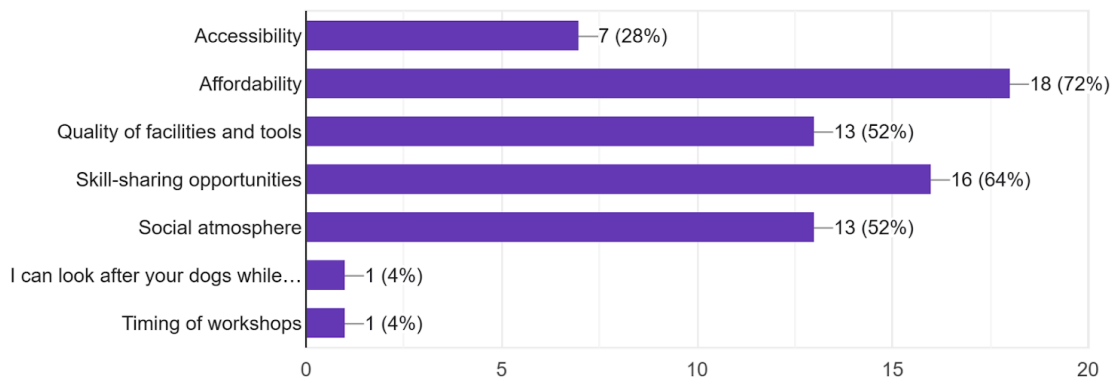
Would you be interested in any of the following?

24 responses

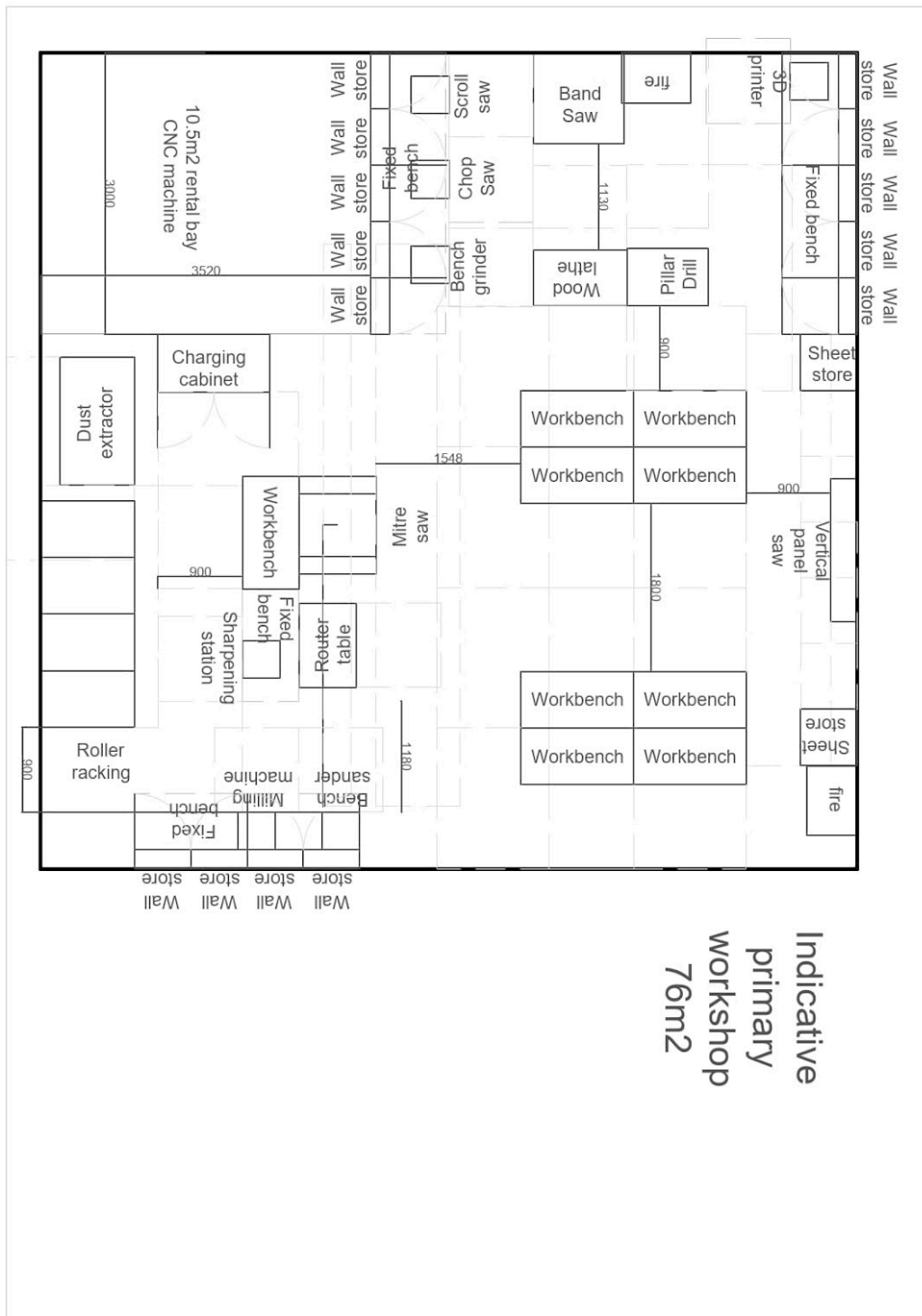


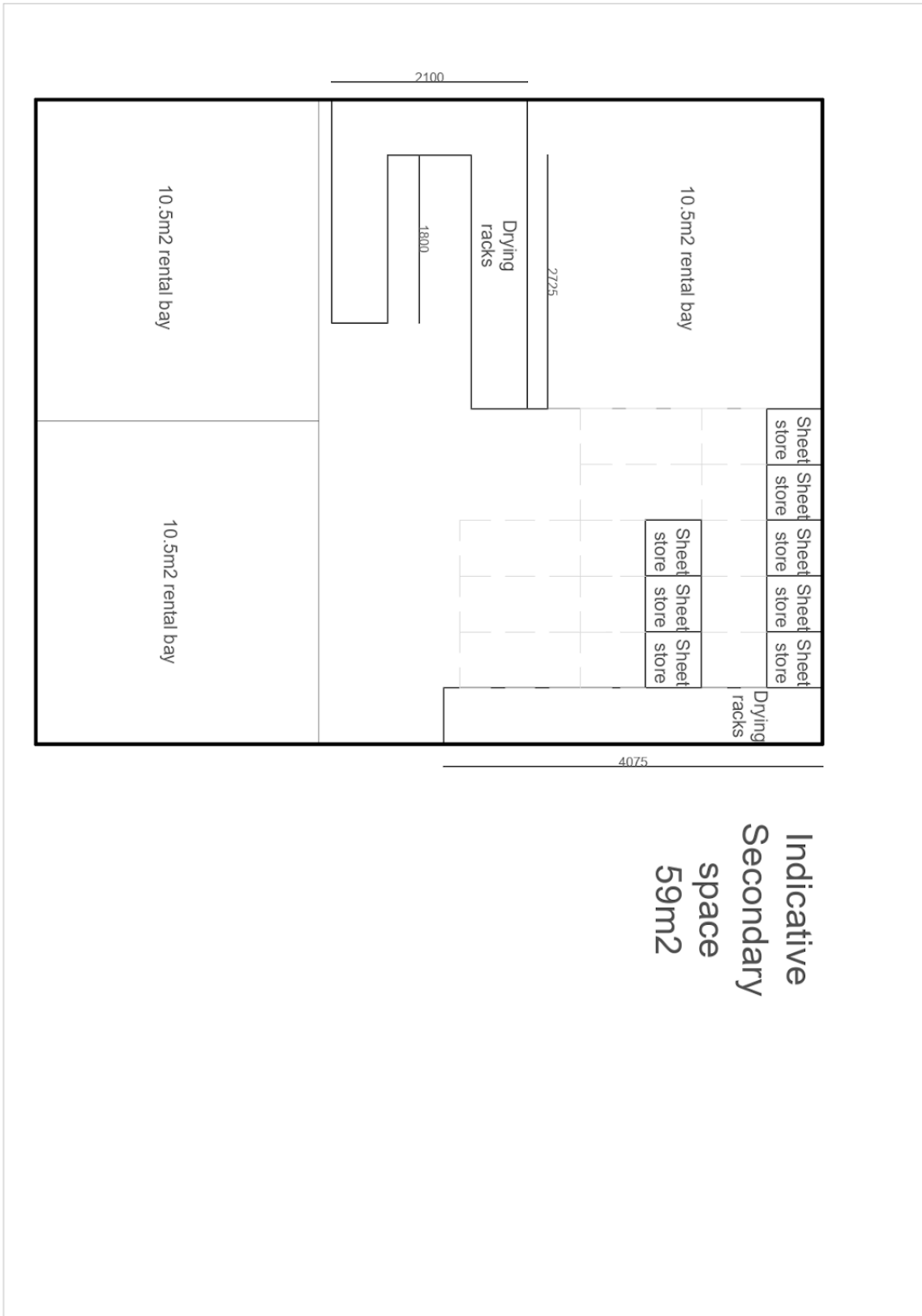
What factors would influence your decision to join or continue using the workshop? -

25 responses



Appendices 2. Indicative workshop layout





Appendices 3. Classes and social groups

Classes income P/M	£7,469.22
Classes costs P/M	£2,343.39
Classes staffing cost P/M	£3,189.71
Classes balance P/M	£1,615.72

	Total available hours	Teaching hours
Workshop use P/M	243.3328	89.75

proposed workshop models in priority order

Boat maintenance program	1. BOAT MAINTENANCE (master class)	A central tenant
	<p>Number of learners 8 Length of class (hours) 2 Tools used class (%) 1 Material cost per person (staff buys) £0.00 Prep & cleanup time (hours) 1 Tools used prep (%) 1 Staff type (1/2/3) 1 staff pay p/h £35.00 Shop returns as % of class cost 175.2</p> <p>class time tool + space hire p/h £17.44 Prep time tool + space hire p/h £17.45 Shop returns p/h £61.12</p> <p>Total shop costs per session £52.33 staff pay total (inc materials) per session £105.00 Total shop returns per session £122.24</p> <p>Cost per student per session £12.00</p> <p>Run number of times per week 2 Total returns p/m £244.48</p> <p>Ensuring boat repair remains central to this facility. Upskilling and helping maintain safe homes in London's floating homes community. Staff costs absorbed by general workshop model. Promoting tool use and building general workshop use. Education in investment and maintenance helps users understand course cost is offset long term. Access to yard may be required</p>	
	2. Residents shed (social workshop)	Our primary model ensuring the workshop facility is affordable to all.
	<p>Number of visitors 16 Length of class (hours) 4 Tools used class (%) 10 Material cost per person (staff buys) £0.00 Prep & cleanup time (hours) 1 Tools used prep (%) 1 Staff type (1/2/3) 2 staff pay p/h £13.85 Shop returns as % of class cost -28.6</p> <p>class time tool + space hire p/h £18.52 Prep time tool + space hire p/h £17.45 Shop returns p/h -£10.29</p> <p>Total shop costs per session £91.53 staff pay total (inc materials) per session £77.56 Total shop returns per session -£41.14</p> <p>Cost per visitor per session £8.00</p> <p>Run number of times per week 6 Total returns p/m -£246.84</p> <p>Helps to combat loneliness and build social cohesion Ideally staffing would be volunteer (must be first aid trained and fully inducted on all used machinery) Cost per user should be by voluntary donation in order to keep the workshop accessible - maybe used by those who can't afford individual workshop use. Maximum number of users only limited by bench space / escape strategy. Could feasibly expand outdoors in warmer months.</p>	

3. FIXIT REPAIR SHOP

Target number of visitors	20	Promoting and normalising repair and reuse.
Length of class (hours)	4	
Tools used class (%)	10	
Material cost per person (staff buys)	£0.00	Offsetting cost of living.
Prep & cleanup time (hours)	1	Educating about a circular economy.
Tools used prep (%)	1	
Staff type (1/2/3)	2	
staff pay p/h	£13.85	Leans on volunteers with specialist skills - ie electrician, carpenter, weaver etc.
Shop returns as % of class cost	0	
class time tool + space hire p/h	£18.52	
Prep time tool + space hire p/h	£17.45	Volunteers are rewarded with social value and integration.
Shop returns p/h	£0.00	
Total shop costs per session	£91.53	Provisioned salary to provide H&S oversight.
staff pay total (inc materials) per session	£69.25	
Total shop returns per session	£0.00	Drop in session allows for any number of users who are encouraged to donate
Suggested donation per visitor per session		
£8.04		
Run number of times per week	1	
Total returns p/m	£0.00	

4. YOUTH's SHED

Number of learners	8	Promoting practical skills amongst local teens.
Length of class (hours)	2	
Tools used class (%)	5	
Material cost per person (staff buys)	£0.00	Offering a place for local teens to meet and something for them to do.
Prep & cleanup time (hours)	1	
Tools used prep (%)	1	
Staff type (1/2/3)	2	
staff pay p/h	£13.85	Promoting further vocational education.
Shop returns as % of class cost	100	
class time tool + space hire p/h	£17.92	Linking with educational establishments.
Prep time tool + space hire p/h	£17.45	
Shop returns p/h	£35.37	Keeping costs down and promoting creativity through the upcycling of found materials.
Total shop costs per session	£53.29	
staff pay total (inc materials) per session	£41.55	
Total shop returns per session	£70.73	Costs offset via other funding routes.
cost per youth per session (before offsetting)		
£20.70		
Run number of times per week	2	
Total returns p/m	£141.46	

5. HOME MAINTENANCE CLASS

Number of learners	8	offering basic skills to local populations. ie.
Length of class (hours)	1	how to safety wire a plug or put up a shelf.
Tools used class (%)	1	
Material cost per person (staff buys)	£5.00	
Prep & cleanup time (hours)	0.5	Builds confidence in and normalises practica skill making.
Tools used prep (%)	1	
Staff type (1/2/3)	1	
staff pay p/h	£35.00	Promotes a circular economy.
Shop returns as % of class cost	20	
class time tool + space hire p/h	£17.44	Offsets cost of living helping to break out of poverty.
Prep time tool + space hire p/h	£17.45	
Shop returns p/h	£6.98	Creates social opportunities to meet like minded people.
Total shop costs per session	£26.16	
staff pay total (inc materials) per session	£92.50	
Total shop returns per session	£6.97	
cost per student per session		
£15.71		
Run number of times per week	1	
Total returns p/m	£6.97	

6. People's shed (charity workshop)

Number of learners	16	Link to national charity campaigns to fund specialist staffing.
Length of class (hours)	4	
Tools used class (%)	10	
Material cost per person (staff buys)	£0.00	Making a difference to vulnerable user groups by linking with local clubs
Prep & cleanup time (hours)	1	
Tools used prep (%)	1	
Staff type (1/2/3)	2	
staff pay p/h	£13.85	
Shop returns as % of class cost	30	
class time tool + space hire p/h	£18.52	
Prep time tool + space hire p/h	£17.45	
Shop returns p/h	£10.79	
Total shop costs per session	£91.53	
staff pay total (inc materials) per session	£69.25	
Total shop returns per session	£43.16	
cost per visitor per session		
£12.75		
Run number of times per week	2	
Total returns p/m	£86.32	

7. Basic H&S induction (annual membership fee)

Number of learners	16	All workshops users must take part in this before they can use the facility.
Length of class (hours)	2	
Tools used class (%)	2	
Material cost per person (staff buys)	£3.00	
Prep & cleanup time (hours)	0.5	Paid per year, per user.
Tools used prep (%)	1	
Staff type (1/2/3)	3	Forms part of workshop basic returns model.
staff pay p/h	£25.00	
Shop returns as % of class cost	236.4	Ensures users are H&S trained.
class time tool + space hire p/h	£17.56	
Prep time tool + space hire p/h	£17.45	Uses 'sunken cost fallacy' to promote workshop use.
Shop returns p/h	£82.76	
Total shop costs per session	£43.84	
staff pay total (inc materials) per session	£110.50	
Total shop returns per session	£165.51	
Cost per member per session		
£20.00		
Run number of times per week	3	
Total returns p/m	£496.53	

8. Tool Time (commercial class)

Number of learners	8	Upskilling local population with specialist knowledge
Length of class (hours)	4	
Tools used class (%)	10	
Material cost per person (staff buys)	10	Fun, engaging and educational mixed with other events to create 'a day out'.
Prep & cleanup time (hours)	3	
Tools used prep (%)	1	
Staff type (1/2/3)	1	
staff pay p/h	35	
Shop returns as % of class cost	175	
class time tool + space hire p/h	£18.52	
Prep time tool + space hire p/h	£17.45	
Shop returns p/h	£62.94	
Total shop costs per session	£126.42	
staff pay total (inc materials) per session	£325.00	
Total shop returns per session	£251.77	
Cost per learner per session		
£87.90		
Run number of times per week	1	
Total returns p/m	£251.77	

9. Specialist Induction (master class & induction)

Number of learners	4	Ensures users are trained to use specialist machinery such as laser cleaner & CAD-CAM.
Length of class (hours)	2	
Tools used class (%)	10	
Material cost per person (staff buys)	10	
Prep & cleanup time (hours)	2	Access to yard may be required.
Tools used prep (%)	1	
Staff type (1/2/3)	1	
staff pay p/h	35	
Shop returns as % of class cost	250	
class time tool + space hire p/h	£18.52	
Prep time tool + space hire p/h	£17.45	
Shop returns p/h	£89.92	
Total shop costs per session	£71.93	
staff pay total (inc materials) per session	£180.00	
Total shop returns per session	£179.83	
Cost per learner per session		
£107.95		
Run number of times per week	1	
Total returns p/m	£179.83	

10. Specialist refresher (induction)

Number of learners	4	To be taken yearly for specialist machinery.
Length of class (hours)	0.25	
Tools used class (%)	10	Ensures users are up to date with specialist machinery H&S.
Material cost per person (staff buys)	5	
Prep & cleanup time (hours)	0.5	Access to yard may be required.
Tools used prep (%)	1	
Staff type (1/2/3)	1	
staff pay p/h	35	
Shop returns as % of class cost	500	
class time tool + space hire p/h	£18.52	
Prep time tool + space hire p/h	£17.45	
Shop returns p/h	£179.84	
Total shop costs per session	£13.35	
staff pay total (inc materials) per session	£46.25	
Total shop returns per session	£44.95	
Cost per learner per session		
£26.14		
Run number of times per week	1	
Total returns p/m	£44.95	

Commercial program	11. Professional shop (commercial workshop)		
	Length of class (hours)	3	
	Tools used class (%)	10	
	Material cost per person (staff buys)	30	Entier space can be booked with instructor and materials for a group booking.
	Prep & cleanup time (hours)	1	
	Tools used prep (%)	1	
	Staff type (1/2/3)	1	
	staff pay p/h	35	
	Shop returns as % of class cost	250	
	class time tool + space hire p/h		£18.52
	Prep time tool + space hire p/h		£17.45
	Shop returns p/h		£89.92
	Total shop costs per session		£73.01
	staff pay total (inc materials) per session		£170.00
	Total shop returns per session		£269.75
Cost per session			
£512.76			
Run number of times per week	3		
Total returns p/m	£809.25		

Services program	12. CNC fabrication	
	<p>Length of job (hours) 1 Machine cost per hour (75 in tools) £50.00</p> <p>Prep & cleanup time (hours) 0.5 Cost of consumables P/H (Av.) £10.00 Staff type (1/2/3) 1 staff pay p/h 35 Shop returns as % of class cost 100</p> <p>class time tool + space hire p/h £50.00</p> <p>Shop returns p/h £50.00</p> <p>Total shop costs per session £60.00 staff pay total (inc materials) per session £35.50 Total shop returns per session £50.00</p> <p>Cost per hour (materials extra) £145.50</p> <p>Number of hours per month 6 Total returns p/m £300.00</p>	<p>CNC space booked with technician to carry out work.</p> <p>Prep & cleanup assumes there will be some work required on the digital file.</p> <p>Space hire goes to owner of machine</p> <p>common materials available for purchase</p>
	Laser hull cleaning	
	<p>Length of job (hours) 1 Machine cost per hour (100 in tools) £75.00</p> <p>Prep & cleanup time (hours) 0.25 Cost of consumables P/H (Av.) £10.00 Staff type (1/2/3) 1 staff pay p/h 35 Shop returns as % of class cost 100</p> <p>class time tool + space hire p/h £75.00</p> <p>Shop returns p/h £75.00</p> <p>Total shop costs per session £85.00 staff pay total (inc materials) per session £35.25 Total shop returns per session £75.00</p> <p>Cost per hour £195.25</p> <p>Number of hours per month 6 Total returns p/m £450.00</p>	<p>CNC space booked with technician to carry out work.</p> <p>Prep & cleanup assumes there will be some work required on the digital file.</p> <p>Space hire goes to owner of machine</p> <p>common materials available for purchase</p>

- Appendices 3. END -

Appendices 4. Equipment list

Item name	Notes	Category	Purchase price per unit (ex VAT)	Item depreciation period (months)	Monthly rental fee	Weekly rental fee	Daily rental fee	Half day rental fee	Hourly rental fee	Rental fee (5 minutes)	Target usage / sales % per month	Number of units for rent	Number of units for stock	Line Balance P/M (expected income - depreciation)	Only viable on fixed machinery with investment in RFID technology.
Consumables	Sandpaper / blades / filters etc. For retail	Consumable	£5,000.00	-	-	-	-	-	-	-	20	-	0	£972.87	
Initial stock of materials	For retail	Consumable	£1,000.00	-	-	-	-	-	-	-	20	-	0	£193.22	
Li-Ion Battery 18V (4.0Ah)	Treated as a consumable as they would be free for use with 18V tools and carry fast depreciation. A small portion would be rentable.	Consumable	£74.98	6	-	-	-	£3.00	£1.00	-	25	5	15	-£134.75	
Floor Standing Bandsaw	A 'must have' as wood working shop.	Fixed machine	£1,415.82	60	-	-	-	£9.00	£3.00	0.43	5	1	0	-£9.78	
Floor Standing Pillar Drill	A 'must have' as wood working shop.	Fixed machine	£100.00	60	-	-	-	£9.00	£3.00	0.43	6	1	0	£14.92	
Floor standing Woodturning Lathe		Fixed machine	£1,116.65	60	-	-	-	£24.00	£8.00	-	5	1	0	£18.24	
1.2m2 3 axis CNC (used)	For hire / commission. can cut timber, plastics and aluminum up to 1200x1200x30. Currently owned by a CIC director.	Fixed machine	£0.00	48	-	-	-	-	-	-	1	1	0	£69.11	
Water Cooled Sharpening System	To maintain edged tools	Fixed machine	-	60	-	-	-	£15.00	£5.00	-	2.5	1	0	-£5.82	
Milling Machine - small parts	Useful for repair / small engineering projects / hobby crafts.	Fixed machine	£255.48	24	-	-	-	£225.00	£75.00	10.72	3	1	0	£196.69	
3D Printer		Fixed machine	£915.83	48	-	-	-	£30.00	£10.00	1.43	10	1	0	£73.07	
Slow Running Grinder	For general bench grinding	Fixed machine	£154.98	60	-	-	-	£6.00	£2.00	0.29	4	0	0	£0.00	
Scroll Saw with Flexible Shaft	Great for hobbyists	Fixed machine	£108.32	48	-	-	-	£9.00	£3.00	0.43	5	1	0	£11.56	
Belt & Disc Sander	Benchtop sanding station	Fixed machine	£158.32	48	-	-	-	£6.00	£2.00	0.29	5	1	0	£5.91	
Axminster Workshop Workbench Castors (Pack of 4)	To make height adjustable workshop benching portable / modular	Furniture	£42.98	48	-	-	-	£0.00	£0.00	0	100	0	6	-£5.38	
wooden tops	To offer a robust replaceable surface to benching	Furniture	£200.00	24	-	-	-	-	-	-	100	0	4	-£33.34	
Workshop Vice Swivel Base 6" / 150mm	Large Engineering vice for workbenching	Furniture	£104.15	60	-	-	-	-	-	-	100	0	4	-£6.95	
Quick Release Carpenter's Vise - 266mm(10-1/2")	Large Carpenter's vice for workbenching	Furniture	£95.82	60	-	-	-	-	-	-	100	0	4	-£6.39	
Roller Racking	15.125m2 of shelf space each	Furniture	£4,000.00	120	-	-	-	-	-	-	100	0	1	-£33.34	
Ducting for extraction		Furniture	£2,000.00	60	-	-	-	-	-	-	100	0	1	-£33.34	
2400x1200x6 Peg board (CNC'd 6mm MDF)	To hang hand tools / consumables	Furniture	£200.00	12	-	-	-	-	-	-	100	0	4	-£66.67	
2400x1200x4 Polycarbonate tools store doors	To keep tools secure / clean	Furniture	£102.00	12	-	-	-	-	-	-	100	0	4	-£34.00	
RFI store locks	RFI for programmable access to all tools & materials	Furniture	£100.00	12	-	-	-	-	-	-	100	0	6	-£50.00	
Overhead storage joists (202 posi @ 3.9m)	To hang mobile power supplies, ducting and lighting and to allow lightweight material to be stored overhead	Furniture	£53.11	12	-	-	-	-	-	-	100	0	10	-£44.26	
Coat and bag store (under bench)		Furniture	£200.00	12	-	-	-	-	-	-	100	0	8	-£133.34	
Tool store battens 25x25x2400	For fit out - TBC	Furniture	£1.97	12	-	-	-	-	-	-	100	0	19	-£3.12	
Partitioning 600x3000 (twin 12mm ply on 100mm studs with rockwool infill)	For fit out - TBC	Furniture	£138.79	12	-	-	-	-	-	-	100	0	15	-£173.49	
6 Socket on 3m Chain	Movable ceiling hung power sockets	Furniture	£33.50	60	-	-	-	-	-	-	80	0	4	-£2.24	
Mobile Workbench 1200x600 steel top height adjustable workbenches	Portable fixed height workshop benching. Robust.	Furniture - rental	£521.00	48	-	-	-	-	-	-	50	2	1	£504.97	
	Height adjustable workshop benching. Ergonomic / essential for accessibility of all user groups	Furniture - rental	£542.52	48	-	-	£30.00	£17.50	£5.00	-	50	6	0	£1,544.80	
finishing racks (600x600) (one rack per level over 4 levels)	Hinged mesh shelves for storage and drying	Furniture - rental	£10.00	60	-	-	£5.00	£3.00	£1.00	-	40	66	0	£2,421.75	
Freestanding Vertical Sheet Storage Rack	Wheeled trolleys for storage / movement of materials	Furniture - rental	£261.56	60	£150.00	£80.00	£16.00	£10.00	-	-	40	10	0	£1,185.06	
Workmate Workbench 740mm		Furniture - rental	£74.99	48	£240.00	£48.00	£24.00	£12.00	-	-	5	10	0	£168.67	
Telescopic Trestles (Pair)		Furniture - rental	£58.32	12	-	-	£18.00	£9.00	£3.00	-	3	5	0	£17.17	
3x3 Heavy Duty Gazebo With Sides		Furniture - rental	£169.99	12	-	-	£48.00	£24.00	£8.00	-	5	2	0	£45.38	
Planes		Hand tool	£500.00	60	-	-	-	£6.00	-	-	5	1	0	£0.87	
Electrician's tool kit		Hand tool	£300.00	24	-	-	-	£15.00	£5.00	-	2	1	0	-£3.29	
Marking & Measures	mostly for purchase	Hand tool	£500.00	12	-	-	-	-	-	-	3	1	0	-£41.67	

Chisels		Hand tool	£300.00	12	-	-	-	-	-	8	1	0	-£10.26
Clamps		Hand tool	£1,000.00	48	-	-	-	£3.00	£1.00 -	25	1	0	£2.20
Hand Saws		Hand tool	£500.00	48	-	-	-	£4.50	£1.50 -	5	1	0	-£3.51
Hand files and rasps		Hand tool	£300.00	48	-	-	-	£3.00	£1.00 -	5	1	0	-£1.64
Hammers and mallets		Hand tool	£300.00	12	-	-	-	£3.00	£1.00 -	25	1	0	-£1.96
Screwdrivers	mostly for purchase	Hand tool	£200.00	12	-	-	-	£6.00	£2.00 -	5	1	0	-£7.46
Pocket Hole Jig Kit		Hand tool	£146.65	12	-	-	-	£15.00	£5.00 -	1	1	0	-£7.62
Sockets and spanners		Hand tool	£100.00	12	-	-	-	£15.00	£5.00 -	1	1	0	-£3.73
Pliers and tweezers		Hand tool	£100.00	12	-	-	-	£3.00	£1.00 -	5	1	0	-£3.73
Mechanic's tool kit		Hand tool	£400.00	48	-	-	-	£15.00	£5.00 -	2	1	0	£0.87
Plumbers tool kit		Hand tool	£500.00	48	-	-	-	£15.00	£5.00 -	2	1	0	-£1.21
50m Ultramax hose on reel		Hand tool	£100.00	48	-	-	-	£4.50	£1.50 -	3	1	0	£2.06
Spray booth with extractor	A portable spray booth	Hand tool	£200.00	12	-	-	-	£30.00	£10.00 -	1	1	0	-£7.46
Manual Self Pump Out Kit	Specialist equipment allows boat dwellers to empty their black water (sewage)	Hand tool	£380.89	60	-	-	-	£10.50	£3.50 -	10	1	0	£25.90
Roller Waste Water Tank	Specialist equipment allows boat dwellers take their black water (sewage) to a disposal point	Hand tool	£49.96	24	-	-	-	£10.50	£3.50 -	10	1	0	£30.16
various mechanics tools inc sprint compressors, impact driver, torque wrench		Hand tool		48	-	-	-	£6.00	£2.00 -	1	1	0	£1.84
IT Equipment		IT	£1,500.00	12	-	-	-	£0.00	£0.00 -	100	0	1	-£125.00
receipt printer and card reader		IT	£141.66	12	-	-	-	-	-	100	0	1	-£11.81
laser cleaner	Specialist boat yard equipment. Although very expensive, can offer large returns to the workshop. Cleans hulls using lasers instead of mechanical stripping making for a much more efficient process.	Large machine	£10,000.00	48	-	-	-	-	-	4	1	0	£37.39
PAT Tester		Maintenance	£424.99	60	-	-	-	£18.00	£6.00 0.86	0.5	1	0	-£4.33
Router table with lift and sled	A 'must have' as wood working shop.	Medium machine	£1,574.92	120	-	-	-	£6.00	£2.00 -	8	1	0	£1.61
Frame Generator 110 / 230V		Medium machine	£316.67	12	-	-	-	£45.00	£15.00 -	1	1	0	-£12.57
Portable Mitre Saw with stand	As permanent workshop and hire machine.	Medium machine	£1,249.98	48	-	-	-	£18.00	£6.00 -	4	1	0	-£3.93
Upright air compressor	Essential for cleaning and repair but also compatible with a huge range of affordable air tools. Usually fixing in shop.	Medium machine	£100.00	24	-	-	-	£6.00	£2.00 0.29	3	1	0	£1.36
High Pressure Washer		Medium machine	£208.32	48	-	-	-	£18.00	£6.00 -	2	1	0	£6.72
light duty welder		Medium machine	£300.00	60	-	-	-	£24.00	£8.00 -	1	1	0	£2.37
Standard AirPress	Specialist equipment. Vacuum press for laminating.	Medium machine	£835.00	48	-	-	-	£30.00	£10.00 -	2	1	0	£1.03
Manual Tube Bender	Priced as not not undermine Marine Canvas Hut	Medium machine	£301.95	48	-	-	-	£45.00	£15.00 -	1	1	0	£7.52
heavy welder		Medium machine	£800.00	60	-	-	-	£45.00	£15.00 -	1	1	0	£0.48
Portable Table Saw with stand		Medium machine	£1,028.00	48	-	-	-	£0.00	£0.00 -	5	1	0	-£21.42
Vertical Panel Saw	Substitute for free floor standing table saw. As permanent workshop and hire machine	Medium machine	£3,039.98	60	-	-	-	£30.00	£10.00 -	10	1	0	£41.48
medium arc welder		Medium machine	£500.00	60	-	-	-	£30.00	£10.00 -	1	1	0	£0.87
Router (1/2")		Power tool	£529.15	24	-	-	-	£15.00	£5.00 -	5	1	0	£0.99
Brushless Cordless Belt Sander	Power File, very useful for general engineering	Power tool	£195.82	24	-	-	-	£7.50	£2.50 -	3	2	0	-£2.50
Portable Thicknesser	Important for traditional joinery	Power tool	£479.98	24	-	-	-	£30.00	£10.00 -	2	1	0	-£1.57
Combi Drill 18V		Power tool	£110.82	12	-	-	-	£4.50	£1.50 -	10	5	0	£22.93
Trim Router	Important for modern joinery using engineered timber and laminates	Power tool	£60.00	12	-	-	-	£9.00	£3.00 -	2	1	0	£0.53
Track Saw with 2 x 1.5m track		Power tool	£300.00	24	-	-	-	£18.00	£6.00 -	2	1	0	-£1.44
Circular Saw 18V		Power tool	£188.32	24	-	-	-	£9.00	£3.00 -	3	1	0	£0.44
Planer 18V		Power tool	£139.98	24	-	-	-	£15.00	£5.00 -	1	1	0	-£1.23
Battery Charger		Power tool	£51.48	24	-	-	-	£1.50	£0.50 -	25	3	7	£13.11
Angle Grinder 125mm 18V	V. useful for working boat hulls. For light cutting and grinding in tight spaces	Power tool	£174.98	24	-	-	-	£7.50	£2.50 -	10	2	0	£31.48
Angle Grinder 125mm	V. useful for working boat hulls. For medium cutting and grinding	Power tool	£43.32	24	-	-	-	£6.00	£2.00 -	2	2	0	£3.76
Angle Grinder 9"	V. useful for working steel (boats). For heavy cutting	Power tool	£86.66	24	-	-	-	£12.00	£4.00 -	1	2	0	£0.14

Precision Drill/Grinder Multi-Tool	A hobbyist's grinder like a dremel	Power tool	£60.40	24	-	-	-	£3.75	£1.25 -	5	2	0	£6.48	
76mm Disc Compact Cut-off Saw (mini grinder) 18V	A very light hand held cut off / grinding tool	Power tool	£83.96	24	-	-	-	£6.00	£2.00 -	2	2	0	£0.37	
Cordless Multi-Tool 18V		Power tool	£118.32	24	-	-	-	£4.50	£1.50 -	3	2	0	-£1.57	
Cordless Sabre Saw 18V	For demolition / quick rough cuts - V.useful in boat refits.	Power tool	£104.15	48	-	-	-	£12.00	£4.00 -	1	1	0	£1.52	
Cordless Jigsaw 18V		Power tool	£118.32	36	-	-	-	£12.00	£4.00 -	2	2	1	£4.88	
Magnetic Drill	A specialist drill with a magnetic base, makes drilling large holes in steel (boats) much safer and quicker	Power tool	£482.36	60	-	-	-	£30.00	£10.00 -	1	1	0	£1.17	
Impact Driver 18V		Power tool	£194.98	24	-	-	-	£4.50	£1.50 -	10	5	0	£28.48	
Belt sander	Handheld sander removes a lot of material fast	Power tool	£50.00	54	-	-	-	£15.00	£5.00 -	1	1	0	£3.68	
Cordless Palm Sander 18V	For detail sanding	Power tool	£81.65	36	-	-	-	£6.00	£2.00 -	3	2	0	£6.52	
Cordless Random Orbit Sander 18V	For general / finishing sanding	Power tool	£104.15	36	-	-	-	£9.00	£3.00 -	3	2	0	£10.80	
Professional Random Orbit Sander	Professional standard finishing sander	Power tool	£455.82	36	-	-	-	£24.00	£8.00 -	3	1	0	£9.45	
Chop Saw	A bench mounted saw for quick cuts to small stock. Very useful in general engineering and for hobby.	Power tool	£204.98	48	-	-	-	£6.00	£2.00 -	3	1	0	£1.25	
Biscuit Joiner		Power tool	£209.98	48	-	-	-	£45.00	£15.00 -	0.5	1	0	£2.53	
Cordless Pin Nail Gun		Power tool	£324.99	24	-	-	-	£15.00	£5.00 -	0.72	3	2	0	£0.55
Portable Dust Extractor		Power tool	£329.15	24	-	-	-	£12.00	£4.00 -	10	3	0	£69.43	
Dirty Water Pump	Specialist equipment	Power tool	£99.99	24	-	-	-	£18.00	£6.00 -	5	1	0	£23.47	
Automatic Bilge Pump	Specialist equipment	Power tool	£64.95	12	-	-	-	£15.00	£5.00 -	5	1	0	£17.62	
Universal Oil Pump	Specialist equipment	Power tool	£51.65	12	-	-	-	£15.00	£5.00 -	1	1	0	£0.30	
13A 4-Gang 45m Cable Reel		Power tool	£36.65	12	-	-	-	£7.50	£2.50 -	10	2	0	£39.96	
12v Jump pack		Power tool	£165.00	48	-	-	-	£9.00	£3.00 -	1	1	0	-£0.68	
12/24V Intelligent Battery Charger		Power tool	£96.00	48	-	-	-	£6.00	£2.00 -	2	2	0	£3.37	
Portable work lighting		Power tool	£100.00	48	-	-	-	£3.00	£1.00 -	2	1	0	-£0.25	
13A 4-Gang 20m Cable Reel		Power tool	£33.32	12	-	-	-	£6.00	£2.00 -	2	2	0	£1.81	
Heat guns		Power tool	£30.00	12	-	-	-	£4.50	£1.50 -	2	2	0	£0.53	
3.3m x 3.3m / 10.5m2 long term bay within workshop with CNC		Rentable Space	£198.00	12	300	£125.00	60	25	-	75	1	0	£223.50	
3.3m x 3.3m / 10.5m2 long term bay - stand alone		Rentable Space	£198.00	12	250	£100.00	50	20	-	75	3	0	£550.50	
Cyclone Dust Extractor	Essential - Main workshop dust extraction	Safety & Security	£2,333.32	60	-	-	-	-	-	100	0	1	-£38.89	
First aid station	Essential	Safety & Security	£235.00	48	-	-	-	-	-	100	0	1	-£4.90	
Recharging cabinet with fire detection and suppression	Essential to safety store and change lithium batteries	Safety & Security	£8,595.00	60	-	-	-	-	-	100	0	1	-£143.25	
Ceiling mounted air filter	Essential - to maintain a safe level of airborne dust within the workshop	Safety & Security	£420.82	60	-	-	-	-	-	100	0	3	-£21.05	
CCTV System	Essential for security, training and safety.	Safety & Security	£760.26	12	-	-	-	-	-	100	0	1	-£63.36	
Fire Extinguisher bundle	Essential	Safety & Security	£100.58	60	-	-	-	-	-	100	0	3	-£5.03	
Browguard with Ear Defenders Yellow	Essential - free of charge to workshop users / with specific hire tools	Safety & Security	£10.66	12	-	-	-	-	-	100	3	3	-£5.33	
Lightweight Safety Goggles	Essential - free of charge to workshop users / with specific hire tools	Safety & Security	£1.91	12	-	-	-	-	-	100	0	50	-£7.96	
Wiring & lighting		Safety & Security	£1,000.00	48	-	-	-	-	-	100	0	1	-£20.84	
FFP2 HEPA Filter Mask 10 Pack	Essential - free of charge to workshop users / with specific hire tools	Safety & Security	£11.05	1	-	-	-	-	-	100	0	10	-£110.50	
COSHH fire cabinet		Safety & Security	£329.00	60	-	-	-	-	-	80	0	1	-£5.49	

- Appendices 4. END -

Appendices 5. Costs

Shop time Calculator

Number of total shop open hours per day	8
Number of total shop days per week	7
Number of total shop hours per week	56
Number of total shop hours per month	243,3328
Number of open shop weeks per year	51
Number of total shop hours per year	2856
Number of total shop hours per month minus taught time	153,5828

Staffing Types

Type	Staffing Type	Pay per hour	Example pay per year before tax
Type 1	Skilled Workshop staff	35	68250
	First aid trained, there to teach and solve problems, sell items, run hire shop - typically only employed in classes or for particular maintenance tasks	No of class time hours per day (Av.) 0.177703053	Example pay per year 37.5hr week, 52 weeks per year before tax
		No of free hours per day (Av.) 0	
		Number of working hours per month (Av.) 5.357142857	
		Employee costs (NI, sick pay ETC) % 12.07	
	Number of people sharing role 3		
	hours of work each 1.79		
	pay each p/w £62.65		
		Total staffing cost	£2,521.58
	Type 2	Workshop supervisor	13.85
First aid trained, sell items, run hire shop only. With free time to work on own projects.		No of class time hours per day (Av.) 1.691733064	Example pay per year 37.5hr week, 52 weeks per year before tax
Paid London living wage.		No of free hours per day (Av.) 1.857025336	
		Number of working hours per month (Av.) 106.983	
		Employee costs (NI, sick pay ETC) % 12.07	
Number of people sharing role 3			
hours of work each (divided equally) 35.66			
pay each p/w £493.89			
		Total staffing cost	£19,926.69
Type 3		Workshop manager	25
	First aid trained, shop maintenance / marketing / stock taking / bookkeeping / events management	No of class time hours per day (Av.) 1.451241599	Example pay per year 37.5hr week, 52 weeks per year before tax
		No of free hours per day (Av.) 3	
		Number of working hours per month (Av.) 134.1898	
		Employee costs (NI, sick pay ETC) % 12.07	
	Number of people sharing role 3		
	hours of work each per month 44.73		
	pay each per month £1,118.25		
		Total staffing cost	£45,115.95

Training Calculator

First aid at work certification cost per person	£400.00
Number of Staff	9
Cost year one P/M	-£300.00
Cost year one	-£3,600.00
Cost year 2+ (certification lasts 3 years)	-£1,200.00

Rent Calculator

	Sq ft	£/m2	m2	Cost P/M	Cost P/Y
Indicative primary workshop	829 [1]	21 [2]	76	-£1,431.60	-£17,179.21
Indicative secondary space	564	21	59	-£1,111.37	-£13,336.49
TOTAL			135		-£30,515.69

Notes:

[1] Workshop size taken from SDM planning submission (requested updated information not provided).

[2] List price per Sq ft taken from project information provided by SDM

Business rates Calculator

Retailable value of property at market rate	30,515.69
Assumed space multiplier (advise required)	0.5
Small business rate relief (sliding percentage between 12k to 15k)	0
Assumed business rate liability	£15,257.85

Electricity Calculator

Av. KW/h per user space (bench / large machine)	1
Number of benches / large machines	13
Shop hours per year	2856
Cost per KWh (assumed 20% price inflation)	-£0.35
Total electricity cost per year	-£993.89

Software Calculator

Cost per month (assumed)	-£200.00
Cost per year (assumed)	-£2,400.00

Insurance Calculator

Cost per month (assumed)	-£200.00
Cost per year (assumed)	-£2,400.00

- Appendices 5. END -

Appendices 5. Balance sheet

		Included in CIL application Taxable income / deductible expenditure	
Initial equipment purchasing and fitout	£96,637.37	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	Assuming 10% saving on purchase from partner retailers plus 20% VAT
Tool and space rental income P/M	£10,123.68	<input type="checkbox"/> <input checked="" type="checkbox"/>	
Class income P/M	£7,469.22	<input type="checkbox"/> <input checked="" type="checkbox"/>	
Total predicted income P/M	£17,592.90		
Class costs P/M	-£2,343.39	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Maintenance / tool depreciation P/M	-£2,919.53	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Rent P/M	-£2,542.97	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Business rate P/M	-£1,271.49	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Electricity P/M	-£82.83	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Staff training P/M	-£300.00	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Insurance P/M	-£200.00	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Software P/M	-£200.00	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Total outgoings P/M	-£9,860.21		
wages (not scheduled classes) P/M	-£3,642.75	<input type="checkbox"/> <input checked="" type="checkbox"/>	
Class wages P/M	-£1,987.60	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	Included is CIL application to create security in model whilst ramping up
Total wages P/M	-£5,630.35		
Allowance for staff pay and consultants for development before trading commences and whilst trading is ramping up	£20,000.00	<input checked="" type="checkbox"/> <input checked="" type="checkbox"/>	
Total outgoing year one	-£282,524.13		
Total Income year one	£327,752.14		
Total taxable income year one	£25,228.01		
Corporation tax liability year one (19%)	£4,793.32		
Total growth fund year one	£20,434.69		
Growth fund year one %	6.23%		
Total outgoing year two+	-£185,886.76		
Total Income year two+	£211,114.77		
Total taxable income year two+	£25,228.01		
Corporation tax liability year two+(19%)	£4,793.32		
Total growth fund year two+	£20,434.69		
Growth fund year two+ %	9.68%		
			Sustainable growth for reinvestment in facility, services & local community or paying volunteers.
CIL application	£202,569.75		

Projections only, all subject to review by qualified accountant and actual in practice values

- Appendices 6. END -

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SDMBHA CIC CIL application.
Dated 15.01.25 (DRAFT)
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