

SERVICE LINE INCOME AND EXPENDITURE SUMMARY

Sep-15

ACTUAL	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES	24,080	0	0	0	24,080
DIRECT	0	9,871	0	0	9,871
GAS	0	0	8,490	0	8,490
CATALOGUE ADVERTISING	558	239	0	0	798
REBATE INCOME	144	0	378	1,555	2,077
MISCELLANEOUS INCOME	22	0	1	9	32
Total Sales	24,804	10,110	8,869	1,564	45,347
Less Cost of Sales	18,077	8,664	8,330	0	35,071
Surplus on Trading Account	6,727	1,446	539	1,564	10,276
Wages and Salaries	2,108	514	187	1,200	4,010
Agency Costs	650	6	0	13	669
Other Expenses	889	215	18	502	1,625
Transport	1,041	0	0	0	1,041
Operating Surplus	2,038	711	333	-151	2,931
%	8.2%	7.0%	3.8%	-9.7%	6.5%
<u>Contribution to Central Costs</u>					
Finance and IT	394	263	44	175	876
Marketing	0	0	0	0	0
Directorate	165	165	32	170	533
Net Surplus	1,479	283	258	-497	1,522
Check Balance	6.0%	2.8%	2.9%	-31.8%	3.4%

BUDGET	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES	25,204	0	0	0	25,204
DIRECT	0	9,913	0	0	9,913
GAS	0	0	7,771	0	7,771
CATALOGUE ADVERTISING	546	234	0	0	780
REBATE INCOME	0	0	211	1,492	1,703
MISCELLANEOUS INCOME	53	0	0	23	75
Total Sales	25,802	10,147	7,982	1,515	45,446
Less Cost of Sales	18,638	8,773	7,625	0	35,035
Surplus on Trading Account	7,164	1,374	357	1,515	10,411
Wages and Salaries	2,257	569	208	1,328	4,361
Agency Costs	466	10	0	23	498
Other Expenses	936	222	24	519	1,702
Transport	962	0	0	0	962
Operating Surplus	2,544	573	125	-354	2,888
%	9.9%	5.7%	1.6%	-23.4%	6.4%
<u>Contribution to Central Costs</u>					
Finance and IT	427	285	47	190	948
Marketing	0	0	0	0	0
Directorate	164	164	32	169	528
Net Surplus	1,953	125	46	-713	1,412
Check Balance	7.6%	1.2%	0.6%	-47.1%	3.1%

ACTUAL V BUDGET VARIANCE	STORES	DIRECTS	ENERGY	PROCUREMENT	TOTAL
	£000	£000	£000	£000	£000
STORES	-1,124	0	0	0	-1,124
DIRECT	0	-42	0	0	-42
GAS	0	0	7,719	0	7,719
CATALOGUE ADVERTISING	12	5	0	0	18
REBATE INCOME	144	0	167	63	373
MISCELLANEOUS INCOME	-31	0	1	-13	-43
Total Sales	-998	-37	887	50	-99
Less Cost of Sales	-561	-109	705	0	36
Surplus on Trading Account	-437	72	181	50	-135
Wages and Salaries	148	55	21	128	351
Agency Costs	-185	4	0	9	-172
Other Expenses	47	7	6	16	77
Transport	-79	0	0	0	-79
Operating Surplus	-505	137	208	203	43
%					
<u>Contribution to Central Costs</u>					
Finance and IT	32	22	4	14	72
Marketing	0	0	0	0	0
Directorate	-1	-1	0	-1	-5
Net Surplus	-474	158	211	216	111

