

**EASTERN SHIRES PURCHASING ORGANISATION****CONSOLIDATED MANAGEMENT BALANCE SHEET AS AT****Sep-15****31st March 2015**

<u>£</u>	<u>£</u>	<u>£</u>	<u>£</u>
	10,774,594		10,774,594
<b><u>FIXED ASSETS :</u></b>			
	Net tangible Fixed Assets		10,774,594
<b><u>CURRENT ASSETS :</u></b>			
5,392,376	Stocks	5,451,491	
8,172,572	Debtors	11,279,175	
1,360	Cash	560	
1,380,000	Short Term Investments	1,162,000	
	Other Current Assets		17,893,226
<b><u>CURRENT LIABILITIES :</u></b>			
636,884	Short Term Loan	500,000	
11,504,765	Creditors	9,119,304	
625,893	Other current Liabilities	1,495,107	
-8,391,469	Cash Overdrawn	-5,183,656	5,930,755
	<b><u>NET CURRENT ASSETS</u></b>		<b><u>11,962,471</u></b>
	<b><u>LONG TERM LIABILITIES</u></b>		
8,000,000	Long Term Borrowings		8,000,000
	<b><u>NET ASSETS</u></b>		<b><u>14,737,065</u></b>
<b><u>REPRESENTED BY:</u></b>			
11,222,789	Usable Reserves		12,615,026
2,122,042	Unusable Reserves		2,122,042
	<b>Total Reserves</b>		<b><u>14,737,068</u></b>
			3
2.18	Acid Ratio		2.10
31.9	Debtor Days		44.0
47.7	Creditor Days		47.3

**Cash Flow from 01/4/2014 to****Sep-15**

Surplus	<u>1,371,083</u>
<b><u>AFINIMOFs</u></b>	
Allocations to Maintenance and Equipment Reserves	80,002
Movement in Fixed Assets	0
Movement in Unusable/Earmarked Reserves	(58,846)
Total	<u>1,392,239</u>
Movement in Long Term Borrowings	
Payment of Dividend	
Movement in Long Term Items	<u>0</u>
(Increase)/Decrease in Stock	(59,115)
(Increase)/Decrease in Debtors	(3,106,603)
Increase/(Decrease) in Creditors	(1,653,131)
Movement in Working Capital	<u>(4,818,849)</u>
Total	<u>(3,426,610)</u>
Movement in Cash Balances	<u>(3,426,613)</u>
	(3)

**SERVICE LINE INCOME AND EXPENDITURE SUMMARY****Sep-15**

<b>ACTUAL</b>	<b>STORES</b>	<b>DIRECTS</b>	<b>ENERGY</b>	<b>PROCUREMENT</b>	<b>TOTAL</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
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	<u>24,804</u>	<u>10,110</u>	<u>8,869</u>	<u>1,564</u>	<u>45,347</u>
Less Cost of Sales	18,077	8,664	8,330	0	35,071
Surplus on Trading Account	<u>6,727</u>	<u>1,446</u>	<u>539</u>	<u>1,564</u>	<u>10,276</u>
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	<u>2,038</u>	<u>711</u>	<u>333</u>	<u>-151</u>	<u>2,931</u>
%	8.2%	7.0%	3.8%	-9.7%	6.5%
<b>Contribution to Central Costs</b>					
Finance and IT	394	263	44	175	876
Marketing	0	0	0	0	0
Directorate	165	165	32	170	533
Net Surplus	<u>1,479</u>	<u>283</u>	<u>258</u>	<u>-497</u>	<u>1,522</u>
	6.0%	2.8%	2.9%	-31.8%	3.4%
Check Balance					0
<b>BUDGET</b>	<b>STORES</b>	<b>DIRECTS</b>	<b>ENERGY</b>	<b>PROCUREMENT</b>	<b>TOTAL</b>
	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>	<b>£000</b>
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	<u>25,802</u>	<u>10,147</u>	<u>7,982</u>	<u>1,515</u>	<u>45,446</u>
Less Cost of Sales	18,638	8,773	7,625	0	35,035
Surplus on Trading Account	<u>7,164</u>	<u>1,374</u>	<u>357</u>	<u>1,515</u>	<u>10,411</u>
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	<u>2,544</u>	<u>573</u>	<u>125</u>	<u>-354</u>	<u>2,888</u>
%	9.9%	5.7%	1.6%	-23.4%	6.4%
<b>Contribution to Central Costs</b>					
Finance and IT	427	285	47	190	948
Marketing	0	0	0	0	0
Directorate	164	164	32	169	528
Net Surplus	<u>1,953</u>	<u>125</u>	<u>46</u>	<u>-713</u>	<u>1,412</u>
	7.6%	1.2%	0.6%	-47.1%	3.1%
Check Balance					0

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	719	0	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