

ESPO MANAGEMENT ACCOUNTS
FOR YEAR
ENDED 31st MARCH 2011

APPENDIX 1

| PRIOR YEAR | | 2010/11 | 2010/11 |
|---------------|-------------------------------------|-----------------------------|---------------|
| <u>ACTUAL</u> | | <u>REVISED FORECAST</u> | <u>ACTUAL</u> |
| £000 | | £000 | £000 |
| | <u>INCOME</u> | | |
| 35,650 | Stores Sales | 36,548 | 37,019 |
| 26,373 | Less Stores Cost of Sales | 27,583 | 27,982 |
| 9,277 | STORES TRADING SURPLUS | 8,965 | 9,037 |
| 35.2% | | 32.5% | 32.3% |
| 3,906 | Rebates from Suppliers | 4,669 | 5,094 |
| 2,254 | Margin on Direct Orders | 2,236 | 2,195 |
| 884 | Catalogue Advertising | 924 | 923 |
| 117 | Other Income | 122 | 169 |
| 604 | Major Projects Income | 652 | 676 |
| 7,765 | CUSTOMER & CLIENT RECEIPTS | 8,603 | 9,057 |
| 17,042 | TOTAL INCOME | 17,568 | 18,094 |
| | <u>EXPENDITURE</u> | | |
| | EMPLOYEES | | |
| 7,694 | Salaries & Wages | 7,734 | 7,722 |
| 496 | National Insurance | 497 | 495 |
| 978 | Superannuation | 1,006 | 1,000 |
| 9,168 | | 9,237 | 9,217 |
| | OTHER EMPLOYEE EXPENSES | | |
| 71 | Staff Training | 47 | 46 |
| 23 | Staff Advertising | 4 | 4 |
| 10 | Additional Pension Costs | 33 | 33 |
| 49 | Other Allowances & Payments | 40 | 38 |
| 19 | Insurance | 38 | 36 |
| | PREMISES | | |
| 157 | Repair, Maintenance & Insurances | 139 | 133 |
| 111 | Lighting & Heating | 107 | 102 |
| 982 | Rent | 969 | 976 |
| 353 | Rates | 336 | 336 |
| 11 | Water | 11 | 8 |
| | TRANSPORT | | |
| 1,419 | Vehicles | 1,453 | 1,461 |
| 275 | Renewals Fund Contribution | 275 | 325 |
| | EQUIPMENT | | |
| 575 | IT equipment | 491 | 516 |
| 120 | IT Renewals Fund Contribution | 120 | 120 |
| 209 | Warehouse and office equipment | 200 | 204 |

ESPO MANAGEMENT ACCOUNTS
FOR YEAR

APPENDIX 1A

ENDED 31st MARCH 2011

| <u>PRIOR YEAR</u> | | 2010/11 | 2010/11 |
|-----------------------|--|-----------------------------|---------------|
| <u>ACTUAL</u> | | <u>REVISED FORECAST</u> | <u>ACTUAL</u> |
| £000 | | £000 | £000 |
| | OFFICE EXPENSES | | |
| 156 | Printing & stationery | 157 | 157 |
| 127 | Postage | 121 | 113 |
| 43 | Telephones | 36 | 34 |
| | OTHER EXPENSES | | |
| 598 | Catalogues & Marketing | 449 | 438 |
| 4 | Bank Interest | 1 | 0 |
| 47 | Travel & Subsistence | 41 | 40 |
| 23 | Subscriptions | 26 | 23 |
| 153 | Provision for bad debts | 15 | 36 |
| 78 | Miscellaneous Expenses | 50 | 43 |
| 25 | Audit fees | 26 | 26 |
| 656 | BSF Partnership Fees | 260 | 263 |
| | Consultancy & Professional Fees | 223 | 176 |
| | CENTRAL CHARGES | | |
| 89 | Support services | 103 | 102 |
| <u>15,551</u> | <u>TOTAL EXPENDITURE</u> | <u>15,008</u> | <u>15,006</u> |
| <u>1,491</u> | <u>TRADING SURPLUS</u> | <u>2,560</u> | <u>3,088</u> |
| | <u>LESS TRANSFERS TO RESERVES:</u> | | |
| 503 | Pay Harmonisation Reserve | 520 | 520 |
| | Warehouse Efficiency Project | 450 | 450 |
| | Legal Claim Reserve | 500 | 500 |
| | Strategic Review Implementation | 0 | 400 |
| <u>988</u> | <u>NET SURPLUS FOR YEAR</u> | <u>1,090</u> | <u>1,218</u> |
| | DISTRIBUTION OF NET SURPLUS: | | |
| 198 | Trading Reserves | 218 | 244 |
| 790 | Distribution to Members | 872 | 974 |
| <u>988</u> | | <u>1,090</u> | <u>1,218</u> |