

ESPO MANAGEMENT ACCOUNTS FOR YEARAPPENDIXENDED 31st MARCH 2013

PRIOR YEAR		2012-2013 ORIGINAL BUDGET	2012-2013 REVISED FORECAST	2012-2013 ACTUAL
ACTUAL				
£000		£000	£000	£000
	<u>INCOME</u>			
37,680	Stores Sales	39,682	40,738	40,316
28,638	Less Stores Cost of Sales	30,218	30,890	30,950
<u>9,042</u>	STORES TRADING SURPLUS	<u>9,464</u>	<u>9,848</u>	<u>9,366</u>
31.6%		31.3%	31.9%	30.3%
4,814	Rebates from Suppliers	4,177	4,221	4,852
2,166	Margin on Direct Orders	2,494	2,602	2,653
906	Catalogue Advertising	898	901	918
234	Other Income	181	194	286
659	Major Projects Income	220	110	126
<u>8,779</u>	CUSTOMER & CLIENT RECEIPTS	<u>7,970</u>	<u>8,028</u>	<u>8,835</u>
<u>17,821</u>	<u>TOTAL INCOME</u>	<u>17,434</u>	<u>17,876</u>	<u>18,201</u>
	<u>EXPENDITURE</u>			
	EMPLOYEES			
7,617	Salaries & Wages	8,077	7,868	7,914
476	National Insurance	524	471	477
1,034	Superannuation	1,198	1,062	1,061
<u>9,127</u>		<u>9,799</u>	<u>9,401</u>	<u>9,452</u>
	OTHER EMPLOYEE EXPENSES			
51	Staff Training	106	45	56
36	Staff Advertising	37	74	44
34	Additional Pension Costs	30	40	34
32	Other Allowances & Payments	34	17	19
60	Insurance	63	61	60
	PREMISES			
148	Repair, Maintenance & Insurances	163	153	166
94	Lighting & Heating	95	94	113
934	Rent	926	915	913
332	Rates	355	350	352
20	Water	29	22	20
	TRANSPORT			
1,575	Vehicles	1,720	1,617	1,670
370	Renewals Fund Contribution	372	372	372
	EQUIPMENT			
572	IT equipment	583	428	372
149	IT Renewals Fund Contribution	157	157	157

242	Warehouse and office equipment	202	167	210
	OFFICE EXPENSES			
178	Printing & stationery	160	167	216
143	Postage	108	147	126
40	Telephones	49	39	46
	OTHER EXPENSES			
463	Catalogues & Marketing	515	473	518
0	Bank Interest	0	0	9
41	Travel & Subsistence	46	33	43
43	Subscriptions	43	37	35
85	Provision for bad debts	30	30	67
39	Miscellaneous Expenses	48	37	54
22	Audit fees	24	14	15
80	BSF Partnership Fees	25	0	0
100	Consultancy & Professional Fees	61	101	177
	CENTRAL CHARGES			
147	Support services	159	175	147
<u>15,157</u>	<u>TOTAL EXPENDITURE</u>	<u>15,939</u>	<u>15,166</u>	<u>15,463</u>
<u>2,664</u>	<u>TRADING SURPLUS</u>	<u>1,495</u>	<u>2,710</u>	<u>2,738</u>
	<u>LESS TRANSFERS TO RESERVES:</u>			
0	Bonus Scheme Reserve	0	0	-145
100	Warehouse Efficiency Project	0	572	572
00	Legal Claim Reserve	0	400	0
00	Strategic Review Implementation		-145	0
400	Building Capital Provision	0	400	400
<u>2,164</u>	<u>NET SURPLUS FOR YEAR</u>	<u>1,495</u>	<u>1,883</u>	<u>1,911</u>
	DISTRIBUTION OF NET SURPLUS:			
433	Trading Reserves	299	377	382
1,731	Distribution to Members	1,196	1,506	1,528
<u>2,164</u>		<u>1,495</u>	<u>1,883</u>	<u>1,910</u>