

ACTUAL	STORES	DIRECTS	ENERGY	FRAMEWORK	CONSULTING	MAJOR	TOTAL
	£000	£000	£000	£000	£000	£000	£000
			& FUELS	CONTRACTS		PROJECTS	
STORES	24,110	0	0	0	0	0	24,110
DIRECT	0	10,235	0	0	0	0	10,235
GAS	0	0	8,408	0	0	0	8,408
CATALOGUE ADVERTISING	368	221	0	147	0	0	736
REBATE INCOME	-137	0	276	1,548	113	0	1,800
MISCELLANEOUS INCOME	0	0	1	23	8	0	32
Total Sales	24,341	10,456	8,685	1,719	121	0	45,322
Less Cost of Sales	18,117	9,043	8,309	0	0	0	35,468
Surplus on Trading Account	6,224	1,414	376	1,719	121	0	9,854

Wages and Salaries	1,932	308	160	616	103	0	3,119
Agency Costs	714	2	0	4	1	0	720
Other Expenses	895	41	6	82	14	0	1,038
Transport	1,084	0	0	0	0	0	1,084
Operating Surplus	1,600	1,063	211	1,017	4	0	3,893
%	6.6%	10.2%	2.4%	59.2%	2.9%		8.6%

Contribution to Central Costs

Finance and IT	261	261	51	261	8	0	843
Marketing	481	481	93	481	16	0	1,551
Directorate	160	160	31	160	5	0	516

Net Surplus	697	161	36	115	-26	0	983
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Check Balance	2.9%	1.5%	0.4%	6.7%	-21.2%		2.2%
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BUDGET	STORES	DIRECTS	ENERGY	FRAMEWORK	CONSULTING	MAJOR	TOTAL
	£000	£000	£000	£000	£000	£000	£000
			& FUELS	CONTRACTS		PROJECTS	
STORES	24,277	0	0	0	0	0	24,277
DIRECT	0	9,633	0	0	0	0	9,633
GAS	0	0	12,525	0	0	0	12,525
CATALOGUE ADVERTISING	425	255	0	170	0	0	850
REBATE INCOME	0	0	360	960	100	0	1,420
MISCELLANEOUS INCOME	0	0	0	68	22	0	90
Total Sales	24,702	9,888	12,886	1,198	122	0	48,795
Less Cost of Sales	18,436	8,592	12,379	0	0	0	39,408
Surplus on Trading Account	6,265	1,296	507	1,198	122	0	9,387

Wages and Salaries	1,944	329	185	658	110	0	3,225
Agency Costs	479	0	0	0	0	0	479
Other Expenses	904	40	15	79	13	0	1,051
Transport	1,084	0	0	0	0	0	1,084
Operating Surplus	1,854	928	307	461	-1	0	3,549
%	7.5%	9.4%	2.4%	38.5%	-1.0%		7.3%

Contribution to Central Costs

Finance and IT	260	260	50	260	8	0	839
Marketing	515	515	100	515	17	0	1,661
Directorate	45	45	9	45	1	0	145

Net Surplus	1,035	108	148	-359	-28	0	904
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Check Balance	4.2%	1.1%	1.1%	-29.9%	-22.8%		1.9%
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ACTUAL V BUDGET VARIANCE	STORES	DIRECTS	ENERGY	FRAMEWORK	CONSULTING	MAJOR	TOTAL
	£000	£000	£000	£000	£000	£000	£000
			& FUELS	CONTRACTS		PROJECTS	
STORES	-167	0	0	0	0	0	-167
DIRECT	0	602	0	0	0	0	602
GAS	0	0	-4,117	0	0	0	-4,117
CATALOGUE ADVERTISING	-57	-34	0	-23	0	0	-114
REBATE INCOME	-137	0	-85	588	13	0	380
MISCELLANEOUS INCOME	0	0	1	-45	-14	0	-58
Total Sales	-360	568	-4,201	521	-1	0	-3,473
Less Cost of Sales	-320	450	-4,070	0	0	0	-3,940
Surplus on Trading Account	-41	118	-130	521	-1	0	466

Wages and Salaries	13	21	26	41	7	0	107
Agency Costs	-235	-2	0	-4	-1	0	-241
Other Expenses	8	-1	9	-3	0	0	12
Transport	0	0	0	0	0	0	0
Operating Surplus	-255	135	-96	555	5	0	345

Contribution to Central Costs

Finance and IT	-1	-1	0	-1	0	0	-4
Marketing	34	34	7	34	1	0	110
Directorate	-115	-115	-22	-115	-4	0	-371

Net Surplus	-337	53	-112	473	2	0	79
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Appendix 2

EASTERN SHIRES PURCHASING ORGANISATION

CONSOLIDATED MANAGEMENT BALANCE SHEET AS AT Sep-14

31st March 2014	£	£	£	£
	11,164,612		11,164,612	
5,166,626		4,792,888		
9,609,086		12,483,392		
639		1,907		
8,056,000	22,832,351	4,816,000	22,094,187	
646,842		500,000		
12,690,660		9,464,637		
231,381		1,784,865		
-440,633	13,128,250	-494,139	11,255,363	
	<u>9,704,101</u>		<u>10,838,824</u>	
8,500,000		8,500,000		
	<u>12,368,713</u>		<u>13,503,436</u>	
10,303,588		11,438,311		
2,065,125		2,065,125		
	<u>12,368,713</u>		<u>13,503,436</u>	
1.35			1.54	
36.7			42.0	
58.7			47.6	

Cash Flow from 01/4/2014 to

Sep-14

Surplus	854,722
AFINIMOFs	
Allocations to Maintenance and Equipment Reserves	1,233,525
Movement in Fixed Assets	0
Movement in Unusable/Earmarked Reserves	(953,524)
Total	<u>1,134,723</u>
Movement in Long Term Borrowings	0
Payment of Dividend	0
Movement in Long Term Items	<u>0</u>
(Increase)/Decrease in Stock	373,738
(Increase)/Decrease in Debtors	(2,874,306)
Increase/(Decrease) in Creditors	(1,819,381)
Movement in Working Capital	<u>(4,319,949)</u>
Total	<u>(3,185,226)</u>
Movement in Cash Balances	<u>(3,185,226)</u>
	0