

**The University of Northampton Students Union**  
**Management Accounts for Period Ending 31 October 2018**  
**Council Summary**

Charity	Month		
	Actual	Budget	Variance
<b>Trading Income</b>			
Bar Income	19,980	35,781	(15,801)
Retail Income	6,815	9,690	(2,875)
Other Income	(826)	1,330	(2,156)
<b>Charity Income</b>			
University Funding	190,031	190,031	-
Additional Funding	-	-	-
Restricted Reserves	(1,300)	(434)	(866)
Non-trading Income	638	332	306
<b>Total Income</b>	<b>215,338</b>	<b>236,730</b>	<b>(21,392)</b>
<b>Cost of Sale</b>			
Bar	10,487	17,156	6,669
Retail	4,528	6,299	1,771
Other	-	-	-
<b>Total Cost of Sale</b>	<b>15,015</b>	<b>23,455</b>	<b>8,440</b>
<b>Gross Profit</b>	<b>200,323</b>	<b>213,275</b>	<b>(12,952)</b>
<b>Overheads</b>			
Staff Costs	70,779	76,555	5,776
Depreciation	770	665	(105)
Commercial Non-Pay	6,425	3,816	(2,609)
Sports Clubs	14,278	16,747	2,469
Engagement and Participation	9,790	15,000	5,210
Education			
Exec	1,565	550	(1,015)
Finance	35,922	41,891	5,969
Governance & Democracy	56,800	56,000	(800)
HR	2,019	300	(1,719)
Media & Communications	4,212	3,700	(512)
Societies	-	1,000	1,000
Support	250	100	(150)
Volunteering	348	-	(348)
Welfare	(990)	-	990

Total Overheads	202,169	216,324	14,155
<b>Net Profit</b>	(1,846)	(3,049)	1,203

Intercompany Income	11,950	11,950	-
Intercompany Costs	825	825	-
<b>Net Profit with adjustments</b>	9,279	8,076	1,203