

## Report to the Shareholder of

### **Southend Care Ltd's Financial Operational performance for 2018/19 – year ending 31<sup>st</sup> March 2019**

#### **Foreword**

A very positive operational financial performance position for the 2018/19 financial year (2<sup>nd</sup> year of trade), returning a net profit for 2018/19 of £320,000. And, after deducting the operation loss brought forward from 2017/18 of (£284,000) means the company now retains a small profit balance of £36,000 as at 31<sup>st</sup> March 2019.

The 2018/19 positive operational profit performance is due to a number of factors:

1. The service teams managing their budgets successfully within their funding allocations, and this is now particularly apparent within the Care Homes where historically considerably funding pressures have been present.
2. The Company is committed to ensuring external agency spend is maintained below £25,000 over a 4 week period, and one of the key factors to successful achieving this over 2018/19 was by building capacity within its own internal bank.
3. The Company continues to deliver savings through the natural conversion and turnover of previous Southend Borough Council position's (TUPE'd) into the company, replaced by staff positions appointed on Southend Care's own terms and conditions. This conversion rate performed slightly above the expected target in 2018/19.
4. Although, not part of Southend Care's intended Financial Business Plan, there were also some extended periods of staff vacancies within some services in 2018/19, due to the unsuccessful appointment and recruitment of staff at that time. This was particularly present in the Complex Intervention Service (formerly Southend Therapy and Recovery Team).
5. The Company has also successfully delivered, although relatively small scale, additional health and private funded income through the direct sale of day care sessions at it's Viking Day Care centre, which support both the care needs and wellbeing of Adults who have profound and multiple learning disabilities.

#### Appendices:

- Appendix 2 - Southend Care Ltd 201819 Accounting Statements
- Appendix 3 - External Audit report of the Accounting Statements 201819 to the Southend Care board of Directors