

Southend Care - Financial Business Plan - 2022 - 2027

Trade Year	Yr6	Yr7	Yr8	Yr9	Yr10
Financial Year	2022-23	2023-24	2024-25 Forecast	2025-26	2026-27
£'000	Forecast	Forecast		Forecast	Forecast
	£'000	£'000	£'000	£'000	£'000
Council - Income	8,717	8,857	8,944	9,033	9,122
Private Income	1,206	1,633	2,097	2,438	2,772
Total Turnover	9,923	10,489	11,041	11,471	11,894
<u>Council Commissioned Services</u>					
Direct operating costs - employees	7,380	7,457	7,532	7,607	7,683
Other direct operating costs	153	185	186	188	190
SCC commercial rent charge Priory New build	595	601	607	613	619
Overheads	487	512	517	522	527
Sub total - Council Commissioned Services	8,615	8,754	8,842	8,930	9,020
<u>Private Services</u>					
Direct operating costs - employees	901	1,102	1,387	1,609	1,790
Other direct operating costs	82	111	143	166	189
Overheads	223	309	350	392	419
Sub total - Private Services	1,206	1,522	1,879	2,167	2,398
Total Costs	9,821	10,276	10,721	11,098	11,418
Total In Year Gross (Profit) / Loss	102	213	320	373	476
In Year application of Retained Profit	0	0	0	0	0
Business Plan targetted Surplus	102	213	320	373	476
Total % (In Year Gross (Profit)/ Loss) / Turnover	1.2%	2.4%	3.6%	4.1%	5.2%
In Year Gross Profit / (Loss) Council Services	102	102	102	102	102
In Year Gross Profit / (Loss) Private Services	0	111	217	271	373
Corporation Tax on Private Services		-21	-41	-51	-71
In Year Net Profit / (Loss) Private Services	0	90	176	219	302
Total % In Year Profit/ (Loss) / Turnover - Council Services	1.2%	1.2%	1.1%	1.1%	1.1%
Total % In Year Profit/ (Loss) / Turnover - Private Services	0.0%	5.5%	8.4%	9.0%	10.9%
In Year savings returned to Council **	565	100	100	100	100
Planned Share of Private business Profit to council #	-	88	89	90	91
& Cumulative ongoing total (incl Previous years)	798	986	1,175	1,365	1,556
Other Indicators (FYI only)					
Private income as a % of total income	12.2%	15.6%	19.0%	21.3%	23.3%
Head office as a % of total income	7.2%	7.8%	7.9%	8.0%	8.0%

Key notes

- Turnover - reflects the current contracts in place and targetted additional private income

- Direct operating costs for former SBC employees, continues to reflect the efficiencies gained through natural turnover and conversion of replacing previous Council staff who tupe'd over to the Southend Care from Year 1 employed on Southend Care's own terms & conditions

* The commercial rent charge Brook Meadows new build - is a new charge to the Company from the Council

** Planned savings to be returned to the Council, reflects the planned direct saving commitment to the Council.

Planned share of private income profits to the council. reflects the planned share of profits to the council if private profit targets are met by SCL