

**Imperial College Union  
Board of Trustees / 24 July 2024**

**June Management Accounts**

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Purpose: To present the Management Accounts for June 2024  
Action(s): To note

**1. Summary**

Year to date, the Union has made a surplus of £316k, which is £125k ahead of the mid-year forecasted surplus of £191k. This can be attributed to higher contributions from both Venues and Retail, of £55k and £26k respectively, and expenditure savings of £50k in core areas.

In the month of June, the Union generated a surplus of £36k, compared to a predicted surplus of £19k. This positive variance of £17k is due to expenditure savings in core areas totaling £32k offset by adverse variances of £8k in Venues and £6k in Retail.

The accounts are presented and analysed in comparison to the January 2024 mid-year re-forecasted budget (referred to as the forecast).

Most of the year-to-date forecast variances were taken into account in the forecast outturn exercise undertaken in June, which forecast a £220k surplus. However, there is an additional loss now forecast from the Summer Ball, which is expected to be offset by some of the in-month vacancy related savings, which relate to later start dates from some recent staff appointees.

Overall, the Union remains on track for a surplus in the region of £200-250k.

**2. Core, Grant-Funded Performance**

Core area expenditure was £33k lower than forecast in the month of June, this was due to a variety of reasons including £11k vacancy savings and £10k of costs related to Commercial areas being recharged from Facilities, Health & Safety.

Year to date core areas are £50k ahead of forecast, significant additional expenditure in Leadership of £60k has been offset by vacancy savings of £72k combined with cost savings across multiple areas. The table below shows a summary of the overall variances to the forecast for each of the core areas.

Area	Variance Month	Variance Year to Date	Year to Date Comments
<b>Income</b>			
Student Activities	£0k	£1k	-
Leadership	(£1k)	(£7k)	Minor reduction to Block Grant staff award due to decrease in USS pension scheme contribution rates, which was offset by

Area	Variance Month	Variance Year to Date	Year to Date Comments
			corresponding reduction in permanent staff costs.
<b>Expenditure</b>			
Representation	£9k	£37k	£33k staff vacancy savings
Facilities, Health & Safety	£14k	£27k	£22k staff vacancy savings, £5k expenditure savings
Marketing	£4k	£27k	£14k staff vacancy savings, £12k expenditure savings due to limited staff resources
People & Culture	£2k	£9k	£7k savings in Training & Development, remaining budget expected to be spent in July.
Minibus Service	£2k	£8k	Higher than expected income, expected to spend more on maintenance in July
Advice & Support	£0k	£4k	£4k staff vacancy savings
Student Activities	£2k	£3k	-
Systems	£3k	(£3k)	£4k Brand Refresh Research
Finance	(£2k)	(£4k)	£6k Finance System Upgrade
Leadership & Governance	(£1k)	(£58k)	£37k Insurance, £7k London Sustainability Forum, £7k Trustee Recruitment and £5k VAT Review.
<b>Total</b>	<b>£32k</b>	<b>£44k</b>	

### 3. Commercial Performance

Commercial Services have generated an overall contribution of £428k year to date, exceeding the forecast by £82k. In month of June however, the contribution was less than expected by £14k, overall Bars exceeded forecast, but this was offset by Summer Ball losses and a reduced contribution from Retail.

#### Venues

Venues generated a net positive contribution of £9k in the month of June, compared with an expected contribution of £16k. Beit Bars exceeded forecast by £21k, with sales up 83% against forecast, while H Bar and Reynolds saw adverse variances of £6k and 2k respectively as they were closed during June. Events reported a positive variance of nearly £7k in the month, with positive variances across most income types and lower than forecast total expenditure.

#### Retail

In June, Retail generated a surplus of £14k, which was down £8k against forecast. Shop sales were marginally up against forecast, whilst online sales were down £2k. Additional costs related to the brand launch and general improvement works totaling £7k make up the remainder of the shortfall.

#### Summer Ball

The Summer Ball generated net ticket revenues of £134k, which is broadly in line with initial expectations. On the night Bar Sales were significantly lower than expected which, combined with higher-than-expected expenditure, has led to a net deficit of £25k.

#### **4. June Balance Sheet**

The Union's Balance Sheet (Appendix 2) continues to show a strong financial position, with net assets of £2.72m.

#### **5. Cashflow**

The cashflow statement (Appendix 3) shows a healthy cash position, with a cash balance of £4.22m as at 30<sup>th</sup> June 2024.