

Enfield Repairs Direct - 5 year business plan



Assumed annual inflation for indexation 2%
 Contribution to SLA % of salary cost 10%
 Number of properties 10500

	Year						Total
	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	
Efficiency saving (staff and material) (1)			4.50%	6.00%	7.00%	8.00%	
Expense Items							
<i>Start Up cost</i>							
Approved cost	-£ 1,200,000						
<i>Employee Costs</i>							
Trades Operatives inc on-cost (2)		-£ 2,127,674	-£ 2,074,482	-£ 1,991,503	-£ 1,891,928	-£ 1,778,412	-£ 9,863,999
Back Office staff inc on-cost (2)		-£ 629,476	-£ 613,739	-£ 589,190	-£ 559,730	-£ 526,146	-£ 2,918,281
Uniforms PPE		-£ 10,000	-£ 9,750	-£ 9,360	-£ 8,892	-£ 8,358	-£ 46,360
Training		-£ 65,000	-£ 32,000	-£ 32,000	-£ 32,000	-£ 32,000	-£ 193,000
<i>Infrastructure</i>							
ICT and phone, data		-£ 61,040	-£ 45,000	-£ 45,900	-£ 46,818	-£ 47,754	-£ 246,512
Materials (2)		-£ 555,000	-£ 541,125	-£ 519,480	-£ 493,506	-£ 463,896	-£ 2,573,007
Tools		-£ 55,000	-£ 20,000	-£ 20,000	-£ 55,000	-£ 55,000	-£ 205,000
<i>Transport and plant</i>							
Capital repayments		-£ 151,429	-£ 151,429	-£ 151,429	-£ 151,429	-£ 151,429	-£ 757,143
Fuel (2)		-£ 203,520	-£ 198,432	-£ 190,495	-£ 180,970	-£ 170,112	-£ 943,528
Servicing, maintenance, insurance (2)		-£ 67,310	-£ 65,627	-£ 63,002	-£ 59,852	-£ 56,261	-£ 312,052
Insurance (2)		-£ 42,400	-£ 43,248	-£ 44,113	-£ 44,995	-£ 45,895	-£ 220,651
Specialist subcontractors		-£ 1,100,000	-£ 1,000,000	-£ 900,000	-£ 800,000	-£ 700,000.00	-£ 4,500,000
Contribution to SLA		-£ 275,715	-£ 268,822	-£ 258,069	-£ 245,166	-£ 230,456	-£ 1,278,228
Contingency		-£ 200,000	-£ 204,000	-£ 208,080	-£ 212,242	-£ 216,486	-£ 1,040,808
Total Expense	-£ 1,200,000	-£ 5,543,564	-£ 5,267,654	-£ 5,022,620	-£ 4,782,527	-£ 4,482,205	-£ 26,298,570
Income							
Rechargeable repairs			£ 50,000	£ 51,000	£ 52,020	£ 53,060	£ 206,080
Budget							
Current Budget - Repairs		£ 4,800,000	£ 4,896,000	£ 4,993,920	£ 5,093,798	£ 5,195,674	£ 24,979,393
Current Budget - MOT		£ 500,000	£ 510,000	£ 520,200	£ 250,000		£ 1,780,200
Total Budget	£ -	£ 5,300,000	£ 5,406,000	£ 5,514,120	£ 5,343,798	£ 5,195,674	£ 26,759,593
Financial Performance							
Annual Surplus/Deficit	-£ 1,200,000	-£ 243,564	£ 188,346	£ 542,500	£ 613,291	£ 766,529	
Cashflow		-£ 1,443,564	-£ 1,255,218	-£ 712,718	-£ 99,426	£ 667,103	£ 667,103
Internal rate of return							10.77%
KPIs - demonstrate efficiency savings							
Unadjusted costs (no indexing)		-£ 5,543,564	-£ 5,110,432	-£ 4,763,756	-£ 4,413,287	-£ 3,964,165	
Total number of jobs		40000	38200	35908	33394	30723	
Repairs per property		3.81	3.64	3.42	3.18	2.93	
Average cost per job (inc MOT)		-£ 138.59	-£ 133.78	-£ 132.67	-£ 132.16	-£ 129.03	
Average cost per property (unadjusted)		-£ 527.96	-£ 486.71	-£ 453.69	-£ 420.31	-£ 377.54	
% of responsive repairs subcontracted		21%	18%	16%	15%	13%	

Notes

- (1) Reduction in the number of jobs as MOT, cyclical and planned programme develop
- (2) Reduction from indexation and efficiency impact, staff reduction or reallocation