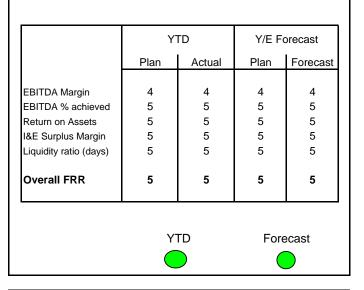


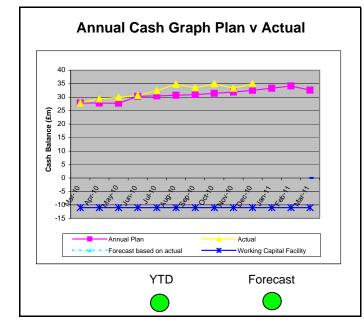
# FINANCE AND ACTIVITY MONITORING REPORT TO 31 DECEMBER 2010

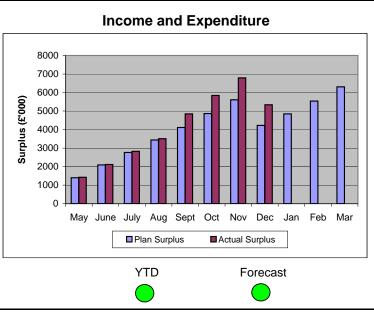
# 1. Summary Financial Position December 2010

# **Finance Risk Rating**

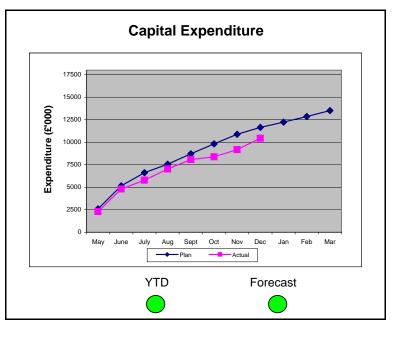


| וט                  | irectorate |           |           |       |
|---------------------|------------|-----------|-----------|-------|
|                     | Bud £'000  | Act £'000 | Var £'000 | Var % |
| Surgical            | (14,886)   | (15,096)  | (210)     | (1.4) |
| Orthopaedics        | (7,821)    | (7,967)   | (146)     | (1.9) |
| Emergency Care      | (6,213)    | (6,328)   | (115)     | (1.9) |
| Critical Care       | (10,699)   | (10,862)  | (162)     | (1.5) |
| Medical             | (19,181)   | (19,221)  | (40)      | (0.2) |
| Womens & Childrens  | (16,175)   | (16,335)  | (160)     | (1.0) |
| Imaging             | (4,796)    | (4,804)   | (8)       | (0.2) |
| Pathology           | (4,878)    | (4,948)   | (70)      | (1.4) |
| Central Services    | (14,774)   | (14,694)  | 80        | 0.5   |
| Cl. Stds& Gov'nance | (3,468)    | (3,448)   | 20        | 0.6   |
| Chief Executives    | (6,974)    | (6,947)   | 27        | 0.4   |
| Directorate Total   | (109,864)  | (110,650) | (786)     | (0.7) |
| Central             | 114,090    | 115,992   | 1,902     | 1.7   |
| Total               | 4,226      | 5,342     | 1,116     | 26.4  |
|                     | YTD        |           | Forecast  |       |
|                     |            |           |           |       |





|              |         | Activity a | nd Inco     | me         |         |      |  |  |
|--------------|---------|------------|-------------|------------|---------|------|--|--|
|              |         | Numbers    | Value £'000 |            |         |      |  |  |
|              | Plan    | Actual     | Var         | Plan       | Actual  | Var  |  |  |
| Elective     | 24,711  | 24,313     | (398)       | 25,968     | 26,065  | 97   |  |  |
| Non Elective | 26,566  | 27,038     | 472         | 42,674     | 42,732  | 58   |  |  |
| Outpatients  | 193,332 | 195,167    | 1,835       | 21,346     | 21,759  | 413  |  |  |
| A&E          | 46,848  | 48,693     | 1,845       | 4,148      | 4,360   | 212  |  |  |
| Other        | 864,236 | 859,855    | (4,381)     | 29,150     | 28,901  | (249 |  |  |
| Total        |         |            |             | 123,286    | 123,817 | 531  |  |  |
|              |         | Numbers    | Value       |            |         |      |  |  |
|              |         | $\bigcirc$ |             | $\bigcirc$ |         |      |  |  |



# 2. DETAILED FINANCIAL POSITION

# 2.1 Financial Risk Rating

The financial risk rating to date is 4.8, as planned, and it is anticipated that the year end plan of 4.8 will be achieved (see Appendix 1).

# 2.2 Income and Expenditure Summary

The overall Income and Expenditure position, shown at Appendix 2, details a surplus of  $\pounds$ 5,342k compared to the planned surplus of  $\pounds$ 4,226k, a favourable variance of  $\pounds$ 1,116k.

Although the income position has deteriorated significantly in December, the retained surplus has only reduced by £61k from the £1,177k reported last month. This has been managed through the release of activity and contingency reserves in month.

## 2.2.1 Income

In total NHS clinical income is over recovered by £531k. Appendix 5 provides a summary by point of delivery and specialty.

This is a deterioration from the  $\pounds$ 1,426k over recovery at month 8. The adverse movement is predominantly on elective and outpatient activity, both of which were significantly affected by the extreme weather conditions in December.

Although non-elective activity was higher than planned in month, PCT payment at marginal tariff for this activity, over the 2008/09 threshold level, has only had a relatively minor impact on the overall income position. This issue has been raised at national level by the FTN. We are currently finalising more detailed work on the costs of the capacity required to deliver the non-elective-activity, compared to the marginal tariff received. A local contract adjustment with the PCT will then be discussed.

In addition to the activity variances the value of the penalty relating to the C Diff target in the Quality Schedule is £242k to date. Under achievement of CQUIN targets relating to vaginal births, breastfeeding and stroke outcomes have resulted in an adverse variance of £236k.

# 2.2.2 Expenditure

Appendix 3 provides the expenditure breakdown by directorate. Budgets have been flexed to reflect activity variances.

Minor pressure points in a few directorates continue to be closely monitored and contained within the overall position.

The impairment on the new ward block has exceeded the original plan of  $\pounds 2.2m$  by  $\pounds 300k$ . Again this is being contained within the overall position.

Within the overall pay expenditure is  $\pounds4,373k$  on agency staff, which equates to 5.0% of the total pay cost. This is broken down across medical  $\pounds3,194k$  (12.9%), nursing  $\pounds925k$  (2.8%), and other  $\pounds256k$  (0.9%).

# 2.2.3 Efficiencies

Appendix 4 details the close monitoring of efficiency plans. There are some deviations from plan which continue to be monitored.

Discussions continue with each Directorate Management Team to review and update current year CIP delivery and the progression of future year's plans, assessing the plans in terms of clinical quality, staff engagement and financial delivery.

## 2.3 Cash

The actual cash position compared to plan for the period ending 31 December 2010 and the daily cash balances during the month are shown graphically in Appendix 6.

The cash held at 31 December 2010 is £35.0m, which is £2.4m above plan. Appendix 7 shows the cash balance and the reasons for the better than planned performance. In summary these are £1.4m additional surplus, lower capital expenditure net of FTFF loan not drawn down of £0.2, and working capital better than anticipated in the plan of £0.8m.

The position to date gives a liquidity ratio of 79.0 days and a risk rating of 5.

The Trust is meeting the Prudential Borrowing Code Requirements and is anticipated to continue to do so.

# 2.4 Capital Expenditure

Appendix 9 provides details of the 2010/11 capital programme. The progress of schemes is monitored at regular meetings.

The actual NHS capital expenditure to date is £9.4m, £1.5m below the original plan to date of which £0.8m of the shortfall is due to delays in building projects, of which ward upgrades represents £0.5m and a further £0.7m is equipment, most of which is ordered but not yet commissioned.

There are no breaches and do not envisage any, of the Compliance Framework requirement that capital expenditure be within 25% of Plan. Currently capital expenditure is within 13.5% of Plan and is expected to remain inside the targets set at all quarter ends and at year end.

# 2.5 Private Patient Income

The terms of authorisation include a limit on private patient income. This was set based on the actual outturn in 2002-03. The Trust has recalculated this following a successful legal challenge to Monitor's initial interpretation of the requirements of the cap. Monitor has verbally confirmed the resulting revised cap of 0.99%.

The actual percentage for the 9 month period to 31 December is 0.52%.

# 3. OTHER ISSUES

# 3.1 Banking Tenders

The Trusts Standing Financial Instructions require tendering of commercial banking services every 3 years. Appendix 10 (i) recommends Lloyds Bank are appointed for 3 years from 1 April 2011. An update on the tender for the Trusts working capital facility is included at Appendix10 (ii)

# 4. CONCLUSION

The deterioration in the income position this month has been supported from the allocation of activity reserves. The elective and outpatient position will not be pulled back in full during the remaining months of the year, resulting in a reduction in the year end forecast income. This will be offset by a marginal reduction only in forecast expenditure, based largely on variable costs. It is still anticipated that the planned surplus for the year will be exceeded, but less significantly so than previously forecast. The contingency and activity reserves (total £4m) will be not be required in full.

Paul Briddock Director of Finance and Contracting 19 January 2011

# Financial Risk Ratings 1 April 2010 to 31 December 2010

|                         |           |                      | Annual Plan 10/11 |                      | 10/11<br>· 31/12/10 | Actual<br>01/04/10 - |        |
|-------------------------|-----------|----------------------|-------------------|----------------------|---------------------|----------------------|--------|
| Metric                  | Weighting | Percentage/<br>Ratio | Rating            | Percentage/<br>Ratio | Rating              | Percentage/<br>Ratio | Rating |
| Wiethe                  | Weighting | Rutto                | Kating            | Rutio                | Kating              | Runo                 | Kating |
| EBITDA Margin           | 25%       | 9.5%                 | 4                 | 9.5%                 | 4                   | 10.5%                | 4      |
| EBITDA, % achieved      | 10%       | 100.0%               | 5                 | 100.0%               | 5                   | 110.6%               | 5      |
| Return on Assets        | 20.0%     | 9.1%                 | 5                 | 9.2%                 | 5                   | 10.7%                | 5      |
| I&E Surplus Margin      | 20.0%     | 4.6%                 | 5                 | 4.7%                 | 5                   | 5.7%                 | 5      |
| Liquid Ratio (days)     | 25%       | 77.1                 | 5                 | 75.3                 | 5                   | 78.8                 | 5      |
| Weighted Average Rating |           |                      | 4.8               |                      | 4.8                 |                      | 4.8    |
|                         |           |                      |                   |                      |                     |                      |        |

# Income & Expenditure Statement 1 April 2010 to 31 December 2010

|   |           |           |                |             | ] [      |          |             |             |
|---|-----------|-----------|----------------|-------------|----------|----------|-------------|-------------|
|   | Annual    | For the   | period 1 April | to 31 Decen | nber 10  | Nov-10   | Quarter Two | Ouarter One |
|   | Budget    | Budget    | Actual         | Variance    | Percent  | Cum Var. | Cum Var.    | Cum Var.    |
| INCOME  | £'000     | £'000     | £'000          | £'000       | Variance | £'000    | £'000       | £'000       |
| Patient Care Income   |           |           |                |             |          |          |             |             |
| Elective Income   | 34,586    | 25,968    | 26,065         | 97          | 0.4      | 676      | 319         | (220)       |
| Non Elective Income   | 57,323    | 42,674    | 42,732         | 58          | 0.1      | (136)    | (20)        | (376)       |
| Outpatients   | 28,450    | 21,346    | 21,759         | 413         | 1.9      | 787      | 516         | 34          |
| A&E Income  | 5,531     | 4,148     | 4.360          | 212         | 5.1      | 193      | 195         | 96          |
| Other types of Activity Income                                | 38,867    | 29,152    | 28,903         | (249)       | (0.9)    | (94)     | (40)        | (105)       |
| Total NHS Clinical Income                                     | 164,757   | 123,288   | 123,819        | 531         | 0.4      | 1,426    | 970         | (571)       |
| Non NHS Clinical Income                                       |           |           |                |             |          |          |             |             |
| Private Patient Income  | 1,000     | 750       | 659            | (91)        | (12.1)   | (47)     | (7)         | (5)         |
| Other Non NHS Clinical Income                                 | 1,036     | 777       | 883            | 106         | 13.6     | 87       | 14          | (7)         |
| Total Non NHS Clinical Income                                 | 2,036     | 1,527     | 1,542          | 15          | 1.0      | 40       | 7           | (12)        |
| Other Income  |           |           |                |             |          |          |             |             |
| - Education & Training  | 6,580     | 4,935     | 4,933          | (2)         | (0.0)    | (2)      | (1)         | 0           |
| - Research & Development                                      | 276       | 207       | 211            | 4           | 1.9      | 4        | 1           | 0           |
| - Other Non Patient Care Income                               | 8,924     | 6,719     | 6,852          | 133         | 2.0      | 130      | 91          | 50          |
| Total Non Patient Care Income                                 | 15,780    | 11,861    | 11,996         | 135         | 1.1      | 130      | <u> </u>    | <u> </u>    |
| Total Non Patient Care Income                                 | 15,780    | 11,801    | 11,990         | 135         | 1.1      | 132      | 91          | 50          |
| TOTAL OPERATING INCOME  | 182,573   | 136,676   | 137,357        | 681         | 0.5      | 1,598    | 1,068       | (533)       |
| EXPENDITURE   |           |           |                |             |          |          |             |             |
| Pay Expenditure   |           |           |                |             |          |          |             |             |
| Medical & Dental Staff  | (31,392)  | (24,052)  | (24,306)       | (254)       | (1.1)    | (266)    | (205)       | (145)       |
| Nursing & Midwifery Staff                                     | (42,828)  | (32,266)  | (32,631)       | (365)       | (1.1)    | (269)    | (154)       | (180)       |
| Other Staff   | (41.229)  | (29,980)  | (29,712)       | 268         | 0.9      | 240      | 155         | 74          |
| Total Pay Expenditure   | (115,449) | (86,298)  | (86,649)       | (351)       | (0.4)    | (295)    | (204)       | (251)       |
| Non-Pay Expenditure   |           |           |                |             |          |          |             |             |
| Drugs   | (11,143)  | (8,384)   | (8,625)        | (241)       | (2.9)    | (18)     | (33)        | 118         |
| Clinical Supplies   | (16,034)  | (12,025)  | (12,431)       | (406)       | (3.4)    | (330)    | (141)       | (105)       |
| Other Expenditure   | (22,590)  | (16,943)  | (15,243)       | 1,700       | 10.0     | 121      | (34)        | 779         |
| Total Non-Pay Expenditure                                     | (49,767)  | (37,352)  | (36,299)       | 1,053       | 2.8      | (227)    | (208)       | 792         |
|   |           |           |                |             |          |          |             |             |
| TOTAL OPERATING EXPENDITURE                                   | (165,216) | (123,650) | (122,948)      | 702         | 0.6      | (522)    | (412)       | 541         |
|   |           |           |                |             |          |          |             |             |
| EARNINGS BEFORE INTEREST, TAX,<br>DEPRECIATION & AMORTISATION | 17,357    | 13,026    | 14,409         | 1,383       | 10.6     | 1,076    | 656         | 8           |
| (EBITDA)  |           |           |                |             |          |          |             |             |
| Depreciation/Impairment/Profit on disposal                    | (7,875)   | (6,444)   | (6,771)        | (327)       | (5.1)    | 50       | 50          | 0           |
| PDC Dividend  | (3,095)   | (2,322)   | (2,322)        | 0           | 0.0      | 0        | 0           | 0           |
| Interest Receivable   | 200       | 144       | 194            | 50          | 34.7     | 42       | 28          | 14          |
| Other Financing Costs   | (287)     | (178)     | (168)          | 10          | (5.6)    | 9        | 3           | 1           |
| NET SURPLUS / (DEFICIT)                                       | 6,300     | 4,226     | 5,342          | 1,116       | 26.4     | 1,177    | 737         | 23          |

# Directorate Positions 1 April 2010 to 31 December 2010

|   |   |  |   | 1 April   | 2010 to 31   | Dec | c 2010                       |   |  |  |  |  |
|---|---|--|---|---|--|-----|------------------------------|---|--|--|--|--|
| Budget<br>For Year<br>£'000   | Directorate   | Budget<br>To Date<br>£'000   | Actual<br>To Date<br>£'000  | Variance<br>To Date<br>£'000                      | Variance<br>To Date<br>%                           |     | Income<br>Variance<br>£'000  | Pay<br>Variance<br>£'000                      | Non Pay<br>Variance<br>£'000                 | Variance<br>to Nov 2010<br>£'000               | Qtr 2<br>Variance<br>£'000                 | Qtr 1<br>Variance<br>£'000                 |
| (19,665)<br>(10,236)<br>(8,200)<br>(14,314)<br>(24,632)<br>(21,452) | Surgical<br>Orthopaedics<br>Emergency Care<br>Critical Care<br>Medical<br>Womens and Children's | (14,886)<br>(7,821)<br>(6,213)<br>(10,699)<br>(19,181)<br>(16,175) | (15,096)<br>(7,967)<br>(6,328)<br>(10,862)<br>(19,221)<br>(16,335)            | (210)<br>(146)<br>(115)<br>(162)<br>(40)<br>(160) | (1.4)<br>(1.9)<br>(1.9)<br>(1.5)<br>(0.2)<br>(1.0) |     | 12<br>(3)<br>0<br>39<br>10   | (235)<br>(101)<br>(127)<br>(146)<br>0<br>(75) | 13<br>(42)<br>12<br>(55)<br>(50)<br>(96)     | (187)<br>(133)<br>(93)<br>(89)<br>(26)<br>(97) | (195)<br>(91)<br>(38)<br>(33)<br>9<br>(79) | (150)<br>(62)<br>(61)<br>(24)<br>8<br>(63) |
| (2,1,32)<br>(6,440)<br>(6,371)<br>(20,182)<br>(5,945)<br>(9,403)    | Imaging<br>Pathology<br>Central Services<br>CI. Standards&Gov'nance<br>Chief Executives         | (4,796)<br>(4,878)<br>(14,774)<br>(3,468)<br>(6,974)               | $(10,000) \\ (4,804) \\ (4,948) \\ (14,694) \\ (3,448) \\ (6,947) \\ (6,947)$ | (100)<br>(8)<br>(70)<br>80<br>20<br>27            | (0.2)<br>(1.4)<br>0.5<br>0.6<br>0.4                |     | 17<br>(2)<br>72<br>2<br>(11) | (24)<br>122<br>33<br>38<br>100                | (30)<br>(1)<br>(190)<br>(25)<br>(20)<br>(62) | 7<br>(55)<br>100<br>23<br>79                   | (10)<br>16<br>(26)<br>60<br>27<br>48       | (55)<br>(5)<br>5<br>11                     |
| (146,840)<br>153,140  | Sub Total Directorates<br>Central   | <b>(109,864)</b><br>114,090  | <b>(110,650)</b><br>115,992   | <b>(786)</b><br>1,902                             | (0.7)<br>1.7                                       |     | <b>147</b><br>584            | <b>(415)</b><br>64                            | <b>(517)</b><br>1,253                        | <mark>(470)</mark><br>1,647                    | <b>(302)</b><br>1,039                      | (367)<br>390                               |
| 6,300   | Total   | 4,226  | 5,342   | 1,116   | 26.4   |     | 731                          | (351)   | 736  | 1,177  | 737  | 23   |

#### CHESTERFIELD ROYAL HOSPITAL NHS FOUNDATION TRUST

#### 2010/11 CIP £'000 - In Year Monitoring to 31 December 2010

|                  |              | Sur        | gery      |          |        | Orthop     | aedics    |          |
|------------------|--------------|------------|-----------|----------|--------|------------|-----------|----------|
|                  | Annual       |            | -         | Mth 9    | Annual |            |           | Mth 9    |
|                  | Plan         | Mth 9 Plan | Mth 9 Ach | Variance | Plan   | Mth 9 Plan | Mth 9 Ach | Variance |
| Service Redesign | 180          | 63         | 31        | (32)     | 33     | 25         | 20        | (5)      |
| Workforce        | 113          | 74         | 48        | (26)     | 38     | 7          | 7         | 0        |
| ALOS             | 64           | 25         | 25        | (0)      | 88     | 66         | 47        | (19)     |
| Best Practice    | 27           | 20         | 32        | 12       | 73     | 27         | (2)       | (29)     |
| Non Pay          | 60           | 45         | 23        | (22)     | 51     | 21         | 14        | (7)      |
| Income           | 29           | 22         | 22        | 0        | 0      | 0          | 0         | 0        |
| To Be Identified | 77           | 0          | 0         | (0)      | 0      | 0          | 0         | 0        |
| TOTAL            | 549          | 250        | 181       | (69)     | 283    | 145        | 85        | (60)     |
|                  | Year to Date |            | Year-end  | Forecast | Year t | o Date     | Year-end  | Forecast |

|                  |              | Emerger    | ncy Care  |          |        | Critica    | l Care           |          |
|------------------|--------------|------------|-----------|----------|--------|------------|------------------|----------|
|                  | Annual       |            |           | Mth 9    | Annual |            |                  | Mth 9    |
|                  | Plan         | Mth 9 Plan | Mth 9 Ach | Variance | Plan   | Mth 9 Plan | Mth 9 Ach        | Variance |
| Service Redesign | 0            | 0          | 0         | 0        | 45     | 11         | 0                | (11)     |
| Workforce        | 0            | 0          | 0         | 0        | 154    | 57         | 56               | (0)      |
| ALOS             | 0            | 0          | 0         | 0        | 0      | 0          | 0                | 0        |
| Best Practice    | 0            | 0          | 0         | 0        | 0      | 0          | 0                | 0        |
| Non Pay          | 0            | 0          | 0         | 0        | 93     | 70         | 14               | (56)     |
| Income           | 150          | 113        | 113       | 0        | 36     | 0          | 0                | 0        |
| To Be Identified | 57           | 0          | 0         | 0        | 83     | 0          | 0                | (0)      |
| TOTAL            | 207          | 113        | 113       | 0        | 411    | 137        | 70               | (67)     |
|                  | Year to Date |            | Year-end  | Forecast | Year t | o Date     | Year-end Forecas |          |

|                  |              | Med        | icine     |          |        | Women and  | d Children's |          |
|------------------|--------------|------------|-----------|----------|--------|------------|--------------|----------|
|                  | Annual       |            |           | Mth 9    | Annual |            |              | Mth 9    |
|                  | Plan         | Mth 9 Plan | Mth 9 Ach | Variance | Plan   | Mth 9 Plan | Mth 9 Ach    | Variance |
| Service Redesign | 443          | 332        | 362       | 29       | 169    | 113        | 114          | 0        |
| Workforce        | 79           | 59         | 59        | 0        | 170    | 79         | 40           | (39)     |
| ALOS             | 0            | 0          | 0         | 0        | 141    | 83         | 83           | (0)      |
| Best Practice    | 0            | 0          | 0         | 0        | 0      | 0          | 0            | 0        |
| Non Pay          | 9            | 7          | 7         | 0        | 45     | 34         | 34           | (0)      |
| Income           | 90           | 68         | 68        | 0        | 90     | 68         | 54           | (14)     |
| To Be Identified | 0            | 0          | 0         | 0        | 13     | 0          | 0            | (0)      |
| TOTAL            | 621          | 466        | 495       | 29       | 628    | 377        | 324          | (53)     |
|                  | Year to Date |            | Year-end  | Forecast | Year t | o Date     | Year-end     | Forecast |

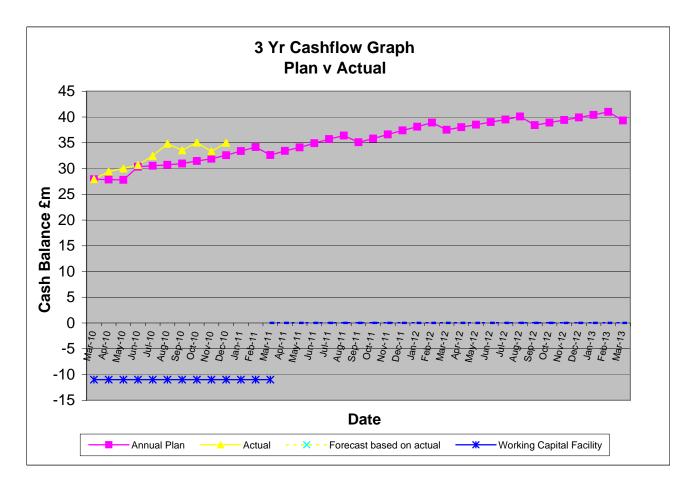
|                  |              | Ima        | ging      |          |        | Path       | ology     |          |
|------------------|--------------|------------|-----------|----------|--------|------------|-----------|----------|
|                  | Annual       |            |           | Mth 9    | Annual |            |           | Mth 9    |
|                  | Plan         | Mth 9 Plan | Mth 9 Ach | Variance | Plan   | Mth 9 Plan | Mth 9 Ach | Variance |
| Service Redesign | 27           | 9          | 9         | 0        | 15     | 11         | 0         | (11)     |
| Workforce        | 0            | 0          | 0         | 0        | 20     | 15         | 15        | 0        |
| ALOS             | 0            | 0          | 0         | 0        | 0      | 0          | 0         | 0        |
| Best Practice    | 0            | 0          | 0         | 0        | 0      | 0          | 0         | 0        |
| Non Pay          | 88           | 63         | 57        | (6)      | 0      | 0          | 0         | 0        |
| Income           | 0            | 0          | 0         | 0        | 145    | 109        | 111       | 2        |
| To Be Identified | 73           | 0          | 0         | (0)      | 0      | 0          | 0         | 0        |
| TOTAL            | 188          | 72         | 66        | (6)      | 180    | 135        | 126       | (9)      |
|                  | Year to Date |            | Year-end  | Forecast | Year t | o Date     | Year-end  | Forecast |

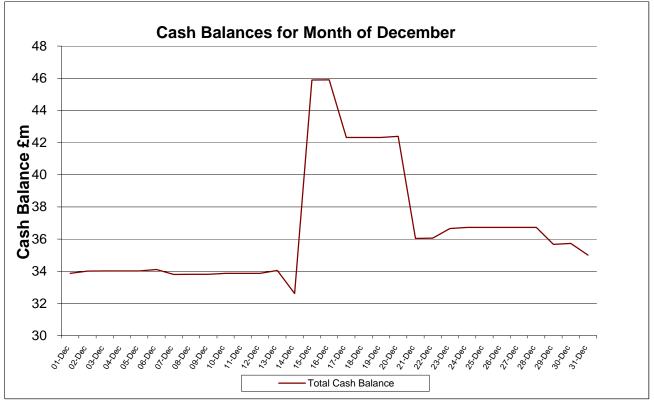
|                  |              | Central    | Services  |                   |        | Corporate D | Departments      |          |
|------------------|--------------|------------|-----------|-------------------|--------|-------------|------------------|----------|
|                  | Annual       |            |           | Mth 9             | Annual |             |                  | Mth 9    |
|                  | Plan         | Mth 9 Plan | Mth 9 Ach | Variance          | Plan   | Mth 9 Plan  | Mth 9 Ach        | Variance |
| Service Redesign | 361          | 262        | 262       | 0                 | 292    | 219         | 219              | 0        |
| Workforce        | 18           | 13         | 13        | 0                 | 15     | 11          | 11               | 0        |
| ALOS             | 0            | 0          | 0         | 0                 | 0      | 0           | 0                | 0        |
| Best Practice    | 0            | 0          | 0         | 0                 | 0      | 0           | 0                | 0        |
| Non Pay          | 91           | 36         | 36        | 0                 | 0      | 0           | 0                | 0        |
| Income           | 77           | 47         | 47        | 0                 | 122    | 92          | 92               | 0        |
| To Be Identified | 0            | 0          | 0         | 0                 | 0      | 0           | 0                | 0        |
| TOTAL            | 546          | 358        | 358       | 0                 | 429    | 322         | 322              | 0        |
|                  | Year to Date |            | Year-end  | Year-end Forecast |        | o Date      | Year-end Forecas |          |

|                  |              | Central I  | nitiatives |          |        | Trust      | Total     |          |
|------------------|--------------|------------|------------|----------|--------|------------|-----------|----------|
|                  | Annual       |            |            | Mth 9    | Annual |            |           | Mth 9    |
|                  | Plan         | Mth 9 Plan | Mth 9 Ach  | Variance | Plan   | Mth 9 Plan | Mth 9 Ach | Variance |
| Service Redesign | 226          | 170        | 170        | 0        | 1,791  | 1,215      | 1,186     | (29)     |
| Workforce        | 88           | 66         | 66         | 0        | 694    | 381        | 316       | (65)     |
| ALOS             | 40           | 30         | 30         | 0        | 332    | 205        | 185       | (20)     |
| Best Practice    | 14           | 11         | 11         | 0        | 114    | 58         | 41        | (17)     |
| Non Pay          | 58           | 44         | 44         | 0        | 495    | 318        | 228       | (91)     |
| Income           | 1,000        | 750        | 750        | 0        | 1,739  | 1,267      | 1,255     | (12)     |
| To Be Identified | 0            | 0          | 0          | 0        | 303    | 1          | 0         | (1)      |
| TOTAL            | 1,426        | 1,070      | 1,070      | 0        | 5,468  | 3,444      | 3,210     | (234)    |
|                  | Year to Date |            | Year-end   | Forecast | Year t | o Date     | Year-end  | Forecast |

#### 2010-11 NHS PATIENT CARE INCOME - CUMULATIVE TO 31ST DECEMBER 2010

| SUMMARY                                      | Annual P                 | an                      | Plan to              | Date              | Actual to                   | Date              | Vari               | iance to Date   |                       | Nov         | Oct               | Q2          | Q1            |
|--|--------------------------|-------------------------|----------------------|-------------------|-----------------------------|-------------------|--------------------|-----------------|-----------------------|-------------|-------------------|-------------|---------------|
|  | Activity                 | £'000                   | Activity             | £'000             | Activity                    | £'000             | Activity           | £'000           | %                     | £'000       | £'000             | £'000       | £'000         |
| Elective Admissions                          | 32,907                   | 34,586                  | 24,711               | 25,968            | 24,313                      | 26,065            | (398)              | 97              | 0.4%                  | 676         | 445               | 319         | (221)         |
| Non-Elective Admissions                      | 35,718                   | 57,323                  | 26,566               | 42,674            | 27,038                      | 42,732            | 472                | 58              | 0.1%                  | (136)       | (104)             | (19)        | (375)         |
| Outpatients                                  | 257,696                  | 28,450                  | 193,332              | 21,346            | 195,167                     | 21,759            | 1,835              | 413             | 1.9%                  | 787         | 598               | 515         | 33            |
| A & E Attendances                            | 62,464                   | 5,531                   | 46,848               | 4,148             | 48,693                      | 4,360             | 1,845              | 212             | 5.1%                  | 193         | 205               | 195         | 97            |
| Pathology                                    | 900,471                  | 4,146                   | 675,354              | 3,110             | 672,661                     | 3,137             | (2,693)            | 28              | 0.9%                  | 133         | 112               | 94          | 26            |
| High Cost Drugs and Devices                  | 5,581,000                | 5,581                   | 4,185,750            | 4,186             | 4,406,432                   | 4,406             | 220,682            | 221             | 5.3%                  | 21          | 79                | 36          | (105)         |
| Quality Schedule - Penalties                 | 0                        | 0                       | 0                    | 0                 | 0                           | (242)             | 0                  | (242)           | 100.0%                | (217)       | (190)             | (163)       | 0             |
| CQUIN  | 0                        | 2,413                   | 0                    | 1,810             | 0                           | 1,574             | U<br>(1.688)       | (236)           | (13.0%)               | (130)       | (75)              | (43)        | (9)           |
| Other CLINICAL INCOME - NHS PATIENTS         | 248,927<br>7,119,183     | 26,726<br>164,757       | 188,882<br>5,341,444 | 20,046<br>123,288 | 187,194<br><b>5,561,498</b> | 20,027<br>123,819 | (1,688)<br>220,054 | (19)<br>531     | <u>(0.1%)</u><br>0.4% | 99<br>1,426 | 44                | 36<br>970   | (17)<br>(571) |
| CEINICAE INCOME - NHS FATIENTS               | 7,119,105                | 104,737                 | 5,541,444            | 125,200           | 5,501,490                   | 125,015           | 220,034            | 331             | 0.4 /0                | 1,420       | 1,113             | 510         | (371)         |
| DIRECTORATE SUMMARY                          | Annual P                 |                         | Plan to              |                   | Actual to                   |                   |                    | iance to Date   |                       | Nov         | Oct               | Q2          | Q1            |
|  | Activity                 | £'000                   | Activity             | £'000             | Activity                    | £'000             | Activity           | £'000           | %                     | £'000       | £'000             | £'000       | £'000         |
| 100 General Surgery                          | 29,586                   | 15,875                  | 22,195               | 11,910            | 21,953                      | 12,190            | (242)              | 280             | 2.3%                  | 398         | 363               | 150         | (41)          |
| 101 Urology                                  | 14,669                   | 4,683                   | 11,008               | 3,526             | 11,133                      | 3,587             | 125                | 62              | 1.8%                  | 93          | 32                | 20          | 6             |
| 120 ENT                                      | 16,393                   | 3,473                   | 12,296               | 2,599             | 11,940                      | 2,425             | (356)              | (174)           | (6.7%)                | (123)       | (105)             | (73)        | (28)          |
| 130 Ophthalmology                            | 32,774                   | 4,880                   | 24,584               | 3,666             | 23,795                      | 3,308             | (789)              | (358)           | (9.8%)                | (217)       | (204)             | (176)       | (152)         |
| 140 Oral Surgery                             | 7,033                    | 1,669                   | 5,274                | 1,251             | 5,174                       | 1,322             | (100)              | 71              | 5.7%                  | 76          | 79                | 45          | (10)          |
| 143 Orthodontics                             | 4,104                    | 377                     | 3,078                | 283               | 3,103                       | 300               | 25                 | 17              | 5.9%                  | 19          | 11                | 9           | 2             |
| Diabetic Retinopathy                         | 16,589                   | 443                     | 12,442               | 332               | 7,827                       | 332               | (4,615)            | 0               | 0.0%                  | 0           | 0                 | 0           | (0)           |
| Other<br>Surgical Directorate                | 10,967                   | 2,246<br>33.648         | 8,225                | 1,685             | 6,445                       | 1,675             | (1,780)<br>(7,733) | (10)<br>(112)   | (0.6%)                | 1           | (10)              | (16)        | (26)<br>(248) |
| Surgical Directorate 110 Orthopaedics        | <b>132,115</b><br>40,189 | <b>33,648</b><br>20,566 | 99,103<br>30,170     | 25,252<br>15,519  | 91,370<br>30,586            | 25,140<br>15,819  | (7,733)<br>416     | (112)           | (0.4%)<br>1.9%        | 247<br>469  | <b>167</b><br>278 | (41)<br>462 | (248)<br>(59) |
| 110 Orthopaedics Orthopaedics                | 40,189<br>40,189         | 20,566<br>20,566        | 30,170<br>30,170     | 15,519<br>15,519  | 30,586<br><b>30,586</b>     | 15,819<br>15,819  | 416<br><b>416</b>  | 300<br>300      | 1.9%                  | 469<br>469  | 278               | 462<br>462  | (59)<br>(59)  |
| 180 A & E Non Elective                       | 3,339                    | 2,825                   | 2,501                | 2,117             | 2,650                       | 2,139             | 149                | 21              | 1.0%                  | 19          | 26                | 51          | 22            |
| OP07 A & E Outpatient Follow Up Attendances  | 1,802                    | 2,825                   | 1,352                | 92                | 1,508                       | 103               | 149                | 11              | 11.6%                 | 19          | 20                | 7           | 4             |
| 180 A & E Attendances                        | 62,464                   | 5.531                   | 46,848               | 4.148             | 48,693                      | 4,360             | 1,845              | 212             | 6.8%                  | 193         | 205               | 195         | 97            |
| Emergency Care Directorate                   | 67,605                   | 8.479                   | 50.701               | 6,358             | 52,851                      | 6,602             | 2,150              | 212             | 3.8%                  | 222         | 203               | 253         | 122           |
| 191 Critical Care                            | 9,712                    | 6,964                   | 7,284                | 5,223             | 7.482                       | 5,442             | 198                | 219             | 4.2%                  | 171         | 128               | 97          | 23            |
| Critical Care                                | 9,712                    | 6,964                   | 7,284                | 5,223             | 7,482                       | 5,442             | 198                | 219             | 4.2%                  | 171         | 120               | 97          | 23            |
| 300 General Medicine                         | 31,532                   | 31,095                  | 23,461               | 22,947            | 23,147                      | 23,167            | (314)              | 220             | 1.0%                  | 164         | 216               | 264         | (98)          |
| 301 Gastroenterology                         | 10,403                   | 3,147                   | 7,802                | 2,360             | 6,922                       | 2,205             | (880)              | (155)           | (6.6%)                | (96)        | (127)             | (127)       | (85)          |
| 303 Haematology                              | 7,306                    | 1,842                   | 5,483                | 1,391             | 5,767                       | 1,413             | 284                | 22              | 1.6%                  | 41          | 26                | 47          | 1             |
| 320 Cardiology                               | 7,354                    | 1,913                   | 5,516                | 1,435             | 5,336                       | 1,452             | (180)              | 17              | 1.2%                  | 56          | 33                | 42          | 30            |
| 330 Dermatology                              | 17,338                   | 2,340                   | 13,013               | 1,757             | 13,306                      | 1,750             | 293                | (7)             | (0.4%)                | 36          | 21                | (3)         | (27)          |
| 340 Respiratory Medicine                     | 1,115                    | 204                     | 836                  | 153               | 771                         | 136               | (65)               | (17)            | (11.3%)               | (13)        | (15)              | (16)        | (12)          |
| 360 Genito-urinary Medicine                  | 6,099                    | 773                     | 4,574                | 580               | 4,489                       | 566               | (85)               | (14)            | (2.3%)                | 7           | 12                | 11          | (11)          |
| 410 Rheumatology                             | 8,077                    | 1,552                   | 6,058                | 1,164             | 6,472                       | 1,182             | 414                | 18              | 1.6%                  | 46          | 29                | 3           | (25)          |
| Other  | 10,306                   | 702                     | 7,730                | 527               | 7,691                       | 555               | (39)               | 29              | 5.4%                  | 45          | 42                | 27          | 8             |
| Medical Directorate                          | 99,530                   | 43,569                  | 74,472               | 32,313            | 73,901                      | 32,427            | (571)              | 113             | 0.4%                  | 287         | 236               | 248         | (218)         |
| 420 Paediatrics                              | 12,985                   | 4,803                   | 9,644                | 3,525             | 9,522                       | 3,455             | (122)              | (70)            | (2.0%)                | (32)        | (38)              | (18)        | (17)          |
| 501 Obstetrics using Bed or Delivery         | 21,698                   | 8,901                   | 16,266               | 6,667             | 16,989                      | 6,931             | 723                | 264             | 4.0%                  | 183         | 167               | 122         | (113)         |
| 502 Gynaecology                              | 17,654                   | 5,845                   | 13,346               | 4,443             | 13,183                      | 4,143             | (163)              | (299)           | (6.7%)                | (161)       | (172)             | (248)       | (31)          |
| Cost & Volume                                | 62,452                   | 5,721                   | 46,839               | 4,291             | 48,835                      | 4,449             | 1,996              | 158             | 3.7%                  | 185         | 138               | 117         | 21            |
| Block  | 84,728                   | 7,940                   | 63,546               | 5,955             | 66,507                      | 5,960             | 2,961              | 5               | 0.1%                  | 5           | 4                 | 4           | 2             |
| Women's and Children's Directorate           | 199,517                  | 33,210                  | 149,640              | 24,880            | 155,036                     | 24,938            | 5,396              | 58              | 0.2%                  | 179         | 100               | (23)        | (138)         |
| Imaging                                      | 43,541                   | 2,768                   | 32,656               | 2,076             | 31,608                      | 1,997             | (1,048)            | (79)            | (3.8%)                | (16)        | (19)              | (20)        | (1)           |
| Imaging                                      | 43,541                   | 2,768                   | 32,656               | 2,076             | 31,608                      | 1,997             | (1,048)            | (79)            | (3.8%)                | (16)        | (19)              | (20)        | (1)           |
| Pathology                                    | 909,221                  | 4,303                   | 684,104              | 3,267             | 681,956                     | 3,304             | (2,148)            | 37              | 1.1%                  | 143         | 96                | 104         | 33            |
| Pathology                                    | 909,221                  | 4,303                   | 684,104              | 3,267             | <u>681,956</u>              | 3,304             | (2,148)            | 37              | 1.1%                  | 143         | 96                | 104         | 33            |
| Central Services Central Services            | 36,752<br>36,752         | 1,473<br>1,473          | 27,564<br>27,564     | 1,105<br>1,105    | 30,276<br>30,276            | 1,191<br>1,191    | 2,712<br>2,712     | 86<br><b>86</b> | 7.8%<br>7.8%          | 102<br>102  | 74<br>74          | 62<br>62    | 29<br>29      |
| Other  | 5,581,001                | 9.619                   | 4.185.751            | 7,216             | 4,406,432                   | 6,959             | 220.681            | (257)           | (3.6%)                | (327)       | (187)             | (170)       | (114)         |
| Other  | 5,581,001                | 9,619<br>9,619          | 4,185,751            | 7,216             | 4,406,432                   | 6,959<br>6,959    | 220,681<br>220,681 | (257)           | (3.6%)                | (327)       | (187)             | (170)       | (114)         |
|  | 0,001,001                | 3,013                   | 4,100,701            | 1,210             | 4,400,452                   | 5,555             | 220,001            | (201)           | (0.070)               | (321)       | (101)             | (170)       | (114)         |
| CLINICAL INCOME - NHS PATIENTS               | 7,119,183                | 164,600                 | 5,341,444            | 123,210           | 5,561,498                   | 123,819           | 220,054            | 609             | 0.5%                  | 1,478       | 1,115             | 970         | (571)         |
| CONTRACT VARIATIONS: IN YEAR ADJUSTMENTS TO  | Annual P                 | an                      | Plan to              | Date              | Actual to                   | Date              | Vari               | iance to Date   |                       | Nov         | Oct               | Q2          | Q1            |
| ANNUAL PLAN                                  |                          | £'000                   | Activity             | £'000             | Activity                    | £'000             | Activity           | £'000           | %                     | £'000       | £'000             | £'000       | £'000         |
| Contract Variation 4 approved at CMB 5.11.10 |                          | 157                     |                      | 78                |                             | 0                 |                    | (78)            |                       | (52)        | 0                 | 0           | 0             |
| - Cytology transferred to Derby Hospitals    |                          |                         |                      |                   |                             |                   |                    |                 |                       |             |                   |             |               |
|  |                          | 157                     |                      | 78                |                             | 0                 |                    | (78)            |                       | (52)        | 0                 | 0           | 0             |
| ORIGINAL PLANNED INCOME - NHS PATIENTS       |                          | 164,757                 |                      | 123,288           |                             | 123,819           |                    | 531             | 0.4%                  | 1,426       | 1,115             | 970         | (571)         |
| ORIGINAL PLANNED INCOME - NHS PATIENTS       |                          | 104,/5/                 |                      | 123,288           |                             | 123,819           |                    | 531             | 0.4%                  | 1,420       | 1,115             | 970         | (5/1)         |





# Cash Flow Statement 1 April 2010 to 31 December 2010

|   | Plan Cash<br>Flow<br>£000's | Actual<br>Cash Flow<br>£000's | Variance<br>from Plan<br>£000's |
|---|-----------------------------|-------------------------------|---------------------------------|
| EBITDA                                  | 13,026                      | 14,409                        | 1,383                           |
| Working Capital Movements               | (458)                       | 351                           | 809                             |
| Cash Flow from Operating Activities     | 12,568                      | 14,760                        | 2,192                           |
| Capital Expenditure - NHS               | (10,858)                    | (9,475)                       | 1,383                           |
| Capital Expenditure - Donated           | (800)                       | (962)                         | (162)                           |
| Proceeds from property disposal         | 200                         | 0                             | (200)                           |
| Interest Receiveable/Payable            | 51                          | 86                            | 35                              |
| Dividend Paid                           | (1,618)                     | (1,602)                       | 16                              |
| Cash Flow before Financing              | (457)                       | 2,807                         | 3,264                           |
| Financing                               |                             |                               |                                 |
| Donated Funds                           | 800                         | 962                           | 162                             |
| Finance leases                          | (45)                        | 35                            | 80                              |
| FTFF loan                               | 4,387                       | 3,310                         | (1,077)                         |
| Net Cash Movement                       | 4,685                       | 7,114                         | 2,429                           |
| Reconcilation of Cash Balance Movements |                             |                               |                                 |
| Opening Cash Balance 01/04/10           | 27,896                      | 27,896                        | 0                               |
| Closing Cash Balance 30/11/10           | 32,581                      | 35,010                        | 2,429                           |
| Net Cash Movement                       | 4,685                       | 7,114                         | 2,429                           |

# **Balance Sheet as at 31 December 2010**

|  | Plan<br>Balance Sheet<br>31 December 2010<br>(£'000) | Actual<br>Balance Sheet<br>31 December 2010<br>(£'000) | Variance<br>from Plan<br>(£'000) |
|--|--|--|----------------------------------|
| FIXED ASSETS                                   | 106,649  | 105,174  | (1,475)                          |
| CURRENT ASSETS                                 |  |  |                                  |
| - Stock  | 1,184  | 1,348  | 164                              |
| - NHS Debtors due within 1yr                   | 3,061  | 2,364  | (697)                            |
| - Other Debtors due within 1yr                 | 1,697  | 1,463  | (234)                            |
| - Prepayments and accrued income               | 850  | 1,700  | 850                              |
| - Non Current Assets Held for Sale             | 0  | 130  | 130                              |
| - Cash in hand and at bank                     | 32,581   | 35,010   | 2,429                            |
|  | 39,373   | 42,015   | 2,642                            |
| CURRENT LIABILITIES                            |  |  |                                  |
| - NHS Creditors due within 1yr                 | (3,123)  | (3,982)  | (859)                            |
| - Other Creditors due within 1yr               | (8,956)  | (9,938)  | (982)                            |
| - S/T provisions                               | (325)  | (296)  | 29                               |
| - S/T Deferred Income & Finance Lease creditor | (1,040)  | (384)  | 656                              |
| - S/T FTFF LOAN & INTEREST                     | (1,277)  | (1,071)  | 206                              |
| NET CURRENT ASSETS                             | 24,652   | 26,344   | 1,692                            |
| TOTAL ASSETS LESS CURRENT LIABILITIES          | 131,301  | 131,518  | 217                              |
| DEBTORS DUE OVER 1YR                           | 676  | 715  | 39                               |
| L/T DEFERRED INCOME & FINANCE LEASE CREDITOR   | (526)  | (434)  | 92                               |
| L/T PROVISIONS FOR LIABILITIES & CHARGES       | (1,573)  | (1,536)  | 37                               |
| L/T FTFF LOAN                                  | (8,389)  | (7,509)  | 880                              |
| TOTAL ASSETS EMPLOYED                          | 121,489  | 122,754  | 1,265                            |
| FINANCED BY:                                   |  |  |                                  |
| TAXPAYERS EQUITY                               |  |  |                                  |
| Public Dividend Capital                        | 49,077   | 49,077   | 0                                |
| Revaluation Reserve                            | 31,853   | 31,842   | (11)                             |
| Donated Asset Reserve                          | 2,629  | 2,779  | 150                              |
| Income & Expenditure Reserve                   | 37,930   | 39,056   | 1,126                            |
|  | 121,489  | 122,754  | 1,265                            |

# Capital Expenditure Statement 1 April 2010 - 31 Dec 2010

|  |             | For the period 1 Apr 10 - 31 Dec 10 |        |               |
|--|-------------|-------------------------------------|--------|---------------|
| Scheme   | Annual plan | Plan to date                        | Actual | Variance      |
| Main schemes   | £000's      | £000's                              | £000's | £000's        |
|  | 1,010       | 835                                 | 340    | (495)         |
| Ward upgrades  | 20          |                                     | • • •  | (493)<br>(20) |
| Chesterfield Birth centre                                  |             |                                     | (0)    |               |
| A&E Resus upgrades<br>Patient meal services - maintenance  | 400         |                                     | 347    | (38)          |
| General areas upgrade (toilets / stairwells etc) including | 75          | 75                                  | 44     | (31)          |
| Scarsdale entrance   | 725         | 490                                 | 100    | (390)         |
| Quality Through Capacity New Wards                         | 4,974       | 4,824                               | 5,068  | 244           |
| Generator capacity - electrical standby facility           | 283         | 283                                 | 283    | 0             |
| New offices above Infection Control                        | 180         | 180                                 | 130    | (50)          |
| Decontamination of Flexible Endoscopes                     | 1,208       | 1,208                               | 978    | (230)         |
| Pathology refurbishment                                    | 62          | 62                                  | 32     | (30)          |
| Wind Farm  | 50          | 0                                   | 0      | 0             |
| Roadway Upgrade  | 0           | 0                                   | 233    | 233           |
| MRI Scanner Building Work                                  | 248         | 248                                 | 246    | (2)           |
|  | 9,235       | 8,610                               | 7,802  | (808)         |
| Other expenditure  |             |                                     |        |               |
| Directorate Equipment                                      | 1,531       | 785                                 | 725    | (60)          |
| IT equipment and applications                              | 1,560       | 1,175                               | 667    | (508)         |
| Estates minor works  | 400         | 288                                 | 198    | (90)          |
| 2009/10 unders and overs                                   |             |                                     | 4      | 4             |
| Total NHS Funded Capital Expenditure                       | 12,726      | 10,858                              | 9,395  | (1,463)       |
|  |             |                                     |        |               |
| Donated Assets Capitalised (Building & Equipment)          | 0           | 800                                 | 962    | 162           |
| Finance Leases Capitalised (Equipment)                     | 0           | 0                                   | 80     | 80            |
| Total Capital Expenditure                                  | 12,726      | 11,658                              | 10,437 | (1,221)       |



**NHS Foundation Trust** 

## **BANKING SERVICES**

## Commercial Banking Service

## **Background**

The Trust's standing financial instructions require banking services to be tendered. The Board of Directors and Audit Committee have received and approved papers extending the commercial banking arrangements with Lloyds Bank on several occasions on the grounds of strong banking relationship and value for money.

The Audit Committee and Board of Directors agreed in 2007 to award the Trusts Commercial Banking Service to Lloyds Bank for 3 years from 1 July 2007. The Audit Committee at its meeting on 23 February 2010 approved the request to defer the renewal of the Trust's banking arrangements to 1 April 2011 in order to allow for accounts to be changed in a staggered time frame, as a result of changes to Government Banking Services. The Audit Committee meeting held on 19 January 2011 agreed to recommend to the January Board of Directors meeting that Lloyds Bank be awarded the Commercial Banking Service for three years from 1 April 2011.

The Trust's approach over the years has been to develop long-term relationships with a core group of quality banks in order that it would be in a strong position in any unforeseen circumstances that may arise. The hope being that the establishment of a high degree of confidence and commitment between the parties would increase the likelihood of banks meeting funding requirements at crucial times, and at short notice. This approach is in line with that issued by Monitor in its Treasury Management guidance.

The Trust has now undertaken a tendering exercise with the four banks with which it has a relationship and a further major player-HSBC. The current arrangements are:

- Lloyds currently used for commercial bank accounts and Investments
- Yorkshire Bank (Clydesdale) currently used for investments
- Barclays currently used for investments
- Nat West currently used for investments

#### **Findings**

The tender assumed that the relationship and current arrangements with our security firm would remain in place and asked banks to tender using the current volumes of transactions.

Yorkshire Bank declined our offer to tender on the grounds that they did not feel that they could meet the requirements of the Hospital both from a pricing and servicing point of view.

Submissions received from the other four tenderers were as follows: -

|   | LLOYDS                                | HSBC                     | BARCLAYS                    | NAT WEST                                  |
|---|---------------------------------------|--------------------------|-----------------------------|---|
| Annual Gross<br>Banking<br>Charges –<br>Year 1                            | £770                                  | £10,076                  | £12,383                     | £8,011                                    |
| Price review<br>mechanism –<br>years 2 & 3                                | Prices subject<br>to RPI<br>increases | Subject to annual review | Subject to<br>annual review | Prices to<br>increase in<br>line with RPI |
| Ranking<br>based on<br>weighted<br>evaluation<br>criteria (see<br>Note 1) | 1                                     | 4                        | 2                           | 3   |

# Note 1

In line with Trust policy the tenders were subjected to evaluation and ranking using both cost and quality measures. The criteria used, and their weightings, were as follows: -

- 1) Net cost to Trust (70% weighting)
- 2) Electronic banking, information and security systems (20% weighting) and
- 3) Support team access (10% weighting).

The Lloyds Bank tender response includes the statement that they will continue to waive the majority of our banking fees, other than the variable transaction costs shown above, as they value the relationship they hold with the Trust.

Although Lloyds traditionally offer the best quote, further clarification was sought due to the exceptionally low value of the tender (the Trust currently pays a £3,250 annual fixed charge). Their reply stated that £770 was the correct charge as there would be no fixed charge for a 3 year contract, and that they will continue to provide the other money transaction business on a free basis to the Trust.

The Barclays tender submission includes access to their "MT Advantage" deposit account which offers an advantageous interest rate on cash deposited by customers who place their money transaction business with them.

The current interest rate differential between this account and other accounts available to the Trust gives rise to the possibility that the higher banking charges levied by Barclays may be offset by higher levels of interest received by the Trust.

However this current differential is not guaranteed. The rate offered by Barclays is under constant review and the differential may be squeezed in the new financial year as the Trust will then be in a position to offer longer term deposits, at more favourable rates, to other banks. Due to the uncertainty inherent with future rates it is thought that the significantly lower up front banking charges offered by Lloyds Bank offers the best value option for the Trust.

# **Recommendations**

The Trust's SFI's require acceptance of the best value bid.

The Audit Committee held on 19 January 2011 agreed to recommend the appointment of Lloyds Bank for three years from 1 April 2011.

The Board of Directors are asked to approve that the commercial banking services contract be awarded to Lloyds Bank for a further 3 year period, commencing 1 April 2011.

Appendix 10.2

### **BANKING SERVICES**

## **Committed Working Capital Facility**

### **Background**

A committed working capital facility forms part of the assessment by Monitor of the liquidity of the Trust. This measure of liquidity, together with other financial ratios and measures, form part of the overall weighted financial risk rating of the Trust by Monitor.

The hospital has had such a facility since it became a foundation trust on 1 January 2005, but has never drawn on the facility.

The Trust last tendered for a three year rolling committed working capital facility for the period 1 April 2007 to 31 March 2010. This resulted in a contract for an £11,000,000 facility being awarded to Lloyds.

As part of the Annual Planning process last year this contract was extended by one year to 31 March 2011 and is now due for renewal.

It had been hoped that, in the meantime, an alternative facility would become available through the Foundation Trust Financing Facility (FTFF), but this is not now likely for those trusts with liquidity risk ratings of 4 or 5 which it is forecast the Trust will have.

Consequently, invitations to tender were recently issued to the three banks most active in this market. The requirement was for an £11,000,000 facility committed for two years, but with a break option after one year exercisable by the Trust

It is not anticipated that there will be a need to draw on this facility, its primary purpose being to strengthen the ratios used by Monitor in assessing the financial robustness of the Trust.

The replies to the Trust's tender are currently being assessed with Monitor to ensure that the draft committed working capital agreements submitted with the tenders comply with the overriding requirement of meeting Monitors definition of a committed facility. Facilities which do not fulfil this requirement cannot be included in any assessment of financial strength.

A comparison is given below of the costs to the Trust of having such a facility.

| Costs of the facility                            | LLOYDS TSB  | NAT WEST  | BARCLAYS  |
|--|---|---|---|
| Set up/arrangement<br>fee and/or annual<br>costs | Arrangement fee of<br>30 basis points -<br>£33,000 p.a. | Arrangement fee of<br>40 basis points -<br>£44,000 p.a. | Arrangement fee of<br>30 basis points -<br>£33,000 p.a. |
| Utilisation interest                             | LIBOR + 2.5%  | Base Rate +2.25%  | LIBOR + 1%  |
| Non utilisation fee                              | Not applicable  | Not applicable  | Not applicable  |

# **Recommendation**

The set up cost of the Working Capital Facility is identical between Lloyds Bank and Barclays Bank, utilisation is very unlikely so has not been taken into account.

Monitor is currently developing changes to the clauses that allow the facility to count as a committed facility and these will be included in its 2011/12 Compliance Framework. The Trust will critically evaluate the clauses offered by each bank to ensure they comply with those acceptable to Monitor.

The Board of Directors are asked to give authority to the Director of Finance to complete the above work. They are also asked to authorise, in principle, the approval for the Trust to enter into an agreement for an £11,000,000 committed working capital facility. This will be with the bank whose tender provides the best value to the Trust, whilst meeting Monitor's definition of such a facility.