

NUS Benefits Statement 01/07/2016 - 30/06/2017

London School of Economics and Political Science Students' Union

Licensed Trade Benefit

Consortium savings v other licensed trade suppliers	£23,629
Licensed Trade promotions	£2,698
Free stock received via the consortium	£2,329
Licensed Trade plus payments received from the consortium	£449
Licensed Trade Plus Best In Class Points: 0, Promotional Compliance Score: 7%. These scores reduce the amount paid by £1003	

Total licensed trade benefit from consortium membership £29,105

Retail Trade Benefit

Consortium savings v Spar Basket (inc in total retail benefit calculation)	£16,298
Consortium savings v Booker Basket (not included in total benefit calculation)	£2,840
Savings from consortium negotiations direct with brand owners & promotional rebates	£2,636
Consortium Retail plus retro payment	£1,438
Retail Plus Promotional Compliance: 100%, Planogram Compliance: 48%. These scores reduce the amount paid by £111	

Total retail trade benefit from consortium membership £20,372

PPL Benefit

Savings on PPL Licences £590

NUS extra Commission Benefit

Number of cards sold: 1,652

Card Sales Commission £11,596

Delegate Entitlement

National Conference Entitlement: 3

Net Benefit Benefit

Net benefit £61,663

What does this tell us?

This statement shows how NUS works to champion and support the commercial success of Students' Unions by:

- Negotiating central purchasing deals resulting in economies of scale which local suppliers are unable to match.
- Pass all negotiated savings back to you, whereas most other suppliers such as Booker & Spar take brand owner monies as their own profit stream.
- Negotiate a central deal for your performing rights license saving you both time and costs.
- Operating a central billing function provides an improved cash flow facility (additional 24 days on normal 30 day terms) and reducing administration for suppliers and at your union
- NUS Extra card sales generate commission for you

What else do we do?

In addition to the financial benefits directly attributable to your union as outlined above, NUS also delivers a host of other benefits to aid your operational success:

Legal Support & Advice

NUS has worked with various legal teams and spent £100k to acquire advice and support for the membership as a whole on specific areas such as; GDPR, Charity Commission, governance, as well as supporting individual unions when needed.

Sustainability

- We work on your behalf to constructively engage with suppliers to work with them to improve in environmental & ethical areas.
- We also help you to deliver greener unions through new environmental projects, and good practice schemes such as Ethical Plus and Green Impact.
- We deliver a greener supply chain, ensuring due diligence is maintained throughout the whole supply chain, thus protecting member unions from challenges such as the recent meat issue discovered by the food standards agency which affected at least two major national pub/restaurant chains.

Membership Engagement

Our membership engagement team provide a dedicated first point of contact for every FE and HE member students' union, supporting unions to collaborate across the movement and engage with what's happening on the national stage. They track and communicate trends and issues experienced across our member students' unions, allowing us to be the experts on students' unions and informing NUS' national services and support.

Quality Students' Unions framework

Our Quality Students' Unions framework is the tool dedicated to supporting organisational development in students' unions. It's free for all students' unions to use and helps unions to benchmark their work, identify and celebrate good practice, and clarify areas for development. NUS has spent £110k on professional fees in supporting this area along with some of our core staff.

Membership Support Team

We have a dedicated Customer Services function which handle initial Trading Support enquiries such as Commercial queries about deliveries, invoicing, programmes, pricing, POS and promotions, as well as enquiries on Events, Funding, Welfare, NUS extra - how to buy the card, delivery of card, discounts, Governance and our Campaigns. Customer Services also administer the NUS Facebook Workplace, answer calls for all our six offices, register new affiliates and help to book travel for our vast number of volunteers (across our boards and committees)

Insight

The Trading Support Team has access to wider market analysis and insight, working with the likes of CGA Peach, Horizons, HIM & others which when combined with the student trackers insight we commission directly, provides you with evidence based activity to support you to grow commercially whilst delivering great value & excellence for your students.

We can work with you to support you to interpret this data to enable you to ensure your commercial operations keep pace with the increasingly competitive market place. If you were to purchase this insight as an individual union it would cost circa £80k, we share this with you at our events and communities of practice or during union visits with no cost levied to you.

Strategic Partnerships

We have a portfolio of strategic partners who can deliver concepts for you, these partnerships are exclusive to the purchasing consortium members thus increasing the value of your membership, unions choosing not to be consortium members will not be entitled to continue with these concepts or indeed, work with these partners:

- Krispy Kreme
- PieMinister
- Stone Willy's Pizza
- Tugo – burrito concept & pasta concept

We are currently negotiating other exclusive partnerships for you too.

Commercial Health Checks

The Trading Support Team can deliver a full commercial health check for you, producing recommendations which are evidence based and substantiated by the wider market and student

data, to enable you to review your operational and commercial performance and work in partnership with the team to maximise the benefits available to you.

Communities of Practice

We deliver Communities of Practice to support members to share good practice, work through common challenges, keep up to date with innovation and market insights and to work with the Trading Support Team on tenders to supply through the purchasing consortium.

Benefits Statement Calculation Notes 2016/17

The benefits statement shows benefits of membership in various categories, which are explained below.

Licensed Trade

Licensed Trade Baskets

Price benchmarking was undertaken against TUCO, Greene King and Matthew Clark with an average saving of -14% which was then applied to the unions bar purchase turnover.

Licensed Trade promotions

The cost value of promotional kits or point of sale material provided by suppliers for bar promotions received by your union.

Free stock at cost

The value of free stock (at cost) received by your union.

Licensed Trade plus retrospective payments

The value of your retrospective payments for the outlets which were members of the Licensed Trade plus during the period August 2016 to July 2017.

NUS extra

Card Sales

The NUS extra calculation relates to the income each Union in membership of NUS Services generated through NUS extra card sales, between July 2016 and June 2017. The gross income per card sale paid to Unions for a one year card was £5.64, with a net contribution of £4.70 per card.

Retail Trade

Free stock at cost

The value of free stock (at cost) received by your union.

Brand Owner Price Adjustment

The total value of the brand owner price adjustments (the difference between the invoice price and the NUS negotiated price) for all outlets. This applies to purchases from Palmer & Harvey, Filshill, Co-operative and Snacksdirect.

Meal Deal retrospective payment

The value of your retrospective payment for the outlets which were members of the meal deal programme during the period August 2016 to July 2017. Due to non-compliance of full meal deal ranging, some members were payments were reduced.

Retail plus retrospective payments

The value of your retrospective payments for the outlets which were members of the Retail plus programme during the period August 2016 to July 2017.

Co-operative multisave discounts

The value of payments made in relation to multi-save discounts paid by the Co-operative Group during the 12 months to July 2017.

Retail Trade Basket

Price analysis was undertaken using the Spar model across categories: bakery/packaged beer/confectionary/fresh produce/frozen food/grocery/snacks & crisps/soft drinks/spirits/tobacco & wine. An average saving of 19% was then applied to unions' purchase turnover. In addition we also benchmarked pricing against Booker cash & carry to provide a 'wholesale' benchmark (not included in total benefit reflected) – this averages at circa 3% more expensive with Booker than the consortium, you then need to add on the BOPA benefit on top of this when reviewing the total cost benefit