

## Report on NUSSL Cost and Benefits

In line with Warwick Students' Union Motion 054 – **Increasing The Accountability Of Warwick Students' Union To Its Members**, the following sets out the costs and benefits of affiliation to NUS Services Ltd (contingent on affiliation to NUS) for 2013/14 (source: NUS Services Benefits Statement 1/7/2013 to 30/6/2014):

<b>NUS Benefits Statement 01/07/2013 - 30/06/2014</b>			
<b>Warwick Students' Union</b>			
<b>Licensed Trade</b>	<b>Benefit</b>	<b>Cost</b>	<b>Net Benefit</b>
Net benefit over TUCO - Brewed products	£74,614		
Licensed Trade promotions	£1,500		
Free stock at cost	£1,013		
<b>Total licensed trade benefit</b>	<b>£77,127</b>		
<b>Retail Trade</b>	<b>Benefit</b>	<b>Cost</b>	<b>Net Benefit</b>
Brand owner price adjustment & promotional rebates	£1,286		
<b>Total retail trade benefit</b>	<b>£1,286</b>		
<b>NUS extra Commission</b>	<b>Benefit</b>	<b>Cost</b>	<b>Net Benefit</b>
<b>Card sales</b>	<b>£22,488</b>		
<b>Costs</b>	<b>Benefit</b>	<b>Cost</b>	<b>Net Benefit</b>
Convention delegate fees		£175	
Membership fees		£275	
<b>Total costs</b>		<b>£450</b>	
<b>Net Benefit</b>	<b>Benefit</b>	<b>Cost</b>	<b>Net Benefit</b>
<b>Net benefit</b>			<b>£100,451</b>

*The notes below (on page 3) explain each of the lines included.*

**In addition to these items, other membership benefits include:**

Access to **ethical and environmental** advice and best practice schemes such as Green Impact which helps us deliver both reductions in carbon footprint and reductions in environmental costs. Green Impact enables WSU to visibly demonstrate through an accredited scheme, its environmental commitments as well as supporting collaborative working.

NUSSL provides a dedicated customer service centre, training and advice on responsible alcohol retailing, negotiations on fees related to the provision of public entertainments (PPL licensing), access to market research and insights such as "Success in the Student Market 2014" .

WSU benefits from provision of central billing for purchasing which reduces the administration support required by the SU. This is difficult to quantify but would probably equate to a full time purchasing post with a staff cost of approximately £30,000 per annum.

**In addition to the financial costs**, the nature of any purchasing deal means that there are some restrictions on product options. The NUSSL deal is no different but there is opportunity to influence this to a some degree through the governance structures and member consultation processes. The SU retains some flexibility in purchasing particularly for catering items

The costs and benefits of membership of the **National Union of Students** include:

**Cost**                **£51,448**

**Membership benefits include:**

Access to advice relating to charity law matters, employment law practice for SU's, equality and diversity best practice, webinars, resources and training events to support HR best practice.

In addition to advice and resources relating to organisational development and infrastructure, officers have access to campaign materials, research data and reports and training and development activity. Specific training courses and many delegate places at conferences are provided at cost. Many events are subsidised.

The primary function of NUS in addition to supporting strong Students' Unions is to provide a national voice representing the interests of more than 7 million students.

For further information on NUS visit - <http://www.nusconnect.org.uk/shape-our-work/who-we-are/membership-of-nus>

This information will be updated as soon as the final information for 2014-15 is received from NUSSL.

**October 2015**

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## Licensed Trade

### Net benefit over TUCO - brewed products

The sum of the Licensed Trade net cost benefit of buying draught and packaged beers and ciders through the NUS Services purchasing contracts compared with buying the same volumes if purchased via TUCO contracts. The calculation uses the Coors/TUCO price list. We believe that the TUCO price may be improved by local negotiation thus reducing the benefit. The benefit reflects the retrospective elements of both deals.

### 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.

### Key Partners Programme retrospective payments

The value of your retrospective payments for the outlets which were members of the Key Partners Programme during the period August 2012 to July 2013.

## 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 Services 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 2012 to July 2013.

### Retail Opt In Group retrospective payments

The value of your retrospective payments for the outlets which were members of the Retail Opt In Group Programme during the period August 2012 to July 2013.

### Co-operative multisave discounts

The value of payments made in relation to multisave discounts paid by the Co-operative Group during the 12 months to July 2013.

## 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 2012 and June 2013. The gross income per card sale paid to Unions was £5.64, with a net contribution of £4.70 per card, which is the figure used to calculate the benefit.

## Ethical and Environmental

### Green Impact University

Where a university participates in the GIU scheme, the associated Union receives a payment from the scheme.

## Costs

### Convention delegate fees

The fee charged for attendance at Convention & AGM.

### Membership fees

The annual fee of £300 for those Unions with a turnover of £50,000 or more.