



# **Bretforton Community Shop**

**Annual Members Meeting 28<sup>th</sup> September 2021**

# Agenda

---



1. Welcome. Refreshments and “nibbles”
2. To approve the Minutes of the Annual Members’ Meeting held 22<sup>nd</sup> September 2020
3. To receive and approve the Accounts of the Society for the year ending 31<sup>st</sup> March 2021
4. To re-appoint David Cadwallader and Co Ltd as the Society’s Independent Reviewer/Auditor
5. To disapply Section 83 of the Co-Operative and Community Benefit Societies Act 2014 (default requirement to conduct a costly full audit)
6. Election of Committee Members (If required)
7. Membership update
8. Review of the trading in the current financial year and future plans
9. Any other Business – Questions from the floor or submitted in advance.

# Annual Accounts 2020-21 Summary

## Income Statement



	2021 £	2020 £
<b>Turnover</b>		
Sales	181,663	171,872
Consultancy	3,870	6,233
	<u>185,533</u>	<u>178,105</u>
<b>Cost of sales</b>		
Opening stock	5,244	10,701
Purchases	151,215	131,252
Event costs	70	516
	<u>156,529</u>	<u>142,469</u>
Closing stock	<u>12,234</u>	<u>5,244</u>
	<u>144,295</u>	<u>137,225</u>
<b>Gross profit</b>	<u>41,238</u>	<u>40,880</u>
<b>Overheads</b>		
Administrative expenses	47,163	43,802
<b>Loss on society trading</b>	<u>(5,925)</u>	<u>(2,922)</u>
Events income	25	1,566
Restricted grants	313	–
Donations	2,780	475
Capital grant released	51	51
Government grants recognised directly in income	<u>10,000</u>	<u>–</u>
	<u>13,169</u>	<u>2,092</u>
<b>Operating profit/(loss)</b>	<u>7,244</u>	<u>(830)</u>
Interest payable and similar expenses	(51)	–
<b>Profit/(loss) before taxation</b>	<u>7,193</u>	<u>(830)</u>



# Notes to 2020-21 Accounts

---

## ▶ Trading Income

- ▶ Trading covered two lockdowns. Around £10k increase on previous year, but comparisons difficult to make.

## ▶ Consultancy Income

- ▶ Providing advice to other community businesses. Income less cost of delivery. c40% down on previous year and will decline further in 21-22 due to end of consultancy programmes.

## ▶ Shop Trading Profit & Loss

- ▶ Trading loss increased from previous year to £5,925. Key factors included increased stock holding, increased wage costs and increased bank charges due to card payments.

## ▶ Grant Income

- ▶ Significant Covid-related grant income plus insurance claim for break-in.

## ▶ Profit and Loss

- ▶ Profit of £7,193 before tax. Tax loss carried forward from previous year of £599 results in total profit for the year of £7,792.

# Key Plans for 2020-21 and Outcomes

---



Increase footfall	✓
Stabilise and grow sales	✓
Secure building regulation approval for storeroom extension and disabled toilet	✓
Develop detailed costings for the Shop and car park improvements	✓
Develop fund raising plan to deliver the new improved Shop.	<b>X</b> Some work completed but carried over to 2021-22

# Membership Update 2021



## Founder Members:

- 256

## Membership at last AMM:

- 292

## New Members added in the last 12 months:

- 0

## Total Membership:

- 292



BRETFORTON COMMUNITY SHOP

### MEMBERSHIP APPLICATION FORM

Make sure you have your say in how our Shop is run. Become a member of Bretforton Community Shop by simply completing the application form below to buy a £10 share in our community benefit society.

A copy of the society's rules can be found on the website or in the shop.

Membership will allow you to vote at the annual members meeting, stand for the Managing Committee and benefit from any members' offers and activities that the shop may organise from time to time.

As a community organisation run by volunteers we currently rely on the community for much of our funding. If you are in a position to add a donation to your membership we would be most grateful.

Date: \_\_\_\_\_

Your Full Name: \_\_\_\_\_

Address (including postcode): \_\_\_\_\_

Home Phone No: \_\_\_\_\_

Mobile No: \_\_\_\_\_

Email Address: \_\_\_\_\_

I hereby apply for a membership share in Bretforton Community Shop Ltd. Signature: \_\_\_\_\_

Membership Share  £10

I wish to make a donation of (please tick amount)  £10  £20  £50  £100  Other

Total Payable: £ \_\_\_\_\_

I will pay in the shop

I enclose a cheque to the value indicated above made payable to Bretforton Community Shop Ltd

I will pay by electronic transfer

Make Payment to: Bretforton Community Shop Ltd, Sort Code: 402021, Account No: 71602764. Use reference 'CS' your name

We will aim to issue membership share certificates within one month of receiving your application.

### Why not volunteer!

It's great fun, a chance to meet new people and get to know others better and it can be as little or as much of your time as you wish to give. No offer will be refused and every experience will be valued. It's your shop so you are what will make it stronger and better.

Let us know how you can help:

Serving Customers  Sorting newspapers  Helping with deliveries and stock management

Other - please add: \_\_\_\_\_

To find out more, email Joanne Davenport on [jdavon@gmail.com](mailto:jdavon@gmail.com) or call her on 01930 407414 or talk to our manager at the shop - telephone: 01386 833616 email: [manager@bretshop.org](mailto:manager@bretshop.org)

Bretforton Community Shop Ltd - A Registered Society for the Benefit of the Community  
Registered in England No: 32135R, 35 New St, Bretforton, Evesham, WR11 7HY. Tel: 01386 833616  
Email: [info@bretshop.org](mailto:info@bretshop.org) [www.bretshop.org](http://www.bretshop.org)

# Committee Members 2020-21

---



## 2020-21 COMMITTEE

Chris Buckham - Chair

John Cleveland – Vice Chair

Heather London - Treasurer

David Miskin

Kate Buckham

Kim Carter

Mike Cook

Lynette Williams - Secretary



# Our Volunteers in 2020-21

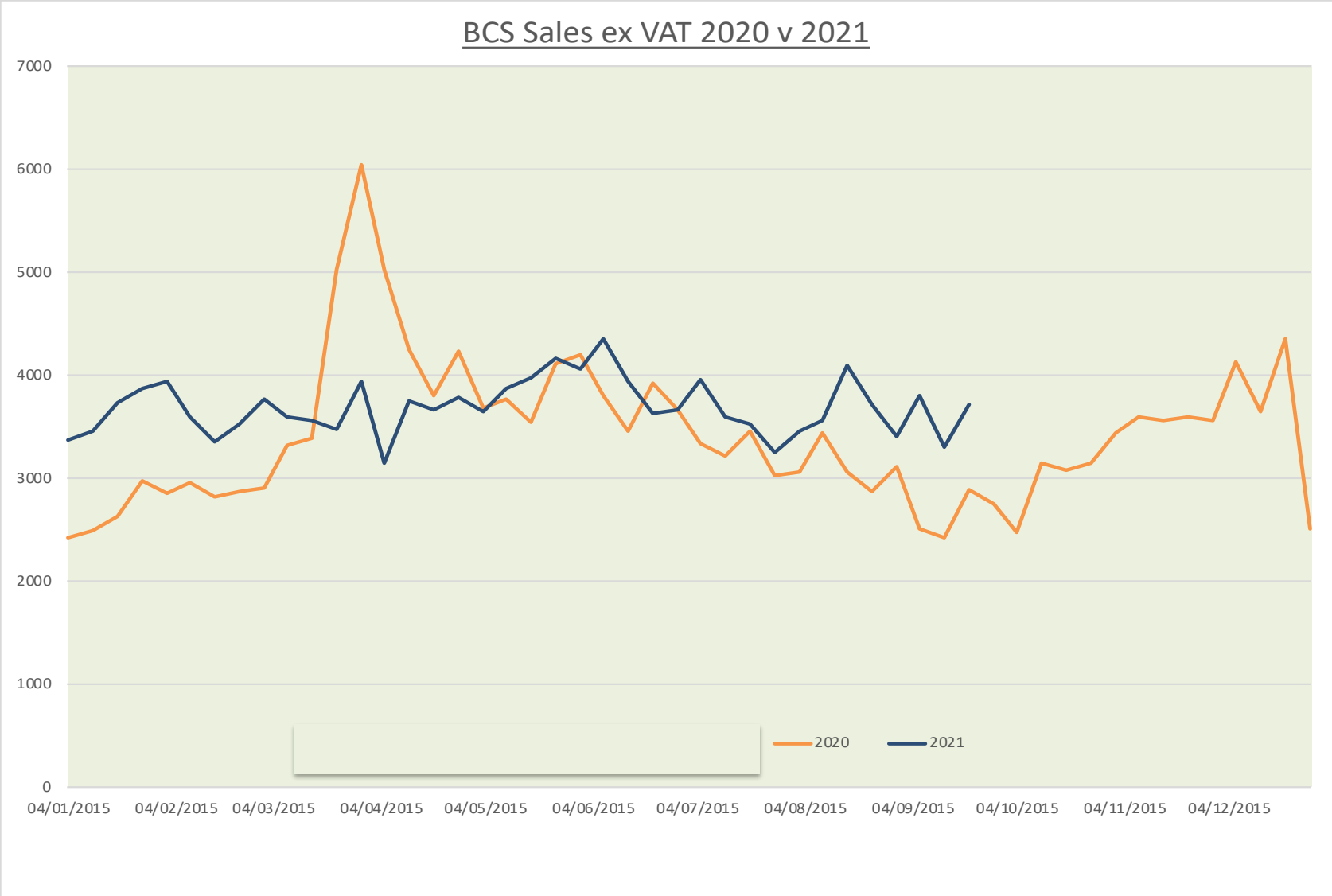
---

- ▶ Truly impressive support during the pandemic
- ▶ Over 60 new volunteers signed up at the start of lockdown – taking our total to nearly 100
  - ▶ Covering everything from deliveries, collections, Covid helpline, packing, leafleting, queue management, dog walking and “good to talk”
- ▶ **Between April 2020 and now:**
- ▶ 63 different volunteers recorded one or more shifts on 3 Rings.
- ▶ 37 volunteers recorded 10 or more shifts
- ▶ 12 volunteers recorded more than 50
- ▶ Most shifts April 2020 – September 2021: Lynne Ward

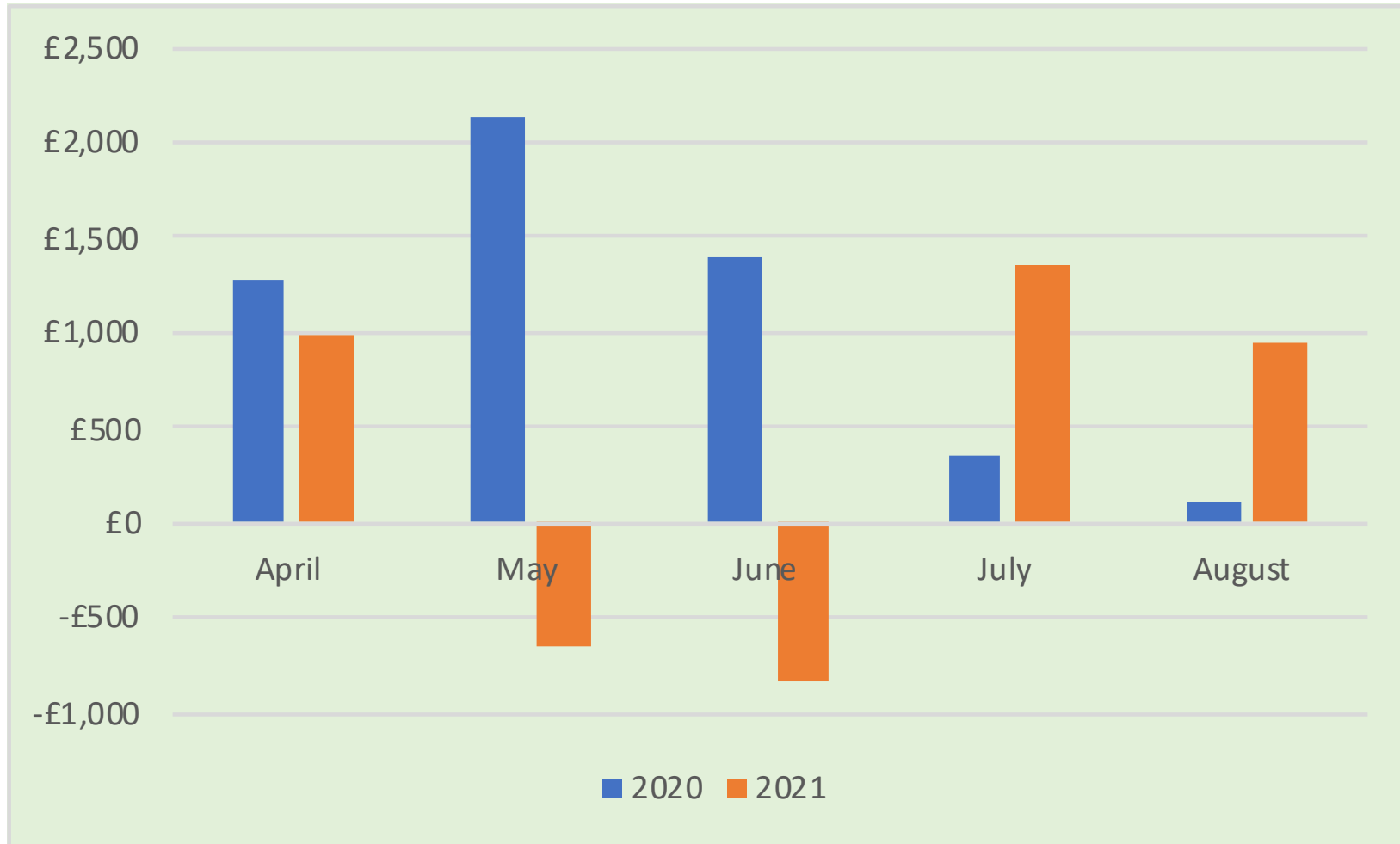




# Review of the trading in the current financial year



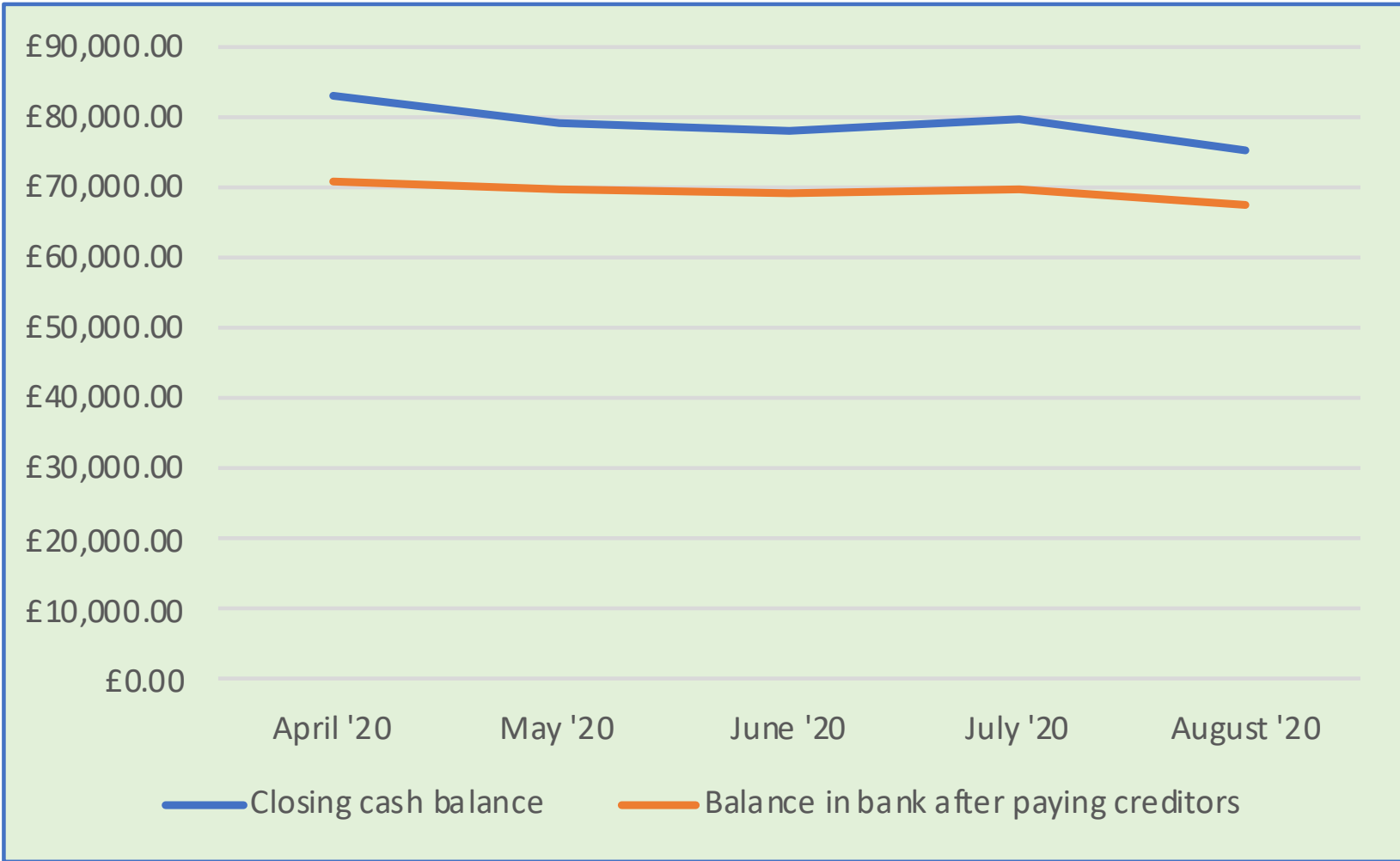
# Current Year Financial Performance – Trading Profit/Loss by Month



Year-to-Date Profit £1,801 (Last Year same period £4,813)



# Current Year Financial Performance – Cash Balance by Month



Cash balance includes £12,000 Covid grants, £5,000 restricted grant, £40,000 BB Loan

# Summary of Current Trading

---



- The first 6 months of trade this year have seen a return to a more **normal trading pattern** – albeit without the peak for Bret Fest/ Bret Proms
- **Sales are 7% ahead of the same 6 months last year**, and in line with our forecast
- Our **gross profit is in line with forecast**
- **Customer numbers** have been ahead of last year for every single week so far this financial year (average number of transactions **100 more per week than last year**)
- Positive cash balance (greatly helped by £10K government Covid loan) helped us make some small capital investments, **including new display fridges**

# Net Cash Position

---



ITEM	Amount
<b>Total Cash at the Bank (as at 25<sup>th</sup> Sep 2021)</b>	<b>78,984</b>
Bounce Back Loan	40,000
Restricted Funds (Hilda Farr grant for disabled toilet)	5,000
<b>Total “Free Cash” before liabilities</b>	<b>33,984</b>
Purchase invoices and VAT awaiting payment	6,587
<b>Cash Position after all liabilities</b>	<b>27,397</b>

# Our 2021-22 Objectives

---



Maintain and grow sales	
Increase volunteer numbers	
Strengthen the Committee	
Raise funds for the extension	
Recruit more new members (and volunteers)	

# Any Other Business

---



## Questions

# Thank you for your support!

---



- ▶ Our Staff
- ▶ Our Members
- ▶ Our Landlord - the Community Social Club
- ▶ The people of Bretforton
  
- ▶ And most of all:



## Our Volunteers!