

Thank you for your support!



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



Our Volunteers!



Bretforton Community Shop

Annual Members Meeting November 3rd 2018



Agenda

- ▶ **Approval of Minutes of the Annual Members Meeting
4th November 2017**
- ▶ Receive and approve the Accounts of the Society for year ending 31st July 2018
- ▶ Approve the appointment of auditors
- ▶ Membership update
- ▶ Approval to change date of financial year end
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- ▶ Review of the trading in the current financial year and plans for 2019
- ▶ Any other Business



Notes from last Members Meeting

Minute

Promote Post office Van-sign in shop/on website/Facebook

Voucher idea-monthly draw with gift voucher for 1st & 2nd prize

National Lottery terminal

Having Post Office service/post box outside shop/Parcel delivery and collection service

Pop up shop at Sports Ground-to sell essential items for that part of the village

Road crossing in village



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Annual Accounts 2017/18 Summary



Year ended 31 July 2018

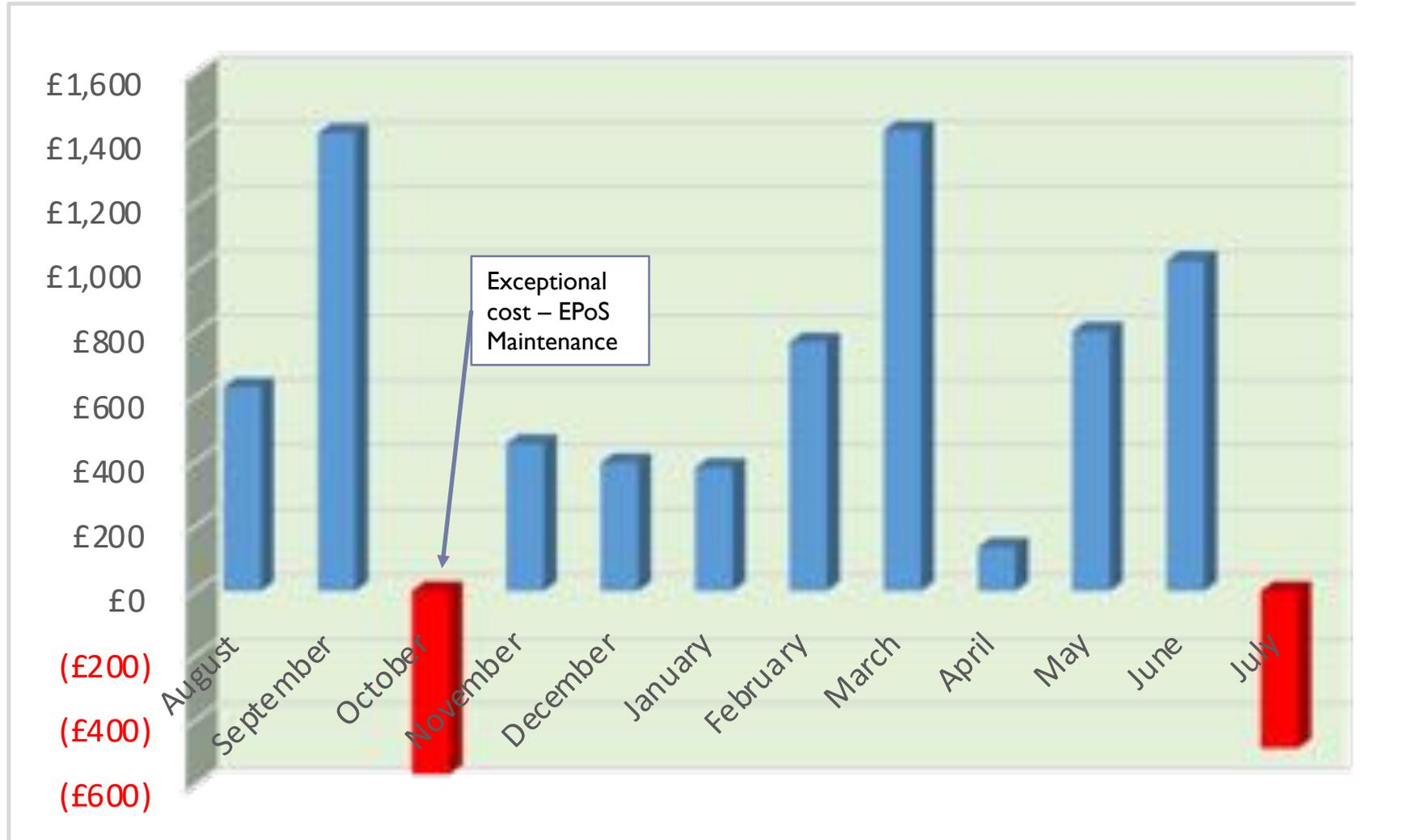
	Note	2018 £	2017 £
Turnover		212,419	209,893
Cost of sales		<u>165,114</u>	<u>165,010</u>
Gross profit		47,305	44,883
Administrative expenses		48,318	46,959
Other operating income		1,531	4,204
Operating profit		518	2,128
Other interest receivable and similar income		–	10
Interest payable and similar expenses		–	216
Profit before taxation	4	518	1,922
Tax on profit		969	19
(Loss)/profit for the financial year		(451)	<u>1,903</u>

Annual Accounts 2017/18 Summary

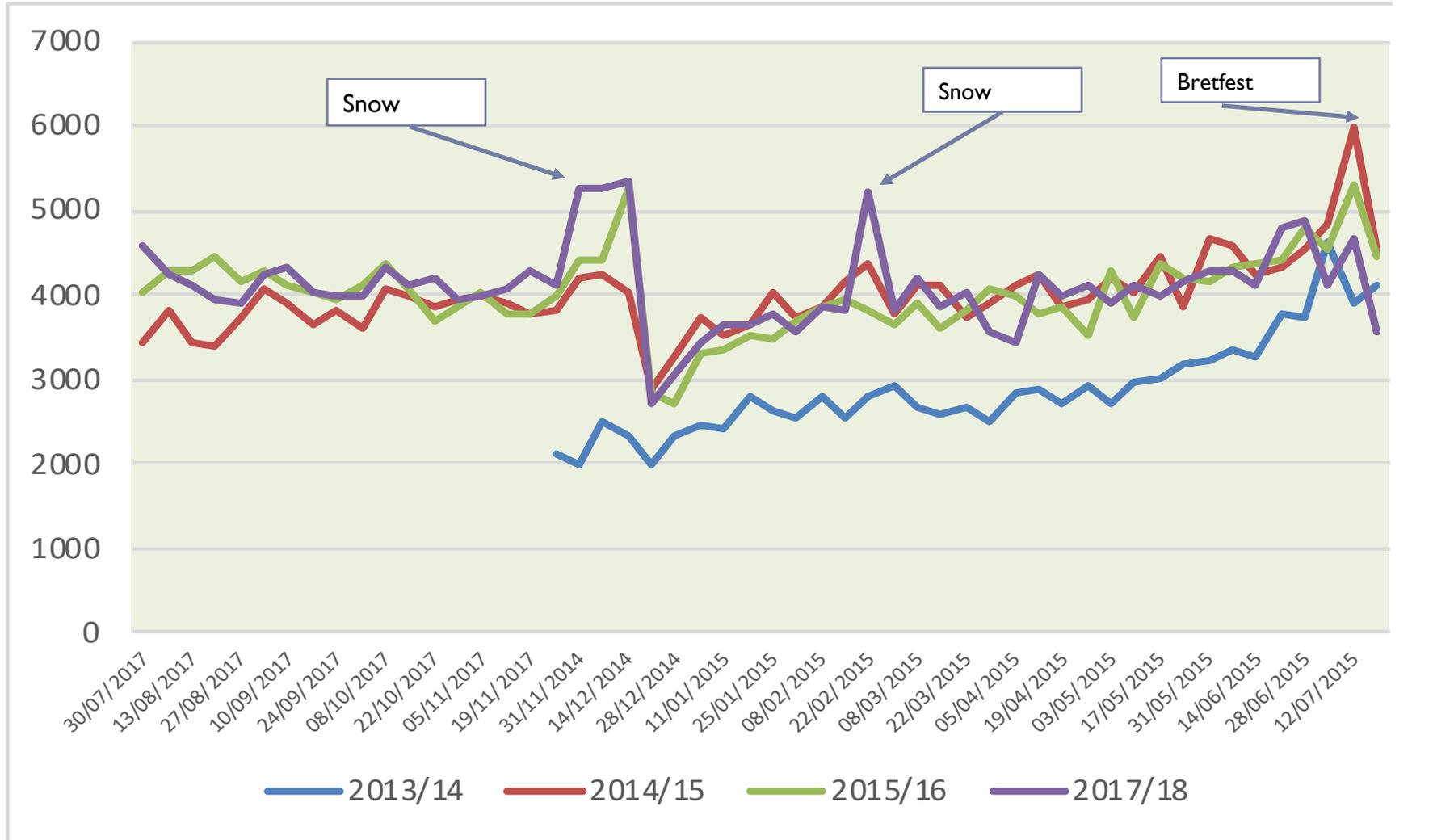


- ▶ Trading profit (i.e. Before tax & depreciation) fell marginally; from **£6,922** to **£5,836**
- ▶ Sales **1.5% above** 2016/17 at **£212K**
- ▶ Trading pattern broadly in line with 2016/17.
Our two biggest weeks were '**snow**' weeks
- ▶ Traded the key **Christmas** period **6% ahead** of 2016
...but peak for **Bret Fest & Proms** in 2018 was **-13%** on the year
- ▶ Cash balance has been growing slowly. Typically we now hold around **£18K cash** in the bank – and around **£9K** as a nominal reserve if we were to pay all creditors instantly (this figure has doubled in the last 12 months).

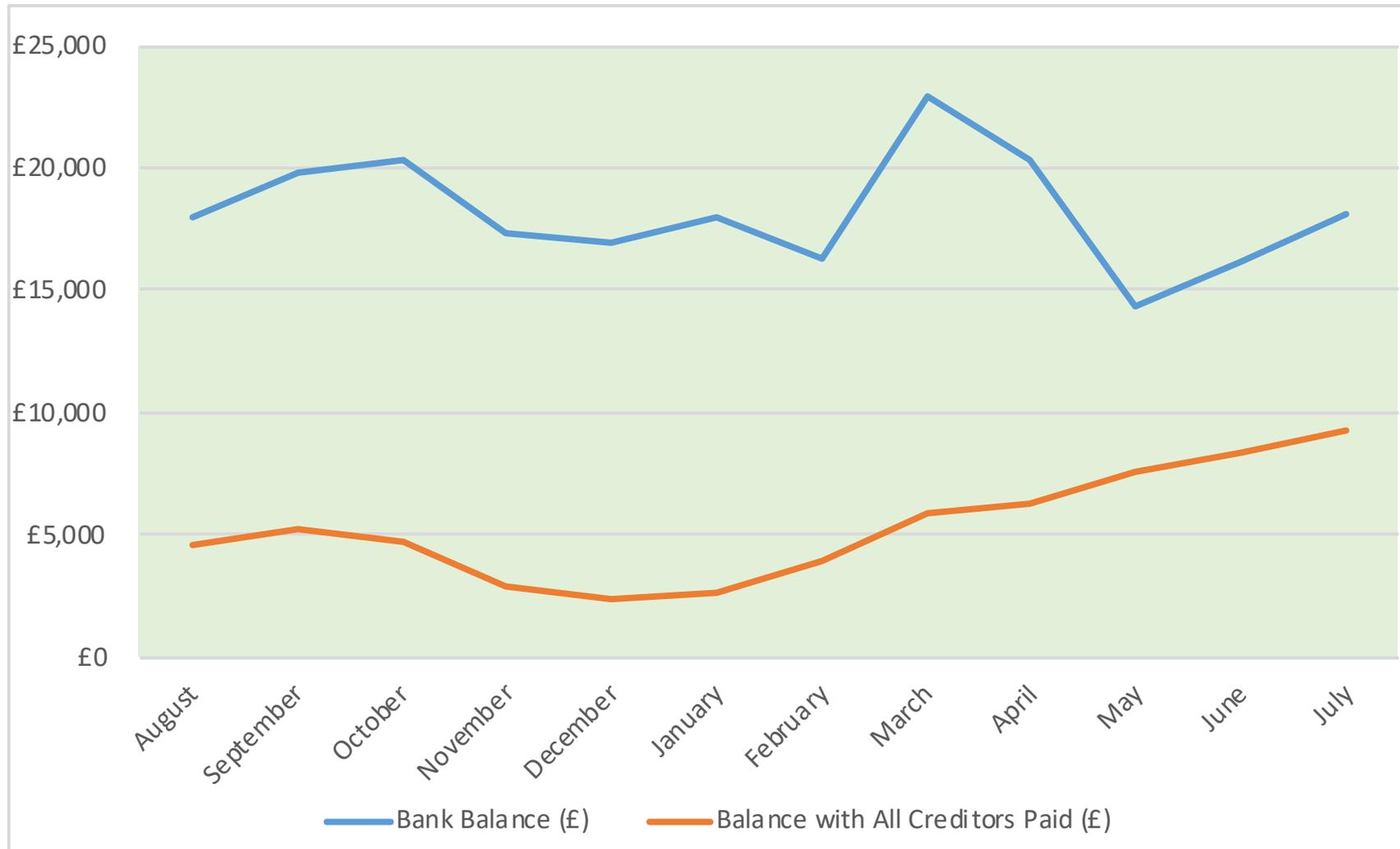
Annual Accounts 2017/18 – Trading Profit by Month



Annual Accounts 2017/18 – Sales by Week by Accounting Year



Annual Accounts 2016/17 – Cash Balance by Month





Trading Review

- ▶ Sales overall a little ahead of 2016/17
- ▶ Number of transactions and average basket spend in line with 2016/17
- ▶ December was our best month, helped by the snow and a strong Christmas (June & July were our best months in 2016/17)
- ▶ Gross buying margin improved very slightly on 2016/17, despite ongoing pressures
- ▶ 'Stock loss' improved significantly, helping our bottom line
- ▶ Sales fell off significantly in July 18, and we have seen this trend continue through August, September & October



Our Volunteers

- ▶ Amazing support!
- ▶ We now have a 200 Club too
- ▶ *Not forgetting the many volunteers who contribute behind the scenes and of course the members of your committee!*

The “100” Club

100 volunteer shifts “in shop”

Margaret Dodds
Dave Wells
Belinda Iliff-Wells
Janet Burdett
Megan Barry
Catherine Smith

Helen Chiddick
Margaret Workman
Helen Davis
Paulette Moore
Margaret Feeney
Emma Tennant
Sandie Seager

The “200” Club

200 volunteer shifts “in shop”

Heather London
John Cleveland
Pat Cleveland
Liz Kerr
Dave Wells
Tim Mills (350+)

But more work now needed to welcome in new volunteers to do “their bit for the village”

Reg Pincher – Our Thanks



Reg Pincher 1934-2018

Founder member of the Shop Committee





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Membership Update



Founder Members:

- 256

Membership at last AMM:

- 281

New Members added in the last 12 months:

- 5

Total Membership:

- 286

As part of our future plans we will re-commit to actively recruit new members

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 Payment: £ _____

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 at Sort Code 40 02 01 Account No 740276. Use address 00799999)

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 [Jaime Downson](mailto:jdown@bretshop.org) on jdown@bretshop.org or call her on 01920 401414 or talk to our manager at the shop – telephone: 01385 833615 email: manager@bretshop.org

Bretforton Community Shop Ltd - A Registered Society for the Benefit of the Community
Registered in England No. 321258, 25 New St, Bretforton, Evesham, WR11 7HY. Tel: 01385 833615
Email: info@bretshop.org www.bretshop.org



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Election of Committee Members 2018-19



2017-2018 COMMITTEE

Chris Buckham

John Cleveland

Heather London

Kate Buckham

Pat Watson

Kim Carter

David Miskin

Leeann Bibby

Mike Cook

Lynette Williams (sec)

STANDING DOWN

Leeann Bibby

Pat Watson

STANDING DOWN & RE- STANDING

STANDING for 2018-2019

Chris Buckham

John Cleveland

Heather London

David Miskin

Kate Buckham

Kim Carter

Mike Cook

Lynette Williams (sec)

**resigned mid year*



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Current Trading and Issues

- ▶ For first 3 months 2018/19 **sales** are **-13% LY**, and **customer numbers** are **-12% LY**
- ▶ We are maintaining targeted gross margins, but against a background of increasing cost prices
- ▶ We face the challenge of replacing two of our three part-time managers as we approach our peak trading period

Immediate Actions being taken by the Committee



- ▶ Focus on marketing & promotion
- ▶ Focus on recruiting new volunteers and growing the membership
- ▶ Focus on targeted fundraising (to provide a fund for improvements)
- ▶ Working with small teams of volunteers to improve;
 - ▶ The overall shop environment
 - ▶ The product offer
 - ▶ Ways of working

Support we need from the community



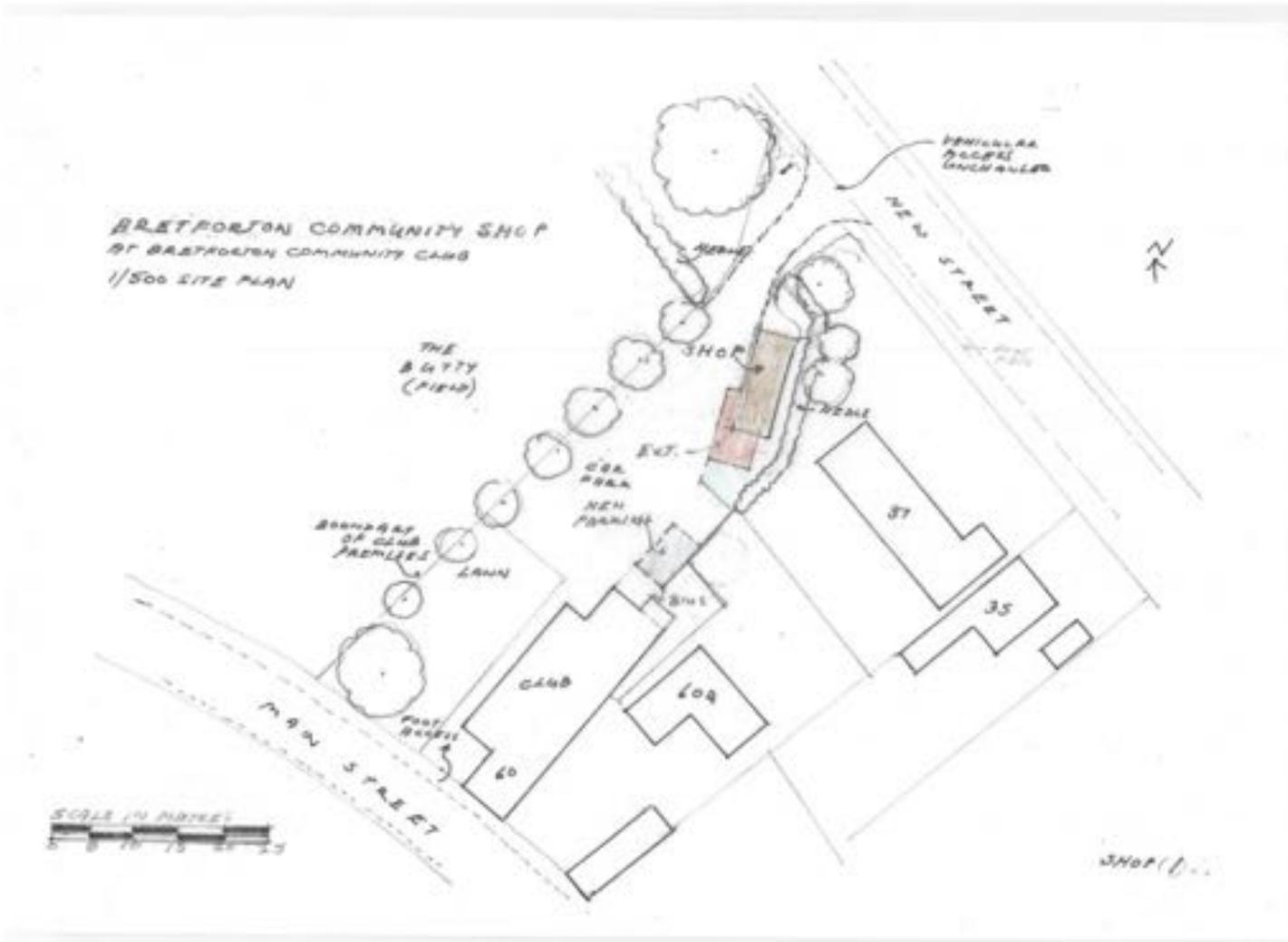
- ▶ Use the Shop!
- ▶ Feedback and suggestions
- ▶ New Committee Members. We need:
 - ▶ Someone to do marketing, promotion and communications with the village
 - ▶ Someone to work on the plans for the Shop building and the planning permission
 - ▶ Someone to work with the managers to develop our range of products sold in the Shop
- ▶ Volunteers
 - ▶ To cover Shop shifts and maintain opening hours
 - ▶ To assist with the renovation and “sprucing up” of the building and its surrounds
 - ▶ Driving to collect from wholesaler

Planning for the 2020 and beyond

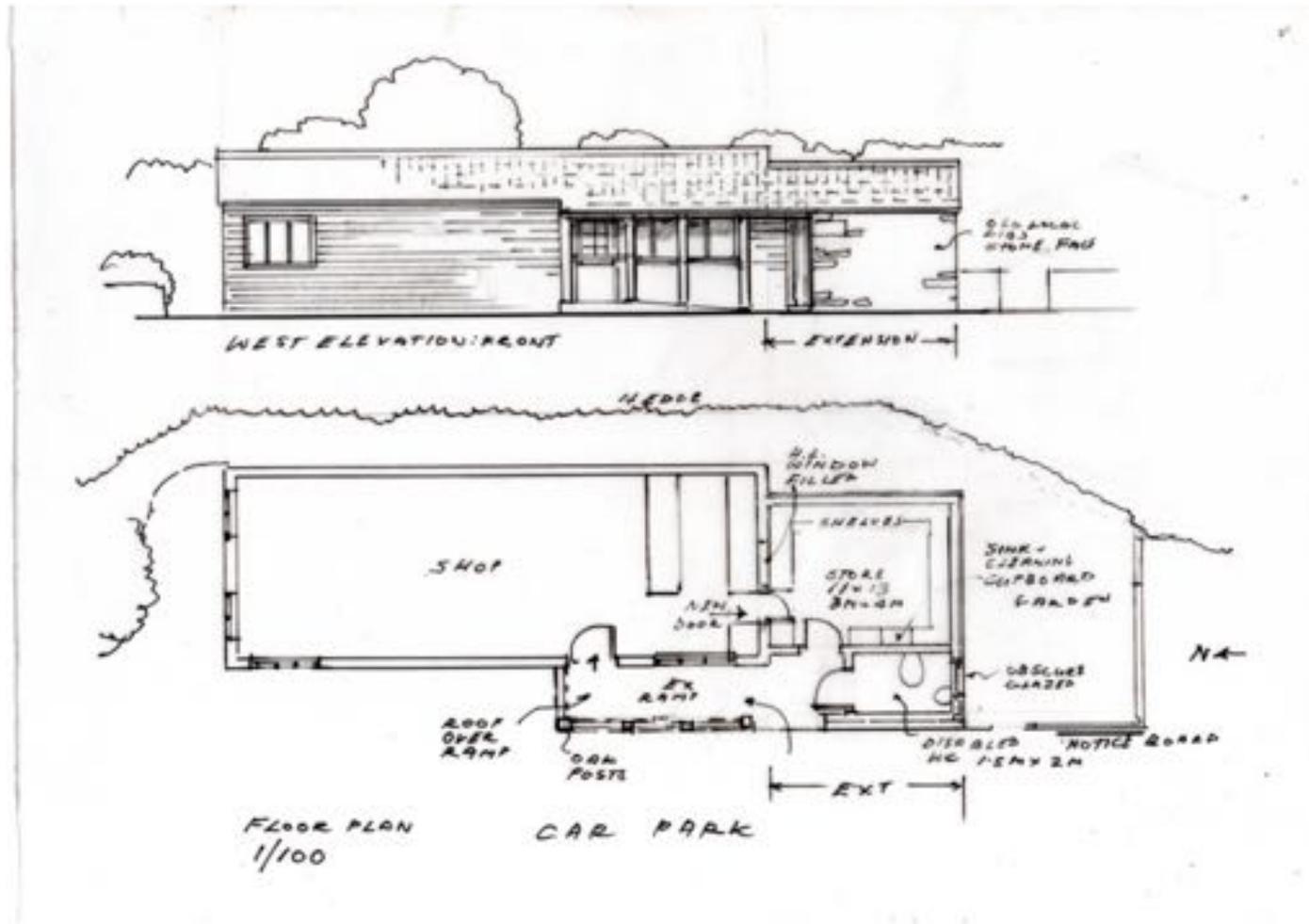


- ▶ Planning permission for current shop until 2020
- ▶ Jointly Club and Shop have reviewed various options and are working on the following plan:
 1. Apply for Permanent Planning with modest changes to the building to provide an adjacent store room and a toilet facility.
 2. Agree a new long term lease with the Club along with joint responsibility for improving and maintaining the car park and garden space.

Planning for the Future – initial concepts



Planning for the Future – Initial concepts





In Summary...

- ▶ **Key Objectives for 2019**
 - ▶ Manage the business to achieve our targets
 - ▶ Develop and implement the 2019 action plan
 - ▶ Promote volunteering, commitment and support from the community
 - ▶ Increase community ownership through new members
 - ▶ ***Plan for the long term future of the Shop...***



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