



# **Bretforton Community Shop**

**Annual Members Meeting 18<sup>th</sup> September 2023**



# Agenda

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1. Welcome. Refreshments and “nibbles”
2. To approve the Minutes of the Annual Members’ Meeting held 3<sup>rd</sup> October
3. To receive and approve the Accounts of the Society for the year ending 31st March 2023
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 avoid a costly full audit)
6. Election of Committee Members
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.



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# Annual Accounts Summary

Year-ending 31<sup>st</sup> March 2023

## Income Statement



	2023 £	2022 £
<b>Turnover</b>		
Sales	190,887	181,787
Consultancy	<u>2,525</u>	<u>1,604</u>
	<b>193,412</b>	<b>183,391</b>
<b>Cost of sales</b>		
Opening stock	12,161	12,234
Purchases	153,053	146,493
Event costs	<u>195</u>	<u>260</u>
	<b>165,409</b>	<b>158,987</b>
Closing stock	<u>10,511</u>	<u>12,161</u>
	<b>154,898</b>	<b>146,826</b>
<b>Gross profit</b>	<b>38,514</b>	<b>36,565</b>
<b>Overheads</b>		
Administrative expenses	51,324	49,726
<b>Loss on society trading</b>	<b>(12,810)</b>	<b>(13,161)</b>
Donations	43	2,021
Capital grant released	<u>51</u>	<u>51</u>
	<b>94</b>	<b>2,072</b>
<b>Operating loss</b>	<b>(12,716)</b>	<b>(11,089)</b>
Interest payable and similar expenses	<u>(748)</u>	<u>(498)</u>
<b>Loss before taxation</b>	<b>(13,464)</b>	<b>(11,587)</b>



# Notes to 2022-23 Accounts

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## ▶ Trading Income

- ▶ Trading income showed a modest increase over the previous year

## ▶ Consultancy Income

- ▶ *New programmes in 2022-23 provided a modest increase in consulting sales but this was not material to the results.*

## ▶ Shop Trading Profit & Loss

- ▶ Trading loss decreased slightly from previous year to £12,810. Key factors included an increase in gross profit and a decrease in wages, partially offset by an increase in energy costs.

## ▶ Other Income

- ▶ No grants were applied for or received during the year, compared to the previous year when a £2,000 grant was received. As a result, the operating loss increased to £12,716.

## ▶ Profit and Loss

- ▶ Loss of £13,464 was recorded.



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# Committee Members & Elections

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## 2022-23 COMMITTEE

Chris Buckham – Chair – **Standing for re-election**

John Cleveland – Vice Chair - **Standing for re-election**

Heather London – Treasurer

David Miskin – **Standing down**

Kate Buckham

Mike Cook

Lynette Williams – Secretary - **Standing for re-election**

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No new nominations for the Committee have been received



# Membership Update 2023



## Founder Members:

- 256

## Membership at last AMM:

- 287

## New Members added in the last 12 months:

- 0

## Total Membership:

- 287



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: 40-20-21, 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)



# Our Volunteers in 2022-23

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- ▶ Total active volunteers in 2022-23 (21/22): 36 (34)
- ▶ Volunteers over 10 shifts in 2022-23: (21/22): 26 (22)



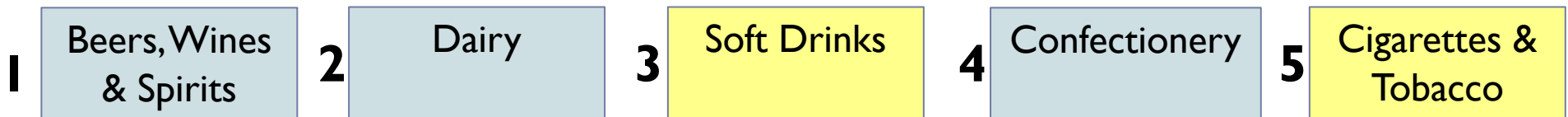
# 2022/23 Trading - in Numbers

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In 2022/23 we sold...

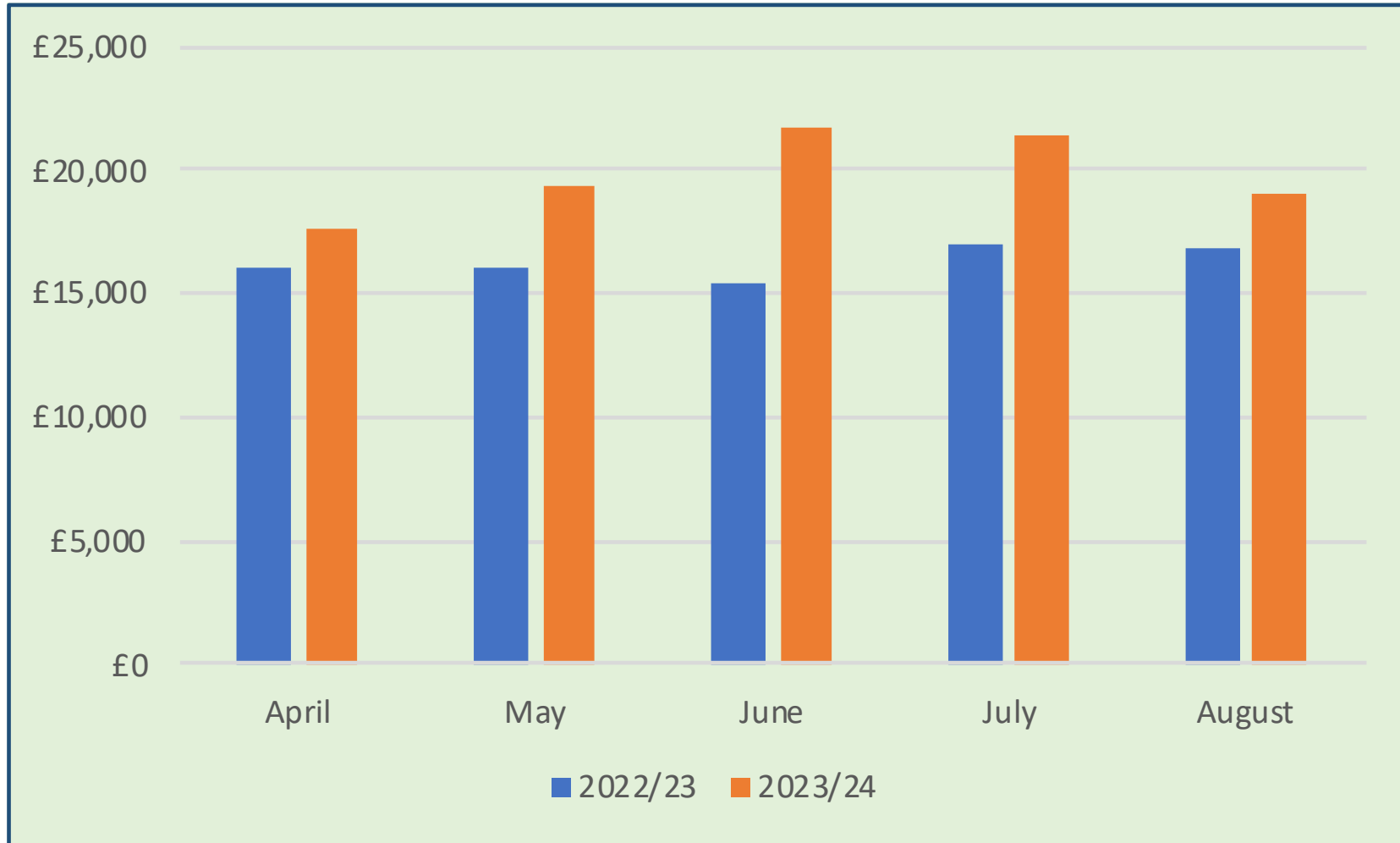
- 13,230 Eggs
- 13,150 Pints of semi-skimmed milk
- 3,844 Lawrance's rolls
- 3,724 Sun newspapers
- 2,989 Mail newspapers
- 1,224 Filled rolls
- 1,208 Sweet 'n' Tasty cakes
- 1,009 Luxury mince pies

## Top 5 Product Groups – Profit Contribution



# Sales (Ex VAT) 2023 v 2022

## +22% Year to Date

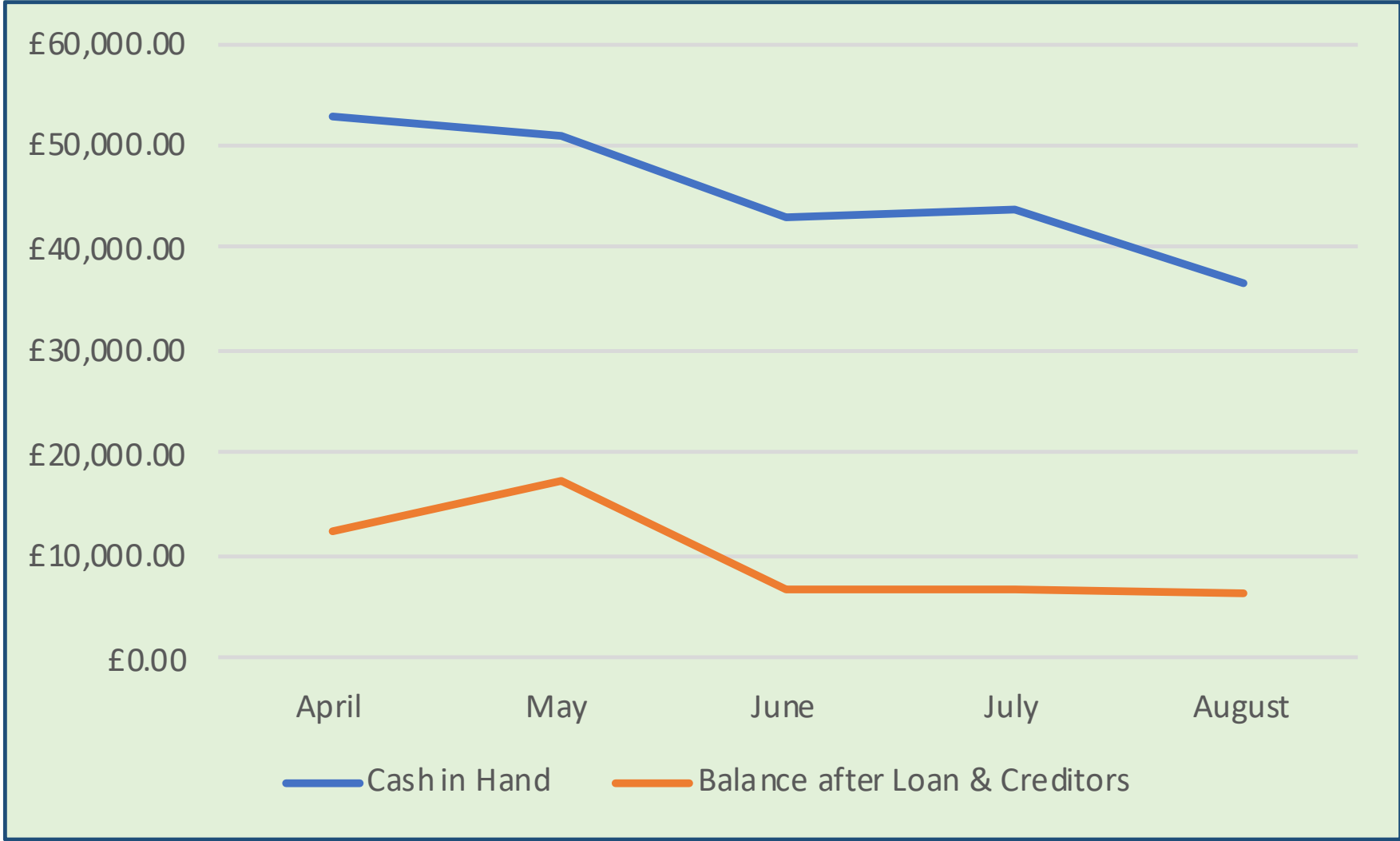


# Summary of Current Trading



- Given our performance in 2022/23, it was clear we needed a plan to reduce losses, otherwise we would run out of money!
- We produced a **forecast** for **2023/24** with monthly sales and a gross margin that would allow us to **break even**, assuming forecast costs were accurate – then agreed some actions we believed would help us deliver these numbers
- For the first 5 months of 2023/24, we have **exceeded** this **sales plan by 1%**, and have **achieved** the **gross margin target**
- **Sales** are **22% ahead of last year** – with price inflation representing approx. 50% of this growth (In terms of sales we had our **best ever May, June & July**)
- **Footfall**, measured by number of transactions, is **13% up on the year** for the first 5 months
- **Overall we are in a break even position for the year to date – but know we have challenges to maintain this for the remaining 7 months**

# 2023/24 Financial Performance – Cash Balance by Month







# Actions for 2023-24

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• Trading: Ensure at least a break-even trading position by meeting our stretch sales and margin targets for the year.	
• Grant applications: To be actively pursued.	
• Fundraising activities – e.g. monthly quiz, raffles etc. To be actively pursued.	
• Sponsorship by local firms: To be investigated.	
• New Members: Essential that there is a renewed effort to significantly increase the number of Shop members.	
• Strengthen Committee & volunteer numbers: Vital to underpin all the above.	

# Any Other Business

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Questions and discussion from the meeting

# Thank you for your support!

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



## Our Volunteers!