



Bretforton Community Shop

Annual Members Meeting 3rd October 2022



Agenda

1. Welcome. Refreshments and “nibbles”
2. To approve the Minutes of the Annual Members’ Meeting held 28th September 2021
3. To receive and approve the Accounts of the Society for the year ending 31st March 2022
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 31st March 2022

Income Statement



	2022 £	2021 £
Turnover		
Sales	181,787	181,663
Consultancy	1,604	3,870
	<u>183,391</u>	<u>185,533</u>
Cost of sales		
Opening stock	12,234	5,244
Purchases	146,493	151,215
Event costs	260	70
	<u>158,987</u>	<u>156,529</u>
Closing stock	12,161	12,234
	<u>146,826</u>	<u>144,295</u>
Gross profit	<u>36,565</u>	<u>41,238</u>
Overheads		
Administrative expenses	49,726	47,163
Loss on society trading	<u>(13,161)</u>	<u>(5,925)</u>
Events income	–	25
Restricted grants	–	313
Donations	2,021	2,780
Capital grant released	51	51
Government grants recognised directly in income	–	10,000
	<u>2,072</u>	<u>13,169</u>
Operating (loss)/profit	<u>(11,089)</u>	<u>7,244</u>
Interest payable and similar expenses	(498)	(51)
(Loss)/profit before taxation	<u>(11,587)</u>	<u>7,193</u>



Notes to 2021-22 Accounts

▶ Trading Income

- ▶ Trading income was in line with previous year

▶ Consultancy Income

- ▶ End of programmes meant this revenue declined as predicted. *There is a possibility of new programmes starting in 2022-23 but this has not been factored into business forecasts*

▶ Shop Trading Profit & Loss

- ▶ Trading loss increased from previous year to £13,161. Key factors included increased wage costs and a sales mix that reduced gross margins.

▶ Other Income

- ▶ No grants were applied for or received during the year, compared to the previous year when a £10,000 Covid support grant was received. However, the trading losses were partially offset by donations

▶ Profit and Loss

- ▶ Loss of £11,587 was recorded.



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Committee Members & Elections



2020-21 COMMITTEE

Chris Buckham - Chair

John Cleveland – Vice Chair

Heather London – Treasurer - **Standing for re-election**

David Miskin

Kate Buckham - **Standing for re-election**

Kim Carter – **Standing down**

Mike Cook – **Standing for re-election**

Lynette Williams - Secretary

No new nominations for the Committee have been received



Membership Update 2022



Founder Members:

- 256

Membership at last AMM:

- 292

New Members added in the last 12 months:

- 4

Deceased members:

- 9

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: 7-602764, 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 Dawersport on jdawport@gmail.com or call her on 01930 407414 or talk to our manager at the shop - telephone: 01386 833616 email: 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 www.bretshop.org



Our Volunteers in 2021-22



- ▶ Total active volunteers in 2021-22: 34 (20-21) = 37
- ▶ Volunteers over 10 shifts in 2021-22: 22(20-21) = 21



2021/22 Trading - in Numbers

In 2021/22 we sold...

- 13,678 pints of semi-skimmed milk
- 13,224 eggs
- 8,600 Lawrance's bread rolls
- 4,273 Daily Mails
- 1,194 Sweet 'n' Tasty cakes
- 900 filled rolls
- 890 luxury mince pies

Top 4 Product Groups – Profit Contribution

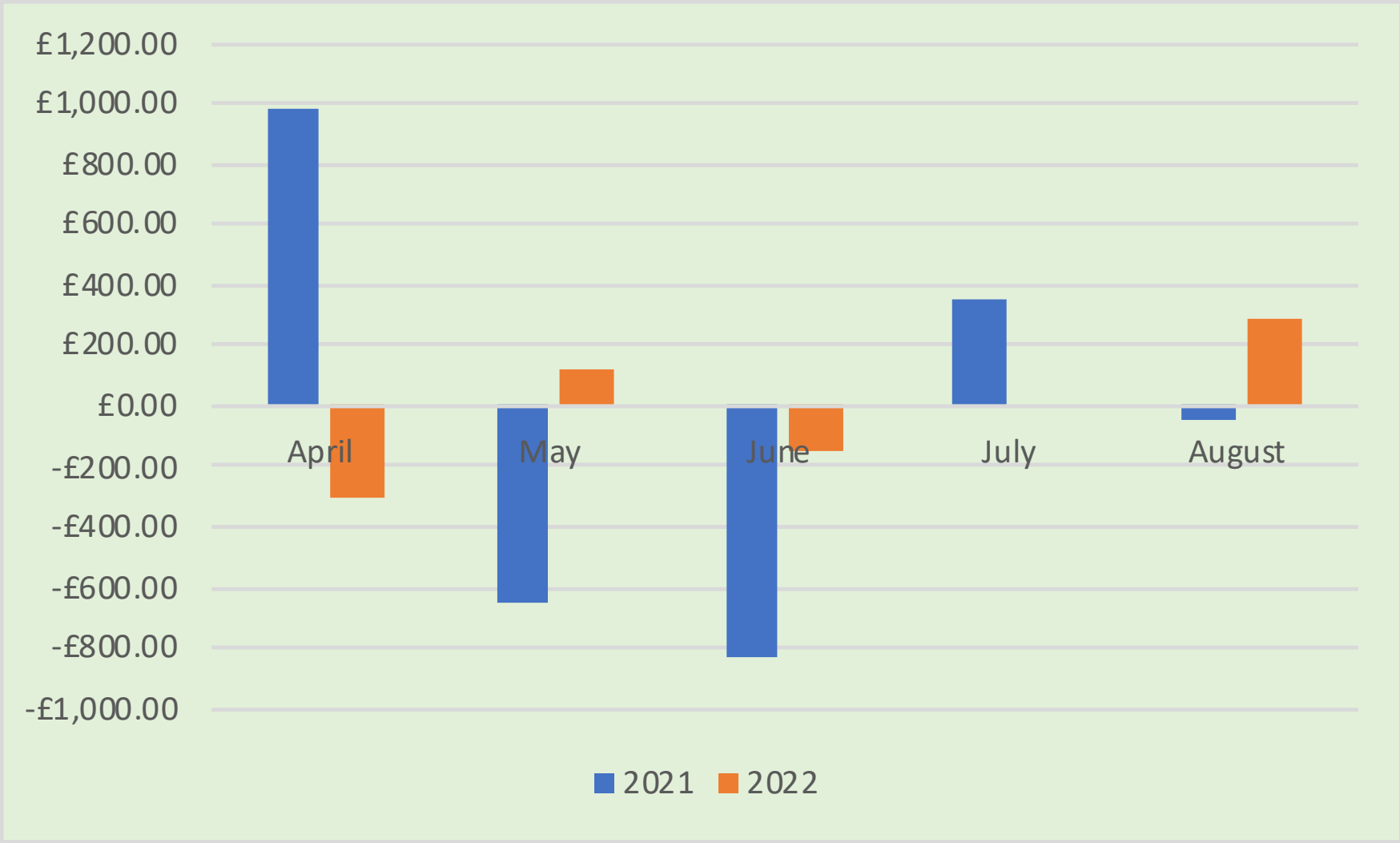
Beers, Wines
& Spirits

Dairy

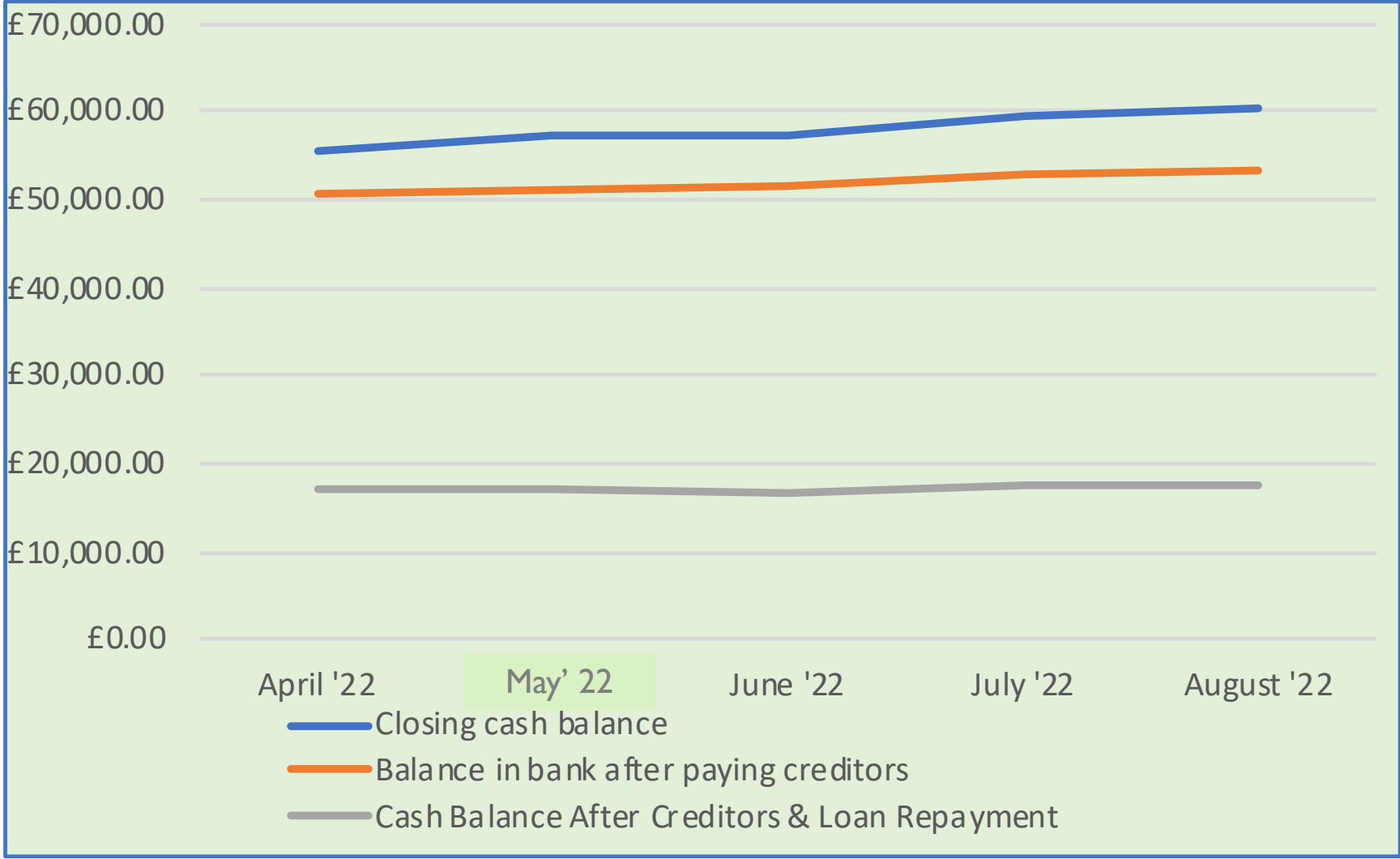
Eggs

Confectionery

Current Year Financial Performance – Trading Profit/Loss by Month



Current Year Financial Performance – Cash Balance by Month



Summary of Current Trading



- **April, May & June** traded **5% down** on the same months in 2021
- Sales in **July, August & September** have been **7.5% ahead** of the same period last year, and in line with our stretch forecast
- Our **gross profit** has also improved in the last two months (to 24%)
- **Customer numbers** (measured by number of transactions) in first ½ of 2022/23 in line with same six months last year (**700 transactions per week**)
- **Average basket spend** marginally up on the year in first 6 months of 2022/23 (**£6.03** versus £5.87)
- We believe recent upturn partly due to more visitors and more pickers using the shop

Net Cash Position



ITEM	Amount	2021
Total Cash at the Bank (as at 30th Sep 2021)	57,744	78,984
Bounce Back Loan	32,700	40,000
Restricted Funds (Hilda Farr grant for disabled toilet)	5,000	5,000
Total “Free Cash” before liabilities	20,044	33,984
Purchase invoices and VAT awaiting payment	5,929	6,587
Cash Position after all liabilities	14,115	27,397



Our 2022-23 Objectives

<ul style="list-style-type: none">• Ensure at least a break-even trading position by meeting our stretch sales and margin targets for the year.	
<ul style="list-style-type: none">• Appeal to the village for their support, primarily in volunteer numbers, but also their custom.	
<ul style="list-style-type: none">• Welcome new members of the Committee to help manage and develop the Shop for the longer term.	
<ul style="list-style-type: none">• Attract new shareholders (given the significant number of new residents since the shop opened in December 2014)	

Any Other Business



Questions and discussion from the meeting

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!