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## AGM

Annual General Meeting for Uley Community Stores & Post Office  
Uley Village Hall

10.30am, Saturday 12 October 2019

## Agenda

- Welcome
- Operations
- Financial Performance 2018/19
- Uley Community Spirit
- Management Committee
- Thanks

# Operations

Whoever said money can't buy happiness simply didn't know where to go shopping .....

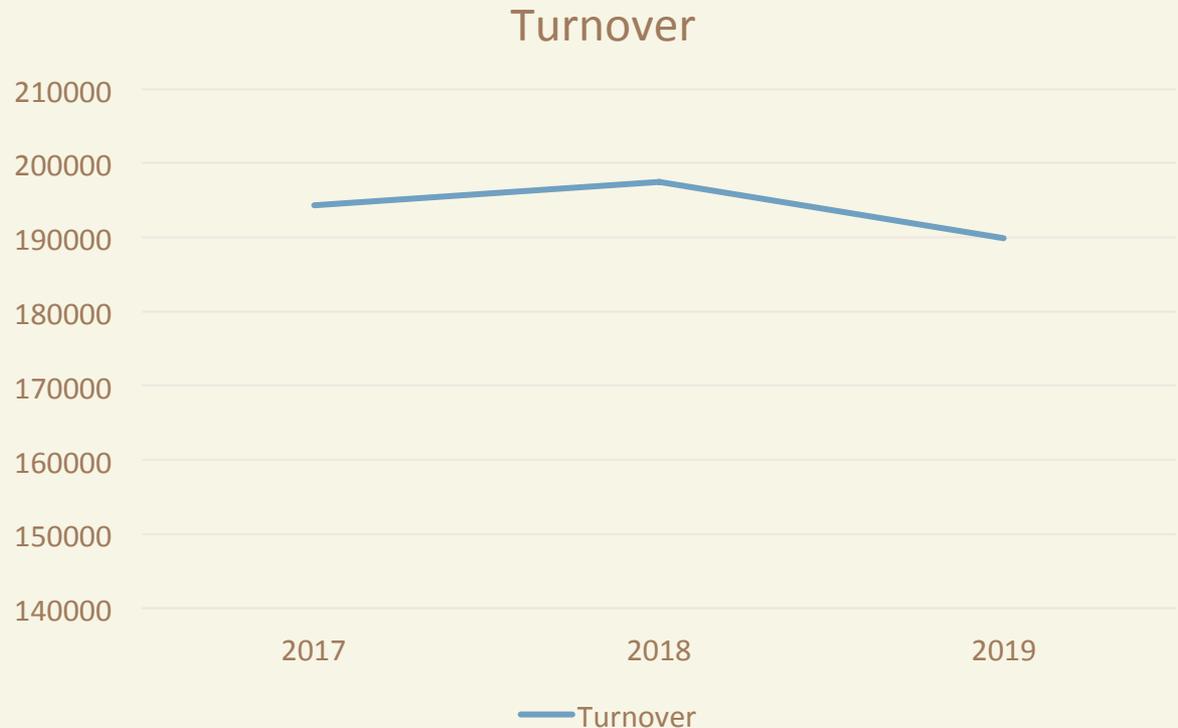


## Operations

- The Shop is open 7 days a week
  - Monday to Friday 8am to 6pm
  - Saturday 8am to 4pm
  - Sunday 8am to 12 noon
- 
- The PO is open 6 days a week
  - Monday to Friday 9am to 5:30pm (closed 1-2pm)
  - Saturday 9am to 12:30pm

## Annual revenue

- Turnover
  - 2017 **£194,319**
  - 2018 **£197,502**
  - 2019 **£189,853**



## Operations

### Our objectives for the year were:

1. Continuation of the 3 ranges:
  - a. Good value products
  - b. Premium but good value products
  - c. Yummy products
2. Constant review of layout
3. Improvements in ordering
4. Maintain profitability and margins

## Operations – the big numbers

- In 2018/19 we sold:
  - 8500 cartons of milk
  - 30,000 newspapers
  - 5200 loaves of bread
  - 800 cakes
  - 2800 boxes of eggs
  - 800 bottles of wine
  - 6400 canned drinks

## Since July 2012

- No gaps in volunteer cover with around 50 volunteers
- Uley Community Spirit maintained
- Seventh Birthday celebrated
- Provided refreshments, prizes and support for local events and groups such as St Giles Church fete, Uley Primary School fair, Uley Under 5s Playgroup
- HMRC continues to allow 9% of turnover to be offset for tax purposes in recognition of the notional value of volunteer time

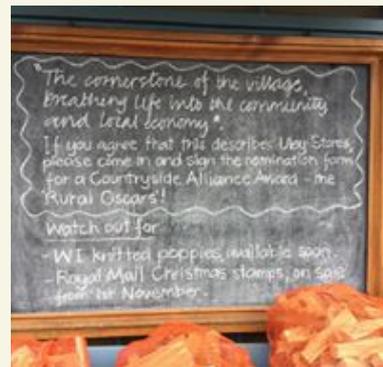
## Shop over time....



## Volunteers , no volunteers no shop !

- Christmas Party ( usually in January ) and other events
- Christmas and Easter raffle
- Local flowers and donated produce
- Shop website and Facebook re events, information – total page likes 397 !
- “Don’t ever question the value of volunteers. Noah’s Ark was built by volunteers ; the Titantic was built by professionals “

# A truly collaborative effort.....



## More of the same

- Volunteers (we can always do with more please)
- Service with a SMILE
- A Community Shop the Village wants to have
- A Community Shop the Village wants to use

# Financial Performance 2018/19

Grocery List : What you spend  
half an hour writing , then  
forget to take with you to the  
store.....



## Financial

### Shareholders

- Circa 220 households hold an investment
- Circa 320 shareholders of £10 shares or more
- One-Member-One-Vote, regardless of shareholding
- Members are free to reduce shareholding to one £10 share and retain their vote

## Financial Performance

### Shop Financial Highlights 2018/19

- Revenue down 4% on 2017/18 to £189,853 in 2018/19
- Average monthly revenue has gone up from £12,814 in 2013/14 to £15,821 in 2018/19, up by 24%
- Consistently profitable but flat sales and margin pressure, resulting in reduced profit for the financial year 2018/19 of £9,368 down 24%

## Financial Accounts Summary – Revenues

	1 July 17 to 30 June 18	1 July 18 to 30 June 19	Increase/ (decrease)
Revenue Shop	£197,502	£189,853	(4%)
PO income	£15,904	£15,858	0%
Total income	£213,406	£205,711	(4%)

## Financial Accounts Summary – Shop & PO

	1 July 17 to 30 June 18	1 July 18 to 30 June 19	Increase/(decrease)
Gross profit	£44,139	£41,980	(5%)
Gross margin	22.3%	22.1%	0%
Overheads	£46,569	£49,005	5%
Profit before tax	£12,342	£9,368	(24%)
Tax on profit	£0	£0	–
Profit after tax following adjustments	£12,342	£9,368	(24%)

## Balance Sheet

	As of 30 June 18	As of 30 June 19	Increase/(decrease)
Fixed Assets	£8,918	£9343	5%
Current Assets (stocks and cash)	£128,454	£134,863	5%
Net Current Assets (minus creditors)	£116,640	£123,543	6%
Total Assets Less Current Liabilities	£125,558	£132,886	6%
Share Capital	£42,040	£40,000	(£2040)
Reserves (from P&L acct)	£83,518	£92,886	11%
Members Funds	£125,558	£132,886	6%

## Cash

	30 <sup>th</sup> June 2018	30 <sup>th</sup> June 2019
Cash at the bank	£119,565	£126,599
Loan liability	£0	£0
Net cash	£119,565	£126,599
shop lease expires on 30 <sup>th</sup> June 2022		
Annual rent	£9,500	£9,500

## Resolution to not appoint Auditors

- Resolution – To not appoint Auditors for 2018/19 (outside accountants are appointed and prepare the accounts)
  - Proposer
  - Seconder
- Vote by a show of hands of members only



## Uley Community Spirit

- Criteria: value for money and benefit to Uley residents
- Approximately £4,117 given to:
  - Uley Village Hall
  - Owlpen Church Organ Appeal
  - Uley Under 5s Playgroup
  - Cotswold Vale Talking Newspaper
  - Uley with Owlpen & Nymphsfield PCC

## The Management Committee

- All of our thanks goes to the current Committee Members:
  - Paul Lawrence, Joanna Hordern-Curzon, Angela Haddrell, David Thomas, Pami Davis, Maurice Ball, Eileen Tong, Julia Wathen, and David Lungley.
  - Special thanks to many, many others
- Call for new Committee Members

**Thanks as well as ALL the fabulous smiling Volunteers  
and our PO employees without whom  
none of this would happen**

## Thank you

- So many people to thank – at least 400!
- Without you all this would not work
  - You the **Customers**
  - The **Volunteers**
  - The **Members**
  - The **Suppliers**
  - The **Committee**
  - And so many in the **local community**

