

## CHAIRMAN'S REPORT.

Once again, I must thank all the volunteers who have given their time and energy in keeping the shop open and keeping it looking so good, we do receive comments, mainly from visitors on what a lovely shop we have. I know at times it is a worry to Anne Baxter and Lin Horrocks as to how we are going to fill the vacant spaces, but they do generally get filled and the committee are very grateful for your support. I must however just like to add that as a community we must not become complacent about the shop always being staffed, it would help if volunteers could look at least one to two weeks ahead and fill in any empty spaces on the sheets and not just think that the usual ones will fill in.

A special, thanks, must go to all the committee members who have given up their time, we have all worked together as a team to make our village shop what it is. Thank you to Clare Kimber who is stepping down this year having put many hours into setting up the shop and keeping it looking good.

During the year we decided to have the occasional buyers meeting, that is, all those volunteers who are involved in ordering goods from suppliers and there are ten of us. I am pleased to say that it has proved to be very successful and has widened the scope of volunteers who are able to talk about what products we sell in the shop, we shall continue to have these meetings in the future.

At the end of the financial year 2012/13 it was decided to employ Geraldine Coates Accounting to do the book keeping and to present the committee with a set of monthly financial results, I am pleased to say that this has gone extremely well, I and Peter Gee (who has been a great help to me) check the invoices during the month and aim to pay all the accounts on the first day of the month following and Jenny from Coates collects all the information around the 9th.

During the year a new floor was laid in the back room of the shop at a cost of £2,470 as it was considered that the existing rough concrete floor was not very hygienic.

In October 2013 the shop took delivery of a new upright freezer at a cost of £1,458 so that

the range of frozen goods on offer could be increased.

I was once told that our third year of trading would be difficult and this certainly seemed to be the case, as from September 2013 through to the end of March 2014 sales were below the same period in the previous year. There were problems with the telephone line for the credit card machine which resulted in a loss of income for that particular period.

The committee decided to send a letter to shareholders asking for their support, this was sent out at the end of March, it was also decided to send out a quarterly news letter starting in May and our thanks must go to Claire McMurtrie for producing these. It would appear that there was a positive result to sending these out because as from the end of March until the year end the shop sales were higher than for the same period in the previous year.

In early April we introduced a new range of products from The Bay Tree Company, to try and increase our product range.

At the AMM last year I stated that I would like to see sales of £125,663 for 2012/13 year increase to £130,000 for the 2013/14 year I am pleased to report that sales actually reached £130,846 so well done everyone, also the cash at the Bank has gone up from £24,890 to £33,776 at this year end.

I also mentioned in my report last year that if the trend continued we should be able to reduce our commercial loan and thereafter the unsecured loans, however I feel now that it would cost too much to pay off the commercial loan and as it will be paid off on the 1st June 2016 that will be the time to consider where we go from there.

The aim for the future must be to still try and increase turnover by 2.5% to £133,250 by looking at new products, keeping margins at a sensible level as befits a Community Shop, which is an asset to the village, committed to looking after the local community and providing them with reasonably priced goods, for all to shop within easy reach of their homes.

David Cutrah,  
Chairman