



Treasurers Report EGM 2024

Richard Stone - 24th January 2024

MARGINS, GARDEN AND RETURNS

- Have we managed to improve our Margins?
- What contribution has the events at the Shop Garden made?
- What additional Returns have contributed?

Past Financials

	2016	2017	2018	2019	2020	2021	2022	2023 4 Mths	2023 8 Mths
Shop Sales	123,344	139,567	139,201	148,225	186,753	180,803	178,471		
Purchases	-95,997	-108,685	-109,098	-114,601	-144,631	-142,936	-146,489		
Gross Profit	27,347	30,882	30,103	33,624	42,122	37,867	31,982		
GP Margin	22.2%	22.1%	21.6%	22.7%	22.6%	20.9%	17.9%		
Post Office Income	14,479	16,184	16,011	15,985	18,116	19,578	17,582		
Operating Income	41,826	47,066	46,114	49,609	60,238	57,445	49,564		
Wages & Salaries	-34,176	-39,228	-41,762	-41,356	-46,030	-48,350	-48,578		
Overheads	-6,235	-6,756	-6,833	-7,808	-9,723	-10,467	-10,493		
Grants & Donations	3,002	2,474	746	916	1,989	1,740	0		
Interest Earned	135	34	70	56	34	19	35		
Net Rental Income	4,719	4,751	5,577	4,834	7,475	6,858	8,393		
Loan Interest	-5,548	-5,316	-4,895	-4,676	-3,229	-3,278	-3,358		
Covid Grant	0	0	0	0	10,000	0	0		
Operating Profit	3,723	3,025	-983	1,575	20,754	3,967	-4,437		
Deferred Income	6,560	10,172	10,251	10,251	10,396	3,627	0		
	10,283	13,197	9,268	11,826	31,150	7,594	-4,437		
Depreciation/Amortisation	-8,838	-12,281	-12,493	-12,676	-12,144	-7,148	-6,040		
Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477		

Present Financials

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Shop Sales	123,344	139,567	139,201	148,225	186,753	180,803	178,471	60,251	
Purchases	-95,997	-108,685	-109,098	-114,601	-144,631	-142,936	-146,489	-51,079	
Gross Profit	27,347	30,882	30,103	33,624	42,122	37,867	31,982	9,172	
GP Margin	22.2%	22.1%	21.6%	22.7%	22.6%	20.9%	17.9%	15.2%	
Post Office Income	14,479	16,184	16,011	15,985	18,116	19,578	17,582	5,778	
Operating Income	41,826	47,066	46,114	49,609	60,238	57,445	49,564	14,950	
Wages & Salaries	-34,176	-39,228	-41,762	-41,356	-46,030	-48,350	-48,578	-16,299	
Overheads	-6,235	-6,756	-6,833	-7,808	-9,723	-10,467	-10,493	-3,876	
Grants & Donations	3,002	2,474	746	916	1,989	1,740	0	0	
Interest Earned	135	34	70	56	34	19	35	138	
Net Rental Income	4,719	4,751	5,577	4,834	7,475	6,858	8,393	2,860	
Loan Interest	-5,548	-5,316	-4,895	-4,676	-3,229	-3,278	-3,358	-1,119	
Covid Grant	0	0	0	0	10,000	0	0	0	
Operating Profit	3,723	3,025	-983	1,575	20,754	3,967	-4,437	-3,346	
Deferred Income	6,560	10,172	10,251	10,251	10,396	3,627	0	0	
	10,283	13,197	9,268	11,826	31,150	7,594	-4,437	-3,346	
Depreciation/Amortisation	-8,838	-12,281	-12,493	-12,676	-12,144	-7,148	-6,040	-2,013	
Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477	-5,359	⁴

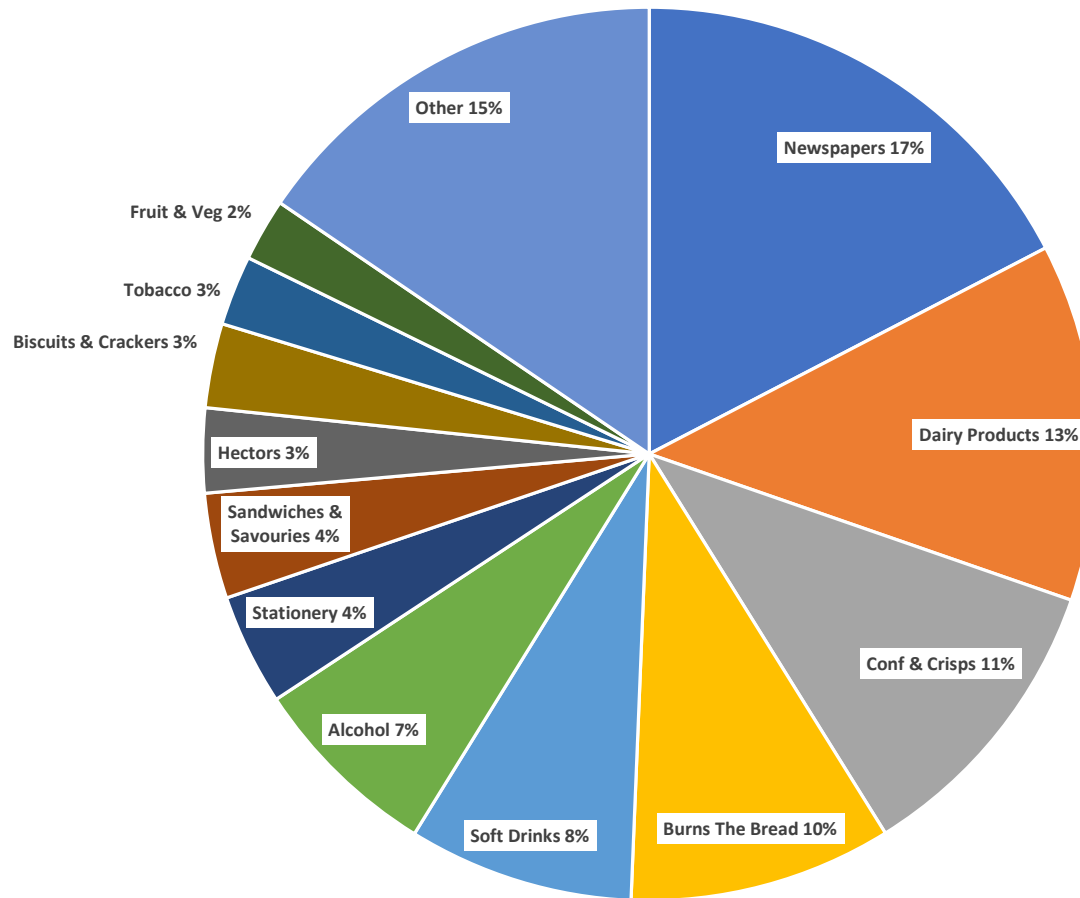
Present Financials

	2016	2017	2018	2019	2020	2021	2022	2023 4 Mths	2023 8 Mths
Shop Sales	123,344	139,567	139,201	148,225	186,753	180,803	178,471	60,251	133,400
Purchases	-95,997	-108,685	-109,098	-114,601	-144,631	-142,936	-146,489	-51,079	-104,488
Gross Profit	27,347	30,882	30,103	33,624	42,122	37,867	31,982	9,172	28,912
GP Margin	22.2%	22.1%	21.6%	22.7%	22.6%	20.9%	17.9%	15.2%	21.7%
Post Office Income	14,479	16,184	16,011	15,985	18,116	19,578	17,582	5,778	11,539
Operating Income	41,826	47,066	46,114	49,609	60,238	57,445	49,564	14,950	40,451
Wages & Salaries	-34,176	-39,228	-41,762	-41,356	-46,030	-48,350	-48,578	-16,299	-35,486
Overheads	-6,235	-6,756	-6,833	-7,808	-9,723	-10,467	-10,493	-3,876	-7,521
Grants & Donations	3,002	2,474	746	916	1,989	1,740	0	0	2,358
Interest Earned	135	34	70	56	34	19	35	138	197
Net Rental Income	4,719	4,751	5,577	4,834	7,475	6,858	8,393	2,860	5,863
Loan Interest	-5,548	-5,316	-4,895	-4,676	-3,229	-3,278	-3,358	-1,119	-2,239
Covid Grant	0	0	0	0	10,000	0	0	0	0
Operating Profit	3,723	3,025	-983	1,575	20,754	3,967	-4,437	-3,346	3,623
Deferred Income	6,560	10,172	10,251	10,251	10,396	3,627	0	0	0
	10,283	13,197	9,268	11,826	31,150	7,594	-4,437	-3,346	3,623
Depreciation/Amortisation	-8,838	-12,281	-12,493	-12,676	-12,144	-7,148	-6,040	-2,013	-4,026
Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477	-5,359	-403

Combined

	2016	2017	2018	2019	2020	2021	2022	2023	2024
								Combined	Budget
Shop Sales	123,344	139,567	139,201	148,225	186,753	180,803	178,471	193,651	
Purchases	-95,997	-108,685	-109,098	-114,601	-144,631	-142,936	-146,489	-155,567	
Gross Profit	27,347	30,882	30,103	33,624	42,122	37,867	31,982	38,084	
GP Margin	22.2%	22.1%	21.6%	22.7%	22.6%	20.9%	17.9%	19.7%	
Post Office Income	14,479	16,184	16,011	15,985	18,116	19,578	17,582	17,317	
Operating Income	41,826	47,066	46,114	49,609	60,238	57,445	49,564	55,400	
Wages & Salaries	-34,176	-39,228	-41,762	-41,356	-46,030	-48,350	-48,578	-51,785	
Overheads	-6,235	-6,756	-6,833	-7,808	-9,723	-10,467	-10,493	-11,396	
Grants & Donations	3,002	2,474	746	916	1,989	1,740	0	2,358	
Interest Earned	135	34	70	56	34	19	35	335	
Net Rental Income	4,719	4,751	5,577	4,834	7,475	6,858	8,393	8,723	
Loan Interest	-5,548	-5,316	-4,895	-4,676	-3,229	-3,278	-3,358	-3,358	
Covid Grant	0	0	0	0	10,000	0	0	0	
Operating Profit	3,723	3,025	-983	1,575	20,754	3,967	-4,437	277	
Deferred Income	6,560	10,172	10,251	10,251	10,396	3,627	0	0	
	10,283	13,197	9,268	11,826	31,150	7,594	-4,437	277	
Depreciation/Amortisation	-8,838	-12,281	-12,493	-12,676	-12,144	-7,148	-6,040	-6,039	
Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477	-5,762	⁶

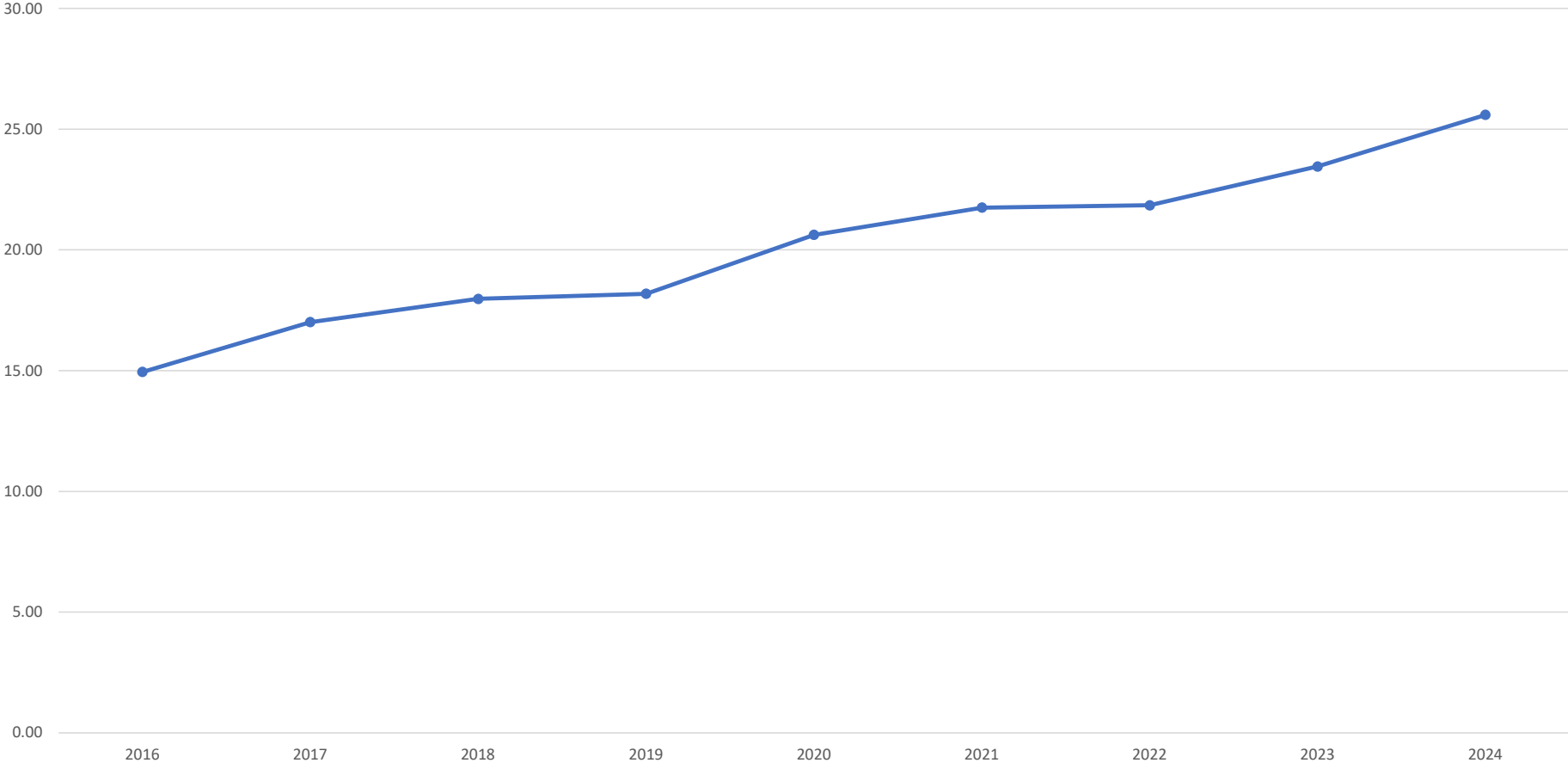
Product Mix



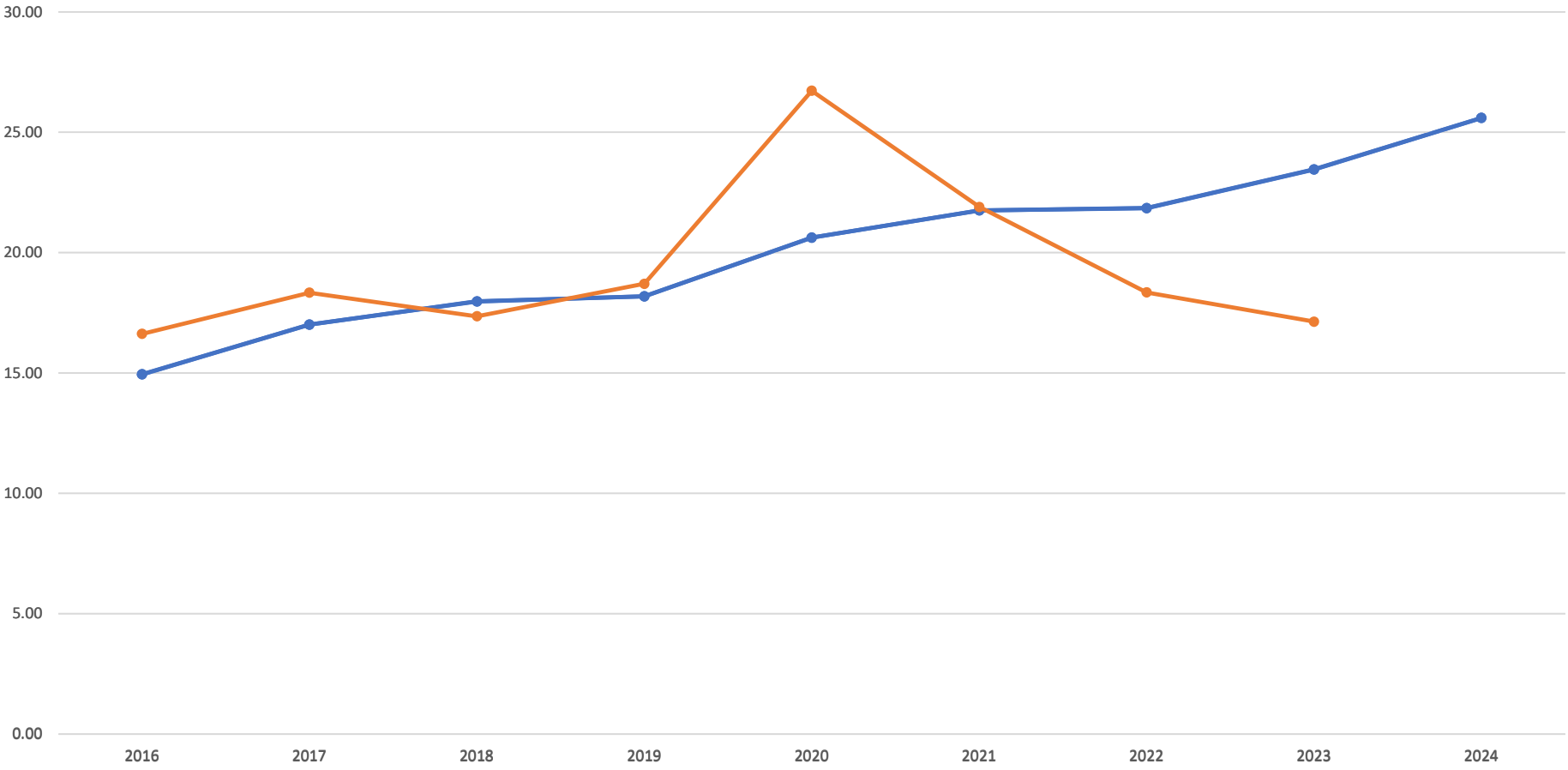
Volume/Margin Changes

		2022		2023	
		Volume	Margin	Volume	Margin
1	Newspapers & Magazines	Down	Down	Down	Down
2	Dairy Products	Down	Down	Down	Down
3	Confectionery & Crisps	Up	Down	Up	Up
4	Burns the Bread	Down	Down	Up	Up
5	Soft Drinks	Up	Down	Up	Up
6	Alcohol	Level	Down	Down	Up
7	Stationery	Level	Up	Level	Down
8	Sandwiches & Savouries	Up	Down	Up	Up
9	Hectors	Up	Down	Down	Up
10	Biscuits & Crackers	Down	Down	Up	Down
11	Tobacco	Down	Down	Up	Up
12	Fruit & Veg	Down	Down	Level	Up

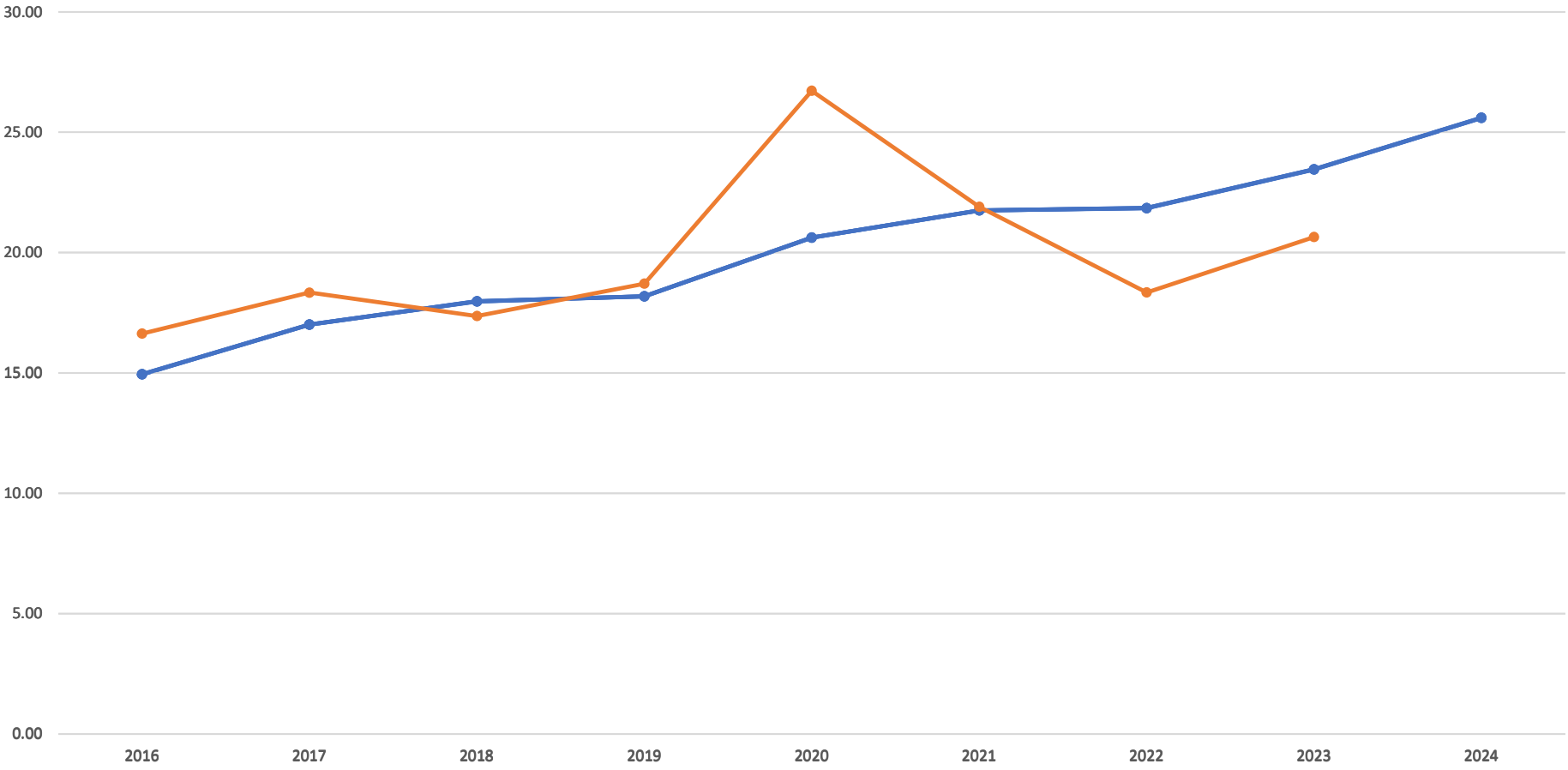
Costs Per Hour



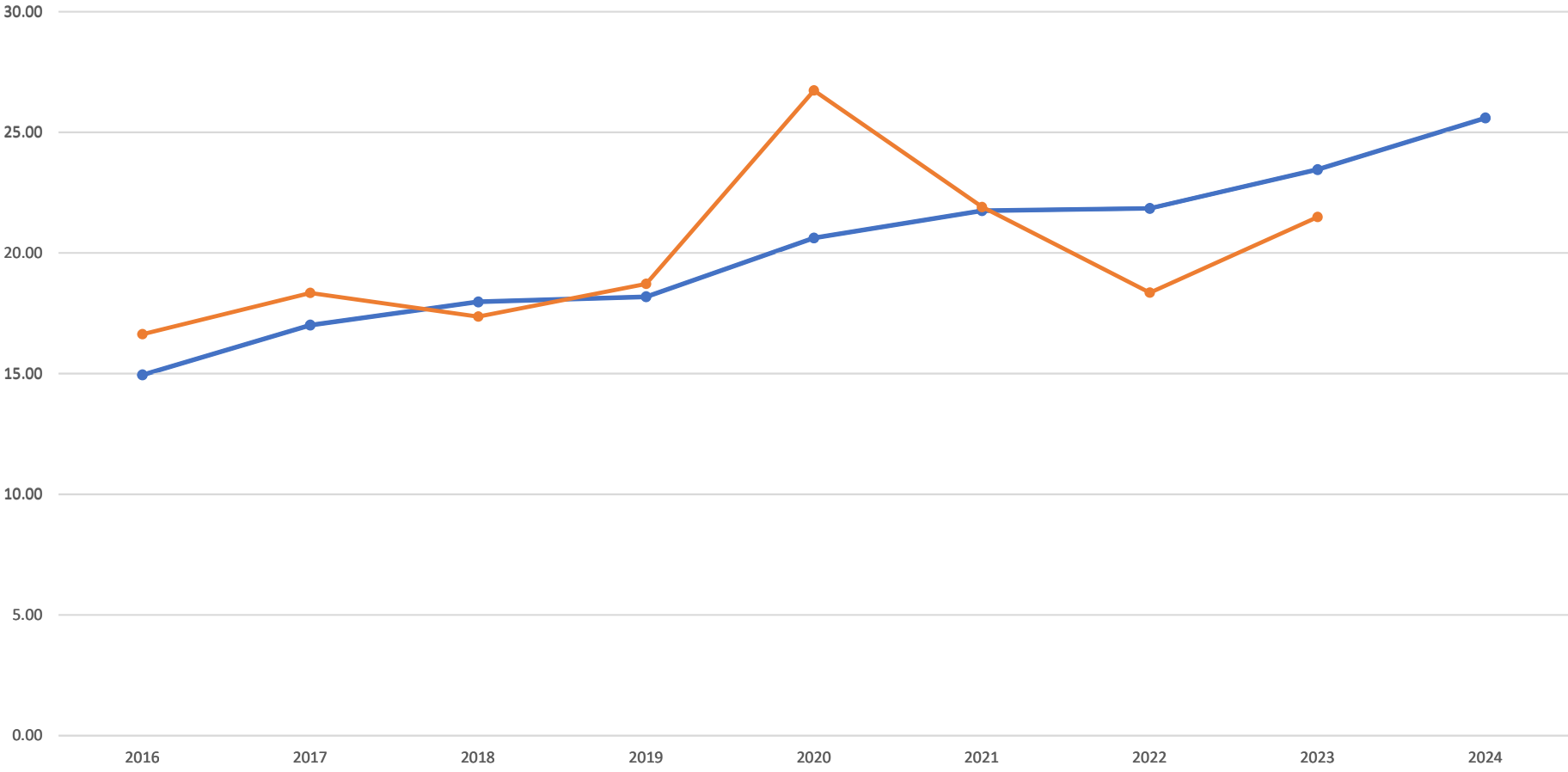
Income v Cost Per Hour



Income v Cost Per Hour - Improved Margin



Income v Cost Per Hour – Garden Events



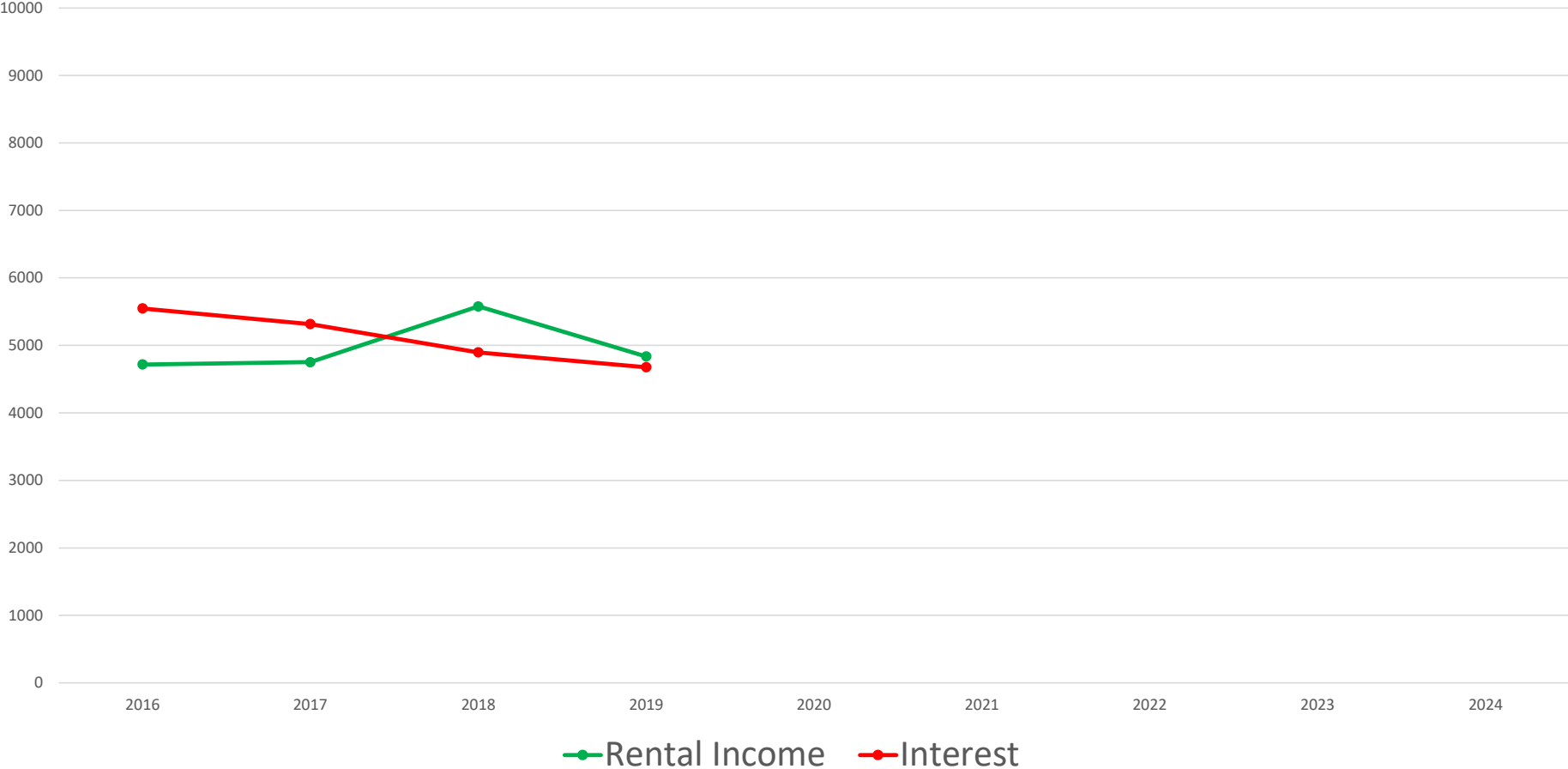
Balance Sheet

	2021	2022	2023
Fixed Assets	206,375	200,509	194,713
Current Assets			
Stock	6,802	7,809	8,305
Debtors	3,359	5,639	5,068
Bank	35,423	32,185	32,946
	45,584	45,633	46,319
Current Liabilities			
Creditors	(5,582)	(10,142)	(10,704)
	(5,582)	(10,142)	(10,704)
Net Current Assets	40,002	35,491	35,615
	246,377	236,000	230,328
Loans	(138,500)	(138,500)	(138,500)
	107,877	97,500	91,828
Capital & Reserves			
Share Capital	89,330	89,430	89,520
Reserves	18,547	8,070	2,308
	107,877	97,500	91,828

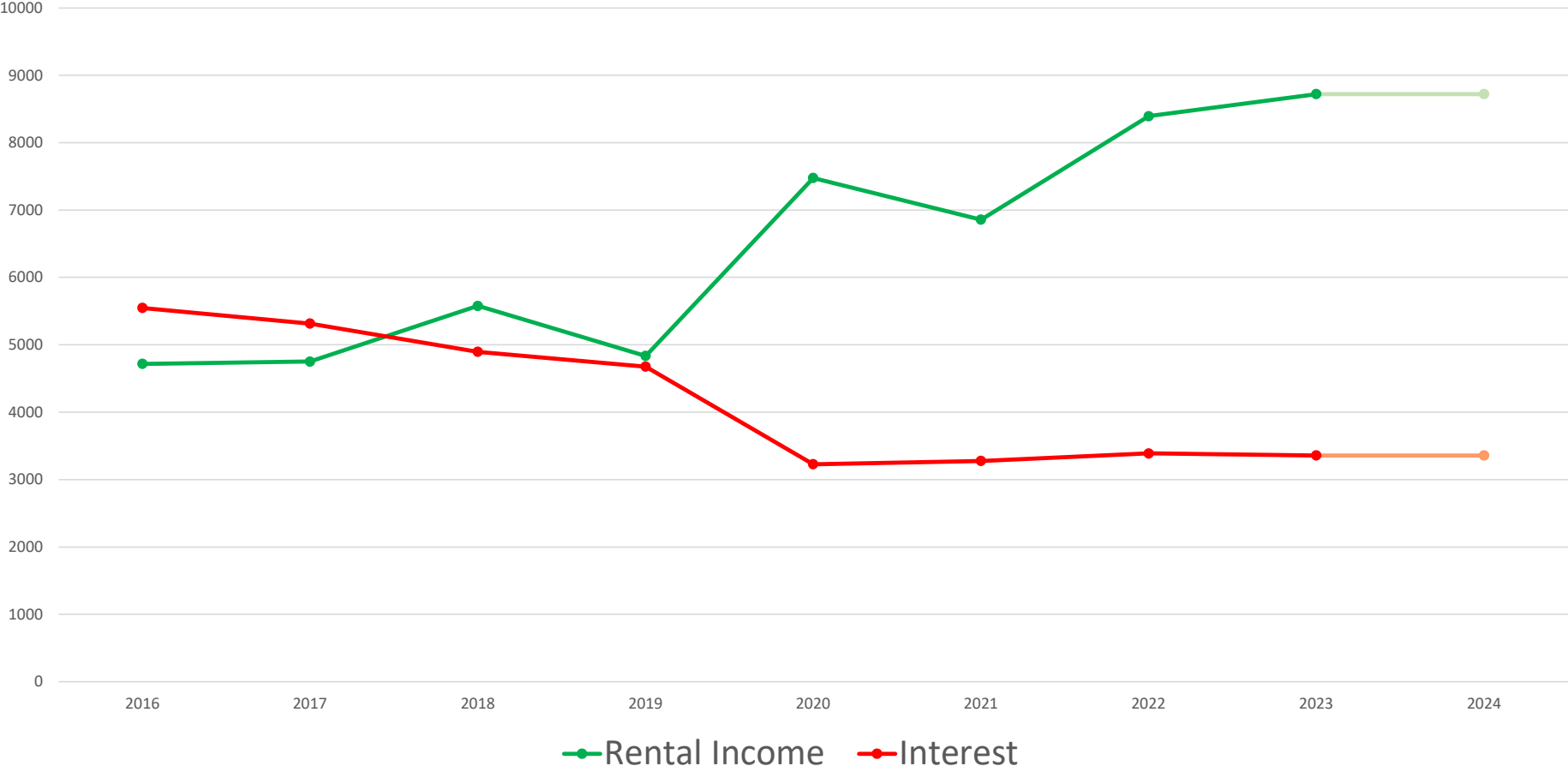
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	2021	2022	2023
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Current Assets			
Stock	6,802	7,809	8,305
Debtors	3,359	5,639	5,068
Bank	35,423	32,185	32,946
	45,584	45,633	46,319
Current Liabilities			
Creditors	(5,582)	(10,142)	(10,704)
	(5,582)	(10,142)	(10,704)
Working Capital	40,002	35,491	35,615
	246,377	236,000	230,328
	246,377	236,000	230,328
Capital, Reserves & Loans			
Share Capital	89,330	89,430	89,520
Reserves	18,547	8,070	2,308
Loans	138,500	138,500	138,500
	246,377	236,000	230,328

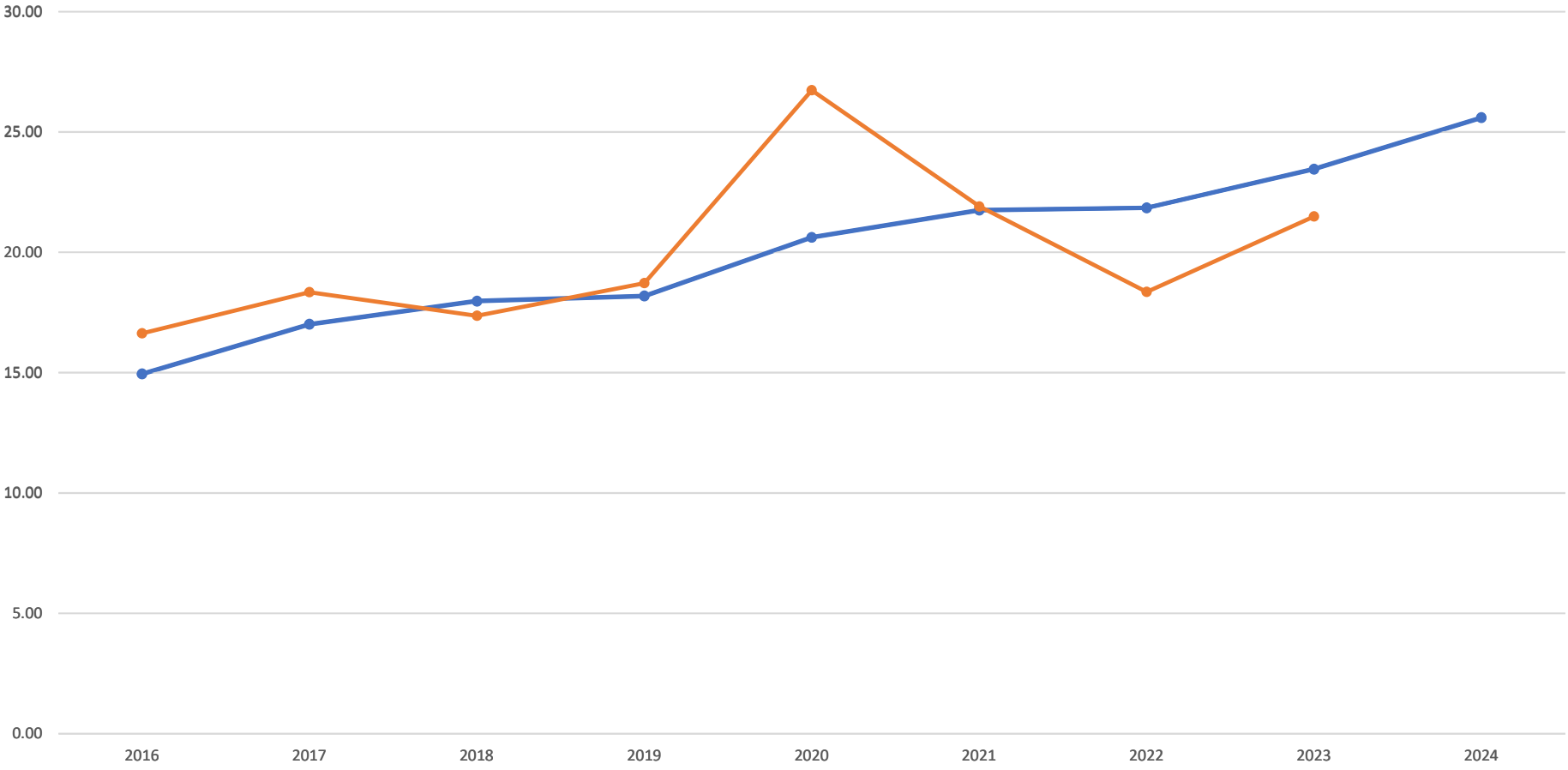
Rental Income v Loan Interest



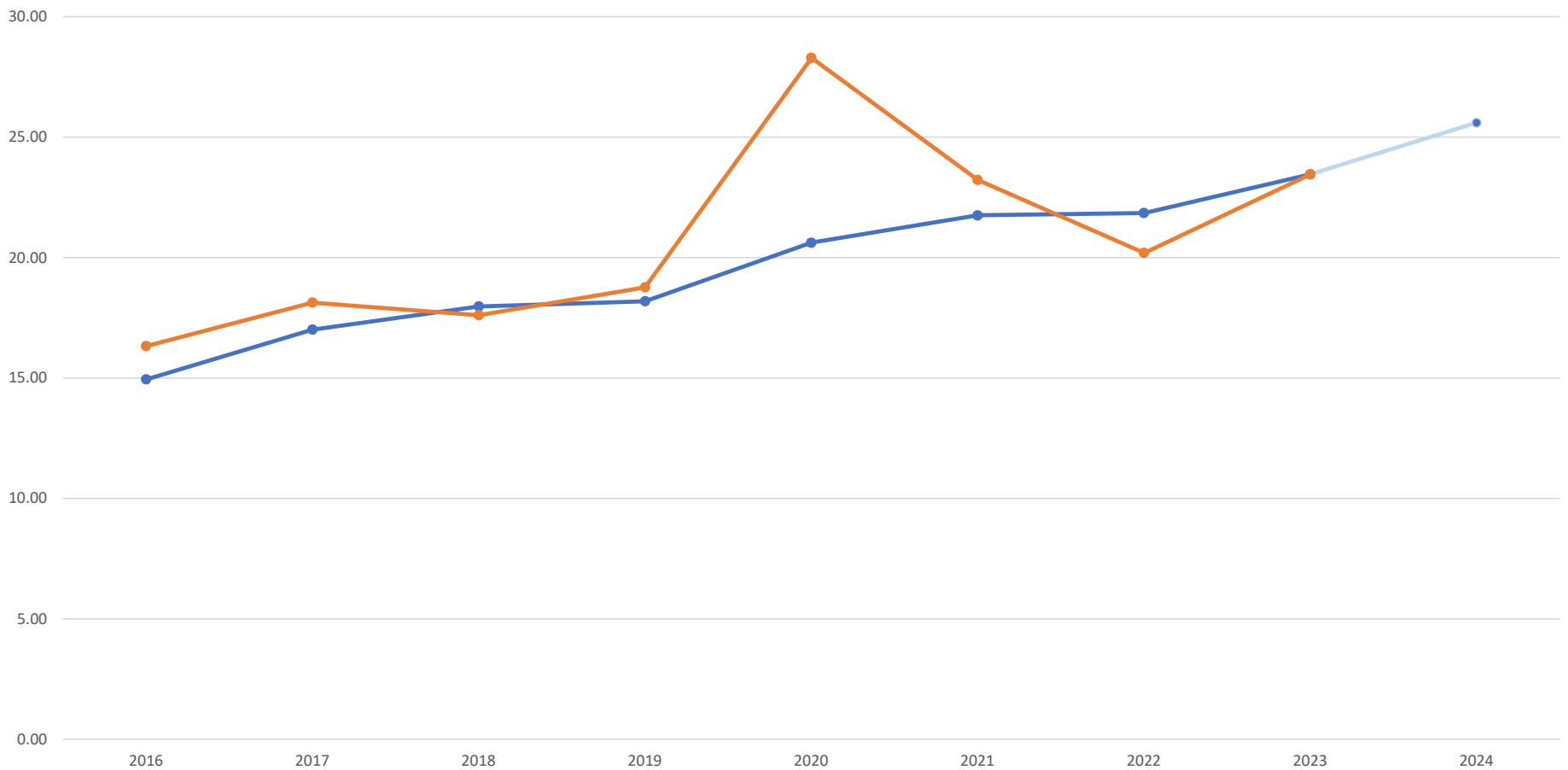
Rental Income v Loan Interest



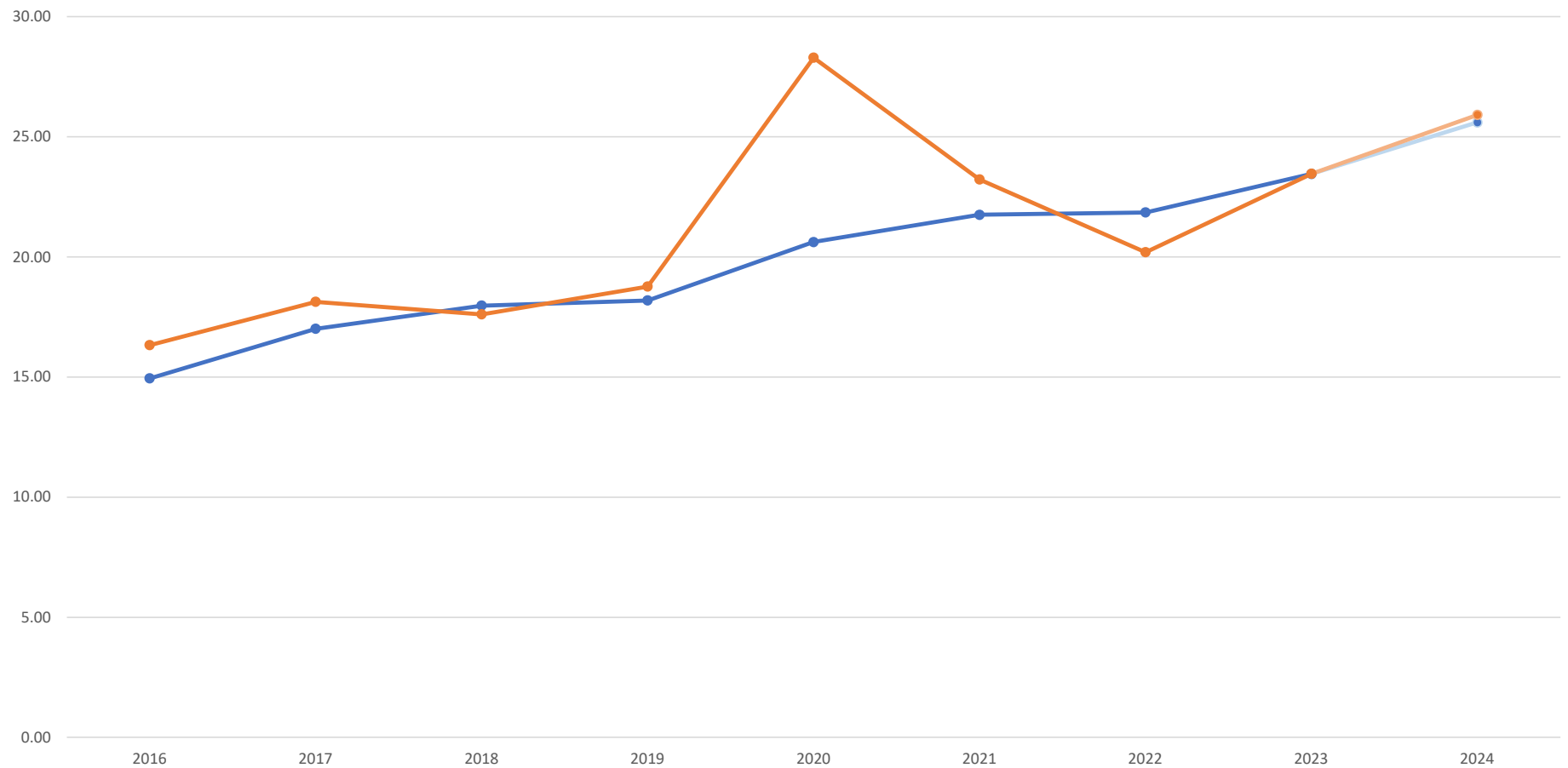
Income v Cost Per Hour – Garden Events



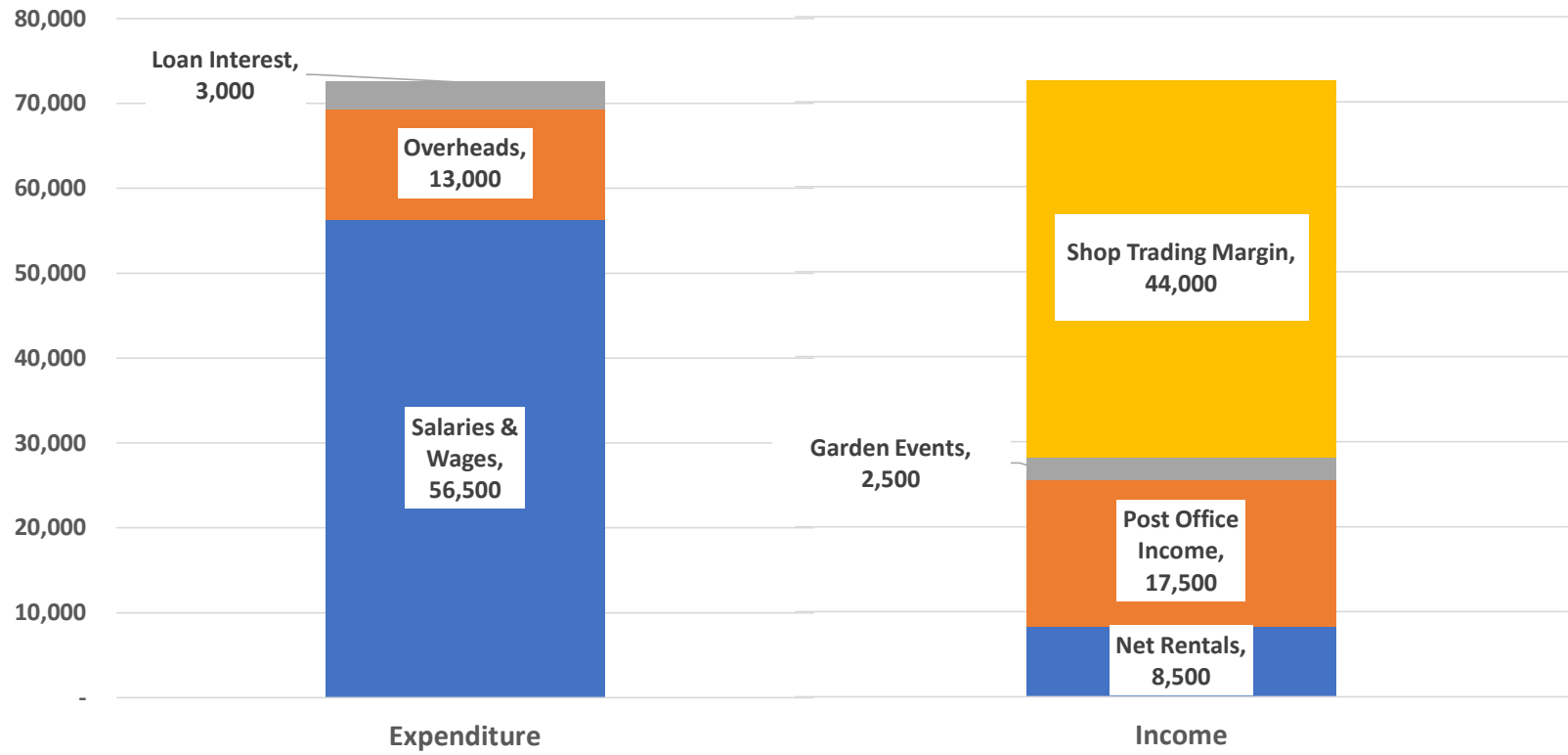
Income v Cost Per Hour – Including Returns



Income v Cost Per Hour – Including Returns



2024 Budget



Breakeven

Gross Margin %	Turnover	Shop Margin
19%	231,579	44,000
20%	220,000	44,000
21%	209,524	44,000
22%	200,000	44,000
23%	191,304	44,000

Budget

	2016	2017	2018	2019	2020	2021	2022	2023	2024
								Combined	Budget
Shop Sales	123,344	139,567	139,201	148,225	186,753	180,803	178,471	193,651	203,327
Purchases	-95,997	-108,685	-109,098	-114,601	-144,631	-142,936	-146,489	-155,567	-158,595
Gross Profit	27,347	30,882	30,103	33,624	42,122	37,867	31,982	38,084	44,732
GP Margin	22.2%	22.1%	21.6%	22.7%	22.6%	20.9%	17.9%	19.7%	22.0%
Post Office Income	14,479	16,184	16,011	15,985	18,116	19,578	17,582	17,317	17,317
Operating Income	41,826	47,066	46,114	49,609	60,238	57,445	49,564	55,400	62,049
Wages & Salaries	-34,176	-39,228	-41,762	-41,356	-46,030	-48,350	-48,578	-51,785	-56,593
Overheads	-6,235	-6,756	-6,833	-7,808	-9,723	-10,467	-10,493	-11,396	-12,626
Grants & Donations	3,002	2,474	746	916	1,989	1,740	0	2,358	2,500
Interest Earned	135	34	70	56	34	19	35	335	400
Net Rental Income	4,719	4,751	5,577	4,834	7,475	6,858	8,393	8,723	8,460
Loan Interest	-5,548	-5,316	-4,895	-4,676	-3,229	-3,278	-3,358	-3,358	-3,358
Covid Grant	0	0	0	0	10,000	0	0	0	0
Operating Profit	3,723	3,025	-983	1,575	20,754	3,967	-4,437	277	831
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Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477	-5,762	-5,209

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Summary

- Margins back to going the correct way
- Garden Shop Events producing additional revenues
- Returns on Rent of Flat v Interest, adding to Income



Business is Good

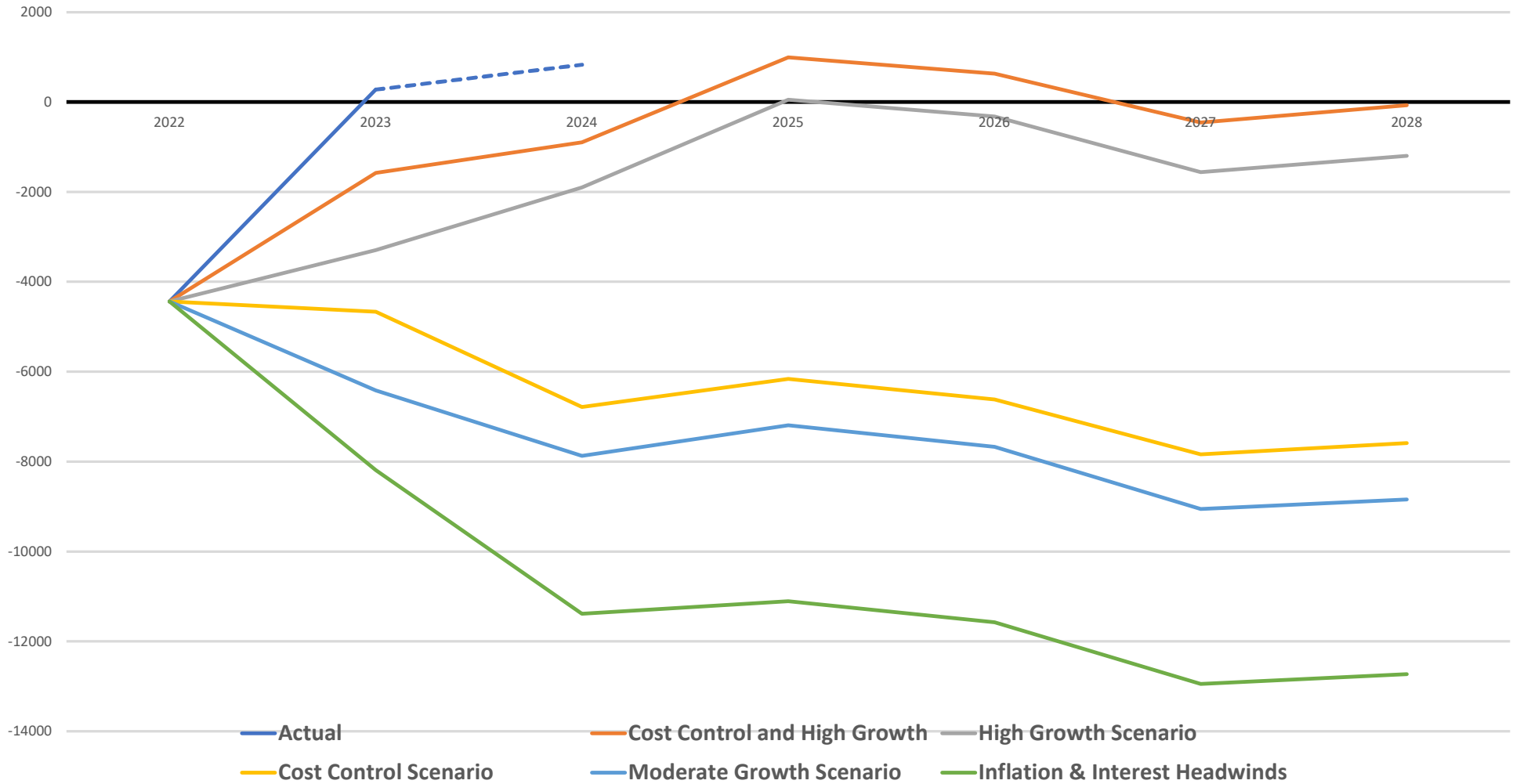
But we're looking for more!

Thank you for listening

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Profit Before Tax	1,445	916	-3,225	-850	19,006	446	-10,477	-5,359	-403

Five Year Business Plan - Net Profit by Year





Any Questions