

Abbotts Ann Village Shop Association

Annual General Meeting – Tuesday 14 July 2026

Financial Commentary

Before I get into the financials, **a couple of ‘thank yous’** for minuting, please.

Firstly, my thanks to **Mike Bird**, our previous Treasurer who has patiently supported me over the last 12 months as I have got to grips with the various processes and systems.

Secondly, a big thank you to **Martin Startup** who again prepared our financial statements and also our corporation tax computation. Martin has indicated that, after a number of years, this is the last set of accounts he will prepare for us. Although I can prepare the financial statements, and I will if necessary, it is ideally better for us to have an independent set of eyes looking over what I have been up to, so if anyone knows of an accountant that might be interested in a bit of riveting, ideally pro bono, work, please do let me know.

So after that intro, let’s have a quick look at **the financials**. I am happy to take questions but it is probably best to leave them until I have finished.

How did the business perform in 2025? It is pleasing to report **profit before tax of just over £5k**, up from £3.4k last year.

As you can see, **gross profit has increased by £3k to £51k**. Both turnover and cost of sales have increased by roughly **10%**. It is difficult to assess exactly how much, if any, of that is us selling more as opposed to us simply passing on cost increases (plus our modest margin) to our customers. CPI rose 3% during 2025 but I think our experience, and probably yours too, has been that prices have risen across the board, and frequently by significantly more than 3% (Provide examples).

Working down the profit and loss account you can see that **administrative expenses actually fell by £1k to £59k**. This runs **counter** to what I just said about prices increasing across the board. There are **two main drivers** for us seeing a small drop, rather than what otherwise would have been maybe a 5+% increase. Firstly, back at the **beginning of 2025**, **Bev** very kindly agreed to reduce her working hours and so salaries did not increase as much as they would have done. The second significant

element was that Steve Randall successfully **renegotiated our electricity** contract saving us several thousand pounds a year.

The last item to highlight is **the fall of £2.5k in other income**. That drop is actually due to the fact that we received grant funding from **Test Valley** for the shop awning at the end of 2024 but we didn't apply for any grant funding in 2025. As you have already heard, that will look **very different in 2026**. For the avoidance of doubt, in both years we did still benefit from very **generous grants from the Fete Committee**. In 2025, that money went towards the purchase of the much appreciated new coffee machine.

So in overall terms, a **'steady as she goes'** kind of year. That picture is also **reflected in the Balance Sheet** that shows a stable, relatively healthy, position.

The only item to particularly note is the **bank balance of £56k**. That looks, and is, very good, however it is worth bearing in mind that it only represents **3-months worth of trading costs**. In addition, at least 25% of that is notionally set aside for refurbishment of the property as a whole.

I hope shortly to put in place a series of short term bank deposits to make that money work harder for us.

That's all I have to say. I am happy to take any questions now or at the end.

If asked about the departure of Judeth.

Judeths resignation was very sad. I am sure you all understand and respect the fact that I **cannot go into any details** of what was largely a personal issue. It would be wholly inappropriate to do so in **such a forum**. However please do understand that the committee worked very hard over **many months** to resolve **one single issue**, taking **independent advice**. Regretfully we were unable to reach a satisfactory solution and as a consequence, Judeth resigned. As I say, very sad.

Nevertheless, I would like to **put on record the committee's thanks** to Judeth for her hard work and passionate commitment to the business over a number of years.