

## Talk about Sarah



Sarah is the foundation's Peter Pan, still looking more like a teenager than her true age. She has lived in the Village her whole life and went to school in Galleywood. Whilst Sarah enjoys reading and doing jigsaws nothing makes her happier than when the panel on the Ziffit website turns green indicating that they wish to buy the CD or DVD that she has just scanned. In fact all ready this year they have purchased over four hundred pounds worth of stock. Well done that girl.

## The Last Word .....

At long last the hip fairy is about to weald the knife and bone saw in order to replace my knackered joint. I must be honest in saying just how nervous I feel about the prospect of hospitalisation but it is not the sort of thing the boys next door in Smithbright's Butchers could undertake without a good deal of practice, although they do bone and roll legs of pork, so there's not too much difference.

Hopefully I will be back to play in the shop without too much of a break. My only worry is that if I'm out of action for too long everybody will realise just how little work I do when I am here. Val Shrimpton is currently looking at what cover may be needed and if you can spare a wee bit of extra time during my absence please don't hesitate to let her know when you are available and for how long.

Meanwhile, look out because I'll be skipping back into the store and playing shops again upon my return .

# ***Talking Shop*** Issue 5

Mister Gees Foundation (Trading) Limited has now completed its first full year, April to March and all in all the numbers look rather pleasing. In a nutshell, the total income was just over one hundred and two thousand pounds and of that over eighty percent was used for good causes, forty thousand pounds to the village so far.

Having recently looked at a number of surveys relating to “charity shop” profits the percentage of sales distributed by us is second to none. The declared profits of the top 20 charity shop operators range from 42 per cent of income for the Salvation Army Trading Company, to just 9.2 per cent for the fifty one Oxfam shops operating in Ireland.

So with those figures in mind each and every one of us should feel rightfully proud of the part that we play in ensuring that the shop here on Warwick Parade runs as smoothly as possible.

The budget and cash flow that has been prepared for the year ending in March 2020 is even better and hopefully we will be able to distribute an even greater percentage of the total income figure.

Our very simple formula is working; to more than double the bottom line profit, give half of the money away.



***Mister Gees***

*Foundation*

As I write, Mike Farrell, our solicitor is making an application to HMRC for the charity to reclaim gift aid on the sale of donated goods and cash donations. This could increase our income by as much as twenty percent, however it only makes sense if the work involved is proportionate to the return. I see it being used more for the items of higher value that we sell in the shop or via the internet on E-bay. Out of interest the average selling price for each item last year is shown below.

Item Name	Sales	Units Sold	Average Price
Internet Sale	£664.95	22	30.23
Reject Sale Clothing	£3,945.00	7890	0.50
Reject Sale Books	£213.05	3,270	0.07
Bulk Disc Sales	£920.13	1,105	0.83
Sales via Gosfield	£172.42	20	8.62
Ladies Clothing	£10,811.21	5,775	1.87
Children's Clothing	£2,067.15	1,802	1.15
Mens Clothing	£2,157.18	814	2.65
Shoes, Bags Etc.	£4,947.90	2,639	1.87
Jewellery	£1,952.36	1,629	1.20
Bric a Brac	£34,775.87	28,714	1.21
Games & Toys	£11,642.73	9,691	1.20
Books	£4,618.52	9,216	0.50
DVD's CD's & Discs	£2,267.04	6,452	0.35
Clearance	£2,601.62	3,098	0.84
Donations	£1,380.63	137,778	0.01
Website Donations	£5.00	500	0.01
Electrical	£3,581.98	770	4.65



***Mister Gees***

*Foundation*

Registered Charity No. 1181204

Whilst talking about units sold, there have been a few occasions lately where items offered for sale as a set have ended up being separated because a customer did not want the whole thing. This is all very well but of little use to the shop if the bit that we are left with is of no value or unsalable on its own. As much as we like to say yes to all of our customers all of the time, sometimes the answer is going to be no, hopefully they will understand.

This time last year we were waving goodbye to “The Beast From The East” and getting ready for the world cup. This year it is more about shedding the final jumper and thinking about your well deserved summer holidays.

Might I ask that when you know of any dates that you will be away please fill in the form below and give it to Val Shrimpton or me so that cover can be arranged.

Holiday Notification		
Name	<input type="text"/>	
Away From	<input type="text"/>	To (inclusive) <input type="text"/>
Away From	<input type="text"/>	To (inclusive) <input type="text"/>
Away From	<input type="text"/>	To (inclusive) <input type="text"/>