

Treasurer's Report for AGM 27th January 2025

The 2023/24 audit has been completed with no problems or issues raised by the auditors. A copy of the end of year accounts are available on our website. The headlines are:

- Income down @6k
 - Subs up by £9,800
 - Settlement Agreements down £950.
 - Rental income up £600.
 - UL income down by £15,654 (this is offset by UL costs)
- Costs up @43k
 - Flat maintenance down by @2k
 - Promotion (WLC) up @9k
 - Travel, accommodation and subsistence up @5k
 - Training costs up @3.5k
 - Salary bill up @10k
 - Legal and Professional Fees up @12k
 - Audit Fees up @4k
 - Affiliation Fees down by @4k

This has led to an operating loss (before interest and tax) of £68,028

This is higher than forecast last year and is the result of significant required spend on our investment in our digital strategy with We Love Create and the new website. These were all agreed by NC as part of our ongoing digital strategy. We also have the mandatory levy from the Government. We have also seen a significant increase in the number of members needing legal support and this has resulted in a significant increase in our Legal Costs. This is however what we are here for in terms of supporting our members.

We are forecasting another loss in this financial year of around the same amount as last year. This is due to the loss of Scottish Unionlearning funding and the need to make the full time member of staff redundant as well as the following.

Succession Planning Activity – This year we have the GS retiring. This role will be filled internally so we are investing heavily in the training and development of the successor. We also recruited a new AGS for YBS branch this year and that has incurred costs to train and develop them.

We Love Create – The costs of the new website and our existing relationship with WLC is set to continue this financial year.

Rep training and engagement – All 3 branches held strategy days for their reps. These were very much needed to engage reps again after a few years of very little face to face activity and have proved very successful. We will be achieving a reduction in cost to this next year due to the decision being taken to hold these events online until we return to profit.

Although we are projecting a deficit this financial year our salary bill/employee benefits and vehicle leasing costs will reduce significantly next financial year as we recruit new AGS' for the Skipton branch and the GS retires. Additionally, we are no longer offering cars as part of the AGS package so our vehicle leasing will reduce from 4 cars to 2.

Review of our Investment Strategy

We have a sizeable amount held in the bank. It also looks like it's not earning a lot of interest, especially given the recent rate rises. Additionally, we hold all our cash with a single provider so we only have protection on 85k so we have now reviewed our investment strategy to reduce risk and increase returns and will be moving monies out of the one provider, so we are protected as well as gaining an account with a higher rate of interest.

Ania Lomax
Treasurer