

Lurgashall Village Shop

Public Meeting on 26th October



Agenda

- Village Shop - Current Situation
- Questions
- Community Shops
 - Local examples
- Comparison of local shops
- Questions
- What is a Community Shop
- Process for setting up a Community Shop
- Questions
- Way forward

Current Situation

- Pam and Martin have given notice that they wish to leave on 28th February 2018.
- They will have to give 3 months notice to the Post Office on 1st December 2017 and at the same time nominate who will be taking it over.
- The Freeholders have reviewed this situation and regretfully report that the business is no longer profitable or commercially viable in its current format.
- The Freeholders are very keen to keep the shop open and to find a solution that will work for the community and for them.
- In this situation, other villages have pursued the Community Shop route.

Current Situation

- The shop has an area of 33 square metres.
- The shop (but not the house) will be available from 1st March in its current condition at a reasonable rent.
- The Freeholders are currently investigating the options for providing the back room support areas required to support the shop.
- Services will be provided by the Freeholders.
- The shop needs refurbishment.
- Shop has an excellent location but little or no passing trade.
- The shop turns over about £60,000 pa.
- In addition the shop keeper has been paid a salary for running the Post Office. This is currently paid for 16 hours per week.

Review of Local Shops

- Lurgashall Village Shop
- Northchapel Stores
- Lodsworth Larder
- Milland Shop
- Graffham Shop
- Kirdford Village Stores
- Dunsfold Village Shop

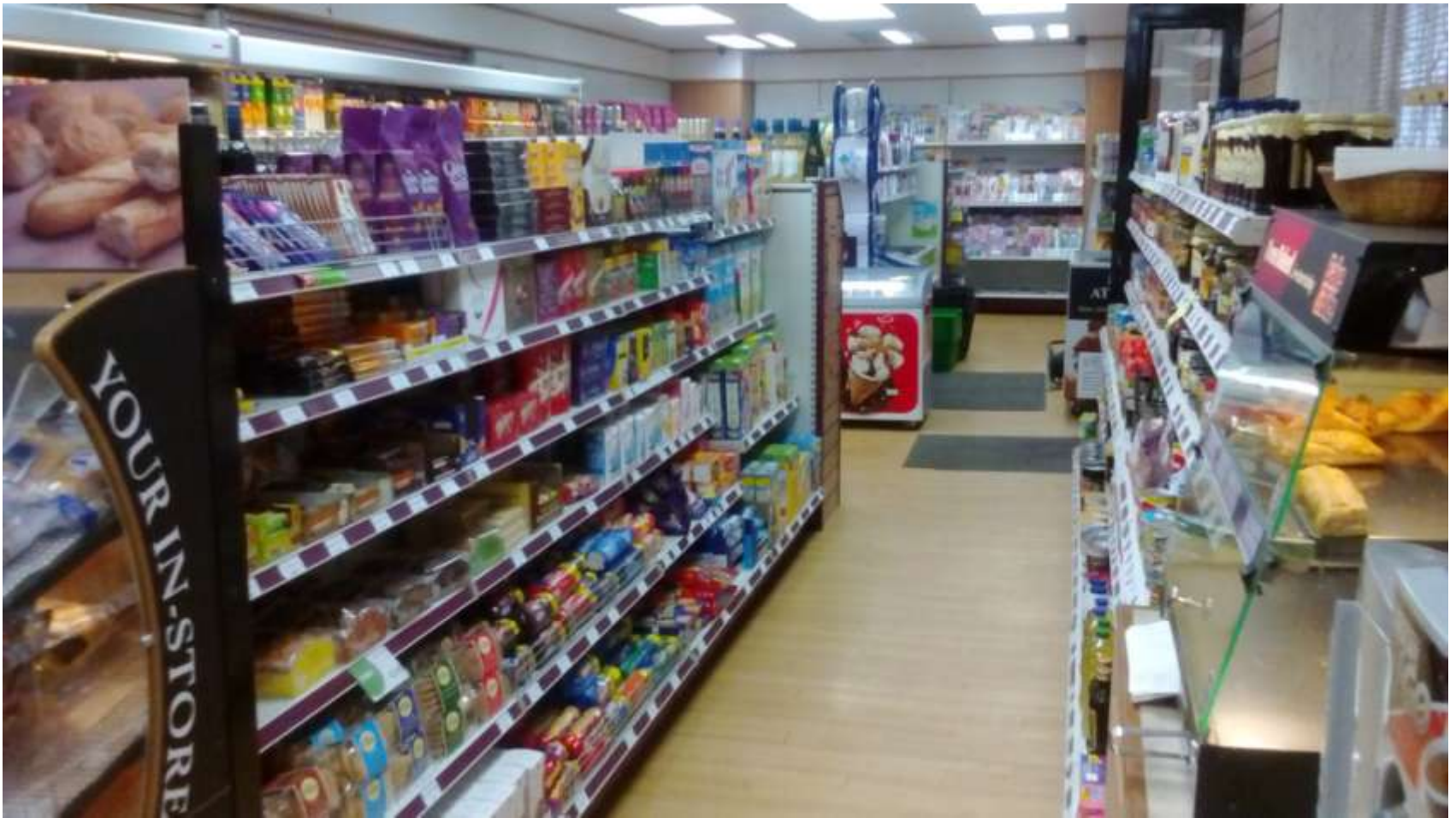
Lurgashall Village Shop



Lurgashall Village Shop

- Open for a long time
- Owned by Freeholder run as a business
- Existing building Grade II Listed
- Population of Parish 609
- Floor Area 33 square metres
- Turnover c. £60,000
- Post Office
- Newspapers, Cigarettes and Alcohol
- Very low proportion of luxury versus essential goods
- Walkers, Cyclists and Cricket – seasonal business

Northchapel Stores



Northchapel Stores

- Open for a long time
- Owned and run as a business
- Existing building
- Population of Parish 800
- Floor Area 120 square metres
- Turnover
- Post Office
- Cigarettes and Alcohol
- Newspapers and delivery
- Lottery
- Low proportion of luxury versus essential goods
- 60% of business is passing trade

Lodsworth Larder



Lodsworth Larder

- Opened in 2009
- Owned by Community run by Community
- New timber framed building
- Population of Parish 670
- Floor Area 80 square metres
- Turnover c. £220,000
- Postal Services
- Cigarettes and Alcohol
- No Café because of non competition agreement with Pub
- Newspapers
- Constrained parking
- High proportion of luxury versus essential goods

Milland Village Shop



Milland Village Shop

- Opened in 2011
- Owned and run by Community
- New build oak timber framed
- Population of Parish 891
- Floor Area 100 square metres
- Turnover c. £200,000
- Postal Services
- Café
- Newspapers
- Cigarettes and Alcohol
- High proportion of luxury versus essential goods
- Lots of walkers and cyclists – seasonal business

Graffham Shop



Graffham Shop

- Opened in 2008
- Owned by Community run as a business
- Existing building
- Population of Parish 516
- Floor Area 160 square metres
- Turnover c. £500,000
- Postal Services
- Café
- Newspapers
- Cigarettes and Alcohol
- Smaller proportion of luxury versus essential goods
- Lots of walkers and cyclists

Kirdford Village Stores



Kirdford Village Stores

- Opened in 2010
- Owned and run by the Community
- Existing building converted
- Population of Parish 1063
- Floor Area 130 square metres
- Turnover c. £650,000
- Postal Services
- Café
- Newspapers
- Cigarettes and Alcohol
- Smaller proportion of luxury versus essential goods

Dunsfold Village Shop



Dunsfold Village Shop

- Opened in 2011
- Owned and run by the Community
- Existing building
- Population of Parish 989
- Floor Area 36 + 36 square metres
- Turnover £370,000
- Postal Office but run separately
- Café outside
- Cigarettes and Alcohol
- Newspapers and delivery
- Smaller proportion of luxury versus essential goods

Comparison of Local Shops

	Population	Floor Area	Turnover	Turnover/m2	Café	Post Office	Alcohol & Cigs
Lurgashall	609	33	60	2000	No	Yes	Yes
Northchapel	800	120		3500	No	Yes	Yes
Lodsworth	670	80	220	2750	No	Services	Yes
Milland	891	100	200	2000	Yes	Services	Yes
Graffham	516	160	500	3125	Yes	Services	Yes
Kirdford	1063	130	650	5000	Yes	Services	Yes
Dunsfold	989	36	370	5140	Yes	Yes	Yes

Conclusions

- Mix between Luxury and Essential goods must match customer base
- People like to see fresh fruit and vegetables
- Need adequate parking and a good position
- Need Postal Services but not necessarily a Post Office
- Newspapers but not necessarily delivery
- Alcohol and Cigarettes
- Café – low return on floor space, increases staffing and is seasonal
- Good coffee to take away is an alternative
- Must be able to take Credit and Debit Cards and do cash back.
- Staffing – normally a paid manager supported by volunteers
- Need storage, kitchen and an office and CCTV

What is a Community Shop?

- They trade primarily for the community benefit
- Community Shops have an open and voluntary membership, whereby members are part owners of the business
- All members have an equal say in how the business is run regardless of their level of investment
- Majority are managed by the community usually with a paid manager and a team of volunteers.
- They are an effective way of safeguarding retail outlets in a rural area
- Community Shops tend to have a competitive advantage over commercial shops because they have access to cheap capital, have volunteer staff and don't pay business rates

How to set up a Community Shop

1. Contact the Plunkett Foundation as early as possible
2. Form a working group – possibly following a Public Meeting
3. Consult with the community via a Parish Questionnaire to determine demand for a shop
4. Hold a further public meeting to update the Community on the Questionnaire
5. Elect a Committee of between 3 and 12, possibly at the second Public Meeting. This needs to be inclusive and not run by a clique. You need sub committees:
 1. Business Planning
 2. Fundraising
 3. Retail and Marketing
 4. People Management

How to set up a Community Shop

6. Select a suitable Legal Structure
 7. Identify suitable premises: existing, additions or new build.
 8. Work up a Business Plan
 9. Raise required finance by: donations, grant funding and selling shares or possibly Public Works Loans
 10. Plan the design and layout of the shop, decide on stock and pricing.
 11. Ensure you are compliant with all legal requirements
 12. Publicise the launch date and open for trading
- This could take between one and three years.

Village Shop

- Questions
- Way forward