



Annual Members' Meeting

25TH JUNE 2023



In the beginning...

After nearly a year of planning, we signed the lease in February 2022.

Members of Fordingbridge Art Club were invited to submit logo designs.

Then the real work began to turn the empty shell of 4 Roman Quay into The Green Gram!





Shop fitting...

Local tradesmen donated their time to carry out electrical and plumbing work.

Second-hand kitchen units and pallets were sourced, and The Avon Valley Sheddars conjured a counter and fixed up shelving.

The first deliveries arrived, and a huge operation began to decant products into containers and fill the shelves.



The grand opening...

After a members' preview on the Friday evening, the shop finally opened on Saturday 7th May 2022 – and has been gaining momentum ever since!

We'd like to thank everyone who helped us get this project off the ground, and who continue to support us in so many different ways. Special thanks go to our wonderful volunteers, without whom the shop would not be possible!



Achievements to date

- We were awarded a food hygiene rating of 5.
- Where possible we source our products from ethical suppliers and local businesses.
- We are working with Wimborne St Giles First School, enabling the children to run their own washing-up liquid refill station.
- From September we will be supplying products to Burgate School catering department and food tech department.
- We have a 'Recipe of the Month' to encourage customers to try out new ingredients and ideas.

Wimborne St Giles Eco Crew



Plans for the future

- Expand the product range, buying in larger quantities where possible to reduce the price for customers.
- Investing in a coffee grinder and peanut butter machine.
- Expanding our opening hours and offering a 'drop and collect' service.
- Rolling out the school refill initiative to more local schools.
- Providing more outreach opportunities, such as visits for local schools and clubs/societies; liaising with the local foodbank; offering sessions on meal preparation using Green Gram ingredients; support other local groups and businesses to reduce waste and packaging.

How do we get there?



We are limited by the premises themselves, and by a need for paid staff.

Therefore, we plan to:

- Organise a second share offer to attract new members and raise capital to help fund expansion.
- Move to larger premises on the High Street which we anticipate will generate an increase in footfall.
- Secure grants to enable us to employ a part time shop manager and an outreach worker.



Treasurer's Report

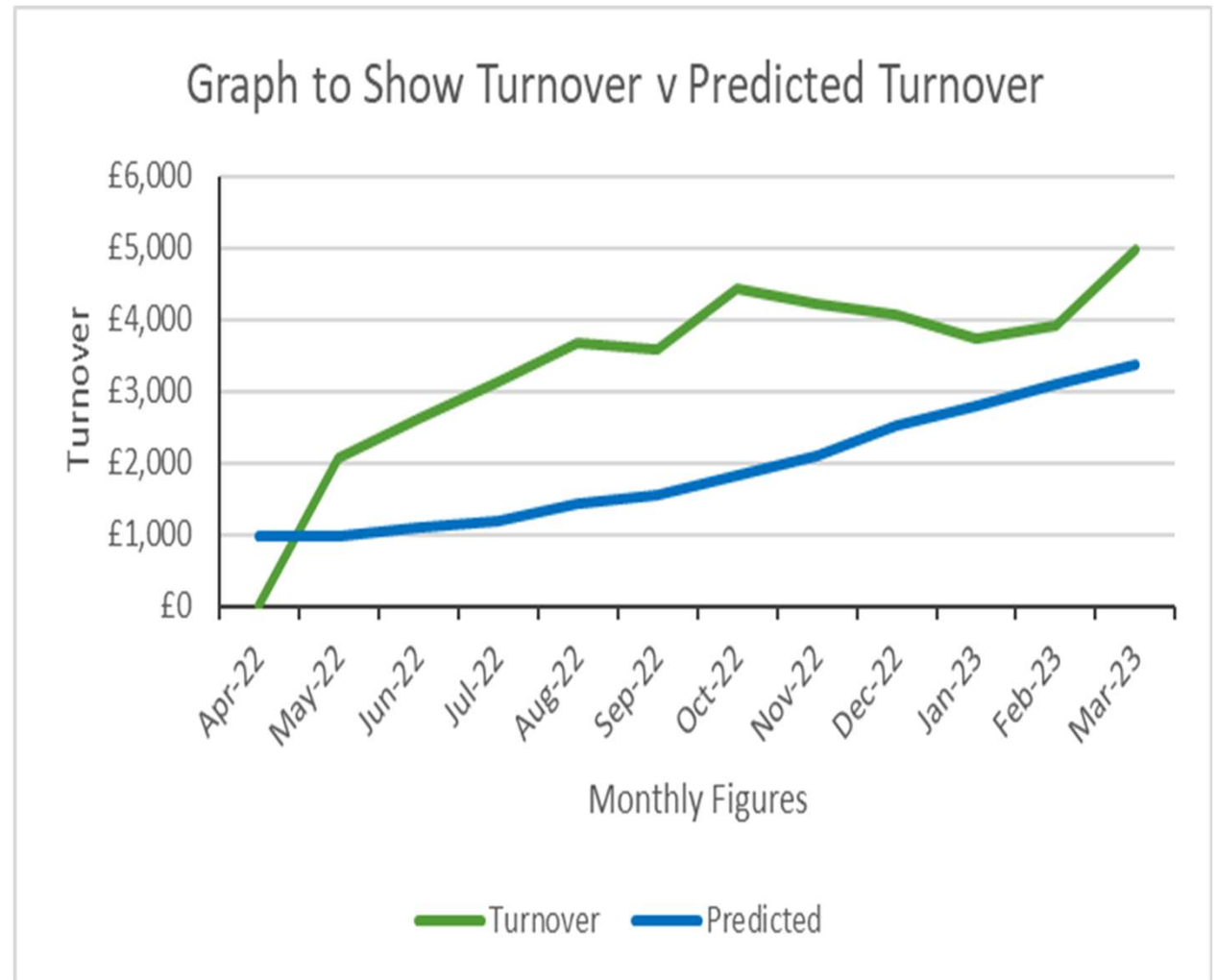
Overview



- Turnover of the shop
- Plastic Savings
- How we have supported local suppliers and producers
- To look at a few of the Best Selling Products

Turnover for the year 2022 – 2023

- The turnover of the shop has far exceeded our predictions.
- We started to make a profit by about July 2022.
- We have now exceeded the £5000 month figure and June looks as though it will be another record month!
- The bank account started at around £2000 when we opened and at the end of the financial year was £6210.



The Profit has been reinvested in the shop



- Expanding the product range – 185 and now approximately 250!!
- Purchasing more shelving
- Purchasing more crates for storage (to wheel the heavy sacks around)
- Purchasing more dispensing utensils - scoops, funnels, super pumps for the SESI washing up liquid etc
- We also bought and installed 2 heaters in the shop last Autumn
- Investing in a robust, easy to use Epos Now till system (2 stations at present). They were paid for by Woolley & Wallis but there is a monthly charge.

Plastic Saving Figures for March 2023

The amount of plastic saved closely follows the turnover, so the more we sell the more plastic we save!



Reuse rather than Recycle!



Some other ways we have saved plastic are:

- We have used hundreds of containers which have been donated to the shop, so these have been reused rather than recycled.
- All the plastic containers (SESI, Faith in Nature, Coffee tubs) are sent back to the supplier and reused rather than recycled.
- Most of the large jars on the shelves are second hand sweet jars (some donated from The Alcove) rather than buying new.

Local Suppliers



Distance from The Green Gram	Percentage of Total Turnover
Within 20 miles	21%
Within 75 miles	86%

Most of our products are sourced from businesses within 75 miles of Fordingbridge.

Some Local Suppliers include:

Wilton Wholefoods (Downton)

Wimborne Coffee Roasters (Holt)

Rapeseed Oil (Cranborne Chase)

SO Roast Coffee (Southampton)

Fudge (Fordingbridge – coming soon!)

Best Sellers!



To finish, a few facts from March this year:

- **Best selling SESI products**

Non-Bio laundry liquid 69 kg

Spiced Ginger Washing Up Liquid 45 kg

SESI £926.34 – 19% of March turnover

- **Snacks**

Over 34kg of chocolate and yogurt snacks!

£713.25 - 14% of March turnover

- **Best Selling Food products**

Oats (porridge and jumbo) 65kg

Bread Flour (white and wholemeal)
50kg

Supreme Muesli 24kg



Refill → Reuse → Repeat!