Quarterly Report to Shareholders

May, June and July 2026

The quarter has been a positive one for Harbertonford Community Shop Ltd, with encouraging trading results, improved stock management and excellent support from the local community.

Trading Performance

Sales for the quarter were just £50 below the same three-month period last year, representing a very strong performance overall. July was our second-highest sales month since trading started, while May was the fourth highest.

Shop sales recorded in the accounts were:

- **May:** £27,000.97
- **June:** £25,745.09
- **July:** £30,222.40
- **Total shop sales for the quarter: £82,968.46**

In addition, Post Office income for the three months totalled **£4,276.53**.

Stock control has been a prime focus for the Manager during the quarter. New product lines have been introduced, while detailed attention has been given to ordering levels and processes. This work is producing encouraging results, with the shop achieving a gross profit percentage of 32.4% for the quarter, excluding Post Office income. This is well above the suggested profit goals set by Plunkett and is a particularly pleasing result.

The accounts also show an overall net income of approximately £8,506 for May to July, after operating expenditure, depreciation, donations and other income are taken into account.

Fundraising and Donations

Fundraising and community support have continued to make an important contribution. During the period, the following funds were raised or received:

1. **Easter Raffle – £416.00**
   Of this, **£208.00 was donated to the PTFA**.
2. **South Hams District Council – £300.00**
3. **Book Corner donations – £94.69**
4. **Garden Event – £841.41**
5. **Shareholder donation – £1,000.00**
   This donation is not ringfenced and can therefore be used to support the shop more generally.
6. **Anonymous donation towards the Social Space – £250.00**
7. **Harbertonford Parish Council contribution towards the Social Space – £1,130.00**

These contributions amount to £4,032.10, before taking account of the £208.00 donated from the Easter Raffle proceeds to the PTFA.

We would like to record our thanks to everyone who has contributed, whether through donations, fundraising events or their time and support.

Social Space

The development of the Social Space continues to progress.

A total of £1,380.00 has been specifically donated towards the project through the anonymous donation and the contribution from Harbertonford Parish Council.

So far, £476.94 has been spent on materials for the Social Space, leaving £903.06 of these ringfenced donations unspent. This balance is reflected in the accounts as deferred Social Space donations. All work to date has been carried out by volunteers free of charge, with further expenditure to follow in August.

Financial Position

The shop remains in a sound financial position. At 31 July 2026, the Balance Sheet shows £50,621.94 in cash at bank and in hand and stock valued at £24,059.31.

After current and longer-term liabilities, the company had total net assets of £57,033.28 at the end of July. The Balance Sheet also records community share capital of £68,740 and a year-to-date profit of £1,752.85.

Looking Ahead

The quarter demonstrates the continued strength of the shop and the value of careful management. Sales remain very close to last year's level, despite the challenging retail environment, while the improvement in gross profit demonstrates the benefit of the work being undertaken on stock selection, ordering and margins.

Alongside the shop's trading performance, the generosity shown through fundraising and donations is enabling us to continue developing the shop as a community asset, including progressing the Social Space.

Our thanks go to our Manager, staff, volunteers, shareholders, customers and everyone in the wider community whose continued support makes this possible.