



**Smile Scotland SCIO**

**Scottish Charity No – SC044981**

**Annual Report and Financial Statements**

**For the year ended 31 March 2022**

**Trustees' Annual Report  
For the year ended 31 March 2022**

The trustees have pleasure in presenting their report together with the financial statements for the year ended 31 March 2022.

**Reference and Administrative Information**

**Charity name**

Smile Scotland (SCIO)

**Charity no**

SC044981

**Address**

Ryehill, Oyne, Aberdeenshire. AB52 6QS

**Current Trustees**

Angela Allan	Chair
Heather Smith	Secretary
Clive Hampshire	Treasurer
Fiona Willis	
Craig Pithie	
Bob Whitehouse	

**Structure, Governance and Management**

**Constitution**

Smile Scotland began in earnest in July 2014 with OSCR granting us charitable status. The Charity is a Scottish Charitable Incorporated Organisation (a SCIO).

The charity has a single tier structure and as such the trustees are the members of the charity.

The board, which continues to meet as and when required, are the charity's trustees. Trustees are elected at the annual general meeting which will be held in September this year.

There must be a minimum of three and a maximum of eight trustees.

**Objectives and Activities**

**Charitable purposes**

We will empower people in Scotland with the skills, knowledge, confidence and experience to overcome the barriers that they face when getting into, or sustaining employment. We are doing this in order that they can avoid living in poverty and can sustain positive mental and physical health and well-being. Through education and training, discriminating factors such as mental ill-health; physical ill-health and disability; additional learning and support needs; criminal backgrounds; and homelessness will be overcome.

**Activities**

Education

Understanding all aspects of the workplace, including Health & Safety.

Understanding the needs and expectations of employers, colleagues, customers and self.

Recognising barriers to employment and how to overcome them in order to sustain employment.

Making use of positive, solution-focussed approaches with short, medium and long term goal setting and achieving.

Writing CV's and application forms.

Preparing and practicing for interviews.

#### Training

Customer Services – appearance, manner and implementation of our values in all areas of work experience.

Building on-the-job knowledge, skills, experience and confidence in one or more areas of interest:

Procurement – Buying on-line, at auction, and face to face at various venues.

Deliveries – van driving, collection and delivery of goods, manual handling.

Furniture restoration – clean, restore and polish household goods, glassware, furniture and antiques.

Retail/Auction – pricing, merchandising, customer care and awareness, sales and end of day reconciliation, and delivery arrangement.

#### Support

Advice and guidance, and empathy from a member of staff at all times when in Education, Training and employment.

Follow up assistance once in employment to ensure sustainability, for as long as is required.

### **Achievements and Performance**

#### Clients

Since our last report we have directly supported 22 adults within our charity. The COVID-19 restrictions continued to have a massive impact on how we operated and the number of people we have been able to support. We have supported 7 people through the Unpaid Work Team placements to focus on our clients with mental health issues. We continued with socially distanced, limited but increasing activities for 15 of our clients

We were unable to take on any new referrals within this reporting period.

#### New Volunteers

Due to COVID-19 we have been able to sustain our 4 volunteers this year but not recruit further. We were actively recruiting a new Trustee to the Board by the end of the year.

#### Premises

At the auction house in Oyne, Aberdeenshire, we were able to continue with social distancing restrictions in place and adapt these when we were able to. This provided a daily, weekly or monthly focal point for our clients, and allowed for an increasing number of customers to attend for viewing and sales.

The small shop that is part of the site is, due to a lack of volunteers, is open by appointment, but we hope to develop this further over the next year. We are again indebted to our landlord who was a great support to us during this time.

Our landlords from Broomhill Road still have outstanding invoices to pay us from the damage caused by not keeping the premises watertight.

At the beginning of April '21 we took on a short lease of very small premises for 6 months on George Street, Aberdeen in order for us to identify new premises and keep a visible presence in Aberdeen. We secured a warehouse with small shop space in Miller Street, Aberdeen and moved in near the end of August '21, looking to develop this into our retail, workshop and storage site.

The small sales area in the Cullen Antiques Centre, in Moray, has continued to work away for us, however they have reduced their opening days per week and these can be unreliable.

In October '21 we made the leap to online auctions, running timed then live auctions to try to increase accessibility for local and international customers. This has given our clients the opportunity to learn how to use some of the back-office system for cataloguing.

#### Publicity

Facebook continues to be of great benefit to us with over 5,700 follower and likes, with Instagram now building up over 700 followers, and Twitter being peripheral to this. Our websites have been of benefit to partner agencies to find out more about us before referring clients, and have been updated, one for the Auction house and the other for the Aberdeen warehouse. There have been no opportunities for talks to groups or organisations this year.

#### **Financial review**

Our main source of funding is through auction house sales, with a small amount being raised in donations.

One successful funding applications had been made, to support us through this year. We have continued to lease a large van and are still leasing a crew cabin small van, and have completed the purchase of a second, larger van.

#### **Plans for future period**

Given the amount of uncertainty that the pandemic has created we aim to consolidate ourselves in the Auction House, with the development of a coffee shop. Making the warehouse in Aberdeen financially viable over the next 5 years is underway, although this will be quite a challenge. Our book-Keeper is retiring soon and we are hugely grateful that she will be staying with us as a volunteer, a replacement book-keeper/Treasurer may be found in recruiting a new Trustee. We will continue to review the requirement to employ members of staff, and aim to recruit additional volunteers and Trustees to support what we are doing now.

#### **Acknowledgements**

A special thanks to Isobel for all her years of book-keeping, we just could not have done this without her! Our sincere thanks to all of our volunteers, trustees and staff,

for their continued hard work, effort and empathy as they work with the clients and each other in what we all call the Smile Family.

A handwritten signature in blue ink that reads "Allan". The signature is written in a cursive style and is set against a light grey rectangular background.

Angela Allan  
Chair of the Board of Trustees

## Statement of Receipts and Payments for the year ended 31 March 2022

	Year Ended 31/03/2022 (£)	Year ended 31/03/2021 (£)
<b>Receipts</b>		
Receipts from charitable Activities:		
- Shop sales (excl. Partner Income)	92370	161126
- Partner Rent Income	0	2725
- Partner Commission Income	0	1580
Auction *	66688	38276
On-line Auction**	9784	--
Donations	5822	4894
Gift Aid reclaimed from HMRC	12885	9690
Rag Bag	0	249
Vat reclaimed from HMRC	12743	4280
Services Provided	1460	9424
Covid Grants	20413	63068
Stall Rental at fairs	1030	1140
Total Receipts	<b>223195</b>	<b>296452</b>
<b>Payments</b>		
Cost of charitable activities	260306	262539
Purchase of equipment	0	0
Total payments	<b>260306</b>	<b>262539</b>
Surplus/ <b>Deficit</b> for the year	<b>37111</b>	<b>33913</b>

\*Auction  
Total Income 164471  
Less Paid to Sellers 97783

Auction Income 66688

\*\* Online Auction  
Total Income 13044  
Less Paid to Sellers 2542

Online Auction Income 9784

## Statement of Balances - As at 31 March 2022

	Year Ended 31/03/2022 (£)	Year Ended 31/03/2021 (£)
Opening cash at bank and in hand	45244	14618
Adjustment for previous year	336	186
Surplus/Deficit for the year	37111	33913
Closing cash at bank and in hand	<u>7798</u>	<u>48344</u>
<b>Represented by:</b>		
Bank statement at 31.03.22	8056	45244
March card sales to be credited	221	310
2020/21 Adjustments (*1)	1147	1478
2021/22 Adjustments (*2)	3229	1011
Till float	300	300
Cash in hand	1303	0
	<u>7798</u>	<u>48344</u>
<b>Other assets</b>		
Shop stock	<u>26450</u>	<u>25525</u>
<b>Liabilities</b>		
Directors Loan	0	0
Partners Account	0	0
	<u>0</u>	<u>0</u>

### NOTES

#### (\*1) 2020/21 Adjustments for Mar 20 paid in Apr 21

Card Processing	121	
Credit Card Payments	46	
Other expenses	1610	
Cheques not yet presented	227	
		<u>2005</u>
Less Card payments 31/3	242	
Other Income	2910	<u>3152</u>
		<u>1147</u>

#### (\*2) 2021/22 Adjustments for Mar 21 paid in Apr 22

Card Processing	155	
Credit Card Payments	665	
Other expenses	2636	
Cheques not yet presented	3438	
		<u>6894</u>
Less Mar Income recorded Apr	3605	
Less Credit card annual fee	60	<u>3665</u>
		<u>3229</u>

## Cost of Charitable Activities year ended 31 March 2022

	Total 2021/22 (£)	Total 2020/21 (£)
Staff Costs	19127	16510
Consultancy Fees	46500	48000
Rent, Electricity	8886	19266
Premises / Content Insurance	786	1533
Telephone & Internet	2282	1726
Travel / Transport / Parking	20	7
Card Processing Charges	2150	2178
General shop stock	77663	129129
Advertising / Publicity	4935	1236
Subscriptions	0	0
Shop Costs	2343	3119
Office Equipment / Stationery / Postage	1275	859
Accountancy Costs	0	0
Stock delivery / Collection Costs	1643	432
Vehicle Costs	48711	15004
Donations	100	300
Meal on Duty for Trustees / Volunteers	1647	1077
Trustee Meeting Costs	0	0
Meals for Placements / Clients	0	0
Credit Card Charges	61	61
Other Miscellaneous Costs	9520	500
Partner Reimbursements	0	9446
Abernyte Rental Costs	0	411
Contractor Services	6261	2296
Coffee Shop	0	0
Cullen Rent	1200	450
Oyne Rent	18600	9000
Easylive Auction Charges	6596	---

<b><u>260306</u></b>	<b><u>262539</u></b>
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2020/21 Excluded as netted off Auction takings  
Auction Seller payments 38700

Expenditure Total **301238**

2021/22 Excluded as netted off Auction takings  
Auction Seller payments 97783  
Online Auction Seller payments 2542  
Online Auction Post/Delivery Charges 719  
101043

Expenditure Total **361349**