



Smile Scotland SCIO

Scottish Charity No – SC044981

Annual Report and Financial Statements

For the year ended 31 March 2024

Trustees' Annual Report

For the year ended 31 March 2024

The trustees have pleasure in presenting their report together with the financial statements for the year ended 31 March 2024.

Reference and Administrative Information

Charity name

Smile Scotland (SCIO)

Charity no

SC044981

Address

Ryehill, Oyne, Aberdeenshire. AB52 6QS

Current Trustees

Angela Allan	Chair
Clive Hampshire	Secretary (temp)
Fiona Willis	
Craig Pithie	
Bob Whitehouse	Treasurer
Garry Coleman	

Structure, Governance and Management

Constitution

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

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 28 adults within our charity. Referrals have continued to be slow to come in. We have continued to support 4 clients, 2 of whom have moved on to employment. We have supported 23 people through the Unpaid Work Team placements across central and south Aberdeenshire. We took on 1 new referral within this reporting period. We received 3 referrals for new clients who chose not to engage with us, and 2 referrals for new clients that we were unable to support due to them not meeting our aims. We have spent time on developing working relationships with Aberdeenshire Community Payback Unpaid Work Service for 1:1 and group placements and Aberdeenshire Health and Social Care Partnership Justice Service for 1:1 placements.

Volunteers

As last year, we have been able to sustain our 7 volunteers this year and recruit a further 1. We were successful in recruiting one new Trustee to the Board in February and had one resignation in March. We sadly had the passing of a former volunteer whom we had remained in close contact with, supporting her family and friends in many ways as much as we could.

Premises

At the auction house in Oyne, Aberdeenshire, we were able to continue to develop our auctions. This provided a daily, weekly, or monthly focal point for our clients, and there has been an increasing number of customers to attend for viewing and sales.

We have increased our auctions to 3 per month on a regular basis and had the need to employ an Admin Clerk to help with the increase in workload. We successfully join Visit Scotland receiving a 4-star rating for our Salvage Yard and Coffee Shop. We purchased an additional 40-foot, and a 20-foot, storage containers to streamline storage of good through the auction and keep up with demand. Online auctions, live and timed have grown in popularity, with one timed sale every month and both the live sales also being online. This has given our clients the opportunity to learn how to use some of the back-office system for cataloguing and photographing items. Our house clearances services are proving popular, especially that we offer to sell suitable goods at auction. Referrals from the Procurator Fiscal Ultimus Haeres Unit are ongoing, as well as for local properties from residents. Next door has been developed into a Salvage Yard and Coffee shop, which, after a difficult start is beginning to develop. And the small shop is being developed as an upholstery workshop. All staff recruited are on the Real Living Wage. We had a change of landlord in June, and we continue to be well supported. The warehouse with small shop space in Miller Street, Aberdeen has not worked in the way we had planned so is not proving to be financially viable. We have closed this to the public and to clients for placements, just using it for storage. We are continuing negotiations to withdraw from the premises, this being delayed due to a change in landlord in November.

Publicity

Facebook continues to be of great benefit to us with over 7000 followers and likes, with Instagram now building up over 950 followers, and X 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 Salvage Yard, Coffee Shop and Upholstery Workshop. There have been two 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. Funds have been used for upgrades to the electricity and lighting, ICT equipment and systems, and to introduce a uniform to all clients, volunteers, trustees and staff.

One successful funding application had been made, to support us through this year. We have continued to lease a large van, and own 2 larger vans, returning the crew cab van at the end of the lease period, as there was no longer a requirement for it.

Plans for future period

We aim to consolidate ourselves in the Auction House, Salvage Yard and Coffee Shop and continue developing house clearances and upholstery projects. Making the Salvage Yard and Coffee Shop financially viable and sustainable over the next 5 years is underway, although this will remain a challenge, with an expansion into lunches to follow soon and by having new partners involved in the salvage yard. The development of the small shop into an upholstery workshop is underway.

We are considering getting back into having a Ragbag clothes recycling bin, although it generates only a small income it is an excellent recycling programme for clothes and accessories.

We are beginning to consider the possibilities of renewable energy using solar panels to generate power for the building; and to build an additional auction room to enable growth and improved workflow.

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

We are delighted to have been able to celebrate 10 years of Smile Scotland this year; and especially to be in the position to have been able to support over 1200 adults into (or to sustain) employment in this time. Despite the hard work, long hours and frustrations at times, it is an honour and a privilege to be in this position, and to be part of such a wonderful achievement.

Our sincere thanks to all our volunteers, trustees, and staff, for their continued hard work, effort, and empathy as they work with and for our clients and each other in what we all call the Smile Family. In loving memory of the fun-loving, vibrant and caring Fee Forbes, and Storm (GSD) the hairiest member of Smile.



Angela Allan
Chair of the Board of Trustees

Profit and Loss

For the year ended 31 March 2024

Account	£
Turnover	
Auction Donation	121,559.00
Coffee Shop	10,244.69
House Clearances	16,633.73

Interest Income	2.85
Other Revenue	5,045.74
Sales	47,272.91
Shop & Salvage Yard	80,483.12
Total Turnover	281,242.04

Cost of Sales

Direct Expenses	482.51
Total Cost of Sales	482.51

Gross Profit	280,759.53
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Administrative Costs

Advertising & Marketing	2,047.92
Audit & Accountancy fees	605.17
Bank Fees	661.07
Charitable and Political Donations	100.00
Client Lunches	1,317.72
Coffee Shop Expenses	11,919.93
Consulting	36,500.00
Depreciation Expense	4,022.26
Easylive Auction Fees	11,061.72
Employers National Insurance	985.91
Gain/Loss on disposal of Fixed Assets	16,236.00
General Expenses	4,986.78
Insurance	3,861.12
Interest Paid	2.42
IT Software and Consumables	755.18
Light, Power, Heating	11,657.23
Motor Vehicle Expenses	17,244.88
Pensions Costs	1,413.81
Postage, Freight & Courier	2,705.25
Printing & Stationery	385.24
Rent	20,833.33
Repairs & Maintenance	7,008.13
Salaries	66,312.32
Shop and Salvage Yard	67,957.42
Subscriptions	1,779.34
Telephone & Internet	586.20
Travel - National	400.00
Unsold Write off Charges	(261.60)
Waste Disposal	9,459.57
Total Administrative Costs	302,544.32

Operating Profit	(21,784.79)
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Other Income

Gift Aid	31,972.07
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Total Other Income	31,972.07
Profit on Ordinary Activities Before Taxation	10,187.28
Profit after Taxation	10,187.28

Balance Sheet – Account

Tangible Assets

Coffee Shop & Salvage Yard Assets	368.33
Less Accumulated Depreciation on Motor Vehicles	(300.00)
Less Accumulated Depreciation on Office Equipment	(127.40)
Less Accumulated Depreciation on Plant and Machinery	(3,564.17)
Less Depreciation for Coffee Shop & Salvage Yard Assets	(30.69)
Motor Vehicles	2,000.00
Office Equipment	573.32
Plant and Machinery	16,080.00
Total Tangible Assets	14,999.39

Cash at bank and in hand

Petty Cash	8,688.82
SMILE SCOTLAND	9,484.26
Total Cash at bank and in hand	18,173.08
Accounts Receivable	290.24
Prepayments	119.69
Stock	42,322.48

	60,905.49
Accounts Payable	10,024.53
Directors' Loan Account	23,000.00
NIC Payable	1,466.50
PAYE Payable	1,953.09
Pensions Payable	447.66
Rounding	(3.12)
SMILE SCOTLAND Credit Card	89.40
VAT	707.89
	37,685.95
Net Current Assets (Liabilities)	23,219.54
Total Assets less Current Liabilities	38,218.93
Net Assets	38,218.93
Current Year Earnings	10,187.08
Owner A Drawings	(4,500.00)
Retained Earnings	32,531.85
	38,218.93