**Treasurer’s Report for AGM 30 January 2024**

The 2022/23 audit has been completed with no problems or issues raised by the auditors. A copy of the end of year accounts are available on our website. The headlines are:

* Income down @11k
* Subs down £14,964
* Settlement Agreements down £5,400
* Rental income up £1,000
* UL income up £8,163 (this is offset by UL costs)
* Costs up @62k
* Flat maintenance up @10k
* Promotion (WLC) up @10k
* TU Levy up @6.5k
* Travel, accommodation and subsistence up @9k
* Training costs up @3.5k
* Salary bill up @17k
* Legal and Professional Fees up @2k
* Audit Fees up @1k
* Affiliation Fees up @3k

This has led to an operating loss (before interest and tax) of £21,524

This was forecast this year and is the result of significant required spend in the flat which was essential, our investment in our digital strategy with We Love Create and the Derry Project, and getting reps and officers together in person again. These were all agreed by NC as part of our strategy. On top of that we also had the introduction of a new mandatory levy from the Government.

We are forecast another loss in this financial year of around the same amount as last year. This is due to the investment in our new website and the following.

**Succession Planning Activity –** This year we have the DGS retiring and the following year the GS plans to retire. Both these roles will be filled internally so we are investing heavily in the training and development of their successors. We also recruited a new AGS for Aegon branch this year and that has incurred costs to train and develop them.

**We Love Create –** The costs of the new website and our existing relationship with WLC is set to continue this financial year.

**Rep training and engagement –** All 3 branches held strategy days for their reps. These were very much needed to engage reps again after a few years of very little face to face activity and have proved very successful.

Although we are projecting a deficit this financial year our salary bill/employee benefits and vehicle leasing costs will reduce significantly next financial year as leadership development will be complete. Additionally we are no longer offering cars as part of the AGS package so our vehicle leasing will reduce from 4 cars to 2.

**Review of our Investment Strategy**

We have a sizeable amount held in the bank. It also looks like it’s not earning a lot of interest, especially given the recent rate rises. Additionally we hold all our cash with a single provider so we only have protection on 85k so we have proposed we review our investment strategy to reduce risk and increase returns.

Fiona Steele

Treasurer