Gilbert White House & The Oates Collections

A Village Shop

7th July 2020
What Are We?
Finance

- c£550,000 per year running costs
- Met by:
  - £140k Admission
  - £50k Education
  - £50k Retail
  - £160k Catering
  - £130k Weddings & Events
  - £20k Holiday flat
Covid-19 Impact

- £70k Museum and garden admissions
- £30k Education
- £20k Retail
- £60k catering
- £100k Weddings and events
- £5k holiday flat
What We’re Doing

- Grant applications
- Job retention scheme
- Donations
- New volunteers
- Running a village shop
Why a Village Shop?

- Selborne Stores closed in December
- We began temporary sales of newspapers and basics
- Income potential
- Older resident profile – supporting older residents
- Keeping some staff employed
How did we Do It?
What Do We Sell?
## Financial Impact?

<table>
<thead>
<tr>
<th></th>
<th>March</th>
<th>April</th>
<th>May</th>
<th>June</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>£4,748</td>
<td>£18,517</td>
<td>£29,246</td>
<td>£21,913</td>
<td>£74,424</td>
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<tr>
<td>Purchases</td>
<td>£1,984</td>
<td>£12,334</td>
<td>£15,189</td>
<td>£8,857</td>
<td>£38,364</td>
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<tr>
<td>Wages</td>
<td>£2,441</td>
<td>£3,868</td>
<td>£4,505</td>
<td>£6,759</td>
<td>£17,573</td>
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<tr>
<td>Direct Costs</td>
<td>£4,435</td>
<td>£16,202</td>
<td>£19,694</td>
<td>£15,616</td>
<td>£55,947</td>
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<tr>
<td>Gros Profit</td>
<td>£323</td>
<td>£2,315</td>
<td>£9,551</td>
<td>£6,297</td>
<td>£18,486</td>
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</tbody>
</table>
Challenges?

- Being shop-keepers
- Finding suppliers
- Displays
- Shape of the building
- Deliveries
- Keeping up with demand
- Exit strategy
Successes

- Income and surplus
- Goodwill
- Donations
- New, younger volunteers
Up-coming Challenges?

- Re-opening the site
- Changing visitor profile
- We’ve got competition! So we are changing the shop offer
- Maximising income for the rest of the season
Moving On

Tap & Tapas Thursday
On the lawn 16th July from 6pm
Glass of Fizz or Gilbert White’s Beer
On Arrival

MENU:
(Set menu – please let us know in advance if you have any dietary requirements)

Warm Crusty Homemade Bread with Aoli (v)
Olivas (v)
Tortilla (v)
Patatas Bravas (v)
Sautéed Prawns in Garlic, Chilli and Olive Oil
Slow Roasted Chicken Thighs with Chorizo, Red Wine & Tomatoes
Fillet of Beef with a Pink Peppercorn Crust and Shallots Caramelised in Sherry
Tomato, Roasted Pepper and Anchovy Salad

Desserts:
Pasteis de Nata (Custard Tart)

You are welcome to bring your own glasses etc.

Each table will be suitably distanced
£25.50 per head
Booking is essential
whites@gilbertwhitehouse.org.uk
01420 571065/371064

Whites
SELBORNE
CHARITY NUMBER 1156058

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