



CaSSOA

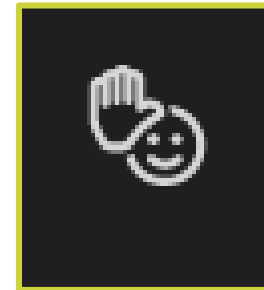
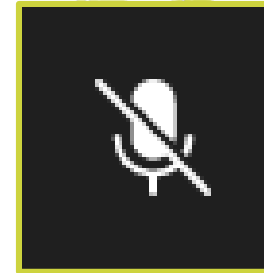
THE CARAVAN STORAGE
SITE OWNERS' ASSOCIATION

CaSSOA Annual Meeting 17th November 2021



Welcome!

- Please mute yourself so we can limit background noise.
- If you have a question, please raise your hand. Don't forget to unmute yourself when we ask for your question.



Agenda

- 10:00 Introduction & Welcome**
Becci Bailey – CaSSOA Manager
Peter Harvey - CaSSOA Director
Rebecca Marriott – CaSSOA Administrator
- 10:15 Ceta Insurance**
James O’Hara
Louise Malthouse
- 10:35 Martyn Reybould**
Engineer Aftercare Warranty
- 11:00 Station Software**
Mick Whitlock
Saffron Canter
- BREAK**
- 12:30 Management Update**
AOB

Management Update - Membership

- New administrator
- High demand for caravan storage
- New members
- Improving standards



Management Update

- **Peter Harvey – Deputy Chief Executive, Arc Legal Assistance**
- AmTrust structure changes bringing CaSSOA away from the Insurer entity and into the ‘commercial’ entities
- Commitment to evolve
- Innovation on income streams
- Financials

Income Statement For the year ended 31 December 2020

	Note	2020 £	2019 £
Turnover	4	182,345	164,042
Administrative expenses		(80,553)	(60,542)
Operating profit		101,792	103,500
Interest receivable and similar income		348	580
Profit before taxation		102,140	104,080
Tax on profit	8	(19,407)	(19,775)
Profit for the financial year		82,733	84,305



Business Updates & Initiatives

Membership Benefits

- Legal & HR Helpline
- Storage Contract
- Planning Advice
- Business Rates Advice
- Access to industry advice & guidance
- Listing on the CaSSOA website
- Membership Certificate
- Use of the CaSSOA logo
- Commission opportunity via CaSSOA Insurance
- Commission opportunity via Caravan & Motorhome Warranty
- Invite to Annual Meeting
- Quarterly newsletter
- Monthly e-news
- Caravan Storage Guide
- Fire Safety Advice
- GDPR Advice
- Recommended Suppliers
- Free CRiS checks
- Security Alerts
- Insurance discounts for your customers
- Access to the CaSSOA members forum
- Arrears Recovery Advice



Business Updates & Initiatives

- Insurance opportunity
- Warranty opportunity
- Marketing
- Website / Forum
- Industry Relationships
- Public Liability Insurance
- Committee
- Business Rates



RiskSure & Site Surveys

- Site Surveys
- RiskSure
- What does a survey provide?
 - Risk identification; theft and vulnerability assessment; full review of the site & facilities security systems.
 - Advice, taking into account local, environmental factors particular to each facility
 - Review of the physical & electronic security systems.
 - Understanding of the sites' risk management protocols & how they would respond to any malicious damage, intrusion or theft incidents.
- A survey report is produced which may include:
 - A review of any loss history, evaluate existing security features.
 - Identify any potential weakness and highlight areas where improvements would mitigate risk.
 - Risk improvements/recommendations.
- Platinum Award



Q&A Session

- Any questions or feedback?



CaSSOA is a trading name of Caravan Security Storage Limited.
Registered in England and Wales under number: 3699697.
Registered office: Market Square House, St James's Street,
Nottingham, NG1 6FG

