



CaSSOA

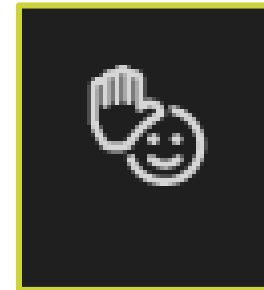
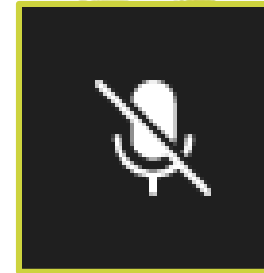
THE CARAVAN STORAGE
SITE OWNERS' ASSOCIATION

**CaSSOA
Annual Meeting
9 November 2022**



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

10:05 **SECOM Site Survey Provision**
Ian Barthorpe - SECOM

10:25 **Business Rates**
David Gale-Hasleham – Savills

10:45 ~~Caravan Theft Update~~
~~Tim Booth – NAVCIS~~

11:00 **Management Update**
Becci Bailey – CaSSOA Manager
Peter Harvey - CaSSOA Director
Rebecca Marriott – CaSSOA Administrator

AOB

Management Update

Mission Statement

Established in 1999, CaSSOA is the primary trade association representing caravan storage site owners in the UK. Our security accreditation scheme provides quality assurance for caravan and motorhome owners looking for secure storage. CaSSOA seems to promote best practice and facilitate the continued improvement of security standards within the industry.



Vision Statement

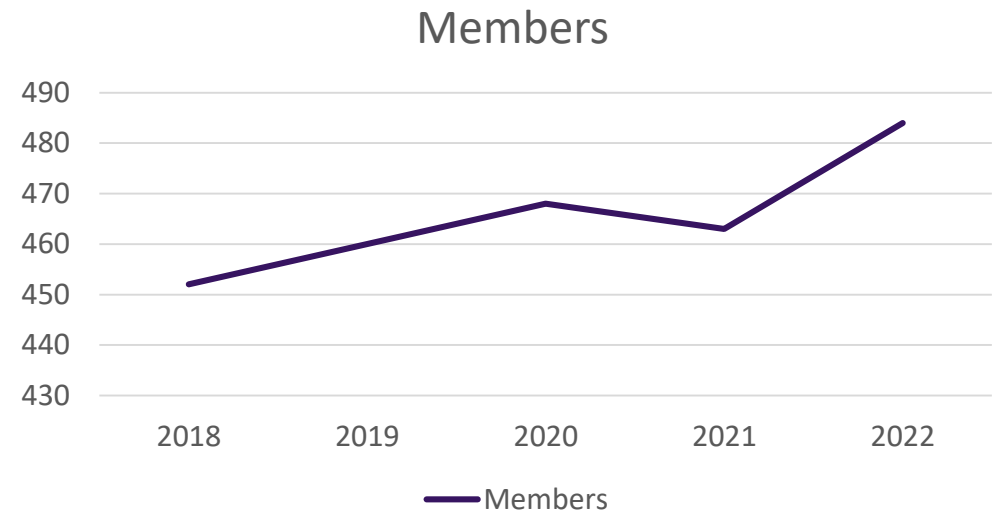
Our aim is to provide CaSSOA members with revenue opportunities to cover the cost of their membership, as well as offering advice, representation and additional membership benefits.

- We will set the standards and best practice for secure storage within the industry.*
- Promote caravan and motorhome storage in the UK.*
- Provide opportunities for members to network and share best practice via forums and annual events.*



Management Update - Membership

- Short Term Goals
 - Revenue streams for members
 - Improve member engagement
 - Improve new member journey
- Membership
- Member Engagement
- Membership Fees



Membership Fee Change			
Site Size	Current £	New £	£ increase
0-50	£190.00	£209.00	£19.00
51-199	£324.00	£360.00	£36.00
200+	£480.00	£530.00	£50.00



Management Update - Finance

- Business position is satisfactory
- Activity expected to increase
- Membership income stable

Income Statement For the year ended 31 December 2021

	Note	2021 £	2020 £
Turnover	4	164,916	182,345
Administrative expenses		(85,633)	(80,553)
Operating profit		79,283	101,792
Interest receivable and similar income		-	348
Profit before taxation		79,283	102,140
Tax on profit	8	(15,064)	(19,407)
Profit for the financial year		64,219	82,733



Member Benefits

- Commission opportunities
- Insurance discounts for your customers
- Recognition of quality



- Legal & HR Helpline
- Free CRiS checks
- Storage Contract
- Planning Advice
- Business Rates Advice
- Access to industry advice & guidance
- Listing on the CaSSOA website
- Membership Certificate
- Use of the CaSSOA trademark
- Invite to Annual Meeting

- Quarterly newsletter
- Monthly e-news
- Caravan Storage Guide
- Fire Safety Advice
- GDPR Advice
- Recommended Suppliers
- Security Alerts
- Access to the CaSSOA members forum
- Arrears Recovery Advice



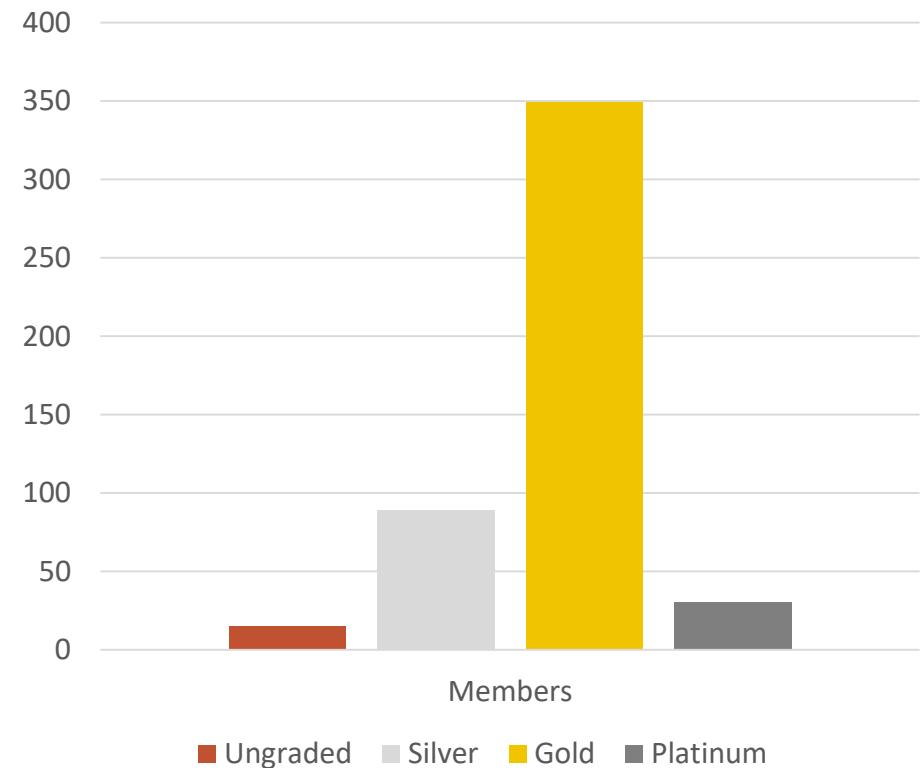
Accreditation Surveys

- SECOM Site Surveys
- Security Advice



- Awards
 - Bronze → Ungraded
 - Platinum

CaSSOA Award Distribution



Business Updates & Initiatives

- Commission Earning Opportunities

- Caravan
- Motorhome
- Engineer Aftercare
- HabCheck

CaSSOA
club

habcheck ✓

ENGINEER
INSURANCE & AFTERCARE

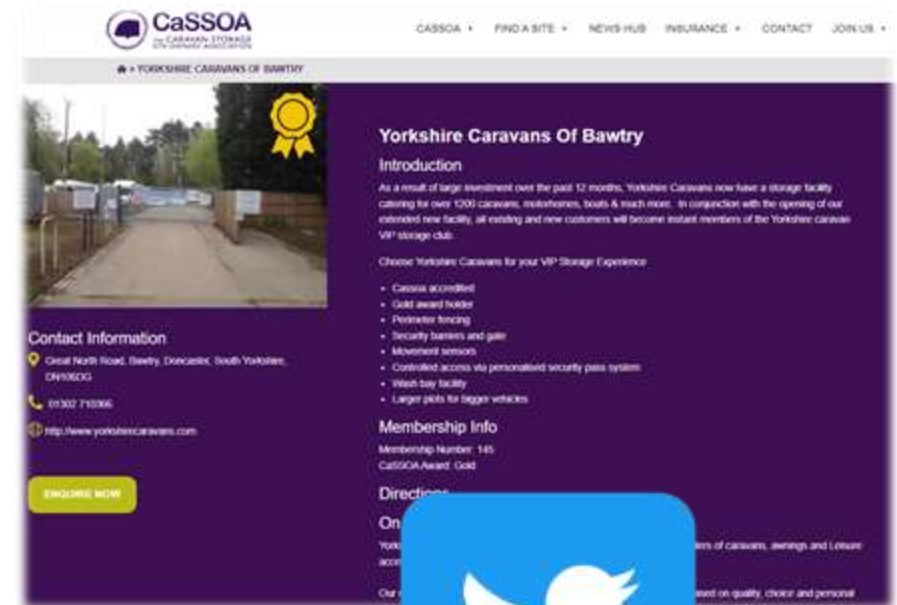
shield
TOTAL INSURANCE

CaSSOA
THE CARAVAN STORAGE
SITE OWNERS' ASSOCIATION



Business Updates cont.

- Site listings
- Quarterly Newsletter
- Monthly E-shots
- Social media
- Trademarks renewal / Contracts review
- Industry marketing
- Lapsed members / Falsely advertising
- Committee

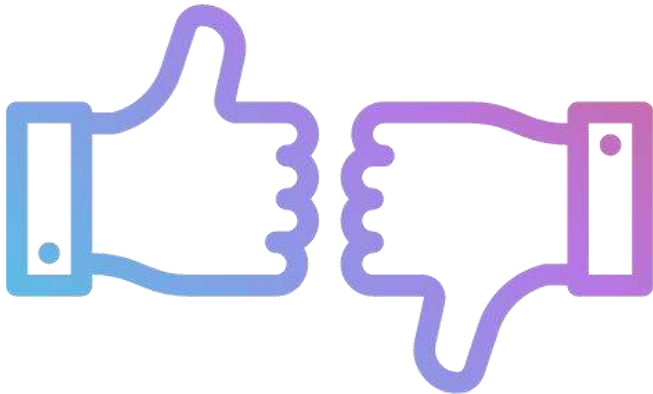


The Future

- Site of the Year Awards
- Site visits
- Sustainability
- Dealerships



Questions or Feedback?



- Andrew @ The Spinney Caravan Storage
 - Traveller evictions



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

