

Chairman's opening comments
Salfordian AGM
27th September 2018

Welcome to our attendees, Trustees and invited guests to the 21st AGM of the Salfordian Trust Co.

During the year to March 2018, the Hotel continued to receive excellent feedback from our guests, and I'm pleased to report that once again we were able to complete a significant amount of work to keep the hotel up to the high standard we set ourselves.

We redecorated the communal lounges and four bedrooms as part of our cyclical maintenance programme.

We received help and financial support from Booths Charities and a number of community funds in Salford. Our thanks to them for their continued support.

We should mention Paul and his staff who continue to provide a great experience to the guests staying at the hotel, the guest surveys almost always compliment the staff, the food, the cleanliness and the overall experience of staying at the hotel. Well done and thanks Paul. And all the staff.

As with all businesses the climate remains challenging and The Trustees remain diligent in looking for ways to raise donations to help support the running of the hotel.

The Trust continue to rely on donations and other sources of fundraising, the rising costs of salaries due to minimum wage increases means that our wage bill costs on a pro rata basis increased by around £20,000 for the year.

I am pleased to be able to report a small trading surplus for the year following our losses in the year to March 2017. This was helped in no small way by the hotel being used by the BBC in its coverage of the Golf Open Championship. Contributing around £26K

We will look at the accounts in more detail under the agenda item.

In addition from the early part of 2018 we began to promote the hotel on Booking.com with some success. Once again the hotel is receiving excellent reviews online.

Hopefully this trade will continue without it we would be struggling.

We continue to receive support from the Oddfellows Society who have something like over 300,000 members nationally and are very active here in the North West, they have taken a number of bookings and their feedback is excellent.

As always we are looking for longer term solutions. Sponsorship, events, more customers and anything else we can.

One area of concern is that a significant amount of the new business is being generated from outside of our catchment area and this is something we must be aware of and address.

Finally we received a Fire Officers Report that required significant preventative works to be undertaken our thanks go to the council for their assistance in carry out this works.

We have a group of Trustees who are working on ways to increase revenue and donations.

As ever new ideas are always welcome.