



ONE WORLD SHOP

ANNUAL REPORT 2012/13



1983 - 2013

30 YEARS OF FAIR TRADING

REPORT FROM RACHEL FAREY BUSINESS MANAGER

Welcome to our Annual Report and to our 30th year of trading! In the year that Scotland has achieved Fair Trade Nation status, we have so much to be proud of; thirty years making a positive impact for our overseas producers, successfully driving our fair trade education work forward and creating a strong community of customers, supporters, members, volunteers and staff in our shops, and bringing significant change to disadvantaged communities across the world.

Although this year has been a difficult one, I am pleased it has ended on a positive financial footing and made a small profit. After many deliberations we have sadly decided to close our shop in Glasgow due to its on-going losses and we will assign the lease to new tenants on 1st July 2013. This has not been an easy decision and tribute and thanks must go to all our staff, supporters and customers who have kept the shop going until now. Our plan is to set up an office in Glasgow to keep our presence alive; continuing the regular stalls for schools and churches, stalls at festivals and fair trade education work in Glasgow's schools. Once we have built up enough resources and the trading conditions are favourable enough we hope to return to Scotland's largest city with renewed enthusiasm.



Rachel with Tom Morton when he stopped at OWS on his 'Fairly Long Ride' around Scotland - more on pg 6



October 2012 Special guest Tim Burgess attended the launch at One World Shop Glasgow for his new Fairtrade ground coffee, Tim Peaks

December 2012 We launched our new webshop on RunNative - an online marketplace exclusively for social enterprises

RUNNATIVE
just buy



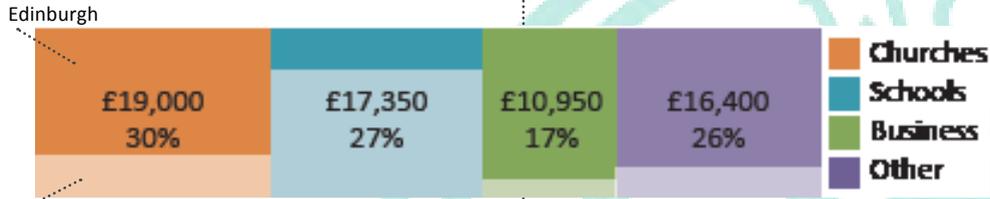
February 2013 Scotland was officially declared a Fair Trade Nation

February 2013 Tomy Mathew - Farmer and Founder of Fair Trade Alliance Kerala, India inspired us all with his speech at the Fairtrade Bruncheon



March 2013 Corpus Christi Primary School designed a Fairtrade cotton bag to sell which they had printed at Action Bag in Bangladesh. "It makes me happy to help others who do not have what we have" - Tom

Fair Trade Stalls



Our speakers educated over **3,100** pupils about Fair Trade

We now have:

- 1,566** newsletter subscribers
- 12,000+** unique visitors at www.oneworldshop.co.uk (1 year)
- 568** Facebook Fans
- 228** more than last year
- 1,540** Twitter Followers
- 465** more than last year



The focus of the Board has been to bring the Shop back to profitability, aiming at least for a break-even position, by concentrating on:

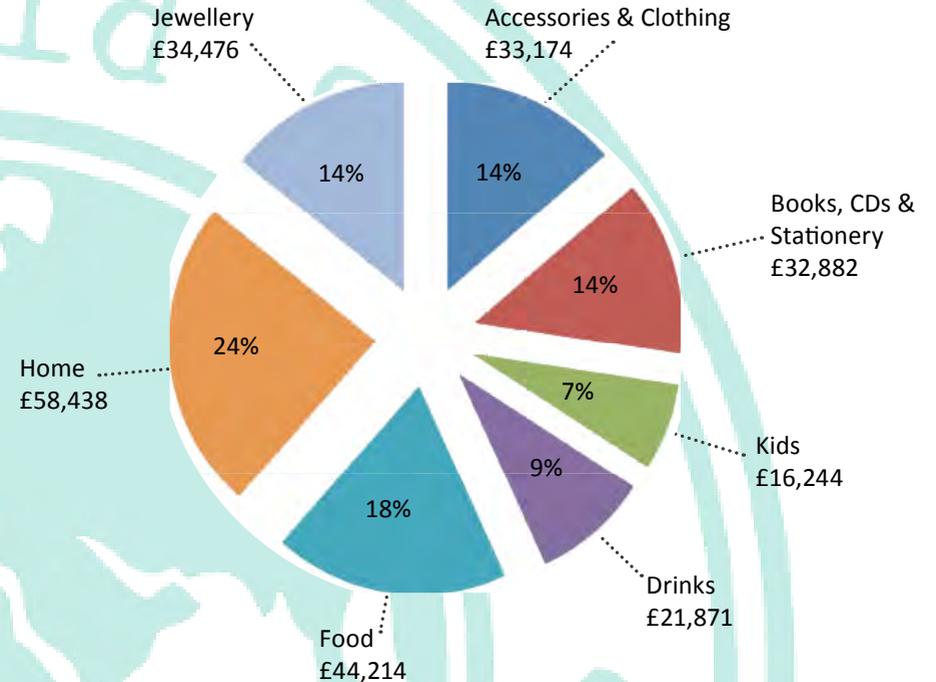
- Reducing staff costs** helped by having Community Jobs posts both in Edinburgh and Glasgow
- Increasing off-site sales** where contacts in Aberdeen, Dumfries and Inverness helped us to go much further at Christmas
- Increasing our work with schools** particularly in Glasgow

The work of One World Shop has always encompassed more than the running of our two physical shops. Our involvement with schools, faith groups, community events, producer visits and open days is all part of our campaign for a Fair Trade society. In response to today's harsh economic climate, we are concentrating as much on developing these community links as we are on retail.

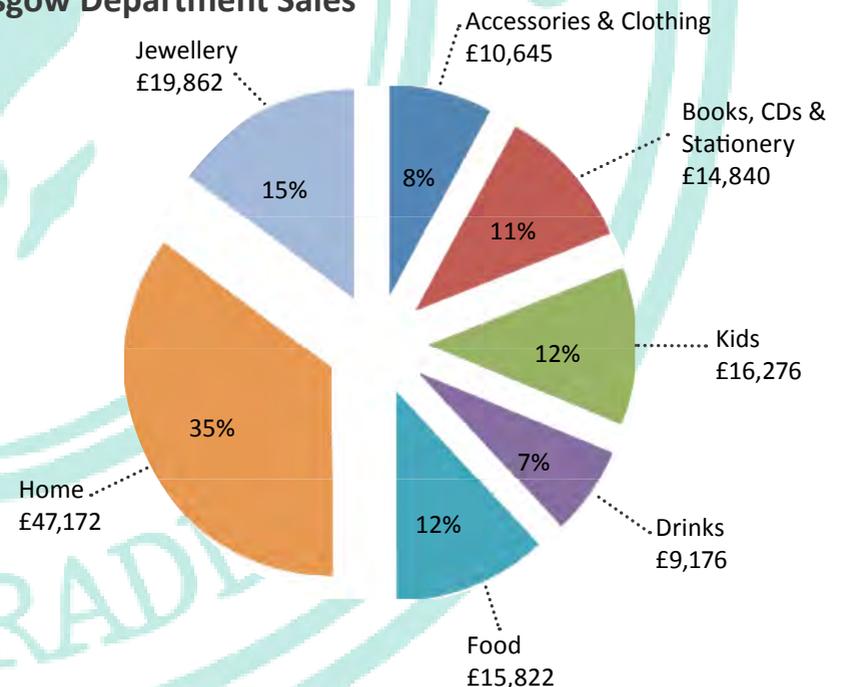
Our core strategy now is to initiate and nurture relationships with schools and other supporters around Scotland

REPORT FROM MARGOT HUDSON MANAGEMENT COMMITTEE CHAIR

Edinburgh Department Sales



Glasgow Department Sales





It has been amazing to see how the increased work with schools, nurseries, colleges and churches has blossomed and we now have a wider network of supporters and stallholders in Glasgow than ever before.

We are working very hard to come up with new ways to keep our presence alive in Glasgow and after receiving countless messages of support from our customers, I know we will be missed but hopefully not for too long.

I would like to say a huge thank you to all of our volunteers, staff and customers, but in particular to Pauline Waugh from All Saints Church and Ann Macpherson & Marilyn Mirner from Sherbrooke St Gilberts Church who have been running fair trade stalls every month for the last few years.

Elaine Coakley - Shop Manager & Education Co-ordinator in Glasgow

Community Jobs Scotland is a partnership between the Scottish Government and SCVO which creates work opportunities and supports unemployed young people into sustainable employment through providing meaningful paid work experience in the third sector.

We were lucky enough to receive funding for 5 fantastic sales assistants; Brendan Smith, Stella Spencer, Kate Morton, Naomi Pudney and Lisa Smith.



"I've had a lot of amazing experiences and new things to put onto my CV and help me advance my horizons. I loved working with everyone, especially Sue and helping her make orders, that's one of the biggest things I miss about working at the shop. I really hope that more people get the opportunity to work at the shop under the work program which has been very beneficial for me."

Stella Spencer

"Since graduating from Glasgow University two years ago I have worked in various admin and retail roles, as well as volunteering for Oxfam and the Scottish Green Party. I have a passionate interest in social justice and the environment, and greatly welcomed the opportunity to work with One World in promoting the Fair Trade movement."

Lisa Smith



BBC Broadcaster, Journalist and Writer Tom Morton pedalled his way to our Edinburgh shop in June. A sweaty Tom enjoyed much needed tea and cakes with us while on his "Fairly long ride" cycle tour from Scotland's southernmost point in Galloway to the northernmost point in Unst, Shetland. Promoting the campaign to make Scotland a Fair Trade Nation, Tom engineered his route to cycle through as many fairtrade cities, towns and villages as he could muster.



"We need to continue to assert that the mainstreaming of Fair Trade is a coveted ideal that we relentlessly campaigned for. It is the result of the trade justice agenda of our movement gaining traction within the wider civil society firmament. Therefore mainstream we must, and continue to, but without once lowering our guard against the potential for hybridization and genetic modification that seem almost a natural corollary to corporate and big business buy-in, in to any idea whose time has come.



"We are St Catherine's Justice and Peace Committee and we are responsible for promoting Fairtrade in our School and community.

Our Head Teacher drives us to the One World Shop in the minibus, where we are allowed to choose our own stock. On the way there we wave at people and see if they wave back, we try to beat our score on the way home!

Over time we get to know what sells well and try to make sure we don't run out. Our whole school is Fairtrade; the teachers & staff drink Fairtrade tea and coffee in the staffroom and enjoy the Fairtrade biscuits they buy from our stall."

The challenge of hybridization and genetic modification is best met by ensuring that the pristine and pure breeds thrive and flourish. In the Fair Trade world this hereditary lineage is today the preserve of the Alternative Trading Organisations, the 'hundred percenters', the fair trade shops, fair trade colleges and universities, fair trade faith groups, towns and cities. Their robustness, business health, campaign edge and vitality are what will prevent the spread of the monoculture of mutant varieties that whittle down the trade justice agenda of Fair Trade."

Tomy Mathew - Farmer and Founder of Fair Trade Alliance Kerala, India

THE ONE WORLD SHOP TEAM

Office Staff

Rachel Farey (Business Manager), Lorna Kelly (Administrator)

Edinburgh Shop

Sue Muir (Shop Manager), John Gordon (Assistant Shop Manager), Moira Pattinson (Sales Assistant on maternity leave), Kavita Lal (PT Sales Assistant), Claire Hutchins (PT Sales Assistant), Stella Spencer (Sales Assistant Oct 2012 - April 2013), Brendan Smith (Sales Assistant Oct 2012 - April 2013)

Glasgow Shop

Elaine Coakley (Shop Manager & Education Co-ordinator), Freya Craig (Senior Sales Assistant until March 2013), Kate Morton (Sales Assistant until Sept 2012), Naomi Pudney (Sales Assistant from Oct 2012), Lisa Jones (Sales Assistant from March 2013)

Glasgow Volunteers

Ben Berman, Ray Hourigan, Nora Meller, Sara Khalil, Caitlin McGrady, Sarah Dorrian, Natalie Morgan-Klein, Tatiana Orlova, Kirsten Ross, Shanelle Atabu, Mahdijeh Sohrabi, Fate Nokhbeh, Svetla Nikolova, Lorna Cairns, Oriane Brunet, Laura Macaulay, Fauzia Saddiq, Bethany Halcrow, Louisa Winning, Camillus McElhinney, Stacey Barnes, Michael Kenny, Catriona Hogg, Ali MacDonald, Hannah Rooslien

Edinburgh Volunteers

Miska Aunala, Ida Baietta, Heather Bradley, Mandy Burrell, Katherine Calder, Steve Copland, Camila Geld, Sade Foley, Lucy Galbraith, Jenni Goodman, April Hatch, Charlie Hathaway, Katie Hill, Alisdair Hope, Margot Hudson, Richard Hudson, Claire Hutchins, Evelyn Irvine, Pamela Jack, Kangli Koh, Teresa Macdonald, Laura MacLachlan, Kenneth McLuskey, Rebekah Noble, Eric Osborne, Esra Oskay, Joyce Palmer, Nathalie Phillips, Alena Shmakova, Eri Shirakabe, Zsuzsana Taiti, Claire Taylor, Vendula Vajnerova, Caroline Whitson, Claire Wilson, Winnie Wood, Emily Yarrington, Yue Ying, Ling Zhang

Management Committee

Margot Hudson (Chair), Neil Monaghan (People Group), Hannah Smith (Marketing), Jubin Santra (Finance), Ben Miller (Marketing), Shona McElroy (Finance until Dec 2012), Duncan Wallace, John Gordon (Staff Rep)

Special remembrance Sadly, we lost devoted volunteer Hazel Thomson. Hazel had been a friend and supporter of the shop for over 15 years, we will continue to remember her fondly



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One World Shop Ltd is a company limited by guarantee with charitable status.

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