



NIGEL SAVORY
Chairman of
The RC Snelling
Charitable Trust.

↑ SBS's award winning work at Samsung KX highlighted in a recent BBC's *The Apprentice* and Dyson becomes a major brand for Snellings / Gerald Giles. SBS win new 5 year sole supplier status for UEA.

"I hope that you all enjoy reading the April edition of the Snellings Newsletter.

When writing my front piece I am always amazed how much happened in the previous six months and how many opportunities we have to move the Group forward. This is all the more heartening given the back drop of COVID and now rapidly rising inflation exacerbated by the awful war in Ukraine. One can only hope that eventually sense will prevail and that we get back to a more peaceful world.

I am really pleased to say that both our Retail and Commercial businesses have performed well in the first three quarters of our financial year which ends on 30 April. In Retail we have updated our website, put more resources into our warehouse and e-marketing teams and our stores have performed well as footfall increases again following the easing of COVID restrictions. At SBS we have seen the benefits of developing Service and Maintenance and winning a more balanced portfolio of clients.

A trustees duty is to look after the business both now and for the future. I am therefore very pleased to welcome Michelle Jarrold as an Independent Trustee. We have been short of female representation and I welcome the breadth of opinion and advice that she will bring. Michelle is a member of the Jarrold family and has immense experience in both the Retail and Charitable sectors.

I would like to thank Colin Jacob who retires as the employee trustee this year. He has served with distinction on the Board of Trustees for 10 years. He has represented all the staff, been instrumental in setting up the Employees Committees and has also reminded us what Roy might have done to stop us straying off course! His retirement leaves a vacancy which will be filled in the upcoming election and I look forward to working with whoever wins.

As always there remains lots to do. Two key dates in the diary are the Staff AGM which this year will be held at Thursford and the Trustee Away Day. I hope you will enjoy the Staff AGM. Thursford is another amazing Norfolk family business which also includes a Charity and so it seems a very appropriate place to meet. The Away day is used to help look at developments and challenges faced by the Group. It has been immensely important in steering the businesses forward.

I am proud of everything we have achieved and your input has helped make all this happen. We have given £225,423 away to local charities that support many urgent needs in our community so far this year. Thank you all and I look forward to seeing you at Thursford on the 3rd May"

Nigel Savory
Chairman, The R C Snelling Charitable Trust.



MEET OUR NEW TRUSTEE – MICHELLE JARROLD

THE TRUST IS DELIGHTED TO WELCOME MICHELLE JARROLD who joins us as our latest independent Trustee. Her family have been a large part of the Norwich civic and business scene for many generations. Below Michelle gives us an insight into her background and why she was keen to join us, as she answers a few questions.

Q. Why did you become a Trustee of the R C Snelling Charitable Trust?

A. I was intrigued to be asked a few months ago by Nigel (Savory) if I might be willing to be considered as a new Trustee of the RC Snelling Charitable Trust – and now am delighted to be joining the Trust. The more I learn about the Trust, the more fascinating I realise it is: what a great way to combine running a successful, forward looking business, that provides exciting and growing work opportunities, whilst donating significant amounts to deserving local charities every year.

Q. What roles and experiences have you had in the past which will help you in the role as our new Trustee?

A. I hope that with my experience as a senior director within the Jarrold Retail Division for 30 years I can provide useful insights and support. I have recently stepped away from my executive role at the store, and am now working as a consultant for several independent department stores across the UK. My experience at Jarrold was within the planning, budgeting of key departments (fashion, beauty and books - some 60% of the department store). I have also been a director on the Main Board of Jarrold for many years representing family shareholders. I am currently a Governor at Norwich School, a Trustee of Norwich Theatre Royal Services Board, and church warden at our local church so I hope that this breadth of experience will be helpful too.

Q. What can you tell us about your family and your background?

A. I live in Hapton, a village in South Norfolk, with my husband Richard who is a garden designer and runs his own business Plan to Garden. We have two children, Elliott and Alice, both of whom are currently away at university. My late father Richard was MD of Jarrold Retail Division for most of his working life, and was well known locally particularly for his support for local charities especially the YMCA. My mother Waltraud is German and is a passionate supporter of twinning, and many other charities. She was responsible for the twinning of Norwich with Koblenz, the city



nearest to her birthplace of Winningen in Germany. My sister Caroline (currently sheriff of Norwich) is Community Affairs Advisor at Jarrold HO, and is Secretary of the John Jarrold Charitable Trust.

Q. What do you do when you are not working?

A. I love to juggle my working commitments with being outdoors, walking our two dogs, playing tennis, swimming, skiing and fitting in lots of travelling when I can. I also enjoy the theatre, cinema, reading and am a keen (but not very talented!) member of the Norwich Philharmonic Choir. 🍷

East Anglia Children's Hospices (EACH) thanks the Trust for their donation.

RECENTLY THE TRUSTEES awarded a £20,000 donation to EACH to help with their valuable work. EACH provides a range of physical, emotional, social and spiritual support services including end of life care, symptom management, short breaks, psychological and family therapy interventions. After presenting the cheque, Trustee Stephan Phillips was given a guided tour of the facility in Norfolk by CEO Phil Gormley, who thanked the Trustees for being long term supporters of EACH.

Stephan said "EACH has an "Outstanding" care rating from the Quality Care Commission, and it's easy to see why. It's really good that we can support such an important local charity in this way". 🍷



The excellent facilities at EACH.

Trustee Stephan Phillips presents the cheque to CEO of EACH, Phil Gormley.



Alex Weston of SBS presents a cheque for £5,000 to Star Throwers.

Star Throwers says “thank you” to all our staff for the funds raised.

LAST YEARS NOMINATED staff Charity was Star Throwers, who are based in Wymondham. So to end their year as our chosen staff charity, the Trust match funded all the donations raised by staff and a cheque for £5,000 was presented to Heather Mckenna of Star Throwers by Alex Weston from SBS.

“We are incredibly grateful for the ongoing support of the R C Snelling Charitable Trust and the staff at SBS, Snelling and Gerald Giles”, said Victoria Pegg from Star Throwers. “The very generous donation of £5,000 will be used to support the delivery of our cancer support services. Over the past 20 months we have adapted our information and support services to provide virtual support alongside our in-person support. In 2021, we delivered 791 support sessions including: information sessions, counselling, nutrition support, a new fatigue management service, complementary therapies and therapeutic writing sessions. If you or a loved one are in need of support please contact us today: www.starthrowers.org.uk.”

Responding on behalf of all staff, Alex said *“I would just like to say what a great charity we have been supporting and would like to thank them for supporting my family when my Mum was diagnosed with cancer, and she is doing great now”..* 🍀

TRUST RECEIVES THANKS FROM SUPPORTED CHARITIES.

RECENTLY THE TRUST HAD “thank you” letters from a number of the charities who had support grants updating us on their progress. Soul Church thanked us for helping to deliver almost 4 million meals to Norfolk’s most vulnerable during the pandemic. Ellie Coulson of the Hamlet thanked us for the purchase of children’s sensory equipment. Kaja Holloway of charity cancer care charity Big C thanked the Trust for enabling community based support facilities. Also Tom Hartley Group Scout Leader of the 1st. Spixworth’s proudly showed off the bouldering wall which had been built for their scouts with our grant award. 🍀



The 1st. Spixworth Scouts new bouldering wall ready for action!



WINGS4WARRIORS IS THE NEW STAFF NOMINATED CHARITY FOR 2022.

AFTER A STAFF ELECTION of the various options we had for our nominated staff charity, the most popular choice was for Wings4Warriors. The Trustees have supported this very worthwhile charity before and it is a very special charity to support. You’ll hear more about our staff charity in later editions of the newsletter. Thanks to Colin for organising the vote. 🍀

Trust finances in good shape thanks to wise investments.

AT THE DECEMBER TRUSTEES MEETING Rowland presented the signed Charitable Trust accounts, which are now publically available.

“All charities have to make their financial statements available for public scrutiny and it’s good that they do”, explained Rowland. “The accounts show that our consolidated statement of funds at the end of the financial year had grown from £13.0m to £13.9m”. Even eliminating unrealised gains on investments the increase was £314K said Rowland. “Given all the uncertainty which there was during the period this is an excellent set of financial statements”. 🍀



Picture of a previous AGM – before Covid!

AGM DATE CONFIRMED.

THE TRUSTEES have agreed to hold the staff AGM on 3rd May 2022 and the venue will be Thursford, North Norfolk. There will be the usual updates from Nigel, Rowland, Paul and Toby and all staff will have the opportunity to listen to 3 charities and elect to award a sum of money to their chosen charity. We will also hear from our nominated staff charity.

“Given the fact that we’ve had to postpone and even cancel our AGM’s in the past because of Covid, it will be great to see everyone together again”, said Rowland who organises the AGM on behalf of all the Trustees and staff. ☺

Snellings sponsored Norfolk National – a chance for staff to get together after Covid.

THE FAKENHAM RACEDAY which features the Norfolk National, sponsored by the group operating companies will also be held on 3rd. May. *“We’re planning on using the day to get our staff together for a special day out which we should all enjoy. It gives the Trustees a chance to thank our colleagues for working through all the difficulties of Covid, the distraction of working from home and all the personal restrictions we’ve all coped with”*, explained Rowland. ☺

PSNI Global Alliance Certified Solution Providers update.



NOW THAT TRAVEL restrictions are easing, it enables the directors of this important alliance, which SBS is a key partner of, to finally get together. Toby Wise, CEO of SBS, is one of the 5 geographical directors – at – large which along with an Executive Director, Chairman, President, VP and Secretary make up the Board of the Alliance.

“On the PSNI Board, I represent the AV industry covering Europe, Middle East and Africa (EMEA), so it’s a large area. But it’s a great opportunity to learn and see what opportunities there are for SBS in the future”, explained Toby. ☺



NEW APPROACH TO WINNING TENDERS.

RECENTLY SBS appointed Charlotte Harrison as our new technical bid writer. Charlotte joins us from the University of Surrey and is coming back home to Norfolk with her family to be with SBS, helping us to write winning tenders for our University and public sector clients. *“We’re particularly pleased to welcome Charlotte back home to Norfolk and already her hard work and dedication is showing some exceptional results. Charlotte co-ordinated all the information we needed and was instrumental in our winning the 5 year sole supply agreement for UEA”*, said Toby Wise. ☺



Welcome back to the office!

MONDAY MARCH 7TH. was back to the office day for most of our colleagues at SBS. *“We’re pleased to see everyone back and it feels like we are finally getting back to normal”*, said Toby Wise. *“We’ve introduced a new remote desk booking app which enables hot-desking and hopefully this will help to facilitate some hybrid working too”*. ☺