



2022



As the national trade body for independent convenience stores in Scotland, 2022 was a year of significant challenges for Scottish Grocers' Federation. We have responded to these challenges and there have been significant wins and achievements both for the Federation itself and, more importantly, for our members.



DEPOSIT RETURN SCHEME

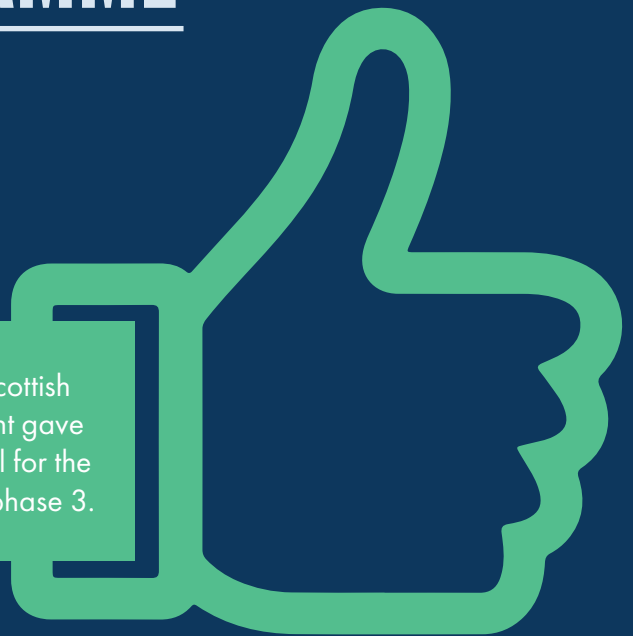
- SGF is a founder member of Circularity Scotland and represents the largest single bloc of return points operators.
- We are uniquely positioned to represent manufacturers, retailers, and the providers of reverse vending equipment.
- In 2022, SGF issued a pre-action letter to Circularity Scotland Limited, who were appointed by Scottish Government in 2021 to administer Scotland's Deposit Return Scheme (DRS). SGF is of the opinion that the retailer handling fee levels, as presently proposed by CSL, will not cover the costs borne by retailers following the introduction of DRS.
- SGF supported the aims of the proposed judicial review proceedings in 2022 which a convenience retailer brought, on his own behalf, against Circularity Scotland Limited. It is essential that DRS remains cost neutral to Return Point Operators and does not leave them with an additional cost burden or put them out of business.
- In Autumn 2022, SGF secured agreement to have regular in-person meetings with the Minister for the Circular Economy to discuss key membership issues around DRS.
- SGF has been and remains fully committed to a fit for purpose, world leading, deposit return scheme.

SGF GO LOCAL PROGRAMME

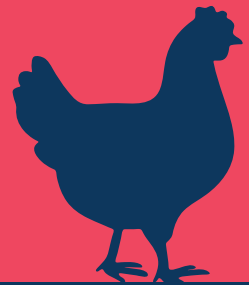


The SGF Go Local Programme aims to support convenience stores the length and breadth of Scotland to provide dedicated, long-term display space for locally sourced Scottish products, to help with the recovery & re-growth of Scotland's food and drink sector from COVID-19.

In 2022, Scottish Government gave its approval for the roll-out of phase 3.



On average, participating stores generated an annual local multiplier figure of £723k based on retail scanning data provided for all Scottish products. This was an increase of £202k per store prior to participation, £159k of which is Go Local fresh and healthier products.



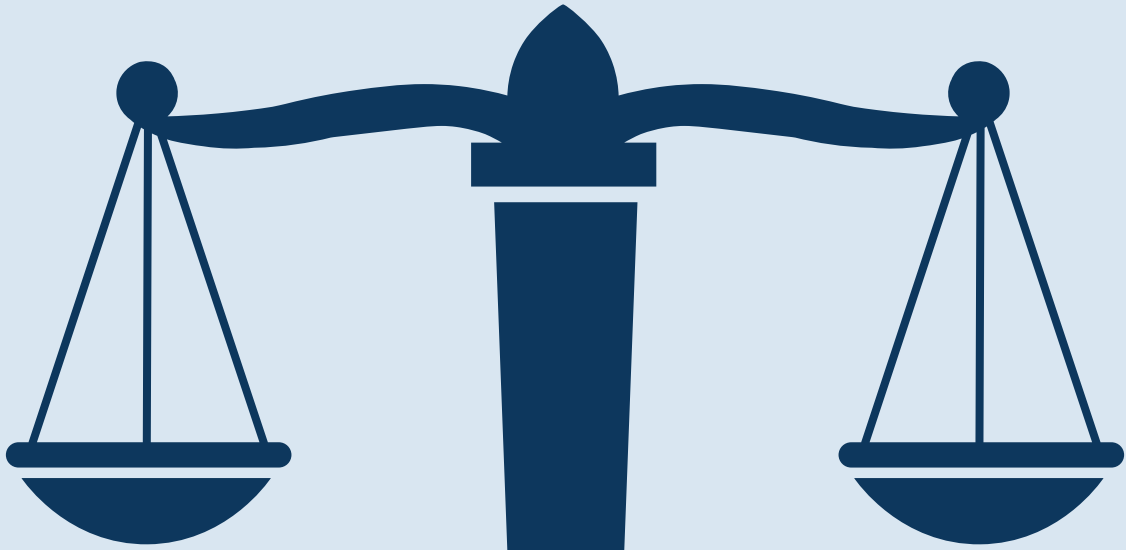
The remaining £43k increase came from non-compliant products, which is an unintended benefit from the focus on Scottish goods.



Following the re-opening of non-essential retail outlets, the local products continue to outperform total store sales, proving consumers support for local healthier products is gathering momentum and a great way to create local wealth that ultimately converts to increased spending in a store's catchment area.



The SGF Go Local Programme is clearly demonstrating that supporting local is good for business.



RETAIL CRIME

- Effective political engagement from SGF ensured that the Protection of Workers (Retail and Age-restricted Goods and Services) (Scotland) Act 2021 was passed by Parliament. In August 2022, exactly a year on from its introduction, the total number of reported crimes under the Act reached 3,099.
- In August 2022 at a roundtable event chaired by Daniel Johnson MSP, SGF called for prosecution rates under the Act to be made available as retail crime had both human and financial impacts on businesses. SGF will continue to press the case for this.
- SGF featured on Channel 5's TV series called 'Shoplifters and Scammers: At War with the law'. SGF Chief Executive Dr Pete Cheema OBE and then Head of Policy and Public Affairs Dr John Lee contributed to an episode specifically in relation to retail crime and the recent Protection of Workers (Retail and Age-restricted Goods and Services) (Scotland) Act 2021.
- In addition, SGF Chief Executive Dr Pete Cheema OBE and son Anand Cheema featured on 'Disclosure: The Truth about Scotland and Racism', on BBC 1 Scotland which highlighted the issue of racism and hate crimes.
- The Don't Put Up With It campaign, led by the Scottish Grocers' Federation (SGF), encourages retailers to take a zero-tolerance approach by reporting all offences against them and for customers to say thank you for all that local stores do for their communities.
- Published annually, the SGF Retail Crime Report is the only source of specific data on crime in the convenience sector. In 2022, it was distributed to all MSPs and relevant Scottish Government ministers. The report's key retail crime figures secured significant press coverage.
- SGF is an integral member of Police Scotland's Your Safety Matters group and in 2022 was a signatory of the National Assault Pledge – with the aim of raising awareness and protecting public facing employees and employers from physical and verbal abuse (working across both the public and business service sectors).

SGF HEALTHY LIVING PROGRAMME

- The SGF Healthy Living Programme (HLP) – which is funded by the Scottish Government since 2014 - improves the supply provision of fresh produce and healthier food choices in local convenience stores. To date, 2,406 convenience stores are participating.
- Across Scotland, the SGF Healthy Living Team are supporting retailers to deliver these options to the Scottish consumer.
- The Healthy Living Development Managers work closely with our retailers to promote healthier options throughout stores in all categories and to support the development of more effective point of sale.
- The programme has expanded, and now works with all the major symbol groups within the convenience sector.
- In 2022 HLP secured extra funding to run a cooking at home campaign which is utilised in many c-stores across Scotland. This campaign is focused on encouraging consumers to cook from home whilst purchasing their ingredients from their local c-store. Step by step cooking videos demonstrated by Scotland's National Chef Gary McLean are now available.
- Community engagement is key to being a successful c-store retailer and the HLP team run events to help link the local community with their local store. Since April 2022 the team have ran 22 events and spoken to over 2,500 children. Maree Todd, Minister for Public Health, Women's Health & Sport took part in a Healthy Living Day in Bo'ness in September 2022.



NATIONAL LIVING WAGE


- We published – in conjunction with the University of Stirling - our sector specific analysis of the real cost of employment for 2022 and shared it with the Low Pay Commission as part our response to their annual consultation.
- In 2022, we also participated in the Low Pay Commission’s Scottish Virtual Visit where SGF provided oral evidence and set out our concerns about the significant above inflation increases to the NLW.
- In November 2022, SGF successfully secured press coverage to highlight the key concern that the forthcoming 9.7% NLW increase in April 2023 would jeopardise profitability, employment sustainability and ultimately business survival for many in the convenience sector.



SUPPORTING OUR INDUSTRY

Over the last 12 months SGF's buying group PGMA has experienced strong growth and continues to go from strength to strength, bringing on new retailers not just in Scotland but also across the border in England.



Successfully launching the first  store under our licensing agreement with Costcutter group.



PGMA also successfully continues – through its agreement with Costcutter/ Bestway – to allow its members to work in partnership with one of the biggest symbol group retail organisations, while the retailer retains full independence of their business.

Retailers also benefit by being provided with access to a substantial range of over 14,000 lines including Direct to Stores offers unique to PGMA, alongside those offered through Bestway Retail group.



SGF are a key sponsor of the Scotland Loves Local campaign, ensuring that consumers support local businesses as part of the national recovery from the pandemic.

SGF's corporate and retail membership continued to grow throughout 2022 with both now at an all-time high.



In 2022, SGF delivered a range of exceptional in-person events offering insights and trends from across the retail industry as well providing delegates with excellent networking and exhibitor opportunities.

SGF Benevolent Fund continues to provide direct financial assistance to retailers and their families.



SGF Annual conference 2022, our flagship event, achieved a conference first with Ministerial keynote speakers from both the UK and Scottish governments. This clearly recognises and acknowledges SGF as a key voice in both convenience retail and the sector more widely.



BUILDING EFFECTIVE PARTNERSHIPS



We are the sector-lead on the Scottish Anti illicit Trade Group. SGF uses this platform to convey and receive important information around how to better address the problem of illicit trade.

We continue to build productive and positive relations with key industry trade press magazines. As result we have regular features and columns with which to express key industry and membership concerns.

We sit on the Board of the Scotland's Town Partnership where we play our part supporting our towns and places and the businesses which help them thrive.

SGF is a strategic partner of UK Vaping Industry Association (UKVIA) and provides key input on relevant policy issues, or sector challenges. SGF also a member of the UKVIA Vaping Industry Forum.

We continue to play a key role in the Scottish Alcohol Industry Partnership to promote responsible consumption and tackle alcohol-related harm.


In 2022, SGF re-joined Edinburgh Licensing Forum as a Trade body representative

SGF participates in the Scottish Food and Drink Trade Association Policy Group to discuss, prepare and plan ahead for policy and other major issues which may impact the sector and what collective support/ collaboration/ campaigning can be done.


SGF is a key participant in the Retailers Joint meeting which is chaired by the Scottish Business Resilience Centre. It provides a platform to share information and intelligence on retail crime.

SGF continues to be a key Trade body representative on the Glasgow Licensing Forum.

INFORMING AND INFLUENCING



In 2022, Scottish Government invited the SGF to join the newly established Retail Industry Leadership Group. Key aims of which include helping Scotland's retail sector as it recovers from the pandemic and for it to meet current and long-term challenges while becoming stronger and more resilient.

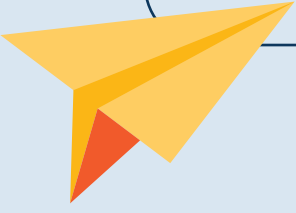


In 2022, SGF was invited to serve on the Scottish Government's Small Business Bonus Scheme evaluation short-term working group to provide a retail perspective on the scheme and how it may evolve.

Also in 2022, SGF was invited to join the Scottish Government's Single-Use Cups charge Advisory Group to provide a retail view on the implementation of a minimum charge on single-use disposable cups.

SGF's Cross-Party Group on Independent Convenience Stores within the Scottish Parliament continued to thrive. The Group represents a unique platform to bring retailers, wholesalers, and suppliers together to raise the issues impacting on our industry. In 2023, all meetings will be in-person at Parliament.

In 2022, SGF National Executive invited Lord Offord of Garvel, Parliamentary Under Secretary of State, at the Scotland Office, to attend part of an SGF board meeting to update the board on the UK Government's policy for economic recovery and to hear the concerns of our membership.



Published annually the Scottish Local Shop Report has provided the hard data required to show the importance of the convenience sector.



We have also been running our highly impactful #VapeToQuit campaign in 2022. Promotes the message that SGF and its member stores want to help our customers transition away from cigarettes towards e-cigarettes, as the first step on their journey to quitting altogether.

SGF also continues to engage with Scottish Government around key policy issues such as: foods high in fat, sugar and salt; and Minimum Unit Pricing.

In 2022, SGF has driven home key messaging calling for support from government on areas such as: a moratorium on any new legislation which may impact on our industry; have cut in corporation tax to 15%; Small retain the Small Business Bonus Scheme for the long-term and continue to have no conditionality attached to it; and long-term support retailers on their soaring energy bills.

Since Summer 2022, SGF has successfully conducted surveys of its membership around key issues such as the cost-of-living crisis, supply chain issues, the costs of living crisis and exponential increases in inflation and interest rates. These inform our communications with the government, media, and other key stakeholders.

In 2022, SGF was a sponsor of the Holyrood Magazine Scottish Political Awards and the Open All Hours Award.

AWARDS FOR SGF IN 2022/23



**Trade CEO
of the Year 2022**

(Global 100 magazine)



**Scottish Grocers' Federation -
Pete Cheema OBE - Trade CEO
of the Year 2022 – UK**

(International Elite 100)



**Europe CEO
of the Year 2022**

(Global 100 magazine)



**Best Food Trade Association –
Scotland 2022**

(Global 100 magazine)



**Best Food Trade Association
2022 – Scotland**

(International Elite 100)



**Trade CEO of the Year - 2023
- Pete Cheema OBE, Scottish
Grocers' Federation - UK**

(Global 100 magazine)



**Europe CEO of the Year - 2023
- Pete Cheema OBE, Scottish
Grocers' Federation - UK**

(Global 100 magazine)



EVENTS CALENDAR FOR 2023*

FEBRUARY

28

SGF Scottish Parliament
Cross Party Group

MARCH

07

SGF & RAC Crime and
Wellbeing Seminar

APRIL

19

SGF Golf Tournament

MAY

18

SGF Mini Summit

JUNE

13

SGF Scottish Parliament
Cross Party Group

AUGUST

29

Study Tour ~ Ireland

SEPTEMBER

26

SGF Scottish Parliament
Cross Party Group

OCTOBER

11

SGF Platinum and Gold
Members' Dinner

OCTOBER

12

SGF Annual Conference

NOVEMBER

14

SGF Scottish Parliament
Cross Party Group

*Could be subject to change

WHAT'S NEXT?

Become an **SGF member now**

Contact: jamie@sgfscot.co.uk

Book a place at a **SGF event** Contact:

linsey@sgfscot.co.uk

For more information

Visit: www.sgf.co.uk

or download the SGF Connect app

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Scottish Grocers' Federation