

Presentation to North Bristol SusCom by...

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BikeUK

Your cycle specialist

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**Green
Commute
Initiative**

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Agenda

- Introduction
- Exploration of
 - Green Commute Initiative (**GCI**)
 - Green Bike Pool
- BikeUK preferred treatment of SusCom partner employees



GCI = a better Cycle to Work scheme

- No £1,000 limit, making e-bikes possible
- No 7% sting in the tail for employees
- Fast electronic administration
- Completely managed by GCI Ltd
- Employers only need to:
 - Pay the invoice
 - Reduce the salary
- Applies to any bike, not just e-bikes
- Extra incentives at BikeUK cycle shop



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Comparison of GCI to normal C2W schemes

	<u>GCI</u>	<u>Typical C2W</u>
Maximum spend	unlimited	£1,000
Final payment	£1	3-7% of spend +
Rate Tax Payer Saving	42% saving	35-37% saving *
Rate Tax Payer Saving	32% saving	25-29% saving *
Shop Vouchers	5% of Bike's Value	Nil
Employer saves NI	13.8%	13.8%
Easy admin	yes	?

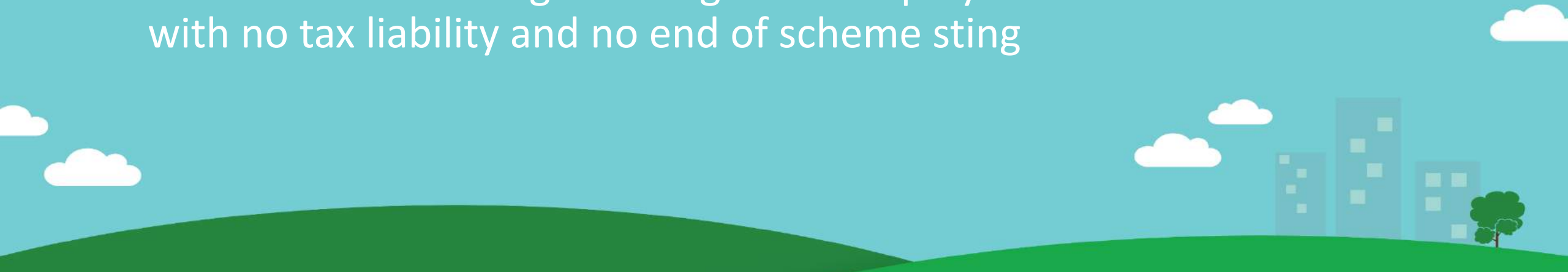
+ worse if VAT qualifies to apply to final payment / * HMRC final payment schedule hits tax savings

How GCI Works

- Employer buys voucher - HMRC approved
- GCI Hires the bike directly to the employee
- GCI is FCA authorised so employer needn't be
- Two separate agreements (Salary Sacrifice & Hire)
- Sacrifice can be any period making bikes more affordable
- End of scheme arrangements get the employee the bike with no tax liability and no end of scheme sting



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GCI end of scheme

- GCI makes the employee a free of charge loan
 - Loan is four years
 - Employee then pays £1 for bike
- Appoint employee as agent to dispose of bike
 - Must be 3rd party and cost transfer title is £1
- £1 is only a tax marker
- Savings are 42% or 32% less £1



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GCI's Preferred Partner in Bristol

- **Reminder:** GCI applies to e-bike *and any other bike*
- Bristol's leading bike shop
- Largest range of bikes in Bristol – demo on everything
- Free servicing for life on bikes – C2W or not
- 5% of bikes value in shop vouchers for sales under GCI



Extras for SusCom Companies



- What we do
 - vouchers worth 5% of bike value for GCI sales
 - 10% off 2nd bike bought at same time - any C2W
 - Employee family offer - 10% of bikes value in free kit when bought
- What you do
 - Promote BikeUK to employees as your preferred Bristol bike shop

Where we are: off Clifton triangle



BikeUK
Your cycle specialist

So what's included?

Green Bike Pool includes:

- E-bikes of your choice
 - Standard e-bikes or folders
 - Parking solution
 - 3rd Party Insurance
 - Security
- Web App to manage bikes
 - Maintenance
 - Training



Costs based on:

- Your choices
- Value of equipment
- Simple monthly payment
- 12 month term
- Example: 3 Folding e bikes
 - £239 per month

End of rental options

- Extend rental @ 30% off
- Offer them to your employees @ 50% off. Using GCI they could save 70% off RRP
- Put them into our social pool
 - Offered to disadvantaged groups on a pay what you can basis



During the rental

- Employees can take them home
- Use them at weekends
- Organise team events

Your business gets

- Excellent CSR publicity opportunity
- An innovative employee benefit
- Healthier, more alert employees
- Time savings
- Seen as forward thinking engaging with the future in transport



Employee quotes

- Best bit of my day!
- E-bike v Cab? No Brainer!
- Want one!



Who are GCI?

- Social Enterprise
- Authorised and regulated by the Financial Conduct Authority
- Mission: Get more people onto e-bikes

Who are BikeUK?

- Bristol's leading bike shop
- Based off Clifton Triangle
- Largest range of bikes in Bristol
- Free servicing for life



Thank you!

- Questions
- Next steps



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