



Grafham Water Sailing Club
53rd ANNUAL GENERAL MEETING
At the Clubhouse on Sunday 29th July 2018 at 5pm

AGENDA

Notice is hereby given that the 53rd Annual General Meeting of the Association will be held at the Clubhouse on Sunday 29th July at 17:00 for the purpose of considering the following business:

1. To read the notice convening the meeting.
2. Apologies
3. To approve the minutes of the 52nd Annual General Meeting held on 22nd July 2017.
4. Matters arising.
5. To receive the Report of the Flag Officers.
6. To receive Honorary Treasurer's Report, the Annual statement of Accounts and the Auditors' Report.
7. To elect the Officers of the Club for the ensuing year.
8. To elect the members of Council for the ensuing year
9. To authorise Council to elect and fix the remuneration of the Club Auditors for the ensuing year.
10. In accordance with the authority vested in Council by resolution 11 at the Annual General Meeting of 22nd July 2017, subscriptions (including entrance fees) and boat fees have been approved.
11. To consider a resolution proposed by John Aston, Commodore and seconded by Stan Dwight, Honorary Treasurer, that Council be empowered to revise entrance fees, subscriptions and/or boat fees if necessary for the financial year commencing 1st April 2019.
12. To discuss, subject to approval of the Chairman such other matters as may be raised being beneficial to the members of the Association.

By order of Council
Heather Dance
Club Manager

Note: 2018 Membership may be checked on admission
Members other than Full Members are welcome to attend as observers and may be permitted to speak at the Chairman's discretion.

GRAFHAM WATER SAILING CLUB
52nd ANNUAL GENERAL MEETING MINUTES – 22nd July 2017

Chairman The Chairman welcomed those attending, particularly Hilary Talbot, former Commodore.

Present: John Aston – Commodore
David McNamee – Rear Commodore
Ian Rawet – Rear Commodore
Tim O’Brien – Treasurer
And 10 members.

Item 1

The notice of the meeting had been circulated to all members. It was taken as read.

Item 2 Apologies

Richard Dickinson	Jim Baker	Fran Howell	John Reynolds
Stewart Lawson	Peter Gee	Laurie Rowe	Sandra Hunter
Ian Hunter	Peter Saxton	Sue Saxton	Ali Reynolds
Russell Taylor	Stephen Clemmet	Anthony White	Andy Baldock
Ian Paterson			

Item 3 Approval of minutes of 51st AGM

The Commodore requested a proposal that these be signed as a true and accurate record of that meeting.

Proposer Joe Constable Secunder Nigel Denchfield

The minutes were duly signed.

Item 4 Matters Arising

There were no matters arising from the Minutes.

Item 5 To receive the Report of the Officers

Copies had already been circulated. John Aston gave a summary of the report and asked if there were any questions, there were none.

Item 6 To receive Honorary Treasurer’s Report, the Annual statement of Accounts and the Auditors’ Report.

The Honorary Treasurer, Tim O’Brien presented the accounts and ran through the financial report, included within the Officers’ report.

He thanked John Aston for his help on the accounts.

Alison Howat asked if the rent was fixed or if it went up by any percentage. John Aston responded by explaining the two elements of the rent, the fixed portion which was reviewed and adjusted for inflation every 5 years and the variable portion which was determined by a number of factors including boat numbers and Open Meeting Income. Therefore the rent would change subject to our activity levels.

Mark Longstaff asked if there was any more money that we could get from Anglian Water. John Aston responded by saying that under our lease they are responsible for some maintenance expenditure.

There were no further questions.

John Aston then requested a proposal that the accounts be accepted.

Proposer Mark Longstaff Secunder Hilary Talbot.

All voted in favour.

Item 7 To elect the Officers of the Club for the ensuing year.

John Aston to continue as Commodore

Proposer Mark Longstaff Seconder Mark Rushton

All voted in favour

Nominations for Flag Officers were agreed to be voted on as a block.

Vice Commodore – Michael Edwards

Rear Commodore – Ian Rawet

Read Commodore – David McNamee

Treasurer – Tim O’Brien

Proposer Mark Longstaff Seconder David Philpott

All voted in favour.

Item 8 To elect the members of Council for the ensuing year.

John Aston explained that there were 2 members of Council standing for re-election – Gordon Oscroft and Dave Philpott, and 3 members who had been nominated as new members of Council – Mark Rushton, Stephen Clemmet and Hilary Talbot.

He further explained that there were 5 vacancies for Council members and 5 people standing, therefore there would be no need for a ballot for Council membership.

All voted in favour of the Council members put forward.

Item 9 To authorise Council to elect and fix the remuneration of the Club Auditors for the ensuing year.

Davey Grover have agreed to continue to act as Auditors.

Proposed Hilary Talbot Seconder Mark Longstaff.

All voted in favour.

Item 10 In accordance with the authority vested in Council by resolution 11 at the Annual General Meeting of 13th July 2016, subscriptions and boat dues have been set for the current year

Item 11 To consider a resolution proposed by John Aston, Commodore and seconded by Tim O’Brien, Honorary Treasurer, that Council be empowered to revise entrance fees, subscriptions and/or boat fees if necessary for the financial year commencing 1st April 2018.

All voted in favour.

This concluded the formal business of the meeting.

Item 12 To discuss, subject to approval of the Chairman such other matters as may be raised being beneficial to the members of the Association.

Mark Longstaff asked if we tested amongst members what they would be willing to pay to see if we could generate more income from them. John Aston replied that Council always considered the appropriate level for subscriptions and fees, though “testing” the membership was difficult in practice. It was a delicate balance; if we set fees too high this could lead to losing members. Ian Rawet added that new members in particular appeared to be price sensitive.

Mark Rushton asked if we knew the reasons why people resigned when they did.

Mark Longstaff asked if we had any fundraising events this year – John Aston responded that there were not a lot of social things happening this year. We only have 3 social events – Christmas party 100+, fitting out supper 40 people, summer BBQ 40-50 people. The challenge was thinking up events that people would support.

Hilary Talbot suggested that events tend to be popular for a few years and then die out.

David Philpott suggested further on water options and activities could attract new members: some of these though would require the consent of Anglian Water.

John Aston said that a key focus in growing membership and therefore income has to be training, particularly for juniors/youths as if they are keen the parents will tend to come along as well. Extra junior training offered has certainly helped membership.

Hilary Talbot suggested raising our profile in advertising during big events such as triathlons on north shore e.g by having banners on main road and in the village.

Tim O'Brien questioned how to expand sailing on Monday and Thursday as nothing happens on those days.

Nigel Denchfield commented on the amount of money put into the club to renovate recently and asked if a new committee boat would be invested in. John Aston said yes: we had a plan to replace AWA with a committee boat with an electric winch and were looking at a budget of around £5000.

John Aston raised the issue of Sunday pm activity and how we could keep the social element of Sunday lunch going.

Alison Howat asked about paddle boarding and spoke about Rutland having popular paddle boarding. John Aston responded that this is something that is available to members though take-up has been low.

The Commodore concluded by thanking everyone who had volunteered, and thanking staff.

The meeting closed at 18:03.

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Report of the Officers – 2017/18

The report of the Officers for the year is presented below

Finances

The Club made a small deficit in the year of £7k, compared with a surplus in the previous year of £3.7k.

The key feature of the result, compared with the previous year was that both income and expenditure were increased. More particularly:

Members' subs were ahead of the previous year and ahead of budget.

Open Meeting income (which includes visiting training groups and squads) at £49k was ahead of the previous year: this was due to the fact that activity levels were higher (notably the NSSA). However the Open Meeting result was below budget for the year largely due to the loss of two events because of adverse weather.

Day sailing fees (£4k) were down on the prior year and against budget

Training school income (£38k) was higher than the previous year and higher than budget.

The bar result was disappointing being approximately 50% of the prior year and of the budget.

Against this we recorded higher operating expenditures notably in the following areas:

Our rent was increased due primarily to the impact of the quinquennial rent review. We spent more on maintenance, both on and off the water.

We continued to reinvest in our facilities. We spent £20.5k in the year on fixed asset additions. This included essential repair and improvement work to the gents shower floor and the installation of underfloor heating. We significantly augmented the Club Boat fleet with the addition of a further 2000, 6 Toppers, 2 Picos and 6 Windsurfers. The old Grey "Fergie" Tractor was finally retired and replaced with a Land Rover Discovery, which has proved capable of launching and recovering ribs, Committee Boats and keelboats and thus provides vital "back-up" to the tractor.

Our cash position at year end was £123k compared with £143k at 31 March 2017; this reflects the level of capital expenditure during the year.

Our overall reserves at year-end stood at £144k compared with £151k at 31 March 2016. These reserves provide some element of protection against the financial consequences of unforeseen adverse events outside of the control of the Club and provide a fund for future significant expenditures.

Our financial objective is that, over time, we can generate such cash surpluses from our operations that enable the Club to continue to invest in the maintenance and improvement of our infrastructure. The Club is over fifty years old and some of our infrastructure is of a similar age. It is essential that we continue this investment in order to maintain the Club's appeal to current and prospective members, and to visitors.

Membership

Our membership numbers remained broadly static year on year at around 1200. Overall boat numbers showed a small decline to 722.

Training School

Our training school had another very busy year, with both the spring bank holiday and summer holiday courses continuing to be very popular

This was the fifth year of the training school's operations

Training school activities were led in the year by our Chief Instructor Sailing (Matt French) and Chief Instructor Powerboats (Mark Boyes) under the overall guidance of Ali Baines as Principal, and a loyal band of support instructors.

Leisure and Pathway Sailing

Our Pathway sailing activities are Sociable Saturday, Friendly Friday and #thisgirlcan on Tuesdays. Saturday activity in particular continues to build.

For our young sailors, in the last year we introduced Team Grafham on Saturday afternoons, led by Mandy Sweet and Matt French. This proved particularly popular with over fifty participants registered. Building on the success of the youth Summer Camp, we ran an additional activity for youths in the October half term.

We introduced a new activity "Let's go Windsurfing" during the year.

Our Club Boat (and Board) fleet now numbers around 35: approximately double the number of one year ago. These boats and Boards are available for hire to Club Members as well as being used by the Training School

Club Racing activity

We continued with our programme of Sunday Club Racing, and Wednesday evening racing during the summer.

Sunday mornings and Wednesday evening racing continue to be very popular. In the winter months we continued with the pattern of AM racing only, introduced in the previous year.

Open Meetings

The 2017/18 Open Meeting Calendar was notable for the NSSA Championships held in the last week of July. The NSSA Championships were last at Grafham in 2011. The week was a big success with over 250 boats entered from 17 different teams coming from all parts of the country. We collaborated with Cambridge Schools and Youth Sailing Association, and the Grafham Water Centre, in putting on the event.

Other large events hosted were the Topper and Optimist Inlands, the Windsurfer Nationals and the Laser Inlands.

The Grafham Grand Prix again secured a high entry (over 180); though due to the testing conditions only about half the entrants took to the water.

Unusually we lost two events to the weather; the Cam Cup (Cambs University) in early March due to freezing conditions and the Cat Open (twice) due to excess wind.

Volunteering

Volunteering is critical to the running of the Club and its activities. Grafham is a members' Club, and its continuing success relies on support from all of us. We were able to support all of our activities: most notably the NSSA week and the Grand Prix which both put considerable demand on volunteer numbers.

Our twice-monthly working parties have continued, with a small but loyal group of stalwart helpers who do vital work to maintain and improve the Club's infrastructure.

Infrastructure

The Club is over fifty years old and some of our infrastructure is as old as the Club. There is a constant requirement for maintenance and improvement.

In the last year we replaced the ageing gate hut with a newer model.

We have carried out necessary repair works to the gent's showers area and incorporated some improvements.

A small group of volunteers repainted the ground floor café.

We have completed the replacement of the fixed marks.

We have an ongoing project to improve the fixed moorings.

In recent months we have acquired a further Searider rib, and a Committee Boat to replace the AWA. These will be put into service following necessary refurbishment and adaptation.

Staff

We continue with two full time staff: Heather Dance (Club Manager) and Andy Taylor (Coxswain). Anna Aldridge, Holly Dabson, and Sarah Humphrey provide part time support in the Office. Andrew Lawman and David McNamee continue to provide part time coxswain cover. Bob Leggate continues as part-time cleaner. Dan Bridson and others staff the bar.

Lisa and her catering team continue to provide excellent service to support our on-water activities

Our thanks go to all the staff for their continuing support to the Club.

Council Membership

During the year Ali Reynolds and Russell Taylor stood down from Council. Stewart Smith is standing down at the forthcoming AGM and Stan Dwight, appointed Treasurer during the year, is unfortunately having to stand down from this post because of pressure of work.

We thank them all for their contributions.

Outlook

Our primary objective remains to build sustainable membership. In the current year to date membership income is accruing at a level significantly ahead of last year.

For our younger members, we have extended Team Grafham to Team Grafham Racing on Sunday afternoons, intended to provide the next steps towards organised racing.

Stephen Clemmet has taken over as Training School Principal from Ali Baines. Our windsurfer training activity has been extended: "Let's Go Windsurfing" is already fully booked for the season. Under the leadership of Gordy Baines as Chief Windsurfing Instructor we will be able to run RYA recognised windsurfer training modules.

We are looking at the format for Sunday afternoon activities. With a view to widening their appeal to a broader section of our membership. Following a member survey we have started the introduction of "Special" events on approximately one Sunday afternoon each month. The first of these was the RNLI pursuit race in May.

We have made progress in the design and specification of a replacement of the hot water system. This is likely to involve the Club in significant expenditure.

We continue to look at the practicality of the provision of accessible toilets at ground level and associated facilities.

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Club Members standing for election or re-election as Officers and Members of Council 2018/19

Officers standing for re-election		Membership number
Commodore	John Aston	11691
Vice Commodore	Ian J E Rawet	9252
Rear Commodore	David McNamee	13389
Rear Commodore	Tim O'Brien	14652
Hon Treasurer	TBA	

New members of Council

Gordon Baines	15398
John Hitchin	16301

Members of Council required to stand for re-election

Andy Baker	14686
Joe Constable	11994
Mike Edwards	15382

Members of Council not required to stand for re-election

Stephen Clemmet	15847
Gordon Oscroft	12154
Dave Philpott	6172
Mark Rushden	6603
Hilary Talbot	8813

Members of Council resigning at this AGM

Stan Dwight	16140
Stewart Smith	13023
Alistair Reynolds	12274
Russell Taylor	14793

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