



DRAYCOTE
~ **WATER** ~
SAILING CLUB

ANNUAL GENERAL MEETING

November 2020

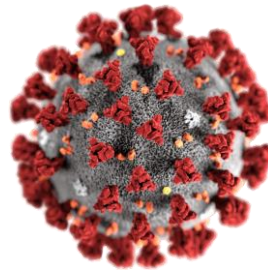
AGENDA

1. **Notice** convening the Meeting
2. **Minutes** of the 50th AGM
3. **Minutes** of General Meeting held in September
4. **Report** of the Committee
5. Progress of the **Club's Development Plan**
6. **Accounts**
7. Presentation of the **Commodore's Cup**
8. To elect **Officers**
9. To elect **Members of the Committee**
10. To appoint an **Accountant** & authorise Committee to fix remuneration

4. REPORT OF THE COMMITTEE

A GAME OF TWO HALVES

- Officially we are reporting on 2019/20, our 50th anniversary year
- A fantastic year
 - Great 50th anniversary celebrations
 - Respectable surplus (as Rodger will report)
 - Club of the Year finalist
- But right at the end of that year (just before membership renewal)
 - The pandemic struck
 - The site was closed
 - Staff were furloughed
- Since then we slowly restored activity when allowed to
- Had a pretty good summer
- Autumn was looking good too...



**Site closed
until further
notice**



DEALING WITH THE PANDEMIC

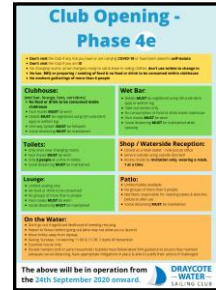
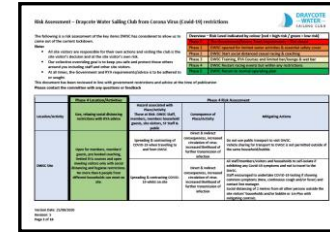
- **Our Covid-19 committee** (Jeremy, Will, Dave & Rodger) met regularly & often daily
- **Worked hard to keep up with the rapidly changing regulations**
- **Introduced more communication & some high profile speakers**
- **Slowly opened up the site & activity again**
- **As we opened up, the staff team, led by Dave, responded magnificently**
- **Running the club racing & events in a Covid-safe way**
- **It has been an enormous challenge**
- **Helped significantly by the amazing support of members renewing your memberships when you couldn't get on the water – **THANK YOU!****



MAKING THE SITE & PARTICIPATION SAFE

The Site

- Road map
- Risk assessments
- One-page poster summarising rules
- Opening up parts of the clubhouse
- Introducing one way system
- Increasing signage
- Purchase of marquee for outside seating



Participation

- Stig lap
- Automated start sequence
- Draycote Academy
- New Aero fleet



RUNNING SAFE EVENTS



- **Clear communication before the event (online video briefing)**
- **Limited numbers**
- **Advanced online entry only**
- **Official Noticeboard on What's App**
- **Drive through registration**
- **Slipway allocation & marshals to reinforce**
- **Launching before club racers**
- **Back-to-back racing**
- **Prize-giving by invitation**
- **Protests via Zoom**



ENHANCING THE SITE

- **Acoustic panels in ceiling of lounge**
(Rugby BC grant: £2k)
- **Portable hearing loop**
(also in RBC grant)
- **Ladies' changing rooms**
(Sport England Grant: £20k
Club expenditure c. £30-40k)



5. DEVELOPMENT PLAN

PERFORMANCE ON KEY AREAS

1. INCREASING INCOME FROM:

- **Membership**
- **Commercial trading**

PROGRESS THIS YEAR

**Best for 10 years, but...
Exceeded target 3 years
early, but then...**

2. ENHANCING CLUB MANAGEMENT

- | | |
|---|----------------------|
| • Ensuring 8-10 Committee Members | Currently met |
| • Developing the right paid staff team | On-going |
| • Setting up trading company | Done |
| • Improving financial reporting, budgeting & forecasting | Progressing |
| • Updating the Articles | Done |

3. ADDRESSING LEASE & SITE ISSUES

- | | |
|---|-----------------|
| • Securing lease extension | Done |
| • Creating a training / hire boat replacement scheme | Done |
| • Improving & developing the site | On-going |

INCREASING INCOME

Commercial Income

- Exceeded membership income for the last 2 years
- Obviously significantly hit by the pandemic
- But we have been able to reduce costs significantly to reflect this

Membership Income

- Although 2019/20 showed an encouraging increase
- It will be lower in 2020/21
- This has to be the number 1 focus for the Club
- Had a plan for 2020 but then...
- Will, hopefully, be able to dust off for 2021 (or 2022)

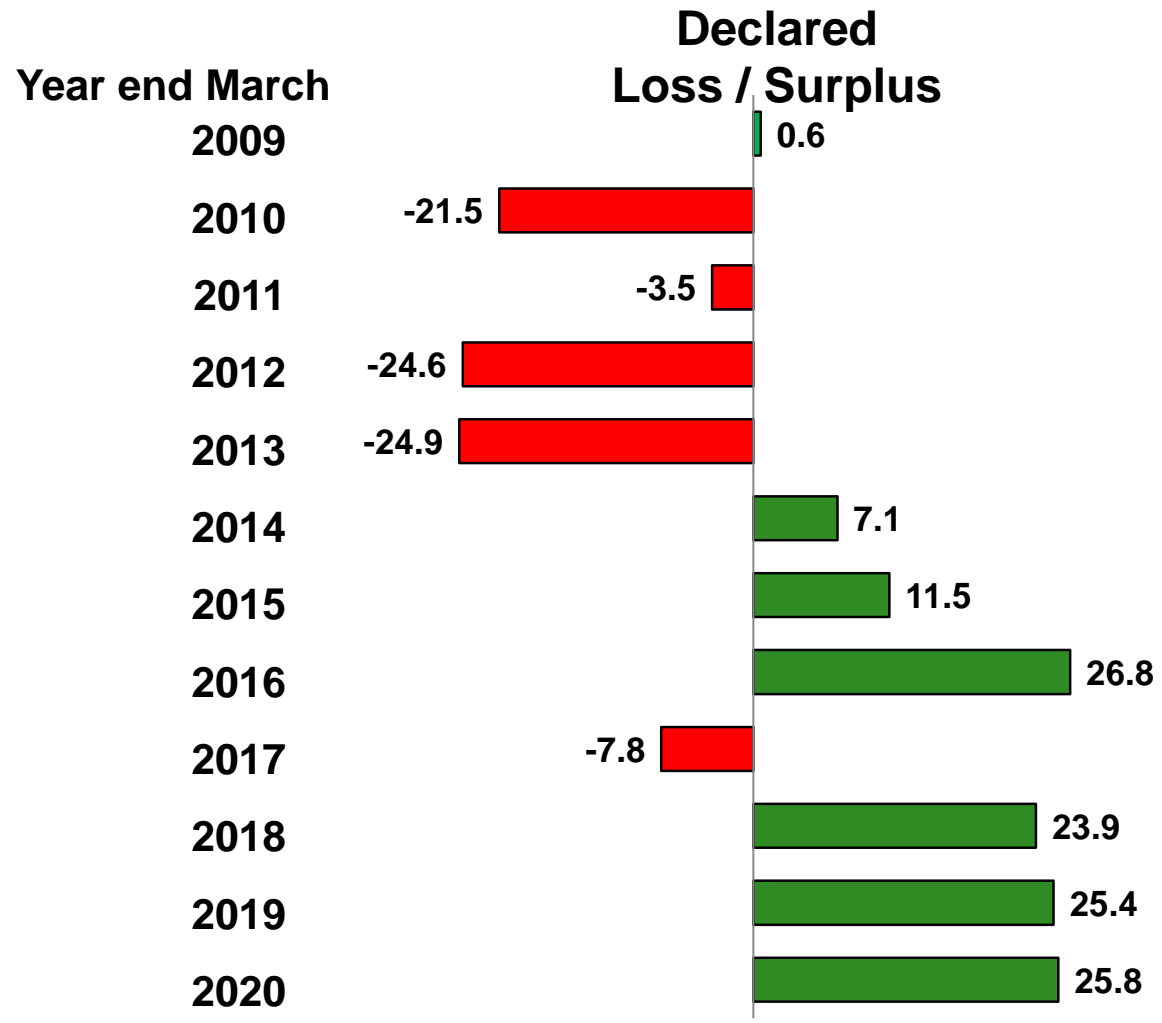
6. ACCOUNTS TO MARCH 2020

2019/20 ACCOUNTS

- **We have 3 sets of accounts**
 - **The Sailing Club**
 - **The wholly owned Trading Company: DWSC Trading Ltd**
 - **Consolidated accounts**
- **The movement to this is still work in progress & it is still difficult to compare year-on-year**
- **We still haven't got the allocation of costs perfect**
- **On paper, the Trading Company made a loss (£22k) and the Sailing Club made a massive profit (£48k)**
- **But this is just on paper – without the Trading Company, the Club would not exist**
- **I will here present consolidated accounts**

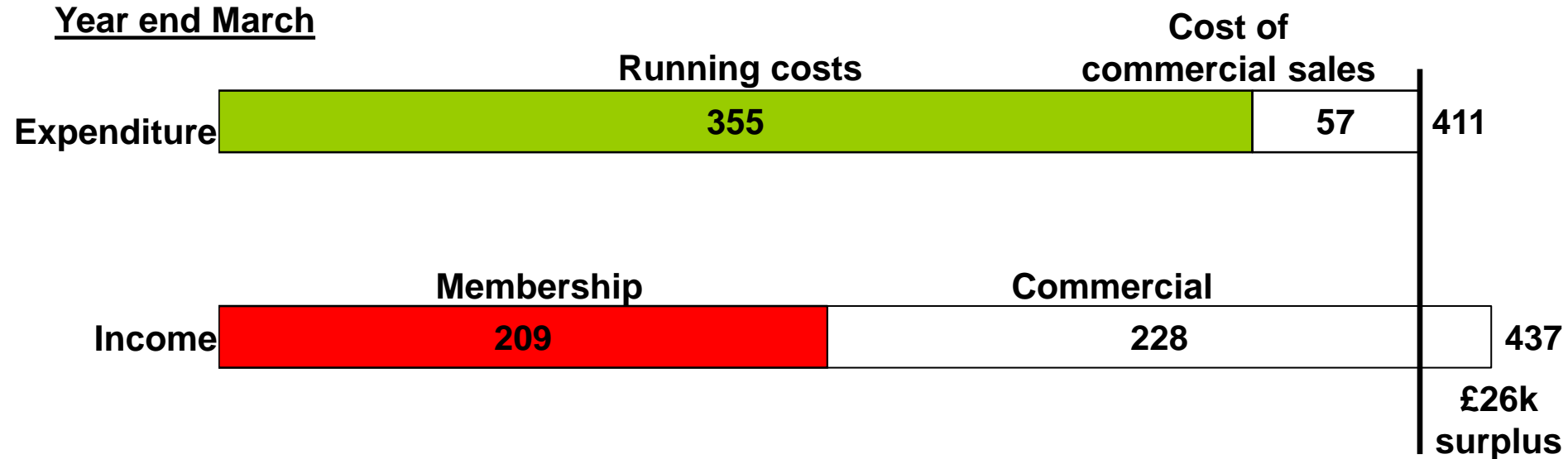
OVERALL FINANCIAL PERFORMANCE

- We continue to make a good surplus



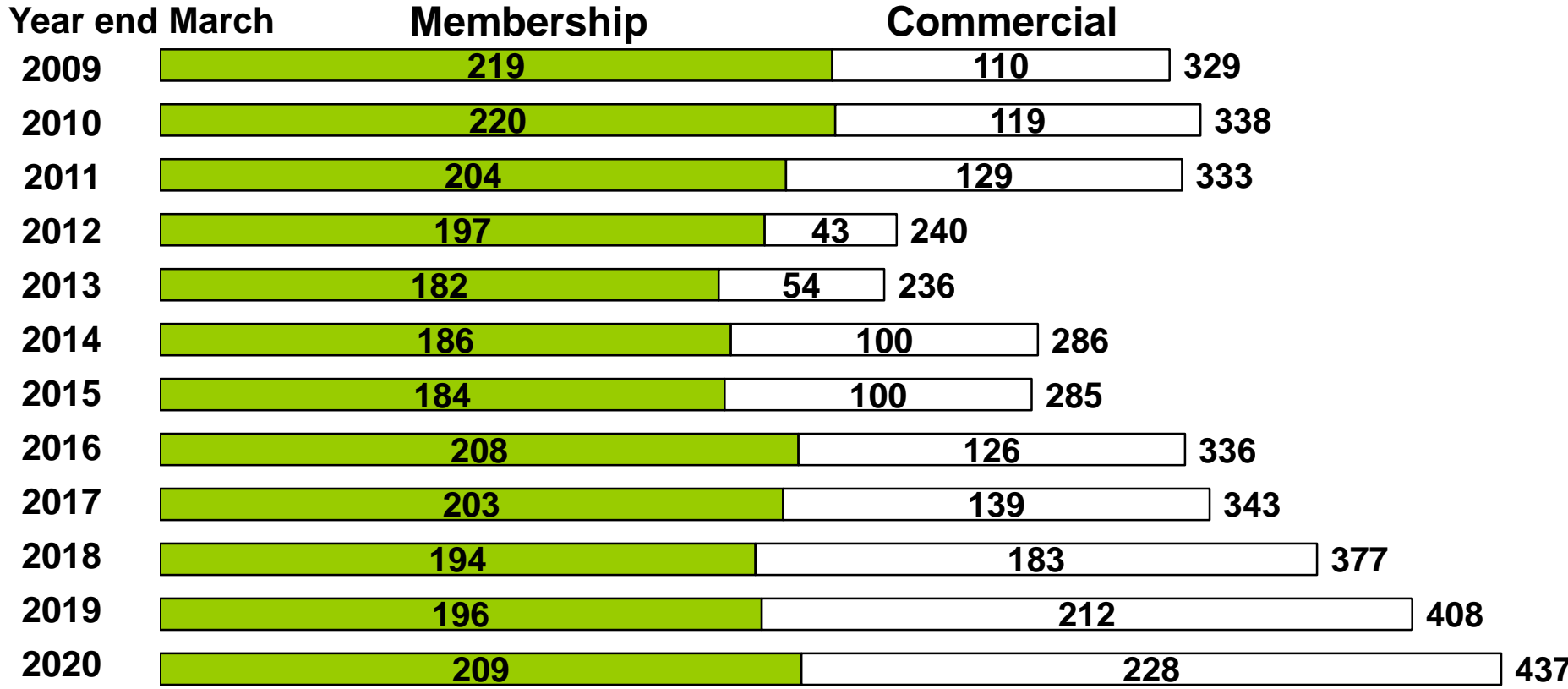
2019/20 INCOME & EXPENDITURE (£k)

Year end March



- We have made a good surplus due to our commercial activity
- Commercial activity has:
 - provided £26k surplus
 - contributed £146k to our running costs
- We now have a £150k reserve fund to see us through a disaster
 - Should cover 12 months of un-cancelable expenditure

INCOME (£k)



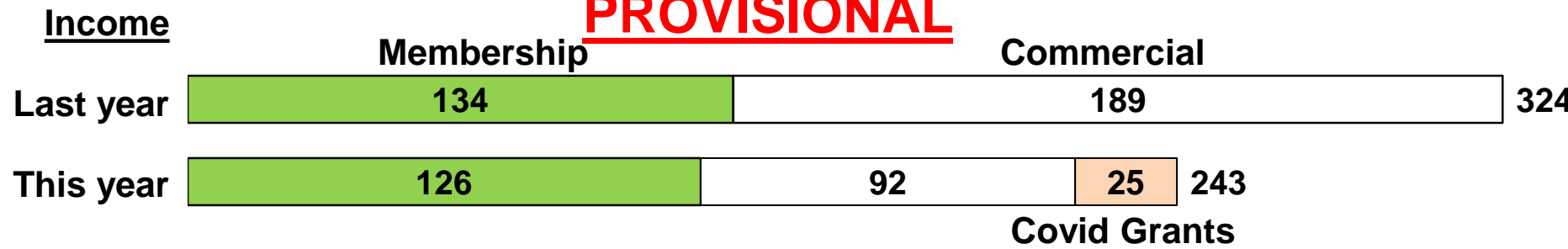
- Total income is the highest ever (7% up) for the 4th year in a row
- With membership income at its highest level for over 10 years
- Commercial income continues to grow & greater than membership

**APPROVAL OF THE
2019 / 2020
ACCOUNTS**

**WHERE WE ARE AFTER
THE FIRST 6 MONTHS?**

APRIL – SEPT: INCOME & EXPENDITURE (£k)

PROVISIONAL



Expenditure



- **Membership income has held up remarkably well** (up slightly ex Affiliates)
- **Commercial income has halved**
- **But we have drastically cut expenditure to see us through the crisis** (including a quarter rent rebate from Severn Trent)
- **Amazingly we are likely to make a surplus this year, but remain concerned about possible cancelled membership DDs this year & membership renewals next year**

LOOKING FORWARD

- **Given the circumstances, we are in a remarkably good position, which none of the Committee expected 6 months ago**
- **That's down to 3 immense contributions:**
 - **Member support**
 - **Staff effort** (only down 50% on commercial income!)
 - **Sector-leading work by our Covid Committee**
- **But we are still in a precarious position:**
 - **Membership is highly likely to be lower for the next 2-3 years**
 - **Commercial is likely to take a while to get back to pre-Covid levels**
- **We must make sure that the coming recession does not damage the Club as much as the last one did (5 years' - £80k - of losses)**
- **Your Club** needs your support:
 - **Membership renewal**
 - **Membership participation** (on the water, attracting members, as a volunteer, on the Committee)

7. COMMODORE'S CUP

8 / 9. TO ELECT OFFICERS / COMMITTEE

PRESIDENT: Harry Sayers appointed at the October Committee Meeting

OFFICERS : Only one nomination for each post & so elected

Post	Candidate	Proposer	Secunder
Commodore	Jeremy Atkins	John Tenney	Michael Powell
Vice-Commodore	Will Whittaker	Marcellus Pryor	Jeremy Atkins
Rear Commodore House	Chris Silver	Paul Butler	Bob Morris
Rear Commodore Sail	Norman Byrd	Will Whittaker	Jeremy Atkins
Treasurer	Rodger Webb	Steven Angell	Mark Ingledew

COMMITTEE: Only 4 nominations for up to 7 places & so elected

Candidate	Proposer	Secunder
Louise Craig	Ellie Craig	Nigel Craig
Pat Collison	Jeremy Atkins	Will Whittaker
Robin Warren	Hamish Brown	Klaus Beyaert
Simon Ball	Robin Warren	John Tenney

**10. APPOINT ACCOUNTANT &
AUTHORISE COMMITTEE TO FIX
REMUNERATION**

ANY OTHER BUSINESS



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