



DRAYCOTE
~ **WATER** ~
SAILING CLUB

ANNUAL GENERAL MEETING

November 2021

3. REPORT OF THE COMMITTEE

OVERVIEW OF THE PAST DECADE

- **In the early 2010s the Club was in a perilous state**
 - **Reporting substantial losses & haemorrhaging membership**
 - **Commercial income collapsed with Training Manager's redundancy**
 - **The clubhouse & site had not been invested in (looking tatty)**
 - **The accountant was questioning whether we were a going concern**
- **But we had a new lease (only 15 years)**
- **Phil Hunt (Commodore) & Rodger Webb (Treasurer) bought us back from the brink**
 - **Tough (& sometimes unpopular) decisions**
 - **Investment in the site (continued losses)**
- **I was lucky to take over as Commodore when the recovery was on track**
- **Aimed to build a firm foundation for the long-term future**



BUILDING A FIRM FOUNDATION

- Moved to Committee-based decision making



- Created a living Development Plan



- Developed a Commercial Offer in Draycote View



- Sorted out the governance: Articles & Regulations



- Built a fantastic staff team

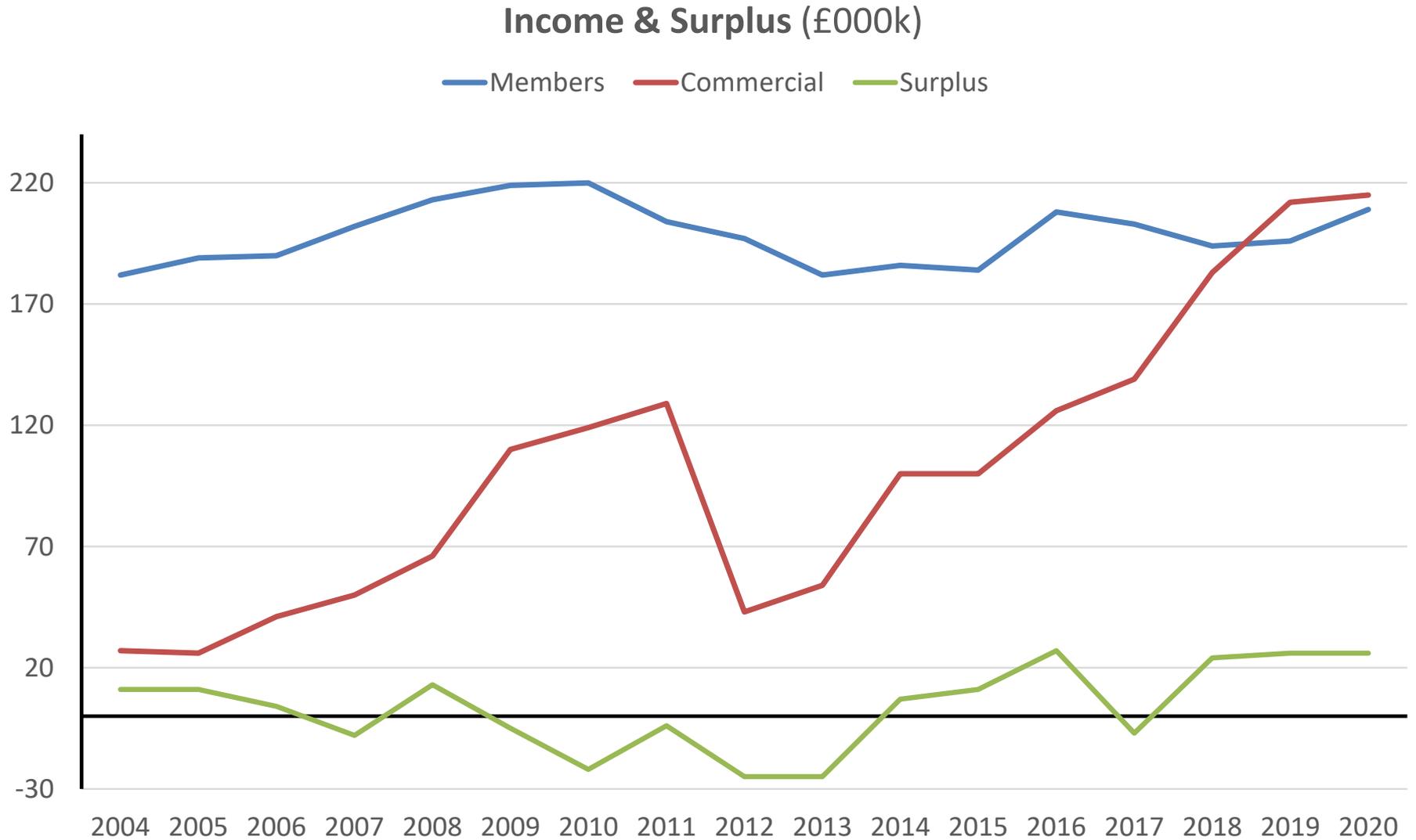


- Got a Lease extension to 2040



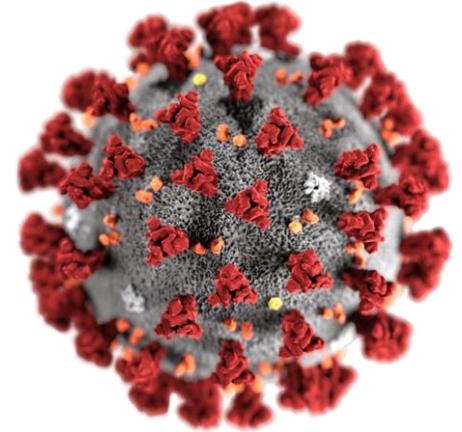
- Set up reserve account for emergencies: £150k, c. 8 mnths running cost

BEFORE THE PANDEMIC THE FOUNDATION WAS SOLID



AND THEN IT HAPPENED...

- **We started the year really fearful**
 - Substantial overheads needing to be covered
 - Commercial income collapsed
 - Site closed to members
- **But support was there**
 - Our members supported the Club by re-joining in good numbers
 - The government's furlough scheme & other support (£68k)
 - Severn Trent refund (£10k)
- **We cut costs drastically**
- **As soon as they could, the staff were generating commercial income**
- **As a result we could give members 2 free months in 2021/22 (£29k cost)**
- **And still managed to make a respectable surplus**



SOME GREAT THINGS ON THE WATER

- **Our members have performed magnificently on the national circuit**
 - **Millie Irish & Jessica Powell winning the Feva Nationals**
 - **And being nominated for Young Sailor of the Year**
 - **Jeremy & Kitty Davy winning the Miracle Nationals**
 - **Jeremy Davy & Martin Huett winning the Flying Fifteen Inlands**
 - **Millie Irish winning a race (& coming 7th) at the Endeavour Trophy**
- **Less experienced sailors have been gently introduced to travelling**
 - **‘Northampton’ Youth Series**
 - **National Schools Sailing Association Regatta in Plymouth**
- **Developments in Club racing**
 - **Automated start sequence**
 - **Draycote Double format introduced & run twice**
 - **Aero fleet start as number grew (need to average 4 for fleet start)**
- **OD turnouts haphazard – need to get back into the habit**

IMPROVING THE SITE

- **Marquee purchased for the patio**



- **Ladies' changing rooms**
(Sport England Grant: £20k
Club expenditure c. £30-40k)



- **Eastern pontoon renovated**



COMMERCIAL & STAFF NEWS

- **Draycote Academy fully up & running**
 - Monthly training for Optimists, Toppers, Lasers & 420s
 - All participants are Club members
 - Draycote Academy Racing Team
- **New staff**
 - **Georgia Dunkley** has joined the team (replacing Owen)
 - **Rob** on ground maintenance
- **Catering remains a challenge**
 - Very hard to recruit a chef (but hopefully...)
 - ‘Assistants’ doing a great job & increasing their repertoire, but offer is, inevitably, limited



WIDER ISSUES

- **Governance issues**

- Frequent updates to Covid-19 Road Map & Risk Assessments
- Regular staff & director training
- Annual reviews of policies & procedures
- Regular contact & discussions with other clubs

- **New developments**

- Junior Committee & Commodore
- Hybrid Committee meetings (& AGM)
- Healthy financial position has allowed us to drop ‘group’ subs (e.g. Youth Club & Women on Water)



- **Future developments**

- Replacement of tractor & ‘Jam Sandwich’
- Staged dinghy park improvements – starting with the Laser area



4. DEVELOPMENT PLAN

DONE SO WELL WE'VE HAD TO REVISE IT AFTER 3 YEARS

1. INCREASING INCOME FROM:

PROGRESS

- Membership
- Commercial trading

2020 best for 10 years
Target hit 3 years early
(both obviously affected by pandemic)

2. ENHANCING CLUB MANAGEMENT

- Ensuring 8-10 Committee Members
- Developing the right paid staff team
- Setting up trading company
- Improving financial reporting, budgeting & forecasting
- Updating the Articles

Currently met

On-going

Done

Progressing

Done

3. ADDRESSING LEASE & SITE ISSUES

- Securing lease extension
- Creating a training / hire boat replacement scheme
- Improving & developing the site

Done

Done

On-going

REVISED TARGETS

1. INCREASING INCOME FROM:

- Membership
- Commercial trading

NEW TARGET
£235k 2022; £270k 2027
£250k 2027

2. ENHANCING CLUB MANAGEMENT

- Ensuring 8-10 Committee Members On-going
- Developing the right paid staff team On-going
- ~~Setting up trading company~~
- Improving financial reporting, budgeting & forecasting On-going
- ~~Updating the Articles~~

3. ADDRESSING LEASE & SITE ISSUES

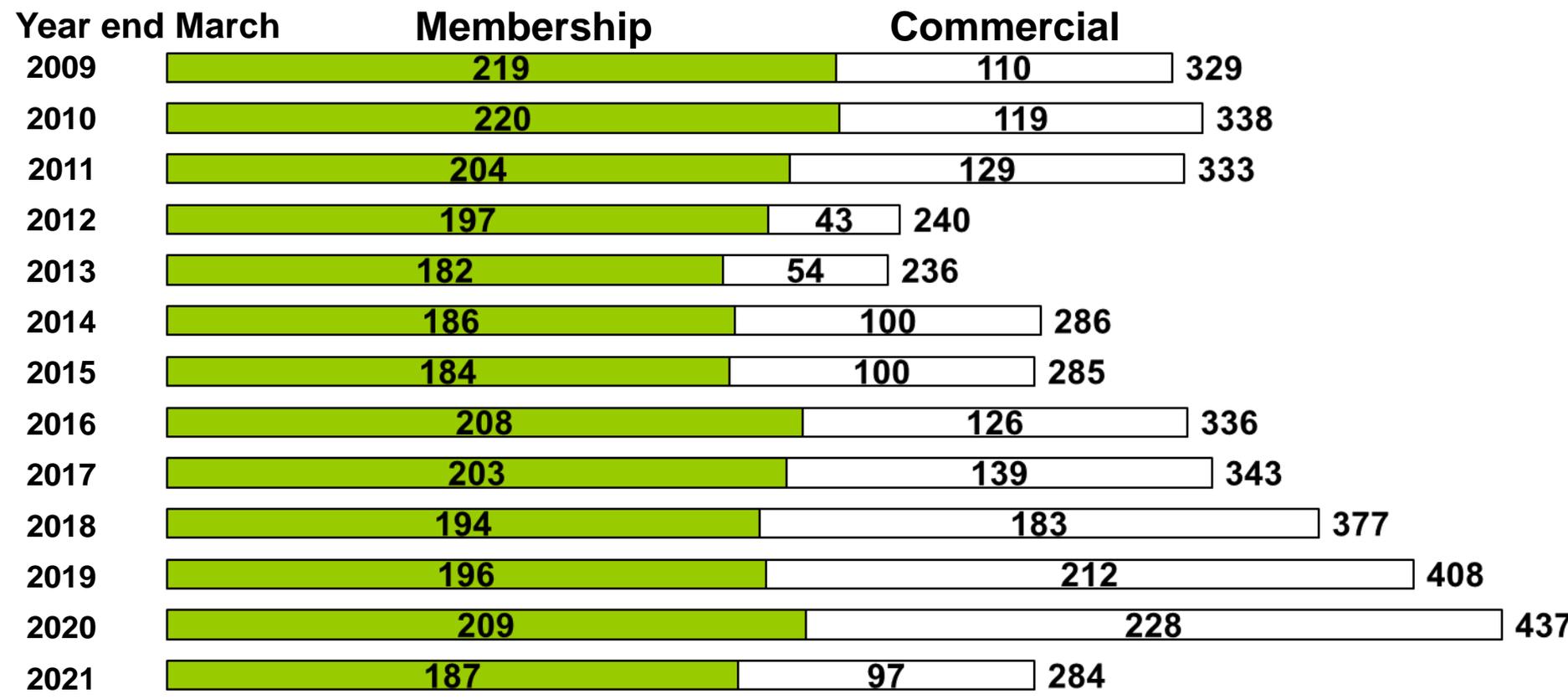
- ~~Securing lease extension~~
- ~~Creating a training / hire boat replacement scheme~~
- Improving & developing the site On-going

MEMBERSHIP TARGET: THE BIGGEST CHALLENGE

- **In 2021 we had our best ever year in terms of training**
 - **This is the start of the membership pathway**
 - **And it didn't require any marketing**
- **We need to maximise conversion of 2021 trainees**
 - **And have plans in place to achieve this**
- **We don't know whether 2022 training will prove as popular**
 - **But have plans for marketing activity to use as required**
- **We upped our game on local media coverage**
 - **Featuring the successes of our members**
- **We aim to continue publicity in local media**
- **And re-introduce Draycote Unshackled twice yearly to increase positive communication to members & boost retention**

5. ACCOUNTS TO MARCH 2021

INCOME (£k) – UNADJUSTED



- Membership renewal held up remarkably well (thank you)
- But new memberships were reduced, resulting in an income drop
- And commercial income collapsed

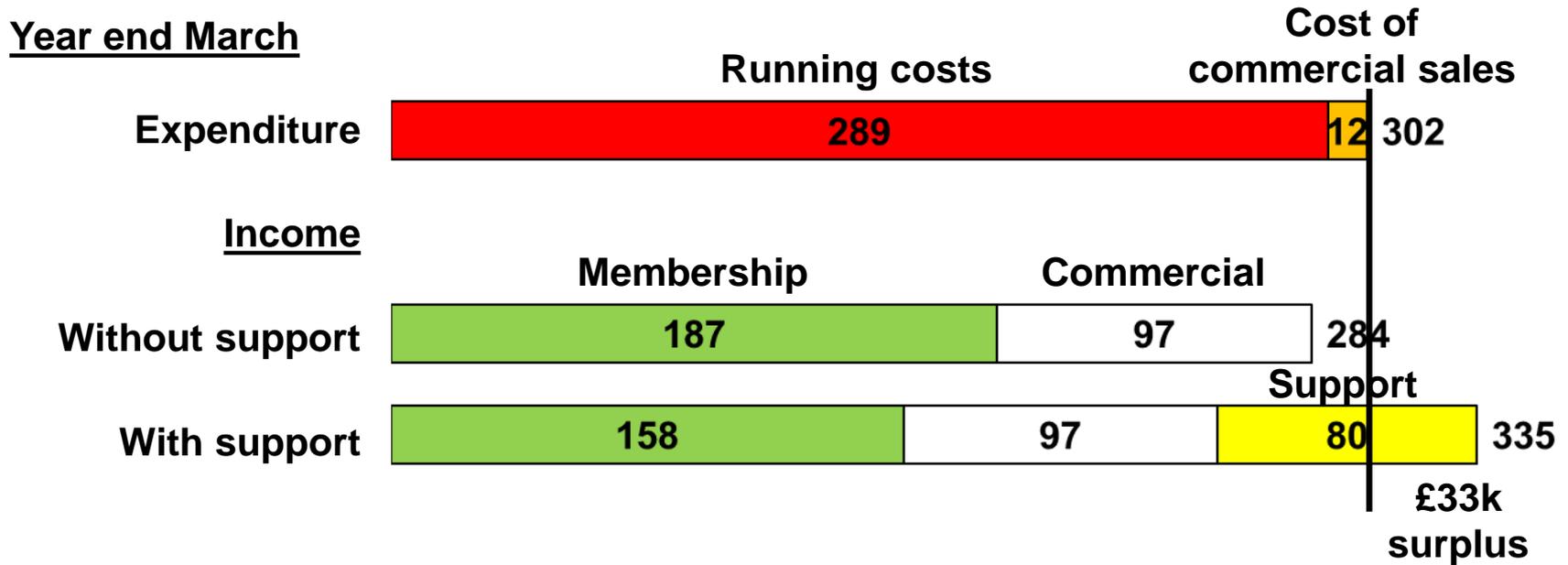
EXPENDITURE (£k)

Year end March



- We drastically cut our costs to meet the lower income
- While maintaining spend on staff & core activities

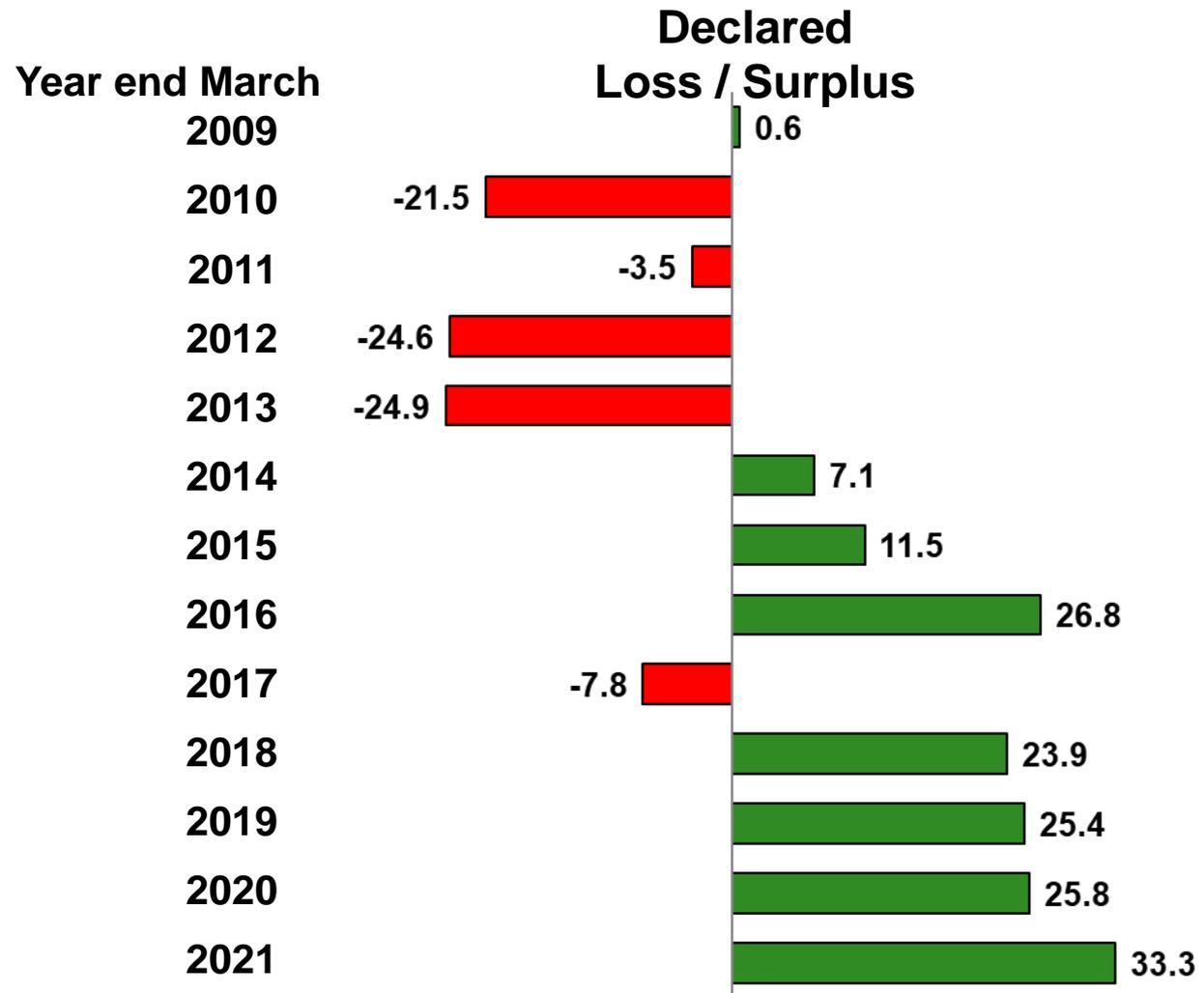
2020/21 INCOME & EXPENDITURE (£k)



- Without support, we would have made an £18k loss
- With the support from the government & Severn Trent
 - We were able to take £29k of membership income into the following year to provide 2 free months in 2021/22
 - And still had a respectable surplus

OVERALL FINANCIAL PERFORMANCE

- Which was broadly in line with the last few years

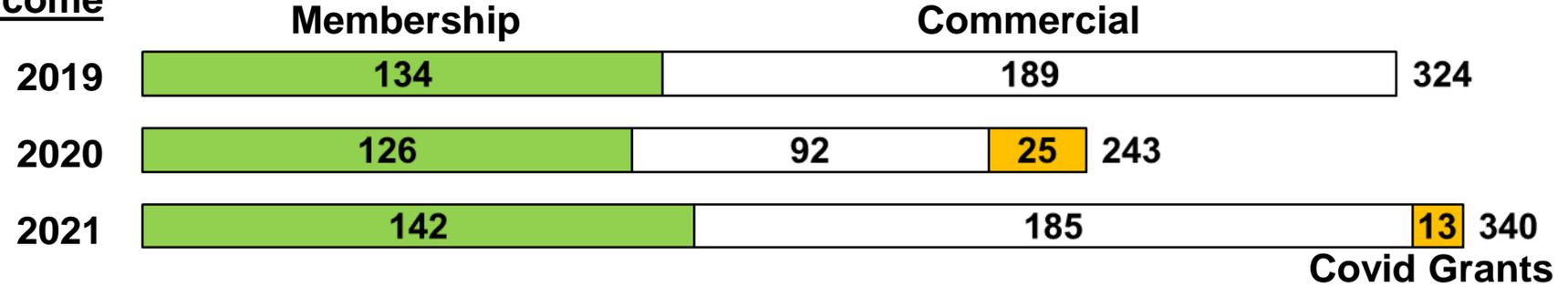


**WHERE WE ARE AFTER
THE FIRST 6 MONTHS?**

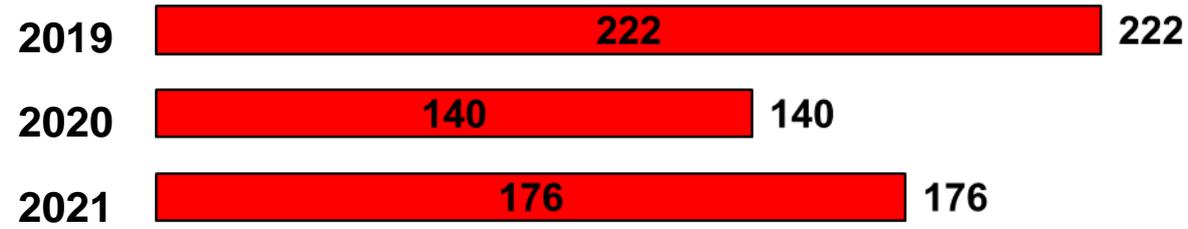
APRIL – SEPT: INCOME & EXPENDITURE (£k)

PROVISIONAL

Income



Expenditure



- **Membership income has recovered & is growing**
- **Commercial income has largely recovered**
 - Training the best year yet
 - Room hire slightly down
- **Expenditure savings still being realised** (we have been cautious but now have plans for more expenditure on site, as outlined by William)

6. JUNIOR COMMITTEE

Draycote elects its first Youth & Junior Commodore & Committee

by Jeremy Atkins 22 May 17:34 BST



Youth & Junior Committee elected in May 2021

- Y&J Commodore: Millie Irish
- Y&J Committee:
 - Clem Middle
 - Jess Powell
 - Sam Byrd

“We aim to represent our youth and junior sailors and support the club in creating a vibrant, fun and learning environment for young members both on the water and on shore.”





Group info



Draycote Y&J Buddies 🍷🍷🍷 ⓘ
Created 15/10/2021 at 17:50

Description ⓘ

A group for Y&J sailors to ask questions, organise sailing and keep up to date with all the latest news. Feel free to put any questions on here and an experienced Y&J sailor will be able to help whether it is rigging tips or what to wear for winter. Also this is a great place to organise some sociable sailing.... this could be in a boat together or simply getting on the water at the same time! 😊👋



MEET YOUR BUDDIES

Keen to keep sailing? Need a hand? Our experienced youth and junior sailors know all about rigging and launching, tacking and gybing, racing and paddleboarding... look out for a buddy in the boat park and say hi!

MILLIE IRISH
Optimist
RS Feva
420 & 29er



SAM BYRD
Topper
ILCA

JESS POWELL
Topper
RS Feva
ILCA



CLEM MIDDLE
Topper
29er

IMOGEN GREEN
Topper
RS Tera
RS Feva



ETHAN CHESHIRE
ILCA
plus any
Club Boat!

SCAN OUR QR CODE
To join our
Y&J Buddies
WhatsApp
Group!

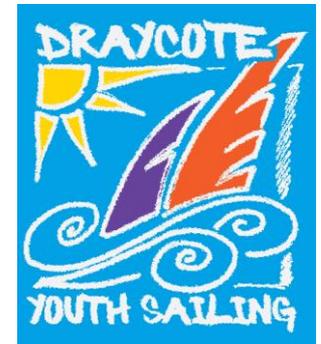


FELICITY ANGEL
RS Tera
Topper
RS Feva
RS Aero





- Other ideas have included:
- YouTube videos for how to rig club boats.
 - Hosting a parents' onshore session to help them become more confident about helping.



Plans for 2021-22

- Ongoing buddy scheme
- 2nd hand youth & junior kit sale
- Christmas social alongside club children's party



*Say hello to us at the club
or email us via Rebecca at:
office@draycotewater.co.uk*

7. COMMODORE'S CUP

Presented to Ethan Cheshire for running the Y&J Friday night fun club every week over the summer bar one, forgoing the Y&J race training which his mates were doing

8. PRESIDENT & VICE PRESIDENT

After 23 years as President, Harry Sayers has asked to step down, but has agreed to continue as a Vice President.

Harry proposed to the Committee that Jeremy Atkins be appointed President & this was done at the last committee meeting.

9 / 10. TO ELECT OFFICERS / COMMITTEE

OFFICERS : Only one nomination for each post & so elected

Post	Candidate	Proposer	Seconder
Commodore	William Whittaker	Jeremy Atkins	Harry Sayers
Vice-Commodore	Richard Botting	Simon Thompson	Simon Patterson
Rear Commodore House	Chris Silver	Ellen Campbell	Judith Brown
Rear Commodore Sail	Norman Byrd	Jeremy Davy	Richard Pye
Treasurer	Rodger Webb	Andrew Green	Gary Walton

COMMITTEE: 5 nominations for up to 7 places & so elected

Candidate	Proposer	Seconder
Robin Warren	Dave Barker	Richard Brown
Simon Ball	Pat Collison	Bill Hurr
Paul Huett	Caitlin Huett	Geoff Huett
Sian Clark	Chris Silver	Ellen Campbell
Caroline Noel	Chris Silver	Ellen Campbell

ANY OTHER BUSINESS

DRAYCOTE DASH – 20TH / 21ST NOVEMBER

- The biggest event the Club runs in the year
- Please enter & compete...
- Alternatively, Club racing will be on
 - Part of the water for Race 1
 - The whole of the water for Race 2
- Or, we still have 24 helping slots needing to be filled

Saturday	Still Needed	Time	Briefing
Drive-through Registration	3 of 3	0800 – 1030	0800
Committee Boat Assistants	3 of 5	0930 – 1700	0930
Line Boat	3 of 3	0930 – 1700	0930
Protest Committee	1 of 3	1530 – 1700	1600

Sunday	Still Needed	Time	Briefing
Committee Boat Assistants	3 of 4	0930 – 1530	0930
OOD Box Course Monitor	1 of 1	1015 – 1430	1015
Finish Boats	9 of 10	1230 – 1430	1230
Protest Committee	1 of 3	1330 – 1500	1330

RECYCLING

QUESTION: Can the Club be more visible with recycling efforts?

ANSWER

March 2020 Committee Minutes

Environmental Policy: PC & DR had worked on this & walked round the clubhouse to determine what was needed where. Intending to be bold about announcing it. Josh Davies had offered to help.

The Environmental Policy was approved.

But Then...

Our attention turned to Covid-19 & this has not been picked up again

And Now...

The new Committee will pick this up, although sadly Pat has left the Committee & Josh is now at University

We need a new champion (either on or off the Committee)

DRAYCOTE RESERVOIR DRAWDOWN ENHANCEMENT (1)

- **Under Section 10 of the Reservoirs Act 1975, reservoirs are inspected every 10 years to identify any safety concerns**
- **In 2017, new guidance published regarding reservoir drawdown capacity, to protect against dam failure**

(Drawdown: the ability to lower water level quickly – to maintain safety of reservoirs & people living & operating nearby)

- **Latest inspection: drawdown facilities at Draycote do not meet current guidance; works required to remedy this**
- **Works are a legal requirement; to be operational by October 2023**

DRAYCOTE RESERVOIR DRAWDOWN ENHANCEMENT (2)

- **Ground investigations will start in November**
- **Planned works starting in the early summer of 2022**
- **Works likely, in total, to last over a year**
- **But parts that affect the water depth due to last only 3 months**

- **Intention the water will not be lowered more than 3 metres below 'full'**
- **That is about what the level is now**
- **But a potential risk that it might go lower**

- **Still haven't finally decided how the works will be done**
- **We have put some initial markers down for potential compensation if goes below 3m from full capacity**
- **A legal requirement; there's not much we can do about it happening**
- **But we can work closely with Severn Trent to mitigate the disruption**



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