

Brabyns Tennis Club AGM – 2017

31.01.18

Minutes

Committee Members Present:

Derek Waterfield, Andy Baggott, David Summersgill, Kenan Aslanagic, Nevil Tideswell, Karen Booth, Sarah Sofla.

Club Members present:

Andy Makowski, Mike Barber, Ben Gregory, Janet Briggs, Jill Bedford, Lynne Waterfield, Scott Herrington, Helen Cook, Natasha Sofla, Peter Hall.

1. Welcome:

Derek opened the meeting 7:30pm

2. Apologies:

Kerry Baggott, Kieran Baggott, Bernie Whitaker, Margaret Wright, Sarah Ogilvie, Anne Steele.

3. Minutes of the 2017 AGM:

3.1 Approval: Lynne Waterfield seconded the approval of the minutes.

3.2 No matters arising from the last AGM.

DW referenced reports from the members of the Committee,

4. Management Committee Report

DW said that all members should have seen reports (posted on the club website). DW said that it has been a quiet year but the club is still looking for funding to replace the clay courts. Leave to individual reports to explain matters. DW passed to Andy Baggott to present the Finance Report.

5. Finance – Andy Baggott:

- Financial year runs to Sept and it doesn't tie into club year.
- In the financial year to September 2017 overall income was just over £24,000. This is comparable to the previous year (September 2016).
- By far the biggest element of income is member's subs.
- In the year to September 2017 more than £21,000.

- Dependent on this to cover the cost of running the club.
- The previous year to September 2016 we had just over £21,000 making it comparable to this financial year.
- However, element of timing (as highlighted in last year's AGM) £1000 subs from previous year, collected October/November 2016, now in this year. This is due to drop in club membership. 3 years ago good GBTW, which attracted new members, and this hasn't happened to the same extent this year.
- Highlights the importance of member's income and that we need to maintain the overall membership income. E.g. any full adult subscription is about 1% of overall full subscription income therefore the loss of just 10 full adult members would mean the loss of 10% of our income.
- We need to maintain the levels of full adult members.

Regarding expenditure:

- Total expenditure was £21,600, this is consistent with the expenditure in 2016 (@£21,400).
- Main expenses courts and surrounds, £9500 to Sept 17 compared to £7,300 in previous year.
- Main single element remains the maintenance of the clay courts, £5500 expenditure – clay weed killer and general maintenance and that doesn't include the time element. This is one of the reasons for looking at replacing the clay courts.

Courts and surrounds:

- Costs to Sept 2016, £1900 on floodlights £640 on lopping trees. This year, September 17, we have spent £90 on lights and nothing further on the trees.

Maintenance on club and surrounds:

- we need to make sure that within the club we do as much work as we possibly can ourselves. If we don't then we need to bring in external parties, diverting money from other areas.
- Peter Farrell has taken over management role and we need to make sure that we get a maintenance programme in place so that we don't have to divert money into that area.

DW: said that the high cost of the floodlights last year was possibly due to the fact that they were put in 20 years ago and showing signs of age and may need more maintenance in the coming year.

- £11,000 spent on equipment.
- £660 on engine for roller, which helps to ensure that we are maintaining life of courts for as long as possible.

A recent development, highlighted this year, is that there is more cost associated with maintenance/management of artificial clay courts.

- We have had to buy sand, £2,700, Sept financial year a cost we knew about. But more needed to be spent on maintaining them.
- Other people have had to be brought in to maintain them.
- Committee agreed to pay £2,940 costs for cleaning the courts.

One day left to have job done with hope of extending the life of the courts. Time will tell. Significant costs could be incurred if they aren't looked after.

- This cost would come into the 2017 financial year.

AB: Need to ensure sufficient money coming in to cover on going costs.

Club reserves:

- Bank balance at end of financial year is @ £13,000. Lower than predicted due to extra costs relating to the artificial clay courts and drop in membership. We have money in the reserves over 6 months in costs if we don't bring more income in. Don't have significant reserves for major expenditure.

Court 5-7 update:

- Loans are coming to an end August 2018; this was a 5-year cycle.
- Achieved the aim to use club funds and an element of LTA loan and members loan and have made repayments for these.
- Artificial courts will need replacing and the plan was to generate an additional £2,700, in first 5 years and once we'd repaid the loans we would generate close to £10,000, in additional funds, in second 5 years to replace courts 5-7 in 10 years.
- However funds are not where we want them and due to drop in funds we need to extend the life of the courts

DW said that LTA require a sinking fund £5000-£7000.

AB: agreed that LTA require a sinking fund to cover cost of future court replacement. The LTA will want to see that we have the funds to replace the remaining courts. Have to show that we are self-sufficient. If we needed money we have to have a plan to show this.

DW: 50% loan and 25% grant.

PF said that at the moment the LTA is only granting loans unless we go into one of the bids where we collaborate with other clubs. Only 12.5% is being offered.

PF said the LTA are not giving loans unless involved in Transforming British Tennis initiative, grants are only available if are included in the bid and then only 12.5% is available. Sport England isn't an option for us

AB said that both Peter Farrell and Anne Steele have done a lot of work over the last 12-18 months investigating available grants/loans. Conclusion is that grant money isn't available to us. As we are an established club and not in dire straights this kind of grant isn't available.

AB said that the conclusion from assessing the financial position is that we can't afford to commit to going forward with replacing the clay courts (1 and 2) with an artificial surface. The only viable option is two Tarmacadam courts (1 and 2) followed by artificial courts later if funds allow. Tarmacadam is a stepping-stone

to move forward to having two usable courts. So the intention is to get an application in for this option.

Peter Farrell report on replacing courts 1 and 2:

- Replacement of Courts 1 and 2 using Growing the Game funding is the option available (see PF report).
- 50% loan available and next LTA funding meeting is in February and from PF conversation with Sam (LTA) re our draft he is positive about our application, some minor tweaking needed.

Costs £41,000 we need to find half (we need half from club members loans) and we have £14,000 guaranteed we need another £6000 club members loans.

- PF is looking to first stage of replacing the courts 1-4 eventually with artificial clay and hopefully with floodlights.
- We are at the first stage.

AB said that we have maintained payments of loans over the last five years and any new members loans shouldn't carry a risk.

DW thanked AB and PF

DW asked if any questions – none arose.

DW asked Kenan if had anything to add – Kenan didn't.

Facilities Report: Peter Farrell:

Facilities:

- Thanked Derek Waterfield for his work over the years.
- PF spends half a day a week here but realizes that he needs more volunteers and a more structured approach to get ready for the summer season.
- Replay Maintenance Company – 3 days in December but only one day has been done where they removed moss. The second two days were to go over the rest of the courts; clean cleaning them by drawing out grit. But this wasn't so successful.
- Day 2 was cancelled due to frost – new date not given.

DW need dry weather before going ahead with the cleaning.

PF put off to March.

PF work not paid but it is budgeted for.

LW: Are they removing sand?

PF said not, as it is recycled through a machine removing any dirt/debris.

PF said that the padlocks need replacing with system with numbers; Nevil Tideswell will go over that in his report.

PF debated the best way to drag the bottom courts to clean them:

- Cut carpet in half and put a rubber hose over the string to make them easier to pull.
- Aussie clean sweep for leaves only and they are not effective.

DW:

- Need more people to regularly brush courts.
- Needs more than occasional attention.
- Need weekly use of machine.

DW thanked PF

Membership Report: Nevil Tideswell:

- We are down by 82 members – seniors are down significantly and the U18s.
- We use Clubspark and transfer members over from previous year to the new year.
- A number of members shouldn't have been transferred over and this has made this years drop look bigger. It should probably be about 20 less.

As a sample of why members leave:

- 6 lost interest
- 7 unable to get down
- 3 preferred other sports.

17 members last paid in 2015-2016 and 18 last paid in 2016-2017.

We need better marketing to attract new members – website and marketing to encourage young people to stay on longer.

GBTW was not as successful this year.

AB - GBTW good attendance but people not joining. We need to assess how we can get people to join before leaving.

NT wondered how many come down but don't pay?

NT tags not sent out last year due to cost (£300).

- Will reintroduce, as some members wanted them back.

- New tags will be fobs where a code will go onto a fob for the padlocks on the gates.
- New members will receive a clubhouse key and key fob – which will be handed back if they leave; as it remains ours.
- Intro new membership asap. Once it's been approved.
- Members can pay before season not half way through.
- Members won't know the code for the gates until they pay.
- Code and padlocks will change May 1st
- Membership increases for next year:

DW asked NT to do this after David Summersgill's report.

Tennis Manager's report:

DS: successes in competitions:

- Winter league 2nd team last season won their league and have been promoted to Division 1.

Summer League:

- Ladies 1 won Division 2 last summer (2017).
- Men's 2nd team was relegated and has now gone down.
- Men's 4th team has been promoted.

Ageon League team won the County League and won the regional play off so will be playing in tougher league.

Acton Cup - just lost, but as Scott said, it was a tough competition.

Veteran's did well but not able to put together a Ladies Team.

See report for other details (available on the club's website).

Club tournament fewer entries making a different mix to last year and on Finals Day we had good weather and some good matches. In future we will run tournament over a longer time with 23rd Sept for Finals Day, invitations to go out late April/May.

DW thanked David for his report.

Social Secretary Report: Mandy Green

MG social secretary: see report

Asked if are people interested in just social events? Or do they want evening tournaments plus food. Vote carried for both types.

Jill Bedford thanked Mandy for the Friday lunchtime tournaments both for organizing them and for the presentation.

DW thanked Mandy for her report and then handed back to Nevil Tideswell.

NT – Referred to his report:

- One area of focus is we need younger members and we need to keep them.
- Spoke to younger members who have less disposable income.

Proposed that:

- Intro under 25-membership rate - £80
- Intro under 15 - £60 to stop price increase going from £40 - £80 in one go.
- U11 - £40
- U15 - £60
- Keep U18 at £74.

We are the only club apart from Mellor who have parent/guardian group so have introduced an U15 Parent/Guardian group @ £40

Regarding considering the other membership categories, NT checked out 7 local club websites (Bramhall Lane, Heaton Mersey, Bramhall Park, Davenport, Rycroft, Poynton and Mellor) for comparisons of subscriptions. This highlighted a difference in one particular area, with only 2 having a senior citizen group. Heaton Mersey charge £80 but they have food and drink and permanent bar/food staff. They pay more for food and drink than here. Mellor have £15 discount only on full rate.

Proposal: to roll the Senior Citizen into the Senior Membership rate and to drop the Senior discount rate making one rate of £210.

Lynne W:

- In favor and thinks Senior Citizens shouldn't pay less.
- Against such a big increase all in one go.
- Phase it in over 2 years. Better way to introduce.
- Agrees with the proposal but not to put such a big increase in one year.
- From a marketing perspective it is a kinder way to do it.

NT – alternative to increase by 50% instead?

Senior membership rate begin at 65?

Mike Barber suggested an alternative; to make the Senior Citizen rate from 70 years in line with other national increase in other areas.

KA said that at the last AGM we discussed it and it resulted in a minor increase. People in that category agreed to it.

MG: older members enjoy weekday membership?

NT: We need to consider the future cost of courts.

DS: fairness; should we let people pay less due to their age? We want to encourage younger members and support them financially.

AM: should apply the increase in first year to make Senior Citizens the same as Seniors.

DS: concern would be if it causes financial difficulty then the club could take that into account on individual cases.

P Hall said that might make older people drop out as a result.

Lynne W worried about the effect on members – from a marketing viewpoint a softer approach might be a better way to proceed.

KA suggested a two-fold approach: put up age and smaller price increase?

MG said that seniors might choose Weekday Membership once they stop playing matches, as it's cheaper.

Peter Hall pointed out that 4 of his group are members of more than one club.

NT suggested different proposals were thought about to put to a vote, for example: –

1. Increase by full amount.
2. 67% full amount 35% increase = mid stage.
3. Increase age to 70 from next year and increase by full amount.

DS suggested spreading the increase over 2 years

AB should consider both the money and fairness – is the discount for no other reason than always been done?

NT: 50% increase = £189.

Lynne W noted that there aren't many members most affected here this evening.

PF:

- 100% behind this proposal but asked how we introduce it?
- Staging it over 2 years is fair.
- Should remove the age category making it simpler for the Membership Secretary to manage.

Nevil asked the members present to vote with a show of hands what they would like to do. From discussions, 4 proposals that were agreed as to be put to the members:

1. **Proposal:** Full increase - **one vote** - **Andy M**

2. **Proposal;** increase the rate by 35% over 2 years - **10 votes received.**

3. **Proposal:** no change - **no votes.**

4. **Proposal:** 3% increase - **no votes.**

Vote carried – to increase the amount paid by Senior Citizens by 35% over 2 years.

KB asked about Family Membership up to 18. Can this be increased to include people in full time education? People might not keep paying for students and as a result not renew family membership.

NT said that Family Membership is the biggest category and great value if 4 family members play but if some don't for whatever reason then it becomes expensive and people change their membership resulting in a big loss to club finances.

NT proposed leaving it the same at the moment, as we haven't discussed it committee meeting.

Jill Bedford:

- Keep Family Membership as much as can, as it's a positive feature – and keep couples too
- Thinks we should have a bigger increase for the Senior Membership by more than 3% to £250.

DW said that last year the Senior Membership should have gone up.

NT until this year two tears of membership but this didn't work out as planned. New members who came in late paid more than existing members. People didn't pay on time and claimed discount.

AB agreed with Jill that the costs of the club have gone up.

NT out of 7 clubs we are 3rd highest.

PF risk of people will go elsewhere.

KA larger membership elsewhere keeps cost down.

Jill B standing still at 3% increase.

Nevil T said that £204 last year and £210 now.

MG increases to £220?

NT said that the courts need sorting before we increase membership as we only have three courts to play on all year round.

AB we need to replace courts to be able to market ourselves as having at least five courts available all year round.

DW:

Vote – Increase the Senior Citizen rate within 2 years.

NT Senior Citizens increase by 35%

Proposed by Helen Cook and Seconded by Peter Farrell.

Vote carried

NT said that people who pay by installments should pay extra because of admin – increase all installments by 10%.

DW said that would be added as a rider to the main information going out about increases.

Election of Honorary Officers:

DW – viewed nomination form.

Voted and carried.

Honorary Secretary: Sarah Sofla.

Finance: Andy Baggott.

Membership Officer: Nevil Tideswell.

Tennis Manager: David Summersgill.

Junior Development Officer: Kenan Arslanagic.

Facilities Manager: Peter Farrell.

Head Coach: Kenan Arslanagic.

Social Secretary: Mandy Green.

Bar Manager: Karen Booth.

DW proposed Joint Captains: Andy Baggott and David Summersgill share this role and have done it before. They are both suited to this role and have already been working as a team and in good hands.

DW asked for a vote on Andy Baggott and David Summersgill becoming Joint Captains.

Vote carried.

DW we need Marketing and Development Officer

Nevil T nominated Natasha Sofla

NT said she'd be willing to do this despite her lack of experience.

LW proposed and Jill Bedford seconded.

Vote carried for all other members.

Natasha said she would be leaving in September 2018 to do her Masters Course.

9. Any Other Business:

Kenan:

- Move the membership year, which runs from April to March, as people are put off since the weather isn't so good.
- We should move to July 1st?
- Better time of year to get people to commit to joining the club once the better weather starts.
- Season starts 15th April.
- Some members don't pay till June anyway.
- Recruitment drive occurs in May, June and July, which is successful in getting people to join, but keeping them is a problem when the renewal comes through at the end of March and they haven't played during the winter months.

DW suggested end May or 1st June.

KA 1st April too early and we should make it May.

DW said that, according to the rules, we'd need to hold an EGM to discuss this change.

KA said that new members initial interest isn't sustained.

DS said that you could tell from spreadsheet who has rejoined.

Meeting closed 21:11pm