



ANNUAL REPORT

2016

PRESIDENT'S REPORT

Jeremy Goulding

Here is your information pack for the AGM including the 2016 Management Accounts.

Once again you will see that the club's finances are very strong and many thanks must go to Finley, Philip and Peter Gooch for their stewardship over the last year. One of the more obvious results of expenditure that we all see and enjoy is the refurbishment of the bar area and for that we also owe special thanks to Richard Smith and the contribution he and his company made both financially and practically with the speed, timeliness and great quality of workmanship shown in the short time that work was carried out – thank you Richard.

The activities of the Club and the Committee over the last year have been dominated by the tennis coaching renewal. One of the documents in this pack reports an extremely positive outcome extending the TT Tennis contract, with special thanks due to Steve Reilly, Andy Ewings, Colin Selby and Tom Therrien for taking the time to come to an agreement that will work for everyone for years to come.

I am personally very sad that Finley will not be standing for re-election to the Committee again in 2017 as Finley has made a real difference. The last five years with Finley as Chairman has been a period of great progress for the club and I want to put on record thanks on behalf of us all for the time that he has given and the tremendous work that he has done. With such a strong financial platform now supporting us, it will be for the new Committee to propose and drive forward the club's development both for our playing and non-playing facilities and I look forward to working together with those taking an active interest in this to deliver continued improvements and keeping Lansdown as one of the most attractive places to come and play your sport.

Many people give up their time to help at the club. Whether that is on or off the committee, their efforts are very much appreciated and we are grateful for the contribution that they make. The AGM is where we formally elect the Committee under the constitution and rules of our members club – so if you would like to be at the heart of the club's development for the coming years I would strongly encourage you to put yourself forward for election.

The information pack following gives you an update of all activities at the club over the last year, the Accounts and everything you need for the AGM.

I look forward to seeing you in the clubhouse at 7.00 pm on 11th May.

TENNIS COACHING CONTRACT

Andy Ewings, Steve Reilly, Tom Therrien, Colin Selby

After the EGM on 17th November 2016 where it was voted to keep the tennis coaching service outsourced to a 3rd party, Steve Reilly and Andy Ewings were given the mandate by the committee to negotiate a new contract renewal with TT Tennis. The existing contract was due to expire at the end of January. Both parties felt that it was important not to rush the contract negotiations and as such a 3 month extension was offered to TT Tennis on the current contract terms.

During the first 3 months of 2017 there were numerous meetings between Steve Reilly and Andy Ewings (representing the committee), Tom Therrien and Colin Selby (representing TT Tennis) and Philip Torjussen (representing the club). These meetings were conducted in a positive, progressive manner with a joint goal of reaching a satisfactory conclusion to the 3 main points that were in contention prior to the EGM. These were broadly:

- 1. Financial Remuneration**
- 2. Administrative Control**
- 3. Brand**

We are pleased to report that the club has come to an agreement on all 3 points above and are ready to sign a "heads of agreement" document with TT Tennis to continue coaching at Lansdown for a further 5 years. Details of the agreements surrounding the 3 points above are as follows:

1. Financial Remuneration

Prior to the EGM TT Tennis submitted a proposal so the committee for consideration should the coaching remain outsourced. The committee have agreed to these financial terms in their entirety subject to possible renegotiation points after 18 months and 3.5 years during the contract. In summary court fees for coaching of individual, groups, and camps have been significantly increased. Based on the proposed agreement Lansdown would hope to gain around £15,000 per year from coaching court fees.

2. Administrative Control

One of the key requirements of the committee was to know who is using the facilities of the club at the point of use. The facilities are our assets and the club has invested, and continues to invest large sums of money into their upkeep and continued improvement. The committee felt that it was important that the club knows who is being coached and a basic level of information about them. With this information the club can achieve 3 main goals:

- a) To ensure the safeguarding of people using the club, particularly minors
- b) To ensure that the club is getting a fair share of the coaching revenue.
- c) To gain valuable marketing data in order to try to achieve new members

It has been agreed by TT Tennis to provide to the club a register of all participants signed up to group and camp coaching prior to that activity occurring. Any changes to that register as the camps progress will be supplied weekly. Individual lessons will be booked through the booking system and information of the individual provided to the club. We are looking at expanding the booking system to allow this information to be provided at the point of booking.

3. Brand

This was the easiest of the 3 points to reach an agreement on. All parties agreed that whilst it was TT Tennis delivering the coaching most people being coached primarily associated the coaching with the Lansdown Club. To this end it was agreed that all marketing and information being circulated by TT Tennis with regards to coaching at Lansdown should be done in conjunction with the club.

TENNIS/ TENNIS COACHING

James Scully, Steve Reilly, Tom Therrien

Volunteers

It might seem a strange way to start but that's because volunteering is one of the key areas where we need more support.

Firstly, we would like to thank all our existing volunteers who help in so many different ways to put on events, look after the club, run teams, etc. However, we really need more helpers – there are a lot more events and opportunities we could offer to the membership if we could find more volunteers. Could you help spare a few hours to assist with the club tournament, run a social tournament, help with match day BBQs or meet and greet potential new members on open day? We're not asking for you to help on multiple events / occasions, but any help would be appreciated. **Please contact the office if you'd like to find out more.**

Clay Courts

It's great to see so many members enjoying the clay courts and we've heard a lot of people talking about how their games have improved because the new surface offers longer rallies. Please ensure that you continue to brush the courts before every match, this is very important to prolong their life, as well as giving you a smooth playing surface.

Floodlights

As you know we've had a few issues with the lights, but two additional floodlit courts will make a tremendous difference to our evening playing opportunities.

Club Tournament

A very successful event with good participation, we'd like to thank our sponsors, Carter Jonas and Talking Wines for providing some excellent prizes.

Social Tournaments

Many players enjoy the social tournaments but we rely on volunteers to organise them. We'll be running more of these events this year, including Family, Box league and Halloween events!

Team Tennis

We've seen some very good all round team performances but particular mention should go to our Men's Aegon 1st team who maintained their position in the National league, an impressive result considering the high standard - only 32 clubs in the country compete at this level! Our next home matches are on 7th May and 18th June so please join us if you'd like to support the team. Once again, we are very grateful to have Charlcombe Homes sponsoring our Aegon teams.

We're always on the lookout for more players and organisers across all teams so let us know if you are interested in playing or helping.

This year we've introduced a weekly team practice that has seen good participation and will continue to run on a Thursday evening.

Bookable / Free Play Courts

We've updated the court bookings so that Courts 3, 4 & 5 are the bookable options. This ensures that the end courts get as much play as the courts nearer the clubhouse. We have lots of requests for more / less bookable courts but we think we have the right balance at the moment, particularly with the new floodlights offering more bookings in winter evenings.

Carter Jonas Box Leagues

As always the box leagues are a very popular with around 100 players competing. This covers a wide playing standard across all levels. New players are welcome at any time.

Tennis Coaching – Tom Therrien

2016 proved to be a very difficult year for the coaching team off court and I would like to thank the Lansdown membership for the huge show of support throughout the year. On court the coaching remains very popular, recording our highest levels of player retention ever.

The big staff change has seen us lose Ricky Reardon from the coaching team after 11 years at the club. Ricky has been a superb coach for the club helping the coaching grow and bringing literally hundreds of players into the game of tennis at Junior and adult level. Ricky is a top level club pro and will be sorely missed, however he has a very exciting opportunity at the University and is already getting stuck into the role there, good luck Ricky!

We have also seen the return to the team of Shaun Hitchcock who will be bringing his famous enthusiasm back to the court and hopefully it will entangle many of you in the coming year.

So looking ahead tennis will continue to design innovative coaching programs to maintain the high standards we expect and look forward to working with the club to develop an annual tennis plan, which I am confident will mean better tennis opportunities for all Lansdown members.

SQUASH AND RACKETBALL REPORT JULIAN MOORE AND PHIL COONEY, JOINT SQUASH SECRETARIES

Team Squash

Mixed fortunes for the Ladies team who won the Spring League and finishing 3rd in the Winter League. They will be involved in a play-off to decide the BAD squash winners which will be held in mid-May.

The Men's teams have had an indifferent season. During the Winter League, Lansdown A won promotion to Premier A but unfortunately they were relegated back into Premier B following the Spring League. Lansdown B showed more consistency finishing 6th in Premier C in both the Winter and Spring Leagues. Lansdown D fared better finishing 4th in Division 3 in the Winter League and finished 1st during the Spring League, they will be in a play-off to decide the BAD squash Division 3 winners.

Tournaments

Successful tournaments, sponsored by Bath Ales, were held during the year with a good number of participants. The results were:

Club Handicap:

Winner: Dan Grey
Runner-Up: Roger Green
Plate winner: Julian Moore
Runner-Up: Richard Smith

Club Championship

Winner: Will Kingwell
Runner up: Andy Ewings

Grade B: Winner Julian Moore
Runner-Up: Nigel Thomas

Grade C Winner: John Croker
Runner-Up: Charlie Ramsey

Ladies Championship:
Winner: Pippa Green
Runner-Up: Carolyn Chennells

Club Racketball Championships. The Club Racketball Championship was very well received with 28 entries showing the continual popularity of Racketball.

Winner: Will Kingwell

Runner-Up: Rich Colman

Plate competition Winner: Oscar Wain

Runner up: Julian Moore

We are very grateful to Bath Ales for their continued sponsorship of our events.

Squash Coaching

Rich Colman has left the club after 7 years as Head Coach. We would like to thank Rich for his commitment and dedication to the growth of squash at Lansdown in particular with the juniors.

We would like to welcome Elite Squash who have taken over the coaching activities from Rich. Elite Squash have a proven track record of success and we are delighted to be in partnership with them. Elite will look to grow the program and will provide coaching, demonstrations, exhibitions, squash clinics and tournaments. It is an exciting time for squash and racketball at Lansdown.

GROUNDS AND CLUBHOUSE REPORT DAVID BARNES

This report sets out to convey the overall works carried out over the past year and the forward planning by the Committee, General Manager (GM) and myself the Facilities Manager (FM) to improve the Fabric and Facilities of the Club going into the future.

The Club in its entirety (building / grounds) needs constant attention, problems identified and action taken. New projects planned, contracts let, due diligence shown in bringing all to fruition.

We have a tradesman on board to carry out general small works, as and when needed.

Maintenance contracts are in place for our mechanical and electrical services (M/E) and legionella testing of our water systems. To compliment this we have also robust procedures in place for the everyday running of the club.

There are seven categories as set out:

Major Works, Minor Works, Maintenance, Inspection, Forward Planning, Outstanding Works and Voluntary Services.

Major Works

Tennis: New electrical cable laid from building main power intake to court 4. New pillars and floodlights installed completing the programme of floodlighting all courts 1 to 7. Initial teething problems overcome. During this exercise new slabs were laid where deemed necessary.

Squash: New Light Emitting Diodes (LED's) installed on all Courts. Wall in court 2 re plastered and repainted.

Lounge: New Bar installed with ambient lighting (first part of the forward planning for the lounge).

Minor Works:

Car Park holes filled in and lighting enhanced.

Mound of cuttings behind Court 4 east wall cleared.

New hot and cold (H/C) water saving faucets installed in men's and ladies changing rooms.

General small works carried out as and when necessary.

Maintenance:

Squash Courts Roof. Roof membrane cleared of all debris and inspected by our accredited engineer (sound). Report submitted for insurance and guarantee purposes.

East Boundary Club Wall (Richmond Road) in progress to be accredited by our appointed engineer. Report to be submitted for insurance purposes.

Annual Mechanical and Electrical (M/E) contractual works and inspection carried out by our accredited (M/E) engineers.

Annual legionella testing of our water systems carried out by our Accredited Laboratory, report submitted.

Grounds and Croquet Lawn maintained by our appointed Groundsman.

Inspection:

A full inspection of the building inside and out has been carried out by myself, Facilities Manager (FM) identifying immediate or possible future problems.

New containment pot or similar to be installed on down pipe from squash court roof central drainage valley.

New catchment pot or similar to be installed, outside drainage down pipe from mezzanine roof, adjacent to rear corridor exit/entry door.

Squash Courts 2 and 4 east wall. Vertical crack from top to bottom, air bricks missing. Remedial work required to address the situation.

New blending valve under ladies sinks to be replaced.

Lounge windows (south) 3 no lost vacuum (to be monitored).

Summary.

Generally the club house and grounds are in good condition.

The Plant Room which is the unsung beating heart of the club is inspected regularly and resuscitated when needed so as to keep our essential services running 24/7 for the benefit of our staff and members.

The grounds and courts are in good shape for another year and with the constant gardeners on the scene the grounds this year do look magnificent again.

Forward Planning (Committee)

General Manager (GM) to update on ongoing plans, enhancements and improvements to the Club.

Outstanding Works.

Squash Courts. Ceilings to be painted, due to repositioning and fitting of New (LED) lighting.

Voluntary Services.

Gardens maintained and enhanced every year by our dedicated Constant Gardener's David Blake and Barbara Gooch.

Conclusion.

This has been a very interesting and challenging year. Enhancing the Clubs Facilities while keeping on top of all those everyday mundane things that keep the club ticking over and also but not least identifying improvements that would benefit the Club.

I therefore submit this end of the year report to the Committee.

CROQUET REPORT
JEAN WILSON

I am pleased to report that it had been an enjoyable year for croquet, especially as we have had a consistently good number of members. No one left during the year and we welcomed one new member, Elaine Highton. We ended the year with 39 members but unfortunately, 3 members have recently moved away from Bath and a 4th member is resigning due to health problems. Therefore, we need all members to find some new croquet players!

I would like to thank Clive for continuing to maintain the lawn to a high standard and enabling us to play for most of the year, in spite of the weather and damage caused by a vehicle alongside the lawn.

We enjoyed 4 friendly matches this season. Unfortunately, we lost three of these but pleased to report that we won back our trophy from Urchfont.

Our annual competition with tennis and squash members was again very successful, with a good number of players coming along and finishing with a barbecue cooked by our club Chair, Finlay.

More players than before signed up for our club singles and progressive doubles matches which ended with a delicious barbeque. We hope for even more players this year, making it necessary to hold the tournaments over two days.

Nearly 30 members and guests attended our Christmas dinner in the Clubhouse and we are grateful to Jo and her staff for all their hard work in providing an excellent meal. The Christmas meal will take place on Saturday, 25th November this year.

The Croquettes, our quiz team, still take part in the monthly quiz evenings and have been known to win, and often come second. The hope is that another team will join them.

I feel that this has not only been an enjoyable year, but it is very encouraging to note that more people have played more often than previously and we have played more friendly matches. The hope is that this trend will continue to grow.

SOCIAL REPORT

There is no formal social committee but with the help of some volunteers, we had a very successful spring party, thanks to Carter Jonas for sponsoring the decoration of the clubroom. In addition, an enjoyable Christmas party was arranged along with numerous member parties and events. The normal quiz evenings were also very popular.

If you are willing to devote some time to help to organise social events in your Club, please contact the office because this will not only encourage members to meet socially but it will improve the income which will always go towards making the Club a better place.

TREASURER'S REPORT PETER GOOCH

Another successful year for the Lansdown Club being able to show an operating profit of £71,696 despite spending large sums on sports and clubhouse maintenance.

Income was up in all areas but the cafe/bar made a slightly higher loss than last year. A lot of work went into increasing the use of the cafe/bar but the introduction of the living wage contributed to the loss.

Under expenditure the costs were significantly higher in the premises and the general areas. The premises costs were very much higher because of the need to refurbish tennis courts 1-3 and the bar upgrade. The court refurbishment should extend the life of these courts and the replacement will not be needed until 2019 at the earliest. The bar looks very good and further plans are afoot to improve the clubhouse. The extra costs in the general area were as a result of the increase in non-recoverable VAT which is as a result of the extensive work on the courts.

The club has been fortunate in receiving loans and a significant donation which has helped substantially with the financing of a lot of the work on the premises. Whilst our loans outstanding have risen to £111,000 we have been able to put another £20,000 into the sinking fund bringing the total to £70,000. Bath Council closing the squash facility at the leisure centre has brought in a number of squash players who are enjoying our facilities and it is hoped they will continue and perhaps bring in more members.

The budget for 2017 has been prepared and a similar outcome to 2016 is predicted. In effect the 5 year forecasts positive net cash flows in all years apart from when tennis courts 1-3 are replaced. Additionally there is good news on membership renewals which are currently better than in previous years.

As a result I believe the club can face the future with confidence and with very high quality sporting and social facilities.

GENERAL MANAGER'S REPORT
PHILIP TORJUSSEN

I have, in the past, started my annual reports with the phrase that 'it has been a difficult year' and indeed, this was again the case in 2016. Having said that, there were a number of positive things that happened which I am pleased to report on:

Cafebar

Jo has done a great job with the running of the café bar with a good choice of food at very good prices and we have been fortunate to have a number of staff who have shared our ideals. It has been a juggling act: Providing food and service for the members at prices that are competitive and fair whilst attempting to make a margin so that we can run the service at no cost to the membership. We weren't quite able to do this although we achieved good margins which we are very pleased with. We hope that with some improved pricing from our suppliers we can continue to provide a good service to the membership. In line with policies that have been agreed in the past, it would be easy to save additional funds by reducing the opening hours of the clubroom and bar. However, this would have a detrimental effect on the club and its general ethos and the committee believe, and I agree, that we should provide the best possible service that we can – even if it does lead to a small loss making position.

An important point to make is that with any price that we charge, please remember that we lose 20% of that income to vat. It doesn't sound a lot but when we charge £5.00 we are only receiving £4.00!

Office

It was a shame that Shirley decided to leave after the EGM in November and this caused some disruption from an administration point of view as Michelle didn't start until February. However, we are now making improvements and going forwards. Beth (from the bar) has also helped out in the office and this ensures that we are able to provide cover for most of the working week.

We have continued to do as much of the accounts work as we can to assist our accountants – which enables us to keep the costs down – and we are constantly looking at more efficient methods of working to help run the club more efficiently. Likewise, I am always talking to our suppliers to ensure that expenditure is kept to an absolute minimum.

Maintenance and Improvements

I have tried to stretch the budget as much as I can so that I can make improvements to the Club but this has been a challenge. Ongoing work will continue to improve the changing rooms and general decoration throughout but it is a slow process. We were delighted with our bar refurbishment which was planned in 2016 and carried out during the early part of 2017. We will be looking at some improvements in the clubroom during 2017 along with the showers and

décor throughout. We are also looking at improving the entrance to the Club to provide a better shop arrangement and adding security so that only those who are members can enjoy the facilities. We will keep you informed of this over the next few months.

Sponsorship

We have been very lucky to have some local firms who want to be involved with the Club and we ask that you patronise them as much as you can. Carter Jonas, Health in Bath, Charlcombe Homes, Bath Ales and Talking Wines have all been very generous in 2016 and we hope that we can rely on their support in 2017.

General

Our liaison with the LTA has continued to flourish with another grade 3 tournament being held here during last month which provided nearly £6300 worth of income

I have continued to attempt to keep you informed on a regular basis with what is going on at the Club and I hope that the newsletters are worthwhile. Interestingly, only 56% of people actually open the newsletter so we may be looking at alternative ways of communicating.

Thank you to the staff I work closely with whom I have come to rely on more and more as my time is sometimes stretched. Particular thanks must go to Finley Proudfoot who has provided invaluable support and will be sorely missed as I believe he will not be standing for the Committee next year. Thank you also to those members of the committee, who during the past year, have sacrificed a lot of their time to make improvements at the Club. It is appreciated.

I am always keen to hear from any members who have any ideas that may improve any aspect of the Club and as I have mentioned before, we are very short of help with regards to the organisation of social events at the Club. Do let me know if you are willing to help in any way!

Finally, I continue to feel privileged to work for the Lansdown Club and I hope that my efforts in 2017 will provide you with the service that you deserve.
