

The Lansdown Tennis Squash and Croquet Club Ltd

2018 Annual General Meeting

Thursday 31st May 2018

The meeting started at 19.05hrs

1. APOLOGIES FOR ABSENCE

Apologies were received from:

David Rhodes

Eleanor Bird

Ken Foulger

Sandy Bulleid

Fred Bumford

Anthony Griffiths

Anne Robins

Julian Moore

These were accepted.

2. PRESIDENT'S OPENING REMARKS

Jeremy Goulding welcomed everyone. Andy Ewing was introduced as the new Chairman and a welcome was made to Christine as the new administrative assistant. Jeremy told the meeting that the new tennis and squash contracts were in place and going well. 4 sub-committees were also in place, 3 of which were active, with many more members taking part in committees than previously.

Jeremy highlighted the success of both tennis and squash teams over the year including the 1st Team winning the Tennis Avon Summer league, mixed vets achievements, the ladies squash team winning the league for the third time in a row, Pippa Green winning the World Squash Championships in the over 55 category and Will Kingwell's achievements. Junior success was also celebrated with Annie Noyce becoming county champion in the U15 category and Oscar Lambert in the U13 age group.

Jeremy announced that David Blake and Barbara Gooch had been given a well-deserved honorary life membership of the club with the committee's full approval.

3. ADOPTION OF THE MINUTES OF THE 2017 ANNUAL GENERAL MEETING

The minutes were circulated and accepted by everyone at the meeting. Their adoption was proposed by Jo Joliffe, and seconded by Jill Kingsby.

4. MATTER'S ARISING

There were no further matters arising

5. TREASURER'S REPORT

Mark Groves spoke as the newly elected treasurer. He reported that the club was in a healthy position with a profit of 67,000 this year and a cash balance of £270,000 with 100,000 excess available to be spent on resurfacing of tennis courts. Food and beverage made a loss of £14,000.

Questions were taken.

The £850 fee for hire of the club for an LTA tournament was questioned by one member as being too cheap. Andy Ewing reported that Lansdown had been the recipient of LTA interest free loans and that the bar made a profit of £3,000 during the LTA tournament. Some members had expressed concerns during LTA tournaments about access to having a drink and to the carpark.

Katie Paul queried the £14,000 food and beverage loss and it was noted that the bar was largely supported by non-members who were benefiting from free use of facilities. Andy Ewings commented that alternatives were being looked into such as reduced bar opening hours and the use of vending machines. Average membership spend was £1 a month with a tendency for members to make a £30 voucher spend and not spend any more after this. Any significant change in operation in relation to the bar facilities would require a vote, In the past members had voted and agreed on 8.00 am to 8.00 pm opening hours. Andy pointed out that bar losses this year were already down from last year £4,500 at this point last year compared with £1,500 this year.

Mark Purcell commented that the bar facilities were what created the attractive atmosphere of the club.

Thoughts were expressed that the membership fee for the club was too high, comparable with London clubs. Andy Ewings replied that membership included squash and tennis and was cheaper than Redland Tennis Club and many members took advantage of both facilities.

Russel McDonough felt that a combined squash and tennis membership had led to a better feeling in the club. Liz Williams commented that overall the club still made a profit but others felt this was due to excessive membership fees.

6. MATTERS ARISING

There were no further matters arising

7. ADOPTION OF THE ACCOUNTS FOR THE YEAR ENDING 31ST DECEMBER 2017

David Banner proposed, seconded by Peter Jones

8. APPOINTMENT OF AUDITORS

Philip Torjussen told the meeting that the current auditors of the club were Barclay Hall Marshall. Their fees remained at £500.00. Tessa Lawrie proposed and Mark Groves seconded the appointment of the auditors.

9. CHAIRMAN'S REPORT

Andy Ewings said that Finley Proudfoot had left large shoes to fill. He highlighted the positive changes to the club house with Richard Smith's assistance including the new carpet and partition. New furniture would be purchased and more new carpets laid to continue to freshen up the club.

Andy reported on membership numbers which remained fairly stagnant. There were 17 new adult members but a drop in Juniors which is seasonal, so the club was 8% down on membership overall.

An amical agreement had been reached with TT tennis for a 5 year contract with an improved deal for the club. Net income from the tennis coaching of £3,500 had been received so far, and an expected income of £10,000 over the year, with no overhead/ risk to the club. There was an option to renegotiate the TT Tennis contract at the 3 year point. A similar deal had been reached with squash coaching.

Andy Ewings discussed the sub-committees' work – he himself did not have as much time as Finley to devote to the club and it was therefore positive that a greater number of people were involved in committees.

The development committee were considering options for a gym or undercover tennis facility, expansion upstairs and new front to the main reception area. Means of funding any development, such as LTA support, would also be looked into. Any proposals would need to be put to vote at an EGM.

The marketing sub-committee was being chaired by Mark Groves with John Morgan assisting. All sub-committees had the remit of retaining and increasing membership. Initiatives had included sending out flyers to the new Endsleigh housing development and providing raffle prizes and publicising the club at Widcombe School.

The Culture sub-committee aimed to increase accessibility to the club.

There was currently no social secretary and no one offered to take on this role at the meeting.

Articles and By Law changes were also being worked upon by committee members.

Andy Ewings thanked committee members and Jo and her team behind the bar for all they had done for the club in improving the service offered. Philip was also thanked for the additional hours he put in, beyond those required, for the betterment of the club. It was noted that Christine has recently been appointed in an administrative role and in the valuable role of chatting to and communicating with members, freeing Philip up to take on a more strategic role.

Questions were taken.

David Munn questioned why membership had not increased, why Lansdown didn't appear on the first page of a google search while Bath Lawn Tennis Club did, and why adverts were only a quarter of a page, despite the club being the biggest in the area. Andy responded that membership numbers were a concern for the club as David knew himself from previously sitting on a committee and that the marketing committee had a budget as needed. David requested a figure to aim for in relation to new members. Jeremy told the meeting that static membership numbers had been an issue for 15 years and the club were addressing this.

Anne Harwood felt it was important to attract younger members, such as university students home on holiday and incentivise them with reduced membership fees. Andy reported on the deals already available to the under 30's. Katie Pool agreed that there could be more affordable off-peak memberships. Susie Balme felt that long term plans should be in place to retain membership. Andy commented that new security measures and technology would be required to implement measures such as off-peak membership which he was in favour of. He also reminded members that there was a 'finders' gift' of £20 to be added to your clubroom card if members introduced a new member. Anne also highlighted that no one had contacted her / followed up when she left the club for a period and that this 'touchy feely' communication was important. Andy agreed that this should be improved.

Tess Lawrie pointed out the health benefits of membership and felt it was good value. Some members expressed concerns that increasing membership would put too much pressure on car-parking facilities. Jeremy agreed this would need to be addressed.

Mike Pullen raised an issue about the meeting's resolutions and felt they were repackaged previous resolutions that had been voted down. Andy said that the resolutions being discussed were still valuable and important to the club.

10. MATTERS ARISING

There were no matters arising

11. ELECTION OF THE COMMITTEE

There were no contested positions. Jeremy was moving into his third and final year as President. All other positions were elected on a yearly basis, we had nominations and were agreed by the members at the meeting. The social secretary position remained vacant. No one at the meeting offered to take this on and Jeremy said the committee would seek to find someone.

12. RESOLUTIONS

Resolution 1

'In the case of a member who has paid in full for the season from 1st March but is then injured and unable to play, a refund should be offered as well as the current extension /deferral of membership as an alternative'.

Andy noted the committee were not for the resolution preferring to leave it to the club's discretion to defer membership as a gesture of good will.

Jeremy called for a show of hands for Resolution 1. Members voted unanimously against it.

Resolution 2

'This resolution urges that members can have access to up-to- date information about; activities and status of actions of the club including;

The committees and sub committees, the administration, the articles of association and bylaws

Via the website, office task-lists, an email request to the administration and the committee chairs, the notice board and via clubroom folders.

A schedule of frequency of updating all the various appropriate information points to be compiled and made available by Aug 18.'

Marc Radley spoke and the committee endorsed the idea. Jeremy asked for a show of hands. The resolution was adopted with 46 plus proxies for and 5 against.

Resolution 3

'That while we understand that the governance sub-committee is currently redrafting the Articles of Association, the By Laws are also seriously out of date. We ask members to resolve that the committee immediately reviews and identifies the most obvious errors and anomalies within 8 weeks of this AGM and provides an interim update'

Grahame Smith spoke for the resolution.

Resolution 3 amendment

'That the committee reviews the By Laws and provides updated By Laws within 8 weeks of the approval of revised Articles of Association'

Jeremy asked for a show of hands. The amended resolution was approved 57 in favour, 5 against.

Resolution 4

'That members consider changing the renewal date for annual membership from 1st March to 1st June each year'

John Morgan spoke in favour of the resolution

Resolution 4 amendment

'That members ask the committee to consider changing the renewal date for annual membership from 1st March to the date that it considers the most effective for ensuring good cashflow and retention of members, and implements it for 2019 renewals.'

Andy spoke to say that in principle they will look at changing the date but would like to be flexible on the date and allow the committee to decide. A June date would be outside of the squash season but there were more tennis than squash members.

Jeremy asked for a show of hands. The amended Resolution 4 was adopted, 57 in favour (plus proxies) 6 against (plus proxies).

13. ANY OTHER BUSINESS

Lorna highlighted that as well as welcoming new members, a goodbye to members could be issued for example on the notice board. Lorna was aware of one member playing for a year after her membership had expired. A goodbye may help prevent this.

Barbara noted that people were walking through the back gate and this may be creating problems with non-members playing. Jeremy noted this.

14. PRESIDENT'S CLOSING REMARKS

Jeremy thanked members for their attendance and highlighted that following the next AGM his term would be at an end and that the club would be looking for someone to take on the President role.

Signed _____

Andy Ewings, Chairman

14th March 2019