

# WOLVERHAMPTON LAWN TENNIS & SQUASH CLUB

## MINUTES OF THE ANNUAL GENERAL MEETING

MONDAY 20 JANUARY 2020

Attendance – as shown in the Attendance Book

### 1. OPENING AND APOLOGIES

Ron Stevenson (RS) opened the meeting and welcomed the members.

Apologies had been received from: Tony Pinson, Daryl Clayton, Caroline Castle, Anthony Bagshaw, Liz Allen.

### 2. MINUTES OF LAST YEAR'S AGM AND MATTERS ARISING

The minutes of last year's AGM had been approved by the General Committee and were proposed by John Hollingsworth (JH), seconded by Steve Russell (SR) and approved unanimously.

Under Matters Arising, Simon Calrow (SC) referred to last year's minutes point 15, i and ii, and asked if all free and discounted memberships, and free staff memberships, had been approved and minuted by the General Committee. JH said they had.

### 3. ELECTION OF PRESIDENT OF THE CLUB

Ron Stevenson was proposed by John Hollingsworth (JH) and seconded by Graham Loader (GL). This was approved unanimously.

### 4. ELECTION OF THE CHAIRMAN OF THE CLUB

John Hollingsworth - proposed by RS seconded by GL and carried unanimously.

### 5. ELECTION OF HONORARY SECRETARY

John Reynolds (JR) - proposed by JH, seconded by GL and carried unanimously.

### 6. ELECTION OF HONORARY TREASURER

Graham Loader – proposed by JH, seconded by RS and carried unanimously.

### 7. ELECTION OF THE CHAIRMAN OF THE TENNIS SUB-COMMITTEE AND THE TENNIS SUB-COMMITTEE

Tennis Chairman: Steve Chilvers

Proposed by Neil Patel (NP), seconded by JR and carried unanimously.

Committee: Marc Hughes (MH), Karen Fletcher, Gregg Davies, Jonathon Whitehead, Emma Bolland, Simon Bird, Richard Downs

Proposed by NP, seconded by JR and carried unanimously.

## 8. ELECTION OF THE CHAIRMAN OF THE SQUASH SUB-COMMITTEE AND THE SQUASH SUB-COMMITTEE

Squash Chairman: Neil Patel

Proposed by Marc Hughes (MH), seconded JH and carried unanimously.

Committee: Cathy Grinsell, John Reynolds, Marc Hughes, Beth Grinsell, Helen Tottey, Allan Walton, Peter Roberts, Simon Newell, Kate Fuller

Proposed by NP, seconded by JR and carried unanimously.

## 9. ELECTION OF THE CHAIRMAN OF THE FITNESS SUB-COMMITTEE

Fitness Chairman: Nigel Mynott

Proposed by NP, seconded by JR and carried unanimously.

Committee: Paul Fothergill, Marc Hughes

Proposed by JH, seconded by GL and carried unanimously.

## 10. ELECTION OF BAR, RESTAURANT & SOCIAL CHAIRMAN

No Chairman at present.

Committee: Nikki Parkes, Gilly Dench, Neil Patel, Ally Birkett, Sarah Houghton

Proposed by JH, seconded by GL and carried unanimously.

## 11. ELECTION OF CLUB MINUTES SECRETARY

Lesley Calrow: proposed by MH, seconded by JR and carried unanimously.

## 12. ELECTION OF THREE FURTHER MEMBERS OF THE GENERAL COMMITTEE OF WHOM AT LEAST ONE PERSON SHALL BE A MAN AND AT LEAST ONE PERSON A WOMAN.

Lady Member: Judy Loader, proposed by MH and seconded by JH

Male Member: Dave Tilley, proposed by GL and seconded by JH

Male Member: Gregg Davies, proposed by MH and seconded by JH

Carried unanimously.

## 13. REPORT OF THE HONORARY TREASURER AND PRESENTATION OF ACCOUNTS

GL thanked the members for electing him and said he was expecting another challenging year ahead.

He then presented the accounts to September 2019, copies of which were available, and highlighted various points.

Muras Baker & Jones, auditors, have given the accounts a clean audit report.

Page 9 – shows a deficit for the year of £10,373, compared to surplus the previous year of £2,637.

Page 19 – shows underlying subscriptions are down despite applying a 2.5% increase. In real terms, a shortfall of £14,179 or the equivalent of 22 full playing members.

Indoor tennis has improved due to increased bookings and a better system for determining court utilisation. Sponsorship income is up and a vital part of income. Tennis coaching has shown a large increase due to better cash collecting, more participants and a reduction in costs. Overheads include increased administrative expenses due to and implementation of HMRC's new initiative Making Tax Digital.

Page 21 – bar surplus has decreased due to staff costs and poor purchasing. In the restaurant there were unexpected staff costs which resulted in a loss. Both the bar and restaurant had decreased margins. There is an overall loss for bar & restaurant.

Page 20 – a new electricity contract will hopefully reduce costs. Marquee events were disappointing due to fewer tickets being sold for the Sports Dinner. If these events are done again in 2 years, more planning will be required to use the facility, or the price of tickets needs to be increased.

Page 25 – cash generated was £81,727. The legacy from Dudley Shrive (Chippy) is to be used for improving disabled access in the club. Funds of £85K have been spend on improvements such as ladies changing rooms, conservatory, bar & restaurant, computer system, land purchase and costs to re-tarmac.

Page 10 – members funds are £1,183.483.

Next year we will be budgeting for a surplus of £5K. Rigorous control will be maintained on costs.

GL opened the floor for questions.

SC said the Club seemed to be spending a lot on staff and wages and asked if this could be consolidated, perhaps combining reception with the bar staff. GL said it would be investigated with NP the new facilities Manager.

NP said the challenge was to look at what the Club offers as compared with the cost.

Rie Brentnall (RB) asked what the reasons were for people leaving the Club. JH said they were always asked and the majority were underuse or moving away.

Nigel Grinsell (NG) said that bar prices were too high. GL said we are tied to Banks's for 2 years and also we do not have the throughput to get better prices. Rod Willetts (RW) said the aim used to be for 50% and GL said it ranged from 50-60%.

SC thanked GL for all his hard work in preparing the accounts.

The accounts were approved, proposed by RW, seconded by GD, and carried unanimously.

#### 14. ELECTION OF AUDITORS

Messrs Muras Baker Jones are to continue as auditors. Proposed by GL and seconded by JH. Carried unanimously.

#### 15. ANY OTHER BUSINESS

**Constitution** - Following the EGM on 28.11.19 and amendment to the Constitution, the resolution was proposed. Minutes have been circulated to members and no matters were arising

from them. SR raised the point that with 13 Directors for the Club in the new constitution, at the moment the quorum is set at 5 which seems rather low. He suggested raising this to 7 which is more than half. This was agreed.

The resolution was proposed by JH, seconded by GL and carried unanimously.

**Club Development Project** – JH introduced Neil Patel as the new Facilities Manager. He will be responsible for bar & restaurant, house & grounds, reception, marketing and membership from 6.1.20. Marc Hughes will cover the sporting side and help improve the experience of new members with the aim of helping member retention.

The Strategic Planning Committee (SPC) have used an architect to produce drawings for consultation with the members. The aim is to get feedback from the members and then hold a general presentation, followed by a Q&A session. There would then be an EGM in April/May and it will be properly costed.

Cathy Grinsell (CG) asked how the project would be funded. JH said no costs were available at the moment, however, there is £400K in the bank which includes the legacy, and the rest would be in the form of a bank loan and grants. JH said that new members were joining for the gym and from talking to several other large clubs, it was apparent that this is a common factor. RW commented that perhaps it would be sufficient just to change the equipment. CG queried whether any changes would retain gym members as they often changed for the best deals.

Judy Loader pointed out that the planned changes incorporated disabled access and a new reception at the front of house.

SC suggested asking the members for a loan and gave the example of giving a 6% return in vouchers to be spent at the Club.

JH reminded the meeting that the original plan fell through after the LTA pulled out and has now been scaled back.

After some discussion, it was agreed that the members required some idea of costs before considering the plans. JH will obtain a price for the proposed plan and then put out the drawings to the membership. He reiterated that nothing will go ahead without approval from the members.

JH asked for any further questions.

SR asked what information new members would be given following the changes to the Constitution/rules and JH said this would be discussed at General Committee.

CG asked about Angel Talbot and JH said this was no longer on the cards.

Karen Fletcher said the performance of the restaurant was disappointing and suggested a questionnaire be sent to members asking what they would actually like and what would encourage them to use the facilities more.

Helen Tottey said that far better communication from the restaurant was needed so that members know what is on offer.

SC asked about membership cards and JH said new swipe cards were being looked at.

Amun Samra said that more offers were needed to retain younger adult members, say 25-30-year olds. JH said this would be investigated and would have to go to an AGM. At this point it was

decided that it was such a good idea it could be voted on immediately and was it was passed unanimously to introduce a separate membership category (Under 30). This would be addressed at the February General Committee meeting.

Jag Samra suggested the restaurant do a weekly communication to let members know what was available. NP to action.

**Honorary Life Member** – Peter Jones proposed to give Honorary Life Membership to Graham Loader for his service to the Club. JH said this had already been agreed by the General Committee this was unanimously carried. GL expressed his thanks.

RS on behalf of all the members thanked the General Committee for all their efforts in running the Club. He asked that it be borne in mind that members of the committee are volunteers working hard for the benefit of the Club.

There were no further questions and the meeting closed at 9.30 pm.