

CHICHESTER YACHT CLUB LIMITED

Minutes of the 43rd Annual General Meeting held at
the Club, Chichester Marina, Birdham, Chichester, West Sussex, PO20 7EJ
on Sunday 27th October 2019 at 3 pm

Dr Tony Mobbs, Commodore and Chairman of the Board presided.

81 members were present, no Proxy Forms were received.

31 apologies were received.

The Meeting opened at 3 pm.

1. The Honorary Secretary opened the meeting.
2. The Chairman welcomed members to the Annual General Meeting of Chichester Yacht Club Limited.
3. **Resolution 1:** The Chairman asked that the Minutes of the AGM held on 28th October 2018 be received and adopted as a true record. Propose by Robin Hamilton, seconded by Joe Baker and confirmed by a unanimous show of hands in favour.
4. **Chairman's Report of the General Committee**

The Chairman presented his report as follows:

It gives me great pleasure to present this report of the Club's activities and position for 2018. As you may recall 2018 was a year of two halves. The year started with the "Beast from the East" with the coldest temperatures for years, to be followed by one of the hottest summers breaking all temperature records.

Also 2018 represented the second year of our 3 Year Club strategy to return the Club to a successful, thriving and sustainable sailing Club. We developed an overall vision to be recognised as a leading sailing Club both locally and within the Solent. To achieve this vision, we developed 4 main strategic objectives:

1. to increase the membership to 1100 by 2020
2. to establish the Club as a centre of excellence for training and development
3. to ensure the Club is sustainable going forward by investing in the Club's infrastructure
4. to increase the revenue and profitability of our non-membership income streams.

As a Club, we are not exempt from various government initiatives. In 2018 we had to become compliant with the new GDPR guidelines. I would like to thank Philip Brown who took the lead for us, supported by legal advice from Kate Williamson. I am pleased to say we reached compliance within the government's time period.

In early 2018, we decided to refurbish the kitchen and food preparation areas of the Club by replacing an ancient extraction system and replacing the flooring. This has meant that food orders could be delivered faster and also improved the efficiency of our functions catering. Due to our increase in coffee sales, we also purchased a new coffee machine to improve both the quality of the coffee and to extend the range of our beverage offerings.

Outside the Club, we continue to invest in the gardens and foreshore to ensure they are enjoyable and safe areas to use. In addition, the Committee agreed to initiate a Waterfront

Project to focus on maintaining and developing our facilities that support dinghy sailing and training within the Club.

As a result of these continued investments we saw significant membership growth to just over 1000 in 2018 (on track for our strategic plan). Our external events activities continued to show good growth in 2018, generating nearly £240,000 revenue and over £100,000 profit to the Club. Part of this growth can be attributed to the Club being granted a licence to perform marriages and civil partnerships. The cost of the licence paid for itself within the first year. In addition, the use of Social Media is proving to be a good source of leads.

You will see from our Audited Accounts that with our increase in membership and growth in our commercial activities the Club for the second year has revenues over £1 million, which in itself raises questions as to how much longer we can rely on volunteer efforts to perform critical support activities.

On the water, we had a very active season with a comprehensive cruising programme for the Yacht and Motor sections and a good mix of shorter harbour cruising together with longer cruises to the West Country and the Continent. The Dinghy section continues to provide a large programme of Club races, open meetings and our very popular winter sailing programme. The Club's formal RYA courses continue to be very successful and are usually fully booked up well in advance. The Club's informal development programme has encouraged more adults to take up sailing. The use of the Club's own boats has helped to introduce more members to dinghy sailing.

Off the water, the Club provided an engaging programme of social events, together with the very popular first and second Fridays for the motor and yacht sections respectively. Our closed season winter lectures, Club rambles and quiz nights are gaining in attendance. In addition, we saw the introduction of new special interest groups including:

1. Art Class on Thursday mornings
2. Pilates and Yoga classes.

The growing success of the Club is very much a collaborative and team effort. I would like to thank Manu Jenkin for her strong leadership and tenacity. She is ably supported by Lucy and Carolyn in the office and they provide a warm welcome to members entering the Clubhouse. Tom Dewey for his business leadership in developing our successful external events business. Tara Kendall-Sykes for organising our year-round social programme, Andy and Keith and all the other chefs for producing varied and appetising menus throughout the year. In addition, the Club is supported by over 70 part-time casual staff.

Finally, you are about to vote for the new General Committee for 2020. There are a number of current Committee members standing down from their duties.

Bob Spencer is standing down as a Club director. Bob has been on the Committee for the past year and was responsible for the Members' Services Committee and the organisation of our Open Days.

Mark Green, who is standing down as a director, previously served two years as Rear Commodore Dinghies. I am pleased that Mark has agreed to continue to serve the Club as our Web Master.

Robin Hamilton is now standing down following his tenure as Club Commodore, Past Commodore and more recently as director leading the Waterfront Project.

Finally, I would like to thank Kate Williamson for her leadership of the Motor Section for the last three years as their Rear Commodore. Kate has helped grow the Motor Section into a thriving community, as evidenced by the First Friday socials. In addition, Kate has been an active member of our Board Sub-committee, providing invaluable legal advice to the Club. Her input will be missed.

The role of the General Committee, and in particular, that of the Commodore, is to ensure the Club grows and progresses to the benefit of our members. I hope you will see from our financial position that the Club continues to develop and grow, offering a welcoming and friendly environment which provides an exceptional experience for all our members.

5. **Treasurer's Report:**

In the absence of the Honorary Treasurer Roger Marshall his report was presented by the Commodore as follows.

The accounts for the year ended 31 December 2018 again show a satisfactory surplus of some £30,000, albeit down from £40,000 the previous year and £48,000 the year before that. The surplus reflects continued increases in membership, a strong performance in functions and a good result in the restaurant and bar offset by an increase in our costs through investment in service to members and as a result of inflation. The effect of the increase in minimum wage was particularly significant.

I have noted in previous reports that our aim is not to maximise profits, although a small surplus is helpful to fund contingencies, and that your Board reinvests the surplus in 3 ways:

- By continuing to freeze subscriptions, despite increases in our costs. Subscriptions have now remained virtually flat for the last 6 years, and are significantly lower than other comparable clubs in the area.
- By maintaining high levels of service.
- By investing in our facilities. In 2019 we built the Wheelhouse which not only gives members another attractive facility but should enhance restaurant and bar revenue.

In March 2019 we paid off the balance of the mortgage, which leaves the Club debt free for the first time in many years. Part of our cash flow up to now has gone to repay the mortgage and the elimination of the mortgage leaves us more room to maintain and enhance the club facilities. Although we had hoped to make a start on the waterfront project in 2019 it looks as if this will finally commence in March 2020.

We are now well into 2019 and at this stage expect to make a small surplus. Without our functions business subscriptions would have to be much higher but it is impracticable to grow this business much more without inconveniencing members and in my view continuing cost increases, particularly for staff, will lead to the need to make some subscription increase for 2020. A final decision will be taken later this year.

A long planned trip means that I will be absent from the AGM this year. However I am happy to take questions on my return.

Resolution 2: To receive the Auditor's Report and Financial Statement for the year ended 31st December 2018. This was proposed by Heather Baker, seconded by Gavin Crick, and was carried unanimously by a show of hands.

6. **Election of the General Committee**

The Candidates in Resolutions 3, 8 and 9 have all served for five years on the General Committee so the Committee agreed under section 4 of the Club Rules, at its meeting on 28 September 2019, that they were eligible to stand for election.

Resolution 3: To re-elect Dr Tony Mobbs as Commodore, General Committee Chairman and as a Director of the Company. Proposed by Philip Brown and seconded by Robin Hamilton. This was carried unanimously by a show of hands.

Resolution 4: To re-elect Johnny Johnston as Vice-Commodore and as a Director of the Company. Proposed by David Moore, seconded by James McRae. This was carried unanimously by a show of hands.

Resolution 5: To re-elect Helen Jupp as Rear Commodore Yachts and as a Director of the Company. Proposed by Robert Spencer and seconded by Roger Marshall. This was carried unanimously by a show of hands.

Resolution 6: To elect Gavin Crick as Rear Commodore Motors and as a Director of the Company. Proposed by Richard Williamson and seconded by Jennie Woodcock. This was carried unanimously by a show of hands.

Resolution 7: To re-elect Alastair Jenkin as Rear Commodore Dinghies and as a Director of the Company. Proposed by David Pearce and seconded by Philip Brown. This was carried by a show of hands.

Resolution 8: To re-elect Helen Green as Rear Commodore Training and as a Director of the Company. Proposed by Kate Williamson and seconded by Johnny Johnston. This was carried unanimously by a show of hands.

Resolution 9: To re-elect David Pearce as Honorary Secretary and as a Director of the Company. Proposed by Philip Brown and seconded by Johnny Johnston. This was carried unanimously by a show of hands.

Resolution 10: To re-elect Roger Marshall as Honorary Treasurer and Financial Director of the Company. Proposed by Alastair Jenkin and seconded by Tony Mobbs. This was carried unanimously by a show of hands.

Resolution 11: To elect or re-elect three nominated members to the General Committee and as Directors of the Company. There were no objections to an en-bloc vote.

Neil Bacon (election) proposed by Gavin Crick, seconded by Tony Mobbs.

Simon Benson (election) proposed by Philip Brown, seconded by Jane Gosnell.

Philip Brown (re-election) proposed by Johnny Johnston, seconded by Kate Williamson.

This was carried unanimously by a show of hands.

7. **Resolution 12:** That the firm of Lewis Brownlee be re-appointed auditors for Chichester Yacht Club Limited. The Commodore explained that their first year had been very successful and they are keen local supporters of the Club. Proposed by Roger Marshall, seconded by David Pearce. This was carried unanimously by a show of hands.

8. **Special Resolution 13:** To amend the Club Rules (October 2017) in various ways commensurate with current and future governance of the Club. The Commodore explained that the Club Rules can only be changed through a general meeting. He said that Philip Brown had researched these governance issues, including speaking to other similar clubs in the harbour, and this had resulted in today's Special Resolution. The role of Vice Commodore was an odd one with no defined responsibilities and was merely a Commodore-in-waiting. The proposal was to scrap this role and, instead, allow a fifth Rear Commodore which would give greater flexibility. The proposal would also allow the General Committee to appoint sub-committees, such as a Members' Services committee, a power that was missing from the current Rules. It would give the option to appoint the General Manager as a Director - many other clubs of our nature do this. Finally we wish to reduce the formal notice period for the Club AGM which will allow the section AGMs to be held later in the season with possibly better attendance.

Proposed by David Pearce and seconded by Johnny Johnston. This was carried by a show of hands, with greater than 75% in favour and one dissenter.

9. There being no other formal business, the meeting closed at 3:28pm.

The Chairman then went on to present the annual Club Trophy awards.

Club Trophy Presentations

Cruiser Cup Originally presented to the Club by Chichester Yacht Basin and awarded by the Flag Officers in recognition of an outstanding contribution for a cruise, log or Magazine article, presented to

Amanda Pearce: in recognition of her contribution as sub-editor over several years (and changes of editor) to the content, consistency and presentation of the CYC Magazine.

Woodham's Wheel Presented to the Club by Roger Woodham and awarded by the General Committee for services to the Club, presented to

Andy Skynner: in recognition of his active involvement and leadership of the Wednesday working parties (the "saga louts") of the Dinghy section.

Endeavour Trophy Presented to the Club by the Reverend Stephen Pakenham and awarded by the Flag Officers for meritorious achievement in the services of the Club, presented to

Philip Brown: in recognition of his extensive contribution to the General Committee's consideration of the changes needed as a result of the General Data Protection Regulation and his research and recommendations on the future governance of the Club.

The Commodore also presented the new Rear Commodore Motors with his burgee.

At the conclusion of proceedings, Robin Hamilton called for vote of thanks to the Commodore and the General Committee who had worked hard to ensure the Club was in good shape. This was signified by a round of applause.