

Deal, Betteshanger & Walmer Sports and Social Club

Minutes of the Annual General Meeting held on 3rd July 2016

Serving Directors: Ted Schofield (Chair): David Donachie. (Hon Sec) Geoff Smith.
(Treasurer): David Storrie: Richard Barker: Russell English; Terry Laidlaw: Steve Castle:
Matthew Curd.

President: Paul Crook.

The loss of several long-serving club members was mentioned with regret.

Copies of the 2015 minutes were circulated both in hard copy and on the website.
There being no Matters Arising they were agreed and signed.

Chairman's Address. – Ted Schofield:

The meeting was reminded of what was required for the club to keep going forward, with a strong emphasis on more extensive use of the clubhouse to generate income. This should be enhanced by the installation of the new high spec kitchen.

He also announced a new kit supplier Game, who would take orders on their website..

Rugby Report –David Storrie

David gave an overall view of the achievements of the teams at all levels.

The 1st XV had a difficult start to the season but recovered well.

Praise was due to the players who had come to Deal from New South Wales. They added much to both the quality of play as well as the atmosphere in the clubhouse

The 2nd XV also had a difficult start but acquitted themselves well in the later part of the season. Thanks go to Andrew Sapsford for his oversight of the 2nd XV as well as Gary Dixon for his on field captaincy.

The 3rd XV was short of players which led to matches being cancelled. Needs to be addressed.

Special thanks should go to Robbie Scully for his work as 1st team manager as well as Allison Squires for her organising ability.

The Junior section was blessed with, in the main, good and dedicated coaches, though it was essential that training in the required skills must continue.

Training would continue throughout the closed season.

The lack of storage as perennial problem which must be addressed going forward.

No questions came from the floor.

Treasurer's Report – Geoff Smith

Geoff pointed out the cost of the kitchen is on the Balance Sheet not the Profit and Loss account. The entire grant sum of £40K was spent on the kitchen.

Geoff was concerned on the subject of cash flow – too often running with little to spare.

Coaching costs were high and this had reduced the fund in the Savings Account.

The annual bar T/O was down £ 2500 based on a profit margin of 50%.

Use of Parochial School ground £460 P.A. Castle High £500 per quarter.

Membership income was up £3000 on last year.

One major £5000 loan had been paid off.

Cards would require to be updated by early September. Allison S undertook to text the players well in advance.

Ted added that Standing Orders need careful monitoring. Easy to sign up and then cancel.

Allison S; would be better to have a separate account for membership? To be discussed.

Dave Rose Jnr mentioned what appeared to be accounting anomalies. Geoff thought it could be the MOD grant for the kitchen.

DR Jnr mentioned Corporation Tax drawdown account offering more flexibility.

Lastly, Geoff pointed out that he had been 6 yrs. in the job for deal & Betts as well as 14 yrs. at Betteshanger and would be looking for someone to take over the burden in the coming year.

A series of questions came from the floor.

Dave Rose Snr asked about the lower profit on beer. Geoff: prices had risen 6% over the year and had not been reflected in the pump price.

Robbie Scully suggested better monitoring of costs.

Allison S: is the % profit on the bar included wages. G: it does.

Dave Rose Snr. How is the percentage arrived at?

Adrian replied: he did a weekly stocktake. Pro stocktake would cost £500 which Geoff announced as too expensive with Adrian seeing as possibly unnecessary. Prepared to test it.

Jayne W: a regular professional stocktake saved money. Highlighted where things were going wrong.

Dave Rose Snr. Stop selling Real Ale, which has a troubling shelf life. Use bottles instead.

Due to the length of our pipes pull through was very expensive.

A comment from the floor suggested member's prices were being abused: Tough on staff to police.

Ted emphasised the need to increase Sunday use.

Russell E: club had a captive Sunday audience but the numbers are limited. Broaden use by advertising through Social Media. Perhaps have a band on a split takings basis and/or non-members prices for functions.

Paul Crook suggested members might object to the latter.

John White suggested an empty room was not attractive. It lacked atmosphere.

Russell wanted TV on as a parents arrive and music after the training and games.

DD pointed out that a club atmosphere could not be conjured up by committee. Though the club would do everything in its power to facilitate things, it had to be created by the members themselves

Ted pointed out that things were not all doom and gloom. We were getting an increasing number of functions and called the discussion to a close.

Household: Terry Laidlaw

The cost of Utilities/ Insurance and Ground maintenance were down but it was doubtful if the latter could be sustained without risking the long term quality of the pitch.

The Hon Sec. had received no motions. Directors: Richard Barker stood for another term of office unopposed. There were no other nominations.

Membership;

Ted; 30% increase in income.

Membership Sec. Needed. Allison S volunteered.

Russell: 5% less for Juniors if they pay full amount on reg. day.

Various prices were suggested for the Juniors which will be formalised at the next Board Meeting.

Russell: Football charges much higher. £50 per player + £5 a match over the year. We are cheap.

Allison S: worried juniors are subsidising the 1st XV

Ted: 1st XV players must pay their subs then raise sponsorship. Too many delays in paying.

Sponsorship & Grants:

Richard B is working hard and has several commitments already.

Under 14's require a shirt sponsor.

We received or were expecting grants of £500 for DDC: £3400 from KCC and were hoping for support from WPC.

Extension plans are being drawn up for a grant submission during the season.

AOB

Terry Hodson regretted he was no longer able to act as club liaison with the management of KRFU juniors and Colts. A new representative is required, preferably a director. The board thanked Terry for the way he had enhanced our profile in that area and stopped us from being ignored as we had in the past. Several of our players had represented the county under his guidance.

Russell English has put himself forward to attend the Leadership Academy. THE suggested 2 could apply.

The county needs more Referees and it should be coming from the clubs. Hard to complain about standards if we don't put forward candidates.

Steve Greaves and Will Wilson put themselves forward to serve on the board looking after events and Minis.

Ted pointed out that other clubs were actively seeking to poach our players and approaching them directly, which is against RFU Laws.

The meeting closed at 14.10

We, the undersigned hereby state that the minutes above are a true and fair record, dated on the 3rd July 2016.

Ted Schofield (Chair).....

At a subsequent Board meeting the following items were agreed

The following reflect the views of the members attending the AGM.

A rise in full membership and existing VP's of 10% to £66 with a request for donations for the latter with a strong emphasis on the VAT advantage.

All applications for VP Status to be vetted and approved by the Board.

£33 for Social Membership.

Adult 1st team squad player's fees to rise to £126.00: Sponsorship £160 per player.

Under 18's £50 and 3rd XV's payment will be by a choice of full membership or £10 sub per game to take account of the number of cancellations.

Partner Cards to be extended to all paid up players partners @ £15 per head.

Junior membership fees will rise to £50 for the first child and £20 for each additional child.

The first child of anyone accepted by the club as a coach will be free with £20 for any additional child.

The Rules regarding coaches are:

A maximum of 4 coaches per age group.

Only those with a coaching qualification will be allowed to coach or to refer to themselves as such. Everyone else is at liberty to help but as a parent or relative.

No one lacking a qualification and who is not a **full member of the club** will be allowed to coach. This is to protect the club against being sued or sanctioned by the RFU following any serious injury to a mini or junior player. If we allow non-qualified people who are not club members to coach we are not insured or protected by RFU policies.

Ted Schofield (Chair).....