



# AGM 25<sup>th</sup> March 2011

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## 1 Vice chairman's welcome & opening remarks

Douglas welcomed everyone in David's absence, and apologised that David was not able to attend.



## **2 Who**

### **2.1 Present**

- Douglas GS
- Martin Middleton
- Jane Bird
- Malcolm Allanson
- Anne Allanson
- Donna Lewis
- Michael Cooper
- Jenny Payne
- Mike Smith
- Laraine Upton
- Stuart Payne
- Stuart Whitticase
- Keri Nash
- Sharon Nash
- Paul Newnam
- William Newman
- Martin Barrass

### **2.2 Apologies for absence**

- David Allanson
- Hillary Whipp
- Dave Cummings
- Chris & Sarah Nash
- Shona Sarchett & Roy Reeves
- Graham Burnet



### **3 Minutes of the AGM held Friday 26<sup>th</sup> March 2010**

- Approved
  - Proposed: Martin Cooper
  - Seconded: Stuart Payne

## **4 Annual report**

### **4.1 Chariman's report (David)**

Read by Douglas

- Question from Stuart about matting on training slope, and future of the site
- Army may be keeping the training base, or relocating a German base to the UK
- Hockey club are also considering their future, so talking to the club
- Questions
  - Stuart
    - Ask about potential closure of army base in July 2013
    - Answer
      - Stuart Whitticase  
Base may continue beyond 2013, but this is awaiting MOD decisions. There will probably be some sort of military unit on the base, even if not a training base.
      - Douglas  
Property may be sold off, so club may be able to buy site, and improve accessibility
      - Martin  
Before the site was used for training, there was another army unit in the camp, so best to wait and see.
      - Douglas  
We need to wait and see, but work on the assumption that we will continue to have the MOD as our land lord
      - Stuart Whitticase  
Should have a better idea by Jun/July.
      - Martin  
Hockey people interested in trying to work with other clubs based on the camp, but Ski club would prefer to see what army is proposing.

### **4.2 Vice chairman's report (Douglas)**

- See statement at end



## 4.3 Treasurer (Martin)

- Club has made a slight loss, compared to a healthy profit previous year
- Aim to minimize profit, so club house is depreciated over 5yrs to reduce profit
- At a future date there could be huge profit with minimal expenditure
- 30kGBP capitalized, and so this has an impact next year
- Q: Should the status of the club be changed
  - We are a private members club for commercial purposes, no distribution of profits to members.
  - Tax man is only worried about VAT.
- Discussion about bank balance. The balance is reviewed by Land Defense Agency as part of the rent review, and as the club had a large balance in preparation for the slope re-matting, this counted against the club, and triggered the large rent increase. Compared to normal commercial lease, the army can close the club down at a moments notice.

## 4.4 Staffing (Keri)

- Another busy year
- Roy was on duty when he had his stroke, and has been a good instructor, so would like to send Roy and Shona the club's best wishes
- Congratulate Kirk on achieving Level 3, and just passed the technical session of level 4.
- Thanks to Kirk for instructor training program, and coaching David and Paula
  - Increased
  - JC Sessions are a success
  - Instructor training – congratulations to all participants
    - 2 assessment dates
    - 1 done on snow
- Now have an additional 12 instructors, eager to teach
- Welcome to new boarding instructor, Jonathan, which came from an open day visitor
- Last spring 11 took an incredible adaptive course, so well done
- Big thank you to all instructors, supervisors and others who have pitched in to help at the last minute.

## 4.5 Bookings (Sharon)

- Thanks to instructors and supervisors
- People always rally around for over cover
- Groupon
  - Used for taster sessions, and resulted in 300 bookings

## 4.6 Junior Club (Donna)

- Thank everyone involved with JC
- Seen a big increase in numbers, currently 105, with a course finishing tomorrow
- Finish on 16<sup>th</sup> April, and 1 Sat in following months
- Additional session due to numbers
- Different approach, so new starters can only begin on 1<sup>st</sup> Sat of month, with activities to give beginners more room



## Bassingbourn Snowsports Centre

- Half term days proving a success
- Children's committee have had a survey
  - Organised an outing to Hemel, which was enjoyed
  - Arranging another trip to the panto (16 people attended last year)
- Last year finished on 79.
- Thanks to parents and instructors
- Positive feedback on flexibility of sessions
- From Sharron:
  - Congratulations to Jordan for raising 300GBP for the Stroke association.

### 4.7 Maintenance (Malcolm)

- A great deal has been achieved by all at the club
- Beginning of summer there were concerns about member's area being finished, and focus on matting
- Great achievement by all involved
- Few odd jobs
  - cladding at back
  - Porch at front
  - Guttering
- In January, found a portacabin for delivery, but weather was thawing, Chris Collinsby helped to pull the lorry out. Lorry moved the cabin this Wednesday.
- Hoping to re-mat the training slope, but may be best to just repair.
- Netting on main slope
- Want to slow rope lift
- New rope with handles
- Still lots of jobs to complete
- Thank you again to everyone for their hard work.
- Q: What are the plans to widen ramp
  - A: Do that with the porch
- Q: What is the portacabin for
  - Ski maintenance, slope maintenance

### 4.8 Racing (Stuart)

- Attendance of Monday night and Saturday race training has grown
- Working hard to retain people, rather than scare them, especially on Saturdays, as want to increase JC participation
- Ran ERSA race, and all the outside attendees were very impressed with the facilities and quality of slope
- This is making more people think about the club
- Actively racing in ERSA and LSERA
  - One race got best male newcomer in LSERA and best in category (George)
- Good that club representation are visiting other clubs



- Race training along with Welyn on snow at Hemel, to give experience on snow
- ERSA is moving to a system where championships are a two day event (dry and snow)
- Congratulations to Kirk
- Huge thanks to all instructors, Keri, Paula, David, Euan and Ross.
- Changing the format of the club race day
  - Two slalom races
    - One for JC on brushes
    - One with poles

### **5 Election of officers (see attached for rotation dates & nomination form)**

- Chairman, David
  - Proposed : Paul Newnman
  - Seconded: Stuart Whitticase
- Secretary
  - Proposed: Donna Lewis
  - Seconded: Malcolm Allanson



## **6 Any other business**

- Donna
  - Wearing ski boots in member's area
  - Donna has asked people about this status
  - Majority said no ski boots.
  - Martin Barrass – if on duty, sometimes an issue.
    - All cold water taps are no potable
    - Put up a plastic cup dispenser by toilets
- Martin B. has mailed a few items to Martin Middleton
  - More appropriate for a committee meeting
- Thank you to Jane and her helpers for the nibbles
- Meeting closed 9:05



## **7 Text of reports**

### **7.1 Chairman's report (David)**

I'm very sorry I couldn't be with you tonight for this year's AGM but as I sit here up in a remote area of Sweden typing my annual report I am currently looking at a perfect blue sky and loads of snow.

I am now coming to the end of my elected term as Chairman of Bassingbourn Snowsports so I like to start with a heartfelt thank you and congratulations to all for making the last 36 months happen. It has not always been easy but the club is currently in a fantastic position and the best it has ever been with increases in membership, visitor numbers and income due to the improvement of our slope, building and having the latest equipment whilst more importantly maintaining a healthy bank balance.

Over the summer period I was unavailable to assist with our refurbishment due to being stuck in the Alps and Dolomites for 6 months however work for the club didn't stop. Whilst the refurbishment of the new function room and lounge area was being completed I set about planning for the new season with targeted marketing and expanding our market area with events and press releases.

It was great to see so many previous members coming up to have a look at the club over the last few months many having heard or read about the major changes including some of our founder members. With the huge success of our Open Day back in November with 433 guests participating in either skiing or snowboarding in one day many of which booked up on courses and private lessons. Along with our ever so popular School Holiday Fun Days – all these events could not happen without the support of everyone, so thank you.

Our membership for all categories are increasing superb, along with Junior Club which has now gone over 100 members so an additional hour has been added to the Saturday morning to allow the membership to grow .

Over the last 36 months I am enormously proud of our outstanding team of instructors, supervisors, committee members, family and friends who have built up such a fine reputation for quality of service and facilities, much of this is based on our high quality instructor training especially for new instructors and our passion for winter sports, with guests travelling from all round the South East, some even from Europe and we even had a family from Egypt!!

Congratulations and welcome aboard to our newly qualified instructors and once again a few who were members of our Junior Club over the years. Also Kirk and David C two of our instructors couldn't be here tonight as they are currently training for their next level with UK Snowsports.

Our next big project which is to start once we get an update from the MOD, on the future plans of ATR Bassingbourn, but this could be approximately six months away, is to renovate the training slope, so we will be calling all our members for assistance as we are looking for as many volunteers as possible. Details to follow at later date.

I believe that we will be well placed to continue our impressive record as well as developing new opportunities for steady growth and look forward to another challenging, exciting 12 months to continue to move the club forward.



David Allanson  
Chairman

## **7.2 Vice Chairman's report (Douglas)**

As you can all see the club house refurbishment that was started a couple of years ago has resulted in several other changes and improvements:

- Conversion of the original kitting up area into a party room,
- Refurbishment of the members area,
- Cladding of the building on the outside of original building,
- Improved disabled access,
- New toilet facilities

These changes enable us to host parties without impacting the member's use of the facilities, or run two events in parallel (e.g. instructor training), and I believe the positive feedback from the parties, and repeat bookings shows that our customers appreciate this effort. All of these changes would not have been possible without the continued dedication of committee and several members spending many weekends on site to bring the plan to fruition.

This work is only possible due to a healthy set of accounts, which is down to the input from another group of people (there are some people in both groups), including:

- Kerri for organising the instructor training, so during the last calendar year, we have run two courses, rather than the usual one, and every trainee has successfully completed their training.
- The instructors and supervisors, who make give the place a welcoming atmosphere, and ensure that the other people learn to ski, while having an enjoyable time.
- Jane for keeping the accounts.
- Sharron for sorting out all the bookings, and being willing to answer the phone, or respond to emails at all sorts of odd times.
- David as chairman who has put in a lot of effort to increase people's awareness of the club, and explore new opportunities.
- Malcolm for the number of parties that he has hosted, organising things like the portacabin for the workshop, and being around for deliveries etc..
- Stuart and Jenny for their continued to work with the race team.
- Donna for looking after Junior club, where membership is increasing again.
- Melvin assisting with the grass cutting.
- David and Chris for the maintaining the skies.
- Simon for a new WEB booking system to help Sharron's life easier and efficient.

Of course all of this would not be possible without the members of the club, committee and others who give their time and expertise to try and ensure that the centre continues to flourish. It is good to see that for many things we are working as a team, so even with Dave (and me) aware for substantial periods, the club continues.

One point that I would like to stress, in this that we all have a responsibility to stop and question any activity that we think may be unsafe, and this is especially true on the slope, so if you see something,



that you think is unsafe, please speak to the individual (or the instructor/supervisor) so that the activity is stopped or at least reviewed before someone is injured.

## 7.3 Treasury

### 7.3.1 Profit and Loss account

	<b>Year Ending 31-Aug-10</b>		<b>11 Months Ending 31/08/09</b>	
	£	£	£	£
<b>Sales</b>				
Memberships - Full and Pay & Play	5935.67		5980.18	
Memberships - Junior Club	7972.28		6620.74	
Ski Tasters, Tots & Open Practice	3979.17		4678.49	
Race Training	1166.95		1927.85	
Ski Courses	7814.69		8324.27	
Snowboarding	2692.42		2257.67	
Swiss Bobs	50548.30		39929.90	
Ski/Swiss Bobs	8592.92		9940.86	
Private Lessons	3655.57		9509.00	
Ski Groups/Schools	15454.10		12026.45	
Equipment Sales	3558.95		1766.55	
Event & Training Income	2612.66		3538.38	
Donations	1142.18		2391.13	
Financial Receipts	42.76		301.04	
Amenity Shop Sales	2730.19		2323.87	
		117898.81		111516.38
<b>Purchases</b>				
Instructor Costs - Duties	3272.00		3064.00	
Instructor Costs - Courses	722.00		298.00	
Instructor Costs - Snowboarding	420.00		384.00	
Instructor Costs - Other Bookings	4542.00		5283.00	
Mileage & Attendance	10833.00		11543.20	
Club Equipment Replaced	12010.88		3755.13	
Ski Activity Costs	3108.61		3047.79	
Equip Purchases For Resale	4313.31		2208.56	
Amenity Shop Purchases	2554.57		2345.40	
		41776.37		31929.08
<b>Gross Profit/(Loss)</b>		76122.44		79587.30
<b>Overheads</b>				
Site Running Costs	19687.75		10778.49	
Promotion & Advertising	7498.46		5803.73	
Administration Costs	25194.02		21872.39	
Maintenance	9199.17		3969.14	
Depreciation	17034.56		11954.45	
General Expenses	0.00			
		78613.96		54378.20



# Bassingbourn Snowsports Centre

**Net Profit/(Loss)**

£2,491.52

£25,209.10



**7.3.2 Balance sheet**

	<b>As at 31/08/10</b>		<b>As at 31/8/09</b>	
	<b>£</b>	<b>£</b>	<b>£</b>	<b>£</b>
<b>Fixed Assets</b>				
Club House	25440.98		14189.30	
Plant & Machinery	29406.83		39265.21	
Office Equipment	98.27		318.94	
Furniture & Fittings	873.60		91.86	
		55819.68		53865.31
<b>Current Assets</b>				
Prepayments	2553.00		1550.00	
Deposits and Cash	73084.21		67600.77	
		75637.21		69150.77
<b>Current Liabilities</b>				
Creditors Control	3989.72		2613.86	
Accruals	11543.76		3369.33	
VAT Creditor	1294.51		-87.53	
		16827.99		5895.66
<b>Current Assets less Current Liabilities</b>		58809.22		63255.11
<b>Total Assets less Total Liabilities</b>		<u>£114,628.90</u>		<u>117120.42</u>
<b>Capital &amp; Reserves</b>				
Reserves		117120.42		91911.32
P & L Account		-2491.52		25209.10
<b>Total Reserves</b>		<u>£114,628.90</u>		<u>117120.42</u>



#### **7.4 Staffing (Keri)**

Yet another busy year.

But before we look back I think that we should spare a moment & think about Roy Reeves, Roy was on duty here at the slope when he had his stroke. Roy has been a good instructor often making us think about & justify our decisions. I think that we would all like to send Roy & Shona our best wishes from the Club.

Congratulations to Kirk Durham on achieving his SSE Level 3, in addition he has also been somewhat keen, so very hot off the press he has passed the Technical section of his Level 4 & the remaining bits will be a formality.

Once again Kirk must be thanked for his instructor training program which has now evolved with him overseeing both Paula Carter-Andrews and David Cumming coaching our instructors. We are now getting more attending Monday race training, mainly from outside the club who are becoming members. Euan's Saturday sessions have been going well following on from Junior Cub on Saturdays and is continuing to be a success.

Again the instructor training course has done really well and congratulations to those who did attend and went on to continue our 100% pass rate over 2 separate assessment dates, including one day entirely on snow. This has resulted in us acquiring an additional 12 instructors who have been eager to teach.

I would like to also welcome a new snowboarding instructor who decided to become an instructor following a visit during one of our Open days.

Well last spring 11 of us took an incredible 2 day Adaptive course (in one long day) that has enabled us to become Adaptive instructors, well done to those who attended.

Finally I would like to thank all of the instructors, supervisors and anyone else who has pitched in, especially at the last minute to run sessions & help our visitors over the last 12 months. We have had a very busy year, the underlying support and response to last minute cries for help have been greatly appreciated.

#### **7.5 Bookings (Sharon)**

#### **7.6 Junior Club (Donna)**



### **7.7 Maintenance Report (Malcolm)**

I think that over the last 12 months a great deal has been achieved, we got to a stage in I think early summer time, that we thought we would not be able to get to start let alone finish the members area ready by the start of the new season, After mulling over it we thought let's just go for it, so we got our finger out and heads down, and looking at it now I think we will all agree that we have something to be proud of. One or two no, many more jobs still to be carried out to finish it completely, cladding to be finished around the back, so Paul when you are ready. A porch at the front entrance (to keep out the rain), guttering around the building plus small jobs but as important.

We managed to purchase a 32' portacabin, which was delivered on a very wet & soggy Friday morning, having tried to get it down to the compound, we had to cancel the idea as the vehicle became stuck on the grass. Thanks to yet another member Chris Connesby (farmer) to the rescue with his tractor. We will have to incur an extra cost of having to have another lorry to come back to take the portacabin down to the bottom, which we did on this Wednesday just gone. The move was successful and the cabin is now in position, it just needs levelling.

We was hoping to re-mat the junior slope this summer but with the M.O.D. regarding the camp, I think maybe it will be better to patch the matting for now with what we have in the compound and maybe concentrate on finishing netting around main slope which we have on site.

Also looking into having gearing fitted to the rope lift (so we can slow it down a little) plus a new rope with grip area's is also on site.

Still lots of work to do, so if anyone has any spare time please get in touch with me, and I can arrange to be at the club if I'm not doing anything else on weekdays as well as weekends.

Rough idea of jobs, gardening i.e. weeding, fence/shed /painting, grass cutting, carpentry, plumbing and general tidy up.

It's nice to be able to say what has been achieved at the club is all down to everyone who has given up their spare time. So can I finish by saying a big thank you to all involved.

### **7.8 Racing (Stuart)**