



AGM 15th March 2013

Notes from Douglas Gray Stephens

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1 Chairman’s welcome & opening remarks

2 Who

2.1 Present

- Martin Middleton, Jane Bird, Sharon Nash, Donna Lewis, Robbie Lewis, Hilary Whipp, David Cumming, Nick Maclaren, Anne Allanson, Heather Huddleston, Alison Harris, Laraine Upton, Sarah Upton, Mike Smith, Freda Walker, Graham Byfield, Sarah Allen, Jenny Payne, Stuart Payne, Graham Bunnnett, David Allanson, Michael Cooper, Paul Newman, Matt Harris, Douglas Gray Stephens, Phil Huddleston, Martin Barrass, David Huddleston

2.2 Apologies

- Andrew Upton, Keri Nash, Chris Nash, Sarah Nash, Simon Ainsworth , Simon Plant, Anne Matthews, David Fox, Melanie Hacker, Euan Lucie Smith, Tina Lucie Smith, Rita Lane, Ian Greenaway, Malcolm Allanson, William Newman, Chris Allen

2.3 When

- 20:10 to 21:20



3 Welcome (David Allanson, Chairman)

- Welcome to meeting
- Minutes for the EGM and AGM circulated

4 Minutes of the AGM held Friday 23rd March 2012

4.1 Matters arising from the minutes

- none

4.2 Approved

- Proposed: Michael Cooper
- Seconded: Hilary Whipp

5 Minutes of the EGM held Friday 11th January 2013

5.1 Matters arising from the minutes

- Question about Lord Bridge site from Nick Maclaren
 - Club has several alternatives (Cardington Hangers, Gratham Water, Cherry Hinton, potential farm sited)
 - Focusing resources on best options (Barrington then Waterbeach)

5.2 Approved

- Proposed: Sharon Nash
- Seconded: Hilary Whipp

6 Update on closure of barracks and alternative sites (Douglas Gray Stephens)

- Today talked to
 - Andrew Lansley's PA
 - Guarantee for 6 week extension is from Mark Francois (MOD Minister)
 - Nothing extra on status of meetings
 - Linda Oliver
 - Mark Francois has sent letter to DIO giving a 10 day deadline for the County Council meeting to have taken place
 - Meeting next Tuesday likely to be delayed
 - Generally positive
- All clubs working together



- Have presentation ready for main County Council/DIO/MP/Military covenant trustees meeting
- Focusing on
 - Risk mitigation
 - Reducing overheads to the DIO for having clubs on site
 - Building on military covenant
 - Access options
 - Main gate
 - North Gate
 - Guise Lane
- Mark Free (DIO) is keen to have meeting with the club to look at options (after the main County Council meeting)
- DIO sent rent demand
 - Will be paid by return
 - May have legal implications

7 Annual reports

7.1 Chairman's report (David Allanson)

- Thanks to Hilary and Douglas for running things
- Ski industry down 35%
- Little glitch in Q4-11
- Q1-A3 2012 very good
- Focusing on DIO and termination of site
- Customer and member feedback is always positive
- Spreads by word of mouth
- Open Day Oct-12
 - Wash out due to the weather
 - Bookings and feedback good
 - Charity event for Roy for his mobility vehicle
 - Roy always welcomes visitors
- Instructors
 - Thanks to Keri and Dave
- Racing
 - Strong
- JC
 - Thanks to Donna

7.2 Vice Chairman's report (Douglas Gray Stephens)

- Douglas read his report



7.3 Treasurer (Hilary Whipp)

- Accounts slightly historic
- Highlights
 - Dropped 3k on income
 - Swiss bob parties
 - School groups
 - More risk adverse
 - Direct expenses up 2k
 - Over heads up 9k
 - Loss includes 23k of depreciation
 - Cash positive by about 16.5k
 - Balance sheet
 - Sufficient cash to cover all liabilities
 - Cash in bank increased from £63k to 68k
- Approval of accounts
 - Proposed Nick Maclaren
 - Second Donna Lewis

7.4 Staffing (Keri Nash)

- Douglas read Keri's report

7.5 Bookings (Sharon Nash)

- Strange and difficult year
 - Wet summer lead to cancellations of Summer Events
- Booking system tremendous success
 - Thanks you for people stepping
- Closure has added difficulty
- Next year will be difficult and look forward to challenge

7.6 Junior Club (Donna Lewis)

- Thank you to everyone, parents
- Juliet, Rebecca, Louise
- Instructors for making lessons fun
- Over 100 members this year
- 2 JC members became instructors
- Asked parents about keeping JC together
 - Use Welwyn
 - Once or Twice per month
- Donna will be finishing at end of Aug.

7.7 Maintenance

- Malcolm Allanson not present and had resigned so no update.



7.8 Racing (Stuart Payne)

- Numbers dipped, but being restored
- Focusing on developing core
- Asked University to moderate numbers, as core members were being displaced
- University offered alternative dates
- ERSA race
 - Very hot 32deg,
 - 160 racers
 - Thank you to all assistants
- Get a lot of help from the region
 - Equipment
 - Timing kit
 - Try to return the assistance
- Schools racing event at Welwyn
 - Big success
- If there is no slope to host ERSA race in Sept
 - Will run a ERSA race for the club at Brentwood
- Ersa trophies
 - Mike
 - Sarah Allen
 - Rick
- Introduced new equipment
 - Flexi gates
 - Will be used throughout the region in the under 12 race
 - Considered to be good for racers to avoid colliding with poles
- Big thanks to people who make race training possible
 - Instructors
 - Euan for JC

7.9 Equipment (David Cumming)

- Trickle of equipment into workshop
- Generally kit holding up
- Quite a lot of scoring going on
 - Blue & White skis
 - As if dragged over concrete
- Several years life in kit
 - Poma rope replaced
- Big thanks to everyone who has helped.



8 Election of officers (see attached for rotation dates & nomination form)

Post	Status	Nomination
Vice Chairman	Re-election	Douglas Gray Stephens
Post 1 (maintenance)	Vacant	
Post 4 (membership & PR)	Vacant	
Post 7 (staff)	Re-election	Keri Nash

- Unanimous approval.

9 Any other business

9.1 Other items

- Discuss membership options
 - What to happen to anyone whose membership has lapsed this year.
 - Could offer 'stay in touch' membership at £15 to existing members which would give one vote. Families with current family membership may choose to take just one £15 membership.
 - Further £5 would be due for racers to cover insurance
 - Graham proposal
 - Any member whose membership expired from 1-Jan is extended to 30-Jun-13.
- Martin
 - Took on visiting various sites
 - Welwyn
 - Have no issue with people skiing or snowboarding there
 - Not suitable for tobogganing
 - Martin Barrass
 - Welwyn has a new manager
 - May be investing in new equipment
 - Letter from Andrew Upton asking for Chairman's view of Club's future
 - Asking David for future plans for club
 - Douglas answered original email
 - David
 - Short to medium term best option is to stay put
 - Future of club is down to the members
 - E.g. JC can find alternative location
- Laraine
 - Andrew's email
 - Some discussions that need minuting
- Thanks to Jane for preparing the food
- Expect updates in next few weeks



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- Meeting closed at 9:20



10 Text of reports

10.1 Chairman's report (David Allanson)

Thank you to Douglas

Last 12 months:

- Ski market is currently down 1.8% over last year or 33% down over 5 years. We have continued to stay on track due to the superb value we offer from parties, membership and lessons.
- Bad news about the closure of the site and the committee fighting to save your club (more to follow on this later)
- Customer/member feedback really positive
- Open Day was a wash out but great number of bookings still
- Charity event for Roy Reeves in October to help get mobility vehicle back on the road
- Early and middle part of last year bookings really down but managed to make a success of the year in the end
- Continuous training from instructors some progressing to higher qualifications and another success with our new instructors
- Junior Club membership at all time high and thank you to Donna

10.2 Vice Chairman's report (Douglas Gray Stephens)

At the last AGM, I made the comment

Last year we were uncertain about the future of the camp, but we now know that the base is not closing, have been told that access will not be disrupted as the base is revamped, and expect the lease to be renewed.

And so the we entered the spring in high spirits, feeling vindicated for the various improvements completed during the previous autumn and winter that included

- Upgrading the disabled toilet to include a wet room and hoist (thanks to a grant)
- Putting up some fencing to keep the rabbits out of the garden, so that the garden could get established.
- Ongoing painting and decoration of the site

Unfortunately the high spirits were short lived, as various clubs were served notice to leave the barracks in August, and at the eleventh hour the club was served its termination notice at the end of September. Through the autumn an expanded committee worked on various documents and proposals, which unfortunately our land lords were not interested in. Starting in December the various clubs still using the barracks have worked together through Linda Oliver (local County Councilor), and we are currently waiting for a meeting organized by the County, involving MPs, Ministers, MOD, DIO, sports bodies, military covenant trustee and the clubs. I am hopeful that the meeting will be the start of a change of heart in our land lords. However in parallel the committee have been exploring other options.

The year also yielded another healthy set of accounts, which is down to the input from another group of people (there are some people in both groups), including:



Bassingbourn Snowsports Centre

- Keri for organizing the instructor training, and again ensuring that every trainee successfully completed their training, as well as having other instructors progress to higher levels.
- 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.
- The instructors have worked together under the leadership and mentorship of Kirk, David Cummins and others to maintain the high standards.
- Jane for keeping the accounts.
- Sharon 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
- Malcolm for the number of parties that he has hosted, 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 Cumming and others for the maintaining the skies.
- My colleagues on the committee, for often meeting on a weekly basis as we try to ensure the future of the club.



10.3 Treasury (Hilary Whipp)

10.3.1 Profit and Loss account

	Year Ending 31-Aug-12		Year Ending 31-Aug-11	
	£	£	£	£
Sales				
Memberships - Full and Pay & Play	7550.25		6467.99	
Memberships - Junior Club	11278.00		10238.20	
Ski Tasters, Adult Club, Tots & OP	4655.98		3651.69	
Race Training	2028.43		3086.43	
Ski Courses	13624.96		11179.16	
Snowboarding	1793.35		2358.84	
Swiss Bobs	58052.26		62849.63	
Ski/Swiss Bobs	7550.42		8294.68	
Private Lessons	6244.15		4204.00	
Ski Groups/Schools	8330.84		11502.01	
Equipment Sales	2741.76		2004.36	
Event & Training Income	4683.97		5082.90	
Donations	514.47		797.55	
Financial Receipts	34.72		36.51	
Amenity Shop Sales	3292.13		3851.99	
		132375.69		135605.94
Purchases				
Instructor Costs - Duties	4571.00		3856.00	
Instructor Costs - Courses	846.00		547.00	
Instructor Costs - Snowboarding	204.00		461.00	
Instructor Costs - Other Bookings	4646.00		5176.00	
Mileage & Attendance	14428.25		12338.40	
Club Equipment Replaced	4890.78		5062.94	
Ski Activity Costs	3455.65		4426.16	
Equip Purchases For Resale	3800.47		2178.65	
Amenity Shop Purchases	2505.36		3678.90	
		39347.51		37725.05
Gross Profit/(Loss)		93028.18		97880.89
Overheads				
Site Running Costs	19395.64		19556.97	
Promotion & Advertising	18858.59		15039.77	
Administration Costs	30358.99		27497.92	
Maintenance	8000.41		7666.15	
Depreciation	22708.62		20662.58	
General Expenses		99322.25		90423.39
		<hr/>		<hr/>
Net Profit/(Loss)		<u>£6,294.07</u>		<u>£7,457.50</u>



10.3.2 Balance sheet

	As at 31/8/12		As at 31/8/11	
	£	£	£	£
Fixed Assets				
Club House	23666.33		33042.32	
Plant & Machinery	23812.12		28597.41	
Office Equipment	2833.87		198.91	
Furniture & Fittings	3071.69		4530.60	
		53384.01		66369.24
Current Assets				
Prepayments	4110.00		2983.00	
Deposits and Cash	68132.45		62966.59	
		72242.45	560.18	
Current Liabilities				66509.77
Creditors Control	4852.68			
Accruals	2966.52		5070.94	
VAT Creditor	2014.93		5721.67	
		9834.13		10792.61
Current Assets less Current Liabilities		62408.32		55717.16
Total Assets less Total Liabilities		<u>115,792.33</u>		<u>122086.40</u>
Capital & Reserves				
Reserves		122086.40		114628.90
P & L Account		-6294.07		7457.50
Total Reserves		<u>115,792.33</u>		<u>122086.40</u>



10.4 Staffing report – Keri Nash, March 2013

Another full, interesting & busy year.

Well instructors have continued to extend their qualifications, Ben Upton & Louise Mawson are now BASI 2s & Sophie Hammett would so have joined them but had to retire during her course through injury. Robin Bryce & Patrick Byrne are continuing with their BASI qualifications & I gained my SSE Level 2.

In-house instructor training has continued with visible improvements for those who regularly attend, I just wish more could see the benefits.

Yet another 100% pass rate for our new instructors following on from our instructor training course, and yet again they all outshone the external candidates during their assessment.

Kirk is now a tutor capable of conducting SSE assessments, we look forward to using his extended skills with the development & qualifying our future new instructors.

A big thank you to all of the instructors, supervisors and everyone else who has helped out over the last year which is especially appreciated during this uncertain period.

10.5 Bookings (Sharon Nash)



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10.6 Junior Club (Donna Lewis)



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10.7 Maintenance Report (David Cummins)

10.8 Racing (Stuart Payne)