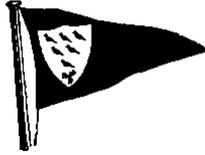


SHOREHAM SAILING CLUB



223 Harbour Way, Shoreham-by-Sea, West Sussex, BN43 5HZ

TREASURER'S REPORT TO THE 2017 ANNUAL GENERAL MEETING

I am pleased to report that the club has again stayed comfortably afloat financially this year. Several main features.

We generated an operating surplus of £19.0k, usefully ahead of last year's £17.7k.

We spent £10.3k on Capital Account, including £1.5k on legal fees associated with gaining a new 50-year lease which has secured the long-term future for the club.

Overall, we recorded a cash surplus of £8.65k, taking our capital/cash funds back up to £25.8k, compared with £17.1k at September 2016.

Income

1. Subscription income was 7% up on last year, reflecting partly the small increase in subscription rates made for the year, but also a refreshing continuation of the recovery in member numbers. We have 165 on our mailing list compared with 156 at the end of 2016. We welcomed 22 new memberships in the year, well ahead of the attrition rate of 13, which was itself lower than in recent years. Again, many of the new members are families, and I would particularly like to thank Gareth Griffiths who runs our Improver sessions, for making SSC an attractive club for them to join.
2. Boat fee income was also up 6%.
3. Again, as last year, Adur Sailing Club (Sailing School) has consolidated its position in the club, with a further 4 full members and 20 cadets. Their subscriptions and boat fees amounted to £2,000 and are included in other income in the Accounts.
4. Our Social/Trading Income also recovered a little, netting off at a surplus of £2.65k compared with £2.35k in 2016, albeit still well down on the £5k or so earned in 2013/2014. We have lacked any 'bonanza' Open and National events we had run in those previous years, and relatively indifferent weather has impacted our racing activity, but the galley and bar are very important parts of club activities and surpluses are welcome but not essential. I would like particularly to thank Mandy Walsh for continuing the considerable job of the galley manager, and would also like to thank Caz Mills for her management of the bar. In addition, thanks to those members who put in special duties at the Open meetings. The surpluses we earn from these are a fair, albeit sometimes bare, reflection of the work put in, and they are also a good advertisement of the club to potential new racing members.

Expenses

1. Our establishment (utility, cleaning, grounds etc) expenses were overall very similar to those of 2016, though this includes some varying impacts, partly due to timing

differences, eg electricity/gas/water down 14% while cleaning was up 18%. Our building/grounds expenses were down 10% but this reflects mainly special items relating to last year, while the grass-cutting contract has continued to good effect on the look of the club facilities.

2. Operational costs are up 38%, reflecting mainly a more normal expense on operating our rescue equipment, and some timing differences on RIB maintenance charges. These charges are still relatively low which reflects the careful attention of our boat-man Chris Lintern and also this year a normal fuel cost. We are able to reclaim the fuel duty from HMRC, which is about half the gross cost, while last year the low bill reflected 2 years worth of reclaim for one year's expense.
3. Administration costs are up 5%, with insurance costs +7% the main impact.

Capital projects

There were two major expenses on capital account, a hot jetwash for £2.3k and new containers for a net £5.6k. Our old containers were getting to the stage of barely fit for purpose, and the Adur Sailing Club were in need of a solid cover for their equipment and a new RIB they were about to purchase. We now have very adequate and secure cover for our joint equipment.

A third major one-off expense was £1.46k legal costs associated with gaining a new 50-year lease from Shoreham Port. We had talked previously of maybe buying the freehold, but this lease agreement satisfies both our and Shoreham Port's plans in regard to the Soldiers Point site. I would like to thank the Port management for the friendly and constructive way they have addressed this and other issues. For example, on the Environment Agency project for our site, the Port has been very helpful in the robust discussions involved in the planning, and this holds very good for the long-term future of the Club.

Spending Plans

Internal

Our RIB support and engine equipment is continuing to perform well, with scant signs of wear and tear, so we will again spread out the planned replacement schedule for at least another year. We are also still considering options for replacing our Committee Boat Sentinel. Nothing is specifically planned but this is becoming more urgent and we will probably make a decision on this in the course of next year.

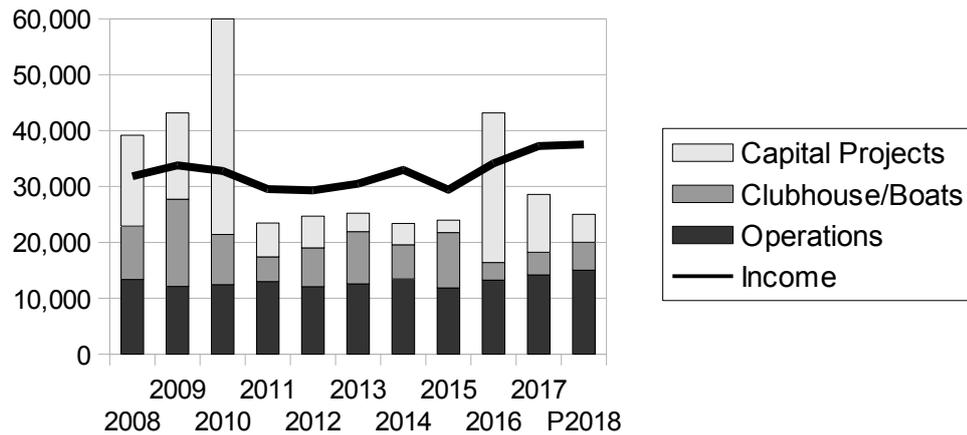
Other - Environment Agency Tidal Wall Plans for the Foreshore and Slipway.

After some considerable delays, the EA has finally begun work on the construction of the major Adur Tidal Wall project in our section of the river, which includes a new concrete slipway for our Club. We believe we have obtained optimum design and conditions for the new slipway, and there will be no direct cash costs involved with the contract. The contractors will have full access to our site for equipment and operations through this coming Winter, but we believe we have cover on replacement/reinstatement of our existing facilities which may be disrupted by the contractors, eg water pipes, dinghy park grass, fences etc. However, we also plan to make the whole area more secure, and there will be some inevitable costs associated with any improvements made as part of the project.

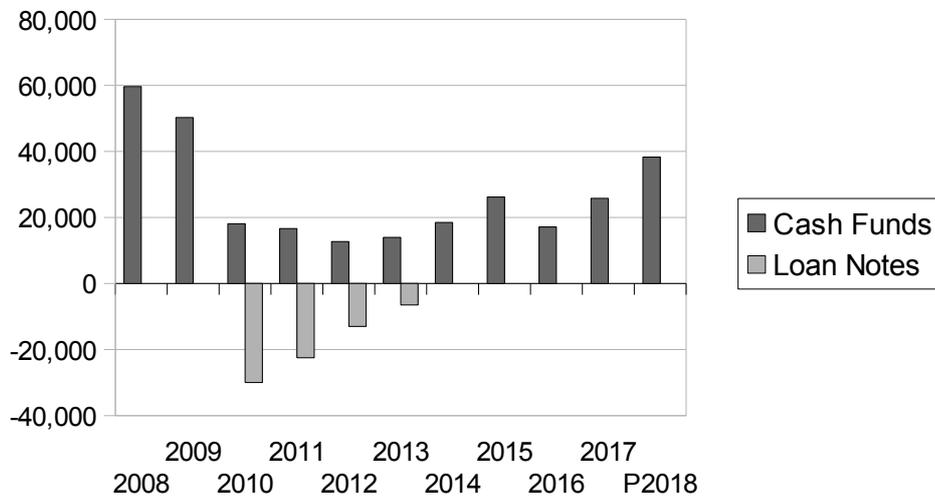
Subscriptions

We are proposing a small increase of £5 per head (average 3%) in the subscription rate for members, though we are leaving boat fees as last year. Notwithstanding our apparently comfortable operating surplus and cash funds, we still need to build up resources, so as to optimise funding for any other major projects ahead of us.

Shoreham Sailing Club Revenue/Expense Trends + Projections



Shoreham Sailing Club Cash Funds Trend + Projections



Philip Ayton
November 4th 2017

SHOREHAM SAILING CLUB - Receipts & Payments Account

	Year to 30th September (£)	2017	2016	2015
RECEIPTS				
Membership	Subscriptions	22,458	21,055	19,108
	Boat Fees	10,615	9,973	9,472
	Adur Sailing Club/Other Fees	2,370	2,000	470
	Joining Fees	1,270	1,260	850
		<u>35,443</u>	<u>34,288</u>	<u>29,899</u>
Social	Bar	3,412	3,348	3,961
	Galley	5,678	5,443	6,493
	Open Meetings	1,485	1,670	2,435
	Social Events	803	0	0
		<u>11,378</u>	<u>10,461</u>	<u>12,889</u>
Other Income	RYA Training/misc	452	0	1
	TOTAL OPERATING RECEIPTS	<u>48,543</u>	<u>44,749</u>	<u>42,789</u>
PAYMENTS				
Operational	Trophies & Prizes	216	594	658
	Fuel	481	31	316
	Harbour Dues + Sentinel Mooring	2,587	2,499	2,448
	Equipment/Boat Expenses	2,430	1,266	2,170
	Training	440	54	67
		<u>6,154</u>	<u>4,444</u>	<u>5,659</u>
Social	Bar	2,576	2,470	3,209
	Galley	5,387	5,296	7,032
	Open Meetings	280	348	669
	Social Events	478	0	0
		<u>8,721</u>	<u>8,114</u>	<u>10,910</u>
Administration	Printing/Postage/Admin	440	365	54
	Insurance	3,717	3,468	3,426
	IT/Telephone/Broadband	405	302	150
	RYA	595	580	570
	Miscellaneous	67	239	191
		<u>4,956</u>	<u>4,956</u>	<u>4,391</u>
Establishment	Ground Rent	120	120	120
	Rates	845	781	771
	Water	586	482	478
	Electricity	967	1,264	856
	Gas	605	852	767
	Building Expenses	663	586	556
	Ground Expenses	1,884	2,056	370
	Slipway Expenses	30	203	118
	Cleaning	3,744	3,158	3,426
		<u>9,444</u>	<u>9,503</u>	<u>7,461</u>
	TOTAL OPERATING PAYMENTS	<u>29,543</u>	<u>27,017</u>	<u>28,421</u>
OPERATING SURPLUS		19,000	17,732	14,368
CAPITAL SPEND	Hot Jetwash	2,339		
	Containers	5,646		
	Bar Fridge	599		
	Jim Gates award	300		
	Lease Legal Expenses	1,464		
	2016 – Balcony Project		26,758	
	2015 – Suzuki Engine, Slipway steelwork			6,687
		<u>10,348</u>	<u>26,758</u>	<u>6,687</u>
SURPLUS (DEFICIT) OF RECEIPTS OVER PAYMENTS		8,652	-9,026	7,681
Opening Balance		17,138	26,164	18,483
CLOSING BALANCE		<u>25,790</u>	<u>17,138</u>	<u>26,164</u>
Bank Accounts	Barclays Current	24,593	15,641	24,668
	Barclays Savings	1,197	1,497	1,496
		<u>25,790</u>	<u>17,138</u>	<u>26,164</u>