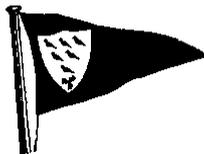


SHOREHAM SAILING CLUB



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

TREASURER'S REPORT TO THE 2019 ANNUAL GENERAL MEETING

I am pleased to report that the club has again stayed comfortably afloat financially this year, albeit with the usual challenges. Our activities have recovered from the serious disruption caused in 2018 by the major Adur Tidal Wall project, but there still has been some considerable overhang from this affecting our income and expenses.

We generated an operating surplus of £12.1k, well down on last year's £14.4k.

We spent a net £10.3k on Capital Account, thus making a Cash Surplus of £1.6k. This took our Capital/Cash funds up to £37.1k at end-September 2019 compared with £35.5k in 2018.

Income

1. Subscription income was essentially similar to last year at £19.6k, disappointing v budget in that we had hoped for a better recovery in numbers after the disruption last year. Our facilities were still looking untidy at the beginning of the season, and this may have deterred some possible new joiners. Allowing for the normal attrition, our mailing list numbers fell slightly to 135 compared with 140 in 2018.
2. Boat fee income recovered marginally to £9.2k.
3. Adur Sailing Club (Sailing School) has consolidated its position in the club, with a full complement of instructors/members and cadets, and £2.15k in subscriptions and boat fees, while we have also received some income from the Sea Scouts. This and other visitors fees are included in other income in the Accounts.
4. Our Social/Trading Income recovered this year, netting out at a £2.8k surplus, compared with a small deficit in 2018. This reflects mainly that we were able to run a number of appended Open meetings and a major Merlin Open in early August., which earn useful income which reflects the considerable effort which especially racing members put in to make them happen. It should be said that the galley and bar are very important parts of club activities and surpluses are welcome but not essential, while the surplus-generating social events are also essentially galley run. 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.
5. We received two biggish grants this year, £1,140 from the Eric Twinane Trust, who also donated £500 last year, and £1,000 from Groundwork (Tesco). These monies are shown below the line in the Accounts, and have been used to buy new cadet training dinghies.

Expenses

1. Our establishment (utility, cleaning, grounds etc) expenses were significantly higher than last year, partly because we were paying the full electricity and water costs which in 2018 the contractors had paid while on our site. Other costs were also much higher, eg cleaning with a more thorough contract reflecting greater use of the clubhouse, and extra ground expenses involved with getting the dinghy park restored to a more useable, safe and attractive area.
2. Operational costs are also somewhat higher, reflecting mainly the increased use of our RIB and other racing equipment, including NAB which has taken on the role of committee boat now that the much-loved (!) Sentinel has been sold. These have required more maintenance and specific replacements, eg radios, to sustain our well-earned reputation for race management. For all that, the equipment is lasting extremely well, for which we need to thank our boatman, Chris Lintern, who also does sterling work in keeping an eye on all things in the dinghy park. Fuel costs have apparently doubled, but this reflects the timing of our claim for duty relief (about half the specific cost of the fuel) as well as greater activity. Harbour dues are a major expense but have remained stable for a few years, given our arrangement with the port based on dinghy numbers.
3. Administration costs are essentially stable, but include a one-off expense for polo shirts for the committee within miscellaneous items. This has been one of the very few rewards for the work that committee members contribute.

Capital projects

There were four items of capital expenditure, three of which were needed to replace ageing equipment barely fit for purpose, and one looking forward positively.

1. £3.5k was spent on a splendid new main gate, built by John Mills.
2. £2.45k was spent on two new RIB trailers for Yellow Pearl and Jaffa. These have been designed and assembled by Bill Whitney, and make launch and recovery much simpler down our now much longer ramp.
3. £3.4k was spent on replacing one set of the French Doors from the clubroom to the balcony. These were beginning to suffer from over-use and leaking.
4. £3.6k was spent on enhancing our cadet dinghy equipment. £2.4k of this relates to two new Oppie Trainers, largely paid for by the grants received from Eric Twinane Trust and Tesco, and £1.2k was for two second-hand toppers. (in excellent condition). These have been sanctioned for the use of our Improvers section, headed by Gareth Griffith, which has been extremely successful in generating activity and enthusiasm, plus a good few new members.

Spending Plans

Dinghy Park. There is still a lot of work to be done in the dinghy park, with work already started on new fencing, which will incorporate new boundaries agreed with the Port. This will give us an extra piece of land at Soldiers Point, in order to accommodate more dinghies which we hope will be attracted to the club in the coming period.

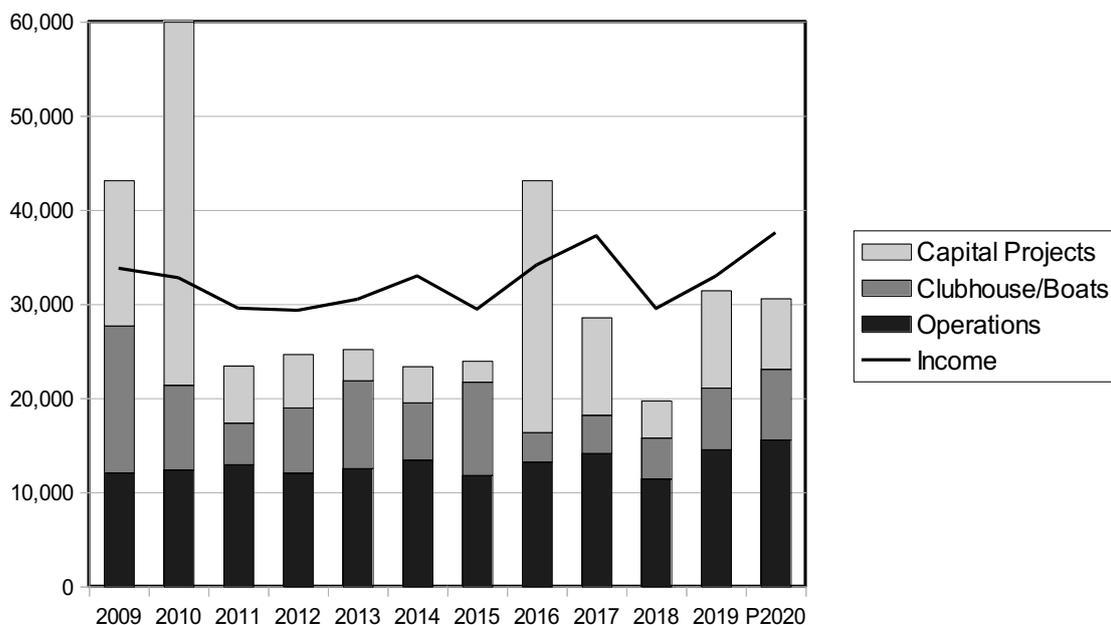
Slipway. The slipway has proved very good in the first full year of operation, but some faults have appeared in the last few months, following some reasonably extreme weather which may be more normal looking into the future. The repair work to be done is the responsibility of the Environment Agency and the contractor, so should not cost the club anything, but I am mindful that we may need to make some reserve to maintain the facility in best condition for the longer term.

Committee Boat. We sold Sentinel and have used NAB as an effective committee boat this year. While not ideal, NAB has allowed us to reconsider the optimal design for a new committee boat and, with funding still uncertain, we have put this off for a period while sanctioning other more urgent projects.

Bar and Clubroom. We have begun some discussion/plans for re-constituting our bar and clubroom layout, which may make progress in the coming period. This will not be anything major, but should allow a better use of the space, to allow separate flexible training rooms to run alongside social and club activities.

Subscriptions

We are not proposing any change in the subscription rates for members, but we are looking to increase boat parking fees by £5 per space. These fees have been unchanged for some five years now and are looking out of line with the order of charges made by our competition, ie other sailing clubs in Sussex, most of which do not have such good access to the best sailing waters in the County. Overall the cost to members will increase by about 3%. Notwithstanding our apparently comfortable cash funds, we still need to generate adequate operating surpluses to maintain our assets and activities.



Shoreham Sailing Club Revenue/Expense Trends + Projections

Philip Ayton, October 17th 2019

SHOREHAM SAILING CLUB - Receipts & Payments Account

	Year to 30th September (£)	2019	2018	2017
RECEIPTS				
Membership	Subscriptions	19,595	19,528	22,458
	Boat Fees	9,234	9,085	10,615
	Adur Sailing Club/Other Fees	2,581	2,706	2,370
	Joining Fees	750	510	1,270
		<u>32,159</u>	<u>31,829</u>	<u>35,443</u>
Social	Bar	2,713	2,665	3,412
	Galley	4,015	3,433	5,678
	Open Meetings	1,840	400	1,485
	Social Events	1,200	1,958	803
		<u>9,768</u>	<u>8,456</u>	<u>11,378</u>
Other Income	Other/Training/Misc	673	501	452
	TOTAL OPERATING RECEIPTS	<u>42,600</u>	<u>40,786</u>	<u>48,543</u>
PAYMENTS				
Operational	Trophies & Prizes	443	590	216
	Fuel	437	238	481
	Harbour Dues + Sentinel Mooring	2,564	2,737	2,587
	Equipment/Boat Expenses	2,966	2,279	2,430
	Training	175	13	440
		<u>6,585</u>	<u>5,856</u>	<u>6,154</u>
Social	Bar	1,735	2,653	2,576
	Galley	4,495	3,719	5,387
	Open Meetings	355	70	280
	Social Events	384	2,105	478
		<u>6,969</u>	<u>8,547</u>	<u>8,721</u>
Administration	Printing/Postage/Admin	304	294	440
	Insurance	3,622	3,580	3,717
	IT/Telephone/Broadband	378	361	405
	RYA	635	615	595
	Polos/Miscellaneous	1,098	0	67
		<u>6,037</u>	<u>4,850</u>	<u>4,956</u>
Establishment	Ground Rent	120	120	120
	Rates	801	846	845
	Water	928	171	586
	Electricity	774	309	967
	Gas	66	66	605
	Building Expenses	349	659	663
	Ground Expenses	3,230	1,570	1,884
	Slipway Expenses	159	35	30
	Cleaning	4,449	3,333	3,744
		<u>10,876</u>	<u>7,109</u>	<u>9,444</u>
	TOTAL OPERATING PAYMENTS	<u>30,659</u>	<u>26,361</u>	<u>29,543</u>
OPERATING SURPLUS		12,133	14,425	19,000
Sponsorship/Grants		2,140		
CAPITAL SPEND	Sale of Sentinel	-500		
	RIB Trailers	2,450		
	Main Gate	3,500		
	French Doors	3,430		
	Cadet Dinghies	3,600		
	2018 – Garage Door, Electrical Work		4,669	
	2017 – Containers, Jetwash			10,348
		<u>12,480</u>	<u>4,669</u>	<u>10,348</u>
SURPLUS (DEFICIT) OF RECEIPTS OVER PAYMENTS		1,601	9,756	8,652
Opening Balance		<u>35,546</u>	<u>25,790</u>	<u>17,138</u>
CLOSING BALANCE		<u>37,148</u>	<u>35,546</u>	<u>25,790</u>
Bank Accounts	Barclays Current	35,947	34,348	24,593
	Barclays Savings	1,201	1,198	1,197
		<u>37,148</u>	<u>35,546</u>	<u>25,790</u>