

Lymington Amateur Rowing Club
Almansa Way, Lymington, Hampshire, SO41 3PY

Minutes of 2021 AGM

Held on Thursday 21st October 2021@ 7:30pm

Apologies received in advance from: Kirsty Melin, Emma Butchers, Tim Bull, Terry Woolford

1. Minutes of the 2020 AGM Approved

2. Chairman's Report (Mark Viner)

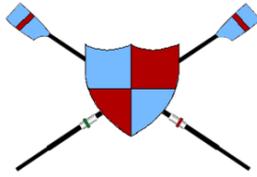
Good evening to everyone present here tonight. Thank you for attending.

I will not be speaking about any rowing events or achievements - I have to leave something for the Captain. I will however issue a general thank you to everyone involved with the rowing side of things – captains, coaches etc. I will begin as normal by thanking the committee members, those choosing to stand again and more specifically those who have not. In particular, this year we have a couple of long-standing members who have decided after many years serving the club that it is time for them to finally stand down from their position and it would be remiss of me not to mention them by name -something I am often loathed to do for fear of missing someone out. I do, of course, mean Mike & Terry.

Who would have thought after all the years of Mike sulking and moaning telling us he did not want to do the job that one day he would actually mean it? But we must thank him whole heartedly for his long service over twenty years.

I believe likewise Terry in his job as treasurer. Now Terry will be the first to say he had no formal training financially for the role whatsoever. However, what he is is very sensible. The sort of person who knows if you have £10 pounds you should not spend £11 which unfortunately not all his predecessors were aware of and under his tenure our finances have remained healthy throughout. And more importantly he dealt with the club's most important financial dealings and definitely the largest by far. I am, of course, referring to our funding of this very building and all the work for him that entailed and again a huge thank you to him for his services to the club.

Unfortunately, since our last AGM we lost another outstanding member, Mr Colin Fagan, who was in fact our President. I know that a glowing obituary was written outlining many of his contributions to this club which is actually on our website so I won't go over it again. And it was such a shame that due to the lockdown situation so many of us who knew Colin for many years were unable to attend his funeral and



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pay our final respects and give Colin the club send off he deserved. His work often went unnoticed behind the scenes and, whilst reminiscing about Colin, I recalled when I was Captain we struggled every other year in those days to obtain a decent river boat for the South Coast Championships. But no longer with Colin's help. He simply sent us to Marlow to pick one up which we duly did and we kept the boat after the SCC and rowed it in every winter head that year. Anyway, eventually in the end a bloke called Redgrave rang me up and asked did we still have it and what did we think we were doing being as we had paid them about a fiver for the loan of it. Again, another call to Colin and it was quietly smoothed over in his normal diplomatic manner and we returned the boat without any fuss or repercussions. Typical Colin he could always smooth things over. A true gentleman who will be deeply missed by us all.

Anyway, to end on a plus, I like many others was very concerned about a year ago of the possible negative effect the enforced closure of the clubhouse and subsequent loss of a whole race season would hold for the future prospects of the club. The timing could not have been worse having just finally moved to new expensive premises. I was genuinely worried about its future wellbeing re membership numbers and impact on finances etc and even now we have actually only had the full use of all these facilities for three months. Fortunately, my concerns were wholly unfounded. This could be due to any number of reasons - people's efforts and or good fortune - but having spent the majority of my adult life involved with the club I don't actually care what the reason is. But what I do care about is that the club is prospering and thriving membership numbers appear to be at an all-time high. We are relatively financially stable and maybe, because we haven't spent so much time together and not wishing to jinx it in any way there is a general air of contentment and harmony within the club membership and sections. Long may it continue and roll-on next year when hopefully numbers will translate to huge success both on and off the water.

3. Captain's Report (Hugo Mills)

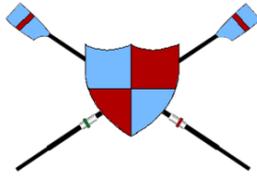
Rowing Update

The last 12 months have been literally a tail of 2 halves, with COVID rapidly bringing any racing to a halt last autumn. Although that said the club did succeed in having before we went into lockdown a very popular Autumn Head.

During the winter we continued to train hard with some of the youngsters competing in BRIC, some of the men competing in the virtual row round Brownsea row and a 2 teams being entered in the virtual row the Thames competition.

We were nervous about how people would emerge from lockdown but we need not have worried. The club has come back strongly building numbers over the summer supported by the tireless enthusiasm of Kirsty in recruiting new members.

We kicked off the racing experience with the inaugural Colin Fagan head which having been cancelled twice due to the weather was a great success with big smiles all around and a narrow win for Tim and Kenny in the double.



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The main racing focus for the club is the Hampshire & Dorset season and it was exciting to see how much enthusiasm and competition there was across the reduced season of 8 races, starting with Swanage where despite only 4s being allowed to race there were 96 entries.

The fact that the club had crews racing at all the regattas which shows how the momentum is building.

The old campaigners returned with the Masters 40 crew retaining their title for the 3rd season in a row. Alex and Tim put in some strong performances in the Junior Sculls. The J15/16 boys under Tim's guidance not only won all the races they were able to enter at J16 level but also rapidly progressed through novice to Junior and we have high hopes for them next year.

We also narrowly missed having a 2nd Novice men crew winning with them losing by a canvas at Woolston despite the bow man rowing all the way from the turn off his seat. Looking to next year the Novice momentum continues to build courtesy of Kirsty's recruiting efforts and hopefully with Pete's tutelage and a strong winter of training we will see some good results next year.

On the ladies side the Senior Ladies 4 raced 7 out of 8 of the races and finished top 3 in all their races which was a big achievement. Ellie fought hard in the Junior Sculls narrowly missing out on the championship but securing enough wins to move to Senior sculls next year. It was also great to see some Masters and Novice fours racing and hopefully we can take this enthusiasm for a strong Hants and Dorset Season next year.

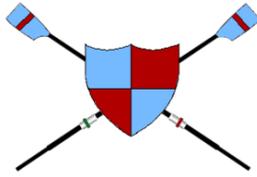
At a Junior Level as well as the J16 boys, the J16 girls had an unbeaten Hants and Dorset Season and this strength was born out at the excellent South Coast Champs regatta where we won the J16 Victor Ludorum with the J16 boys quad and J14 boys quads both winning and the 2 J16 girls quads both making the final but ultimately losing out to a very talented Worthing quad.

Outside the Hants and Dorset Season, Tim and Kenny continued to campaign their double with a strong performance seeing them lose in the Semi-Finals at Henley Masters Regatta. More recently they won Reading Small Boats head by nearly a minute, very impressive.

Finally, we were proud to support in August an attempt by Dave Mans and his crew to break some offshore records. This was an ambitious project and on the day they had to fight some unfavourable conditions but they still succeeded in breaking the distance record for 12 hours so well done to them.

As we look through the winter our focus is on:

1. Building the Squads at all levels;
2. Looking to get the 8 rolling in 1st quarter of next year – have the opportunity for a Vets, Men, Women and J18 Girls 8 to race after Christmas;
3. Building out the Support structure – including more volunteers to support the juniors, ensuring all rowers both race and rec have done Capsize Drill and Competency Check.



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Equipment Side

On the equipment side it has been a very busy year with us overhauling and rationalising our equipment:

- 2 out of 3 of the Coastal 4s were refurbished last winter which will hopefully extend their lives for a good few years going forward;
- We have sold on some old blades and bought 8 Concept blades from Molesey meaning we are now able to have 2 8s out;
- We recently sold the Claret and Blue 4+ to Mortlake and Anglian;
- We have also recently bought:
 - o A used Janousek from Bideford which means we now have 2 Janousek 4/4x for the Junior and Ladies squad;
 - o The Sims 8 outside;
 - o A Wintech River single which means we now have 3 coastal and 3 river singles;
 - o 5 new ergos to ensure we are capable of running ergo sessions of up to 12 people in the hole outside. We will part fund this by selling 2 of our older ones;
- We will also be selling the Trafalgar 4+ as well hopefully in the next month or so.

All of this activity should mean that we have a base level of boats capable of supporting the increased club size.

Conclusion

In summary it has been a busy year despite being confined to our homes for a good chunk of the year. It has been really encouraging to see how the club is coming together and we are well positioned for a strong season next year if we can keep the momentum going through the winter.

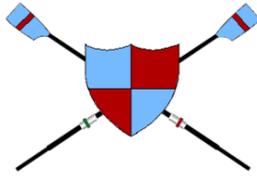
Personally, I would like to thank the committee members for all their hard work and Mark for his wisdom but I would also like to say a thank you to Tim, Pete and Sophie for their energy and enthusiasm with coaching, training, organising crews and marketing/entries. A club can only be a success if we have great people involved and we are lucky to have that.

4 Treasurer's Report (Fee Brooker for Terry Woolford)

Summary of the financial result for the year to 30 September 2021:

See Appendix I for Income & Expenditure Statement, Summary of Assets and Membership Numbers

As we have heard from our Chairman and Captain, we have seen a really strong bounce back from COVID. We finished the year to 30 September 2021 with a surplus of income over expenditure of just under £5k. This is before a further approximately £3k of sponsorship income to come from the Guinness World Record challenge which hadn't been received by the year end. Including all the GWR sponsorship income our surplus this year more than we have seen in recent years. More importantly, however, the components of our income this year are different and, I believe, more sustainable.



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In 2020 our income was significantly propped up by COVID grants from NFDC. And in year before that we had income from both the Milford on Sea regatta as well as income from the bar. What has helped us this year is the massive increase in membership and I would echo thanks to all those involved in Learn To Row, and in particular Kirsty who has been a magnet for new members.

As of today we have 121 rowing members – an increase of over 80% over last year! And the great news about this is that hopefully their membership income will be recurring into the future. This will allow us to continue to invest in new boats and equipment to make sure all our members are catered for.

The value of our major assets (boats, blades, RIB, etc) is approximately £65k. And we finish the year with a balance on our current bank account of just over £20k to which we will add the GWR income leaving us in a sound financial position to build for the future.

Closing Remarks by Terry Woolford read by Fee Brooker

Apologies for not being able to make the AGM. I just want to take the opportunity to thank you for your support in my role as treasurer over the past 20 years. When I signed up to the job, I didn't think for one moment I would have been still doing it in 2021.

After taking the role on, I wanted to start a building fund as the club has always had a long-term goal to move or improve its facilities. So, in 2007 I came up with the crazy idea of holding a music festival.

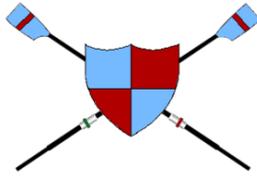
With a lot of favours from friends and help from club members we managed to pull it off and started our building fund up raising a healthy £3000. The following year we tried it again and just broke even so at that point I decided it was time to retire from the entertainment business.

For me and a lot of the older members one of our biggest achievements was moving here. It took us thirteen years but I think you would agree it was worthwhile.

So at the present time I think to end this financial year with £20.5K in the black is a good place to be. This reflects the ability of our club to succeed and prosper and with the management team we have in place now bringing new ideas and talent, we have a strong foundation to continue building a positive and prosperous future for the Lymington Rowing Club.

I want to thank Pete Lock for his constant support in some of my more challenging times and also the club volunteers over the years. I am very pleased to be passing the baton over to Fee and would like to also acknowledge and thank her for her help recently.

Again, I'm sorry I couldn't make tonight's meeting but I will be happy to serve on the committee if elected.

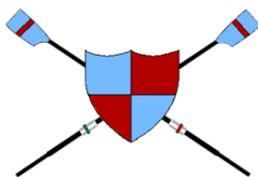


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5 Election of Officers (Mark Viner)

The following people were elected as officers of the club

President	Brian Goodall
Chairman	Mark Viner
Club Captain	Hugo Mills
Honorary Treasurer	Fee Brooker
Honorary Secretary (general club matters)	Fee Brooker
Hants & Dorset Liaison Secretary	Alex Barnes
Men's Captain	Pete Lock
Ladies' Captain	Olivia Bull
Junior Lead	Jane Wild
New Members & Recreational Rowing Lead	Kirsty Melin
Junior Representative	Callan Wallis
Welfare & Safeguarding Officer	Emma Butchers
Safety Advisor	Jane Wild
Additional Committee Member	Terry Woolford



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6 Subscriptions for 2022 (Hugo Mills)

Membership Fees Strategy 2021/2022

This document summarised the proposed approach for Membership Fees for 2022.

The past 6 months have seen the club bounce back strongly from COVID-19 and it is our ambition to continue to support all forms of rowing in the Lymington and wider area both racing and recreational.

We have carried out a benchmarking against other local clubs (See Appendix II), from this it can be seen that Lymington's fees are amongst the lowest with our Junior fees well below. Our focus remains on growing the membership at present but membership fees are our main source of income and so a larger membership = more wear and tear.

We also recognise that we are all being hit by rising costs and so with this in mind have sought to keep increases to a minimum but we would expect in 2023 to see at least inflation level rises.

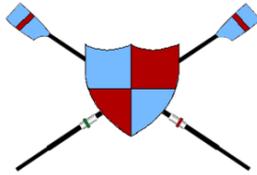
In terms of 2022 the proposed fees are set out below:

Category	2021 Membership Fee	Proposed 2022 Fee
Racing Adult	£200	£200
Junior (J18)	£120	£160
Recreational	£120	£120
Gym Membership	£120	£120
Student 3 month (race)	£50	£60
Student 3 month (rec)	£30	£35
Rack Charges	£50	£50

Our analysis showed that Junior Membership (J18) rates were not only below our main competitors (Itchen Imperial and Christchurch) but also this section is equipment/rib/coach intensive. On a long term basis we would expect this to move closer to the Racing Adult membership cost but are recommending we do this in increments. At the same time, we will be including as part of this membership social membership for the parents (ie. access to bar, clubhouse and ergos).

Also for families with more than one child <18 years old, the 2nd child member will be £100 per annum.

Finally, we will be offering 3 scholarships per year for the Under 18s. this will be at the Captain's discretion but the aim is to ensure that promising and committed athletes are able to afford to row. The scholarships will be assessed each year and the club will cover their membership fees only, meaning the Scholar would be required to pay for race entry and rowing kit. Anyone interested should contact the Captain for more detail.



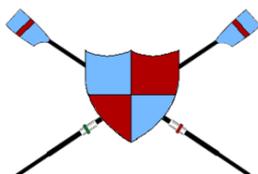
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Payment Points

- **Late Payment Charge** – All 2022 fees will fall due on 1st March 2022 and be payable by 31st March 2022 (unless a standing order is in place – see below) and a £30 charge will be payable on any late membership fees.
- **Monthly payments by Standing Order** – in 2022 we are also proposing to trial standing orders for the Race and Junior membership charges. The Standing Order must be in place by 15th March 2022 (details from the treasurer) and rates are as follows: Race Membership £19 per month and Junior £15 per month. The full remaining annual amount will become payable if any month default

7 AOB

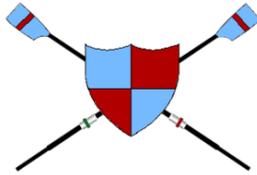
There was no AOB and the meeting closed at 20:45



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Appendix I - Income & Expenditure – year ended 30 Sept 2021

INCOME	2021	2020	2019
Membership fees	15345	9531	9339
Race entries	2786	1334	1419
Pontoon membership	1556	489	0
Rowing equipment	1360	0	805
Other incl NFDC COVID grant in 2020	1334	13618	1496
Learn to Row courses	420	0	0
Boat racking income	350	350	250
Bar income	151	764	3688
Merchandise sales	86	0	0
Fundraising – Buy-A-Brick/Go Fund Me	80	530	3208
Premises rental income	20	0	0
Milford On Sea Regatta	0	0	4836
Contribution to gym hire (circuits)	0	905	610
Guinness World Record sponsorship income	1000	0	0
TOTAL INCOME	24488	27521	25651
EXPENDITURE			
Boat and equipment maintenance	5045	231	1221
Rowing equipment purchases	2605	6711	1439
Race fees	1853	1154	1241
Insurance	1764	2219	2022
Pontoon costs	1496	1298	1121
Bus costs including insurance	1275	1611	1479
Costs of Guinness World Record Challenge	1150	0	0
Management fee for premises	852	1962	0
Bar costs	559	436	2572
Merchandise stock	552	0	0
Miscellaneous/other	499	1857	376
RIB costs including fuel	743	851	184
Utilities	442	762	1489
H&D and BR affiliation fees	442	953	1021
Website	284	82	102
Milford on Sea Regatta	0	20	2900
Trophies	0	140	169
Gym hire (circuits)	0	255	165
Buildings costs	0	435	0
Club relocation costs	0	0	2811
TOTAL EXPENDITURE	19561	20977	20312
EXCESS OF INCOME OVER EXPENDITURE	4927	6544	5339
Note: 2021 income excludes £3k of net sponsorship income from GWR not yet received			

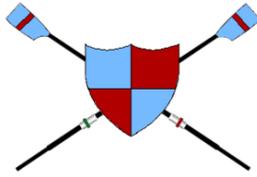


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APPENDIX I – Club Assets and Membership Numbers

CLUB ASSETS	
Boats & other rowing equipment (@ insurance value)	65550
Current bank account	20678
Dave Stafford bank account	756
Bar petty cash	290
Bar stock	260
Merchandise Stock	374
Total assets	87908

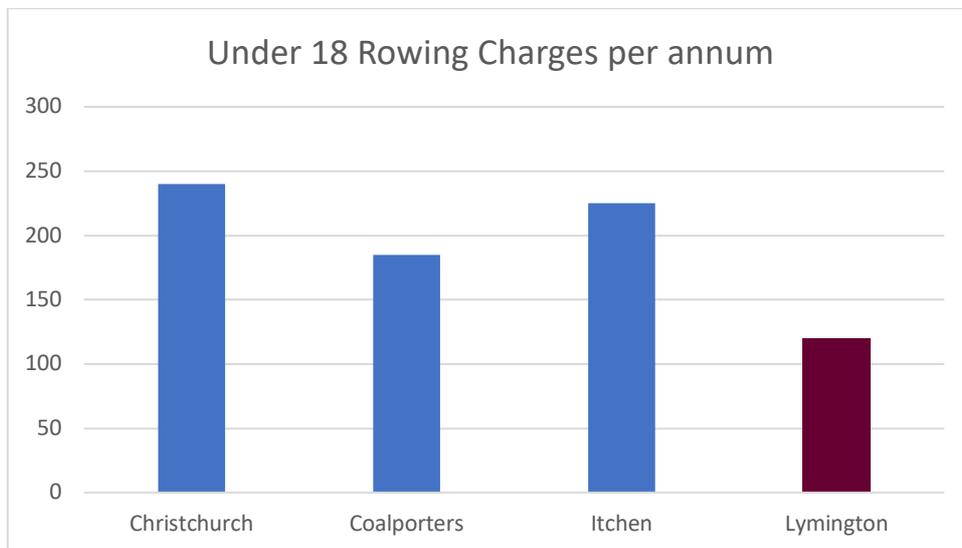
MEMBERSHIP NUMBERS	2021	2020	2019
Full racing	30	22	19
Junior & Student	55	29	24
Recreational	36	14	6
Total rowing members	121	65	49
Pontoon	15	7	0
Total membership	136	72	49

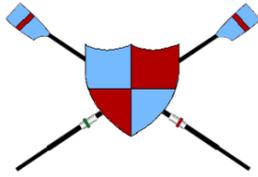


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Appendix II

BENCHMARKING OF MEMBERSHIP FEES





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