

Lymington Amateur Rowing Club
Almansa Way, Lymington, Hampshire, SO41 9PX

March 2024 Committee Meeting

held at LARC

Present: Fee, Shirley, Sophie, Keith, Rob, Imogen, Liv, Ellie, Caroline, Chris and Terry.

Present (via Teams): Hugo, Kirsty and Sue.

Date: 7 March 2024

Review of previous minutes: No issues raised in relation to draft February Minutes.

Apologies: none

1. REPORTS

1.1 Captain's Report

Circulated in advance of the meeting:

- Captain's Report March 2024¹

Further to the Captain's Report, the following items were discussed:

1.1.1 Hire of boat from Bournemouth Rowing Club

Hugo stated with the Alan Goodall being refurbished, the club is down to 3 coastal fours, exacerbating the pressure on race boats for the incoming Hants and Dorset regatta season. Bournemouth Rowing Club is willing to hire a quad for the season at a cost of £600 and are happy for it to be racked outside.

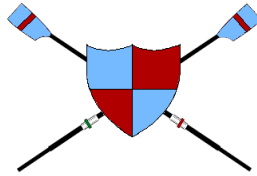
There was discussion whether accompanying blades needed to be hired, but this was considered unnecessary in light of the Concept blades which have recently been donated to the club.

There was widespread agreement to proceed with the hire of the Bournemouth quad.

1.1.2 Hants and Dorset Junior League

Hugo explained at the recent Hants and Dorset AGM he had proposed the introduction of a J16 league, with the awarding of points in the J14 - J16 age group. The intention would be that

¹ Appendix I



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this league would run concurrently with the Hants and Dorset season with a trophy presented to the winners at the annual awards.

However, save for Shanklin, this proposal was met with little enthusiasm. Nonetheless, he has invited the Hants and Dorset Committee to reconsider his proposal and revert.

1.1.3 Colin Fegan Head - 6 April 2024

Hugo stated the Colin Fegan Head will take place on 6 April 2024.

1.2 Finance Report

Circulated in advance of the meeting:

- February 2024 Finance Report.²

Fee stated February has been a busy month given renewal of annual memberships and pontoon memberships.

1.2.1 Membership Renewals

Currently 96 members have renewed, nearly all the juniors but still quite a few adult renewals outstanding.

Not many recreational rowers have converted to race memberships with this renewal - most happened during the year last year.

Action: Fee to send out chasers and ask squad leads to similarly chase squad members.

1.2.2 Account balances:

- £18.6K Current Account
- £13.3K Boat Fund
- £2.7K Dave Stafford Account

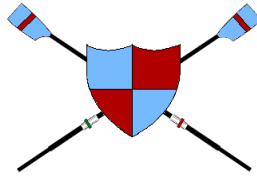
2. **MILFORD REGATTA**

Hugo stated he is waiting confirmation from NFDC for permission to hold the regatta.

He added he would like the following to cover the roles below:

- Draw Hugo
- Entries Shirley
- Tents/Catering Kirsty
- Safety Chris (two safety boats and one umpire boat with a toilet)
- Sponsorship Rob and Caroline

² Appendix II



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- Trophies Liv (already agreed)
- Regatta Controller Mark Viner (already agreed)

- Actions:**
- 1. Kirsty** - continue to liaise with Debbie and Becky regarding the food.
 - 2. Caroline** - speak to Pete regarding the Programme.
 - 3. Rob** - liaise with Chris regarding use of Keyhaven safety boats.
 - 4. Liv** - obtain trophies/mugs (same as last year).
 - 5. Shirley** - liaise with contact re possible merchandise (Regatta t-shirts).

3. EQUIPMENT

3.1 Boat strategy

Circulated in advance of the meeting:

- Boat Strategy³

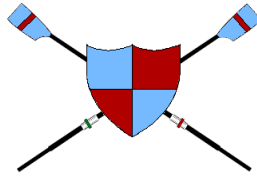
Further to a Swift boat trial day (February 2024) and the above paper, there was extensive discussion as to whether the club should purchase a Swift boat and if so, one boat or two.

Hugo stated while the return of the Alan Goodall, following refurbishment, along with the hire of the Bournemouth quad will take pressure off race boats, this will only address the needs of one third of the club. Therefore, it is necessary to consider the purchase of Swift/Adventure boats.

Fee stated Swift boats are much wider than coastal boats and thus more stable. Thereby, making them more versatile for offshore rowing and beach sprints, which is becoming more popular give the advent of beach sprints being included in the 2028 Olympics. Further, given their stability, Swift boats lend themselves to attracting outsiders to try the sport and in so doing generate an additional revenue stream for the club. Hugo added it is easier to obtain community funding for adventure boats, in comparison to race boats.

Fee explained Swift is keen to establish a club hub on the south coast and are attracted by Lymington's location.

³ Appendix III Boat Strategy



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Swift v Burgashell

As regards cost and availability in comparison to a coastal Burgashell four.

	Swift (Demo)	Swift (Tourer)	Swift (Offshore)	Burgashell (Coastal - current LARC boats)
Cost		c£12,000	£14,000	£16,5000
Deposit			30%	30%
Availability	October 2024 but possibility of borrowing over the summer.	2025	May 2024	July 2024 (possibly)

Swift - physical considerations

- Walk way to the pontoon - it does fit.
- Storage - trailer.

How many Swifts?

The Committee unanimously agreed that additional boats are essential to meet the growing membership of the club and that there is merit in expanding the fleet to include adventure boats.

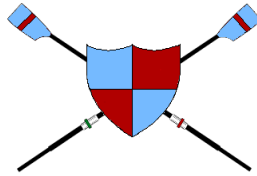
After lengthy discussion, it was agreed that the club should purchase one Swift Offshore boat, as the Swift Tourer offers little in addition to Burgashell coastal boats. With the anticipated revenue from the Swift Offshore, generated from L2R courses, summer camps, corporate days, adventure trips, (detailed at Appendix III), bolstering funds to proceed with the purchase of Burgashell coastal, to address the needs of race members.

The Committee took the view that by purchasing one Swift boat, it would not only help address the needs of the junior and recreational sections of the club, and in so doing reduce pressure on race boats, it simultaneously affords the club an opportunity to test community appetite for adventure rowing; thereby acting as a gauge whether to proceed with a second Swift at a later date. If demand for adventure racing was high, there remains the possibility of hiring a Swift demo boat until such times as funds permitted an additional purchase.

When to purchase

The Committee agreed with Hugo that purchase should be made now in order to avoid missing out on summer income opportunities.

Boat Strategy and Marketing



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Recognising that purchase of a Swift boat is a big step for the club, there was agreement that the overall aims of the club and our strategy for achieving these aims, need clearer articulation and communication to the wider club and potential future sponsors/providers of funds.

Action: Hugo, Fee, Rob and Caroline to regroup asap to bring together the overall club strategy and how the boat strategy will support this.

3.2 Safety Rib

Circulated in advance of the meeting:

- Ribs - Safety Boats options⁴

Terry stated the repairs to the small rib will be completed next week. However, the committee agreed that this rib is not fit for purpose and particularly given the cost of recurring repairs.

Terry explained that he tested a rib that Royal Lymington Yacht Club 'RLYC' has for sale at £900. While it handled well, it has a smaller engine than the one on the LARC rib.

Other ribs have been considered but identified as unsuitable.

The committee agreed that the 'RYLC' should be purchased, swap the engines and sell LARC's rib with the RYLC engine.

4. AOB

4.1. 24 Hour Row review

Circulated in advance of the meeting:

- 24- hour row fundraising summary⁵

Action: Caroline - liaise with Sue regarding lessons learnt.

4.2 Facilities

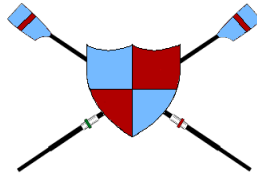
Action: Keith to follow up on -

Snagging list of repairs/issues:

1. Repair of ladies changing room door.
2. Absence of hot water in taps.
3. Main door - unable to unlock from the inside.
4. Heating appears to be on all the time.
5. Second key safe to be located in the boat house.
6. Purchase of salt bin.

⁴ Appendix IV Rib - Safety Boat Options

⁵ Appendix V 24-hr row fundraising summary



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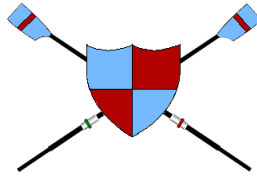
Issues to address with Castleford/Working for You:

7. Water leaking from wall at side of steps.
8. Wall lights not working at side of steps.

Fee added the defibrillator has been signed off by Red Row and she has been in contact with the resident's association regarding location, use and a potential contribution to the cost.

Prepared by: Shirley Reid, Hon Secretary

Next meeting: 4 April, 8:15pm



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Appendix I

Captain's Report - March 2024

Racing Update

The theme of the season has continued with all of our potential races, Weybridge Head, Henley 4s and 8s and Head of the Stour called off due to flooding and adverse weather.

That said water activity has been high with regular outings from WEHARR and HARR eight as well as Senior Ladies, SLARC and Junior squads We hope that all the hard work will bear fruit when we finally get to some racing.

We have fingers crossed that WEHARR will go ahead this Saturday and have 3 Fours and 3 Doubles entered in BTC Spring Head on Sunday.

Later in the month, on the 16th we will be taking our JLARC squad to compete at the Bryanston Stampede on the 16th March. The week after our Mens eight will be competing in the Head of the River Race on 23rd March 2024.

Off the water we had another great day at NJIRC on the 1st March, 2024 where we took 22 youngsters from 11 -17 years old to compete. It was great to see Sol Chamberlain winning a silver medal (pipped by 0.02 seconds) and helping to maintain a run which has seen the club win at least 1 medal at every NJIRC since 2018. There were many other strong performances with 4 other youngsters in the top 10 and a majority of the youngsters achieving their personal.

On a separate note I have made a proposal the Hants and Dorset to run a J16 league this year which awards points for all J14-16 event to drive increased attendance in Junior events at regattas (see separate email).

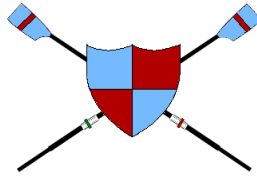
Equipment Update

At present we anticipate that boats remain the limiting factor with potentially up to 12 racing crews.

The Alan Goodall is currently up with Burgashell being refurbished. Am hoping to understand this week what he plans to do and also when it might be ready (am hopeful we should have just after Easter).

The main limiting factor remains having appropriate fours for our race, rec and JLARC crews. In the short term there is the opportunity to potentially rent for the season (i.e. until the autumn) for a cost of £600 from Bournemouth Rowing Club.

To my mind this is a short term fix for this year and sits alongside the Swift opportunity since it is purely focused at freeing race boat congestion. We still need to try and reduce traffic on our race boats and secondly these boats will enable us to push out our community engagement.



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Decision Required

Do we rent the Bournemouth Coastal 4 (is in-line and can be rigged as a quad) for the season to take off race boat pressure.

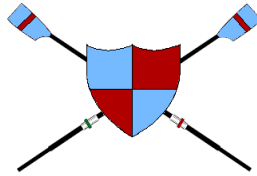
Regatta Planning

The Milford Regatta Planning is underway with the key items that need to be done in process. The status is below;

- First Aid cover – secured for £720 from Critical Care (same as last year)
- Permission requested from NFDC to hold the event at Milford – still waiting to hear back from them
- PA system hire has been agreed from BTC.
- Mark Viner has agreed to act as Regatta Controller on the day
- Livvy Bull has kindly agreed to look after the prizes/tankards.

Key outstanding items are

- Safety Boat cover – last year we had 2 boats from Key Haven Yacht Club via Lance and Jack Mans but unfortunately Lance is away the weekend of the regatta.
- Permit from Hants and Dorset to run the regatta – cannot be done until we have approval from the NFDC
- Agreeing Committee to organise the regatta covering
 - o Entries and Draw
 - o Sponsorship and Preparation of Program
 - o Food Tent Crew
 - o Safety Boats and Water Cover (including setting up the course)
 - o Large Boat for Umpires at the Turns.



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Appendix II

Finance Report - for the month of February 2024

February has been a busy month on the finance side. Membership renewals have been coming in and rowing membership income in the month was £14.9k. 12 external Pontoon memberships have renewed so far generating £1.6k of income. The new indoor rowing sessions generated income of £883 which after coaching costs gave a surplus of £400.

We collected the outstanding JIRR, Dorney and old entry fees for Newport and finally received the insurance payout for the Braca blade broken last season of £237. We also received refunds of entry fees for cancelled races of £696. Anticipating possible cancellation, we had not collected entry fees from members so reimbursements are not needed.

On the expenditure side, the bus road tax of £165 was paid this month as did the annual hosting fee for the website. We also spent £348 on new lifejackets as had been agreed in past committee meetings.

We closed the month with a cash balance in our current account of 18.6k.

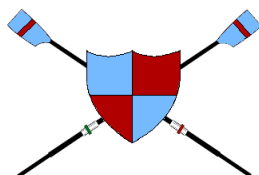
The Dave Stafford account now has a balance of £2.7k which is the remaining Love Rowing money for funding future schools/talent coaching. The balance of the funds in that account of £756 were transferred to the boat fund.

The boat fund balance as at the end of February was £13.3k which was raised as follows:

Leon Crouch	5,000
Avon entry refunds	200
Dinner raffle	589
24 Hour Row	4592
Dave Stafford account transfer	756
Lymington & Pennington Council	600
Hampshire County Council	1,500
Interest	40
	13,277
	66% of target of £20k

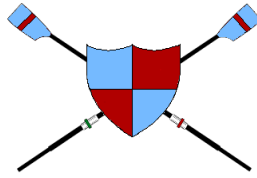
A further £200 surplus from the Boys in the Boat film evening was in the current account as at 29 February and was transferred the Boat Fund in March.

Prepared by: Fee Brooker, Hon Treasurer, 6 March 2024



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	February 24	Year to date
Opening cash balance	1591	8864
INCOME		
Membership income	14923	16144
Sponsorship income		
Milford on Sea Regatta income		
Pontoon membership income	1655	1655
Rowing equipment sales		400
Members contributions to social events		2960
Other		60
Learn to row courses		
Racking fees	150	150
Transfer from bar account/bar sales		
Merchandise sales		724
Fundraising and donations	804	804
Premises room hire		159
Coaching levy		
Race entry fees	76	483
Members payments for circuits		
Members contribution for Dorney/JIRR	75	600
Insurance claim	237	237
Indoor rowing classes	883	1227
Total Income	18803	25603
EXPENDITURE		
Boat and equipment maintenance	248	1076
Rowing equipment purchases		1250
Cost of social events		3553
Race entry and transport costs	-696	413
Insurance		790
Pontoon license costs		318
Cost of river licenses for pontoon members		
Bus and trailer costs incl fuel	391	800
Coaching costs	600	1890
Management fee for premises		511
Merchandise stock		424
Bar stocks	48	48
Miscellaneous	301	1285
RIB costs including fuel	101	676
Utilities	121	595
H&D, BR affiliation and SCC sponsorship		
Website hosting and domain fees	276	276
Bar license		
TV license		41
Milford on Sea Regatta costs		
Transfer to Boat Fund		213
Indoor coaching course		450
Dorney/JIRR entries		584
Safety equipment	348	348
Cleaning	90	330
Total expenses	1798	15871
Closing cash balance	18596	18596



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Appendix III

Boats Strategy Paper - March 2024

Background

Since the club's move to its new clubhouse in April 2019, the membership of the club has blossomed. In particular, we have seen strong growth from our Recreational and Junior sections which now represent 2/3s of the club.

Over the past 5 years, we have managed to expand the fleet of (mainly river boats) but also one coastal four all of which have been well used second hand boats. We now find ourselves in a position where we are struggling to get all our members afloat and it is clear that we need to review our fleet and upgrade it.

As a club whilst we are developing our coaching resources we need find a way of getting our members afloat in a safe manner and given the weather and limited river opportunities, it would seem to make the most sense to build out our Coastal fleet to provide a safe manner to get our members afloat.

Finally, over the past 2 years there has been growing interest in Offshore Rowing, partly driven by the announcement that Beach Sprints are to be included within the Olympics from 2028. We have already seen traction with some of our stronger juniors want to race in the U19 team and over the next few years we would expect interest to grow in this sport.

As a coastal club with a great area for adventuring we are well positioned to benefit from this interest and indeed have already had clubs come to visit us. It is clear that Swift Boats is keen to have a location on the South Coast where potential customers can come and try the boats and also is looking for a club to seed the demand.

Club Immediate Equipment Needs

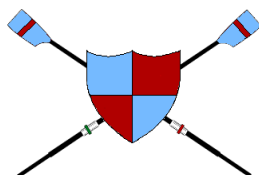
With the numbers involved, it is clear that our focus as a club needs to be on refreshing/building out our fleet of fours in particular quads with the club only having 1 coastal quad in use. Specifically needs are:

- Junior Squad defined as J16 downwards – race and rec – 2 quads for training with the more experienced looking to race as well. At present 1 quad is limiting the development of our squad with water time being reduced to 30 mins.
- Rec Rowers – Quads to enable the outings in the river and increasingly for those more ambitious members to go
- Racing 4s for the Hants and Dorset season so that we can get all our race crews out and ideally avoid re-rigging boats all the time.

Options for the Club

There are several options for the club

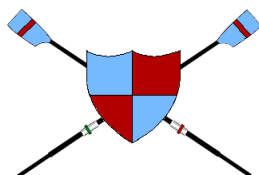
- 1) Order more Hants and Dorset boats – cost likely to be c.£32k for two new coastal fours and availability not before 2025 from the only manufacturer Burgashell. Capable of racing in our main league, rec rowing and some limited adventuring.
- 2) Order/Purchase from Swift Tourer boat – which is more similar to Hants and Dorset boats – capable of use on river/rec rowing and some limited adventuring.
- 3) Purchase Offshore boats from Swift – capable of use on river, adventuring and racing in Endurow.
- 4) Do something else which have not thought of.



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Pros and Cons of Boat Options

Option 1 (Burgashell)	Option 2 (Swift Tourer)	Option 3 (Swift Offshore)
<p>Pros</p> <ul style="list-style-type: none"> - Boat can be used as a 4 and a quad - Known boat and can be sure it will be used by all members of the club. - Racing opportunity for Hants and Dorset boats for all ages although Juniors are underserved. - Fits within our current infrastructure (i.e. rack storage, trailer etc.). - Lowest risk – ie it does not challenge the club. 	<p>Pros</p> <ul style="list-style-type: none"> - Available in short term. - Storage and handling in line with our current Coastal 4s. - Good stable platform for less experienced people. - Could help open up club to new members and L2R 	<p>Pros</p> <ul style="list-style-type: none"> - Available immediately – should have this season. - More suitable boats for Juniors/Rec (once in water) and wider range of conditions that can be used in. - Flexibility – can do more than the club is currently doing – Adventuring, Endurow racing - Likely to prove more attractive to clubs wanting to try the offshore boats. - Better way of making rowing accessible to beginners. - Offers incremental revenue opportunities for the club (see below)
<p>Cons</p> <ul style="list-style-type: none"> - Wait time on new boats c.12 months - Adds nothing more than what we have. - Does not solve the goal which is that we need to have 2 coastal quads to enable all members to get afloat - Limited incremental revenue opportunities for the club 	<p>Cons</p> <ul style="list-style-type: none"> - Limited usage – could be used for training for Junior squad and Rec rowing. - Adds less than another Burgashell save the immediacy of having a boat. 	<p>Cons</p> <ul style="list-style-type: none"> - Different boats - storage required would need to be resolved - Would need to upgrade trailer if wanted to transport them to races (hire from Swift available short term). - Politically could be seen as divisive for the club. - Failure to execute
Financial implications		
<p>Capital Outlay = £16k per boat</p> <p>Incremental Revenues = More membership?</p> <p>Incremental Costs = Minimal</p>	<p>Capital Outlay = £TBC</p> <p>Incremental Revenues = More Rec rowing membership?</p> <p>Incremental Costs = Minimal?</p>	<p>Capital Outlay = £ 14k per boat (possible downwards negotiation)</p> <p>Significant potential Incremental Revenue (see below)</p> <p>Incremental Capital Costs = £ Road Trailer? + Possible Rib Upgrade (Yr 2?)</p>



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Swift offshore option – the “business case”

Base Assumptions

The addition of 2 Swift offshore boats would significantly change the focus of our club. For this project to be successful we would need to:

- 1) Ensure that we could fund the 1st boat but have immediate access to the 2nd in year 1 (this needs to be agreed with Swift) and that we can raise sufficient funds for the second boat
- 2) Ensure that have a financial model in place so that over X years (e.g. 3/4) suggestion is that would pay off cost of the 2 boats.
- 3) Ensure that we can organise a delivery model to realise the revenue opportunities
- 4) Ensure funds available for rest of the club to at least purchase a new Hants and Dorset coastal 4 for 2025 season.

Swift are keen to see the development of coastal rowing and to find a coastal club which is prepared to be the “first mover” in the offshore space to boost participation and to find a venue which can be a “showcase” for their boats. They have offered support (detail to be thrashed out) in a number of ways eg a possible Swift British Junior Coastal Championship”, Junior/private summer camps, Corporate Days. Swift have indicated that payment on deferred terms may be available for a second boat if we do not have funds immediately to purchase two outright, again details to be discussed. This will be critical as we currently only have sufficient funds to buy one boat.

Incremental Revenue Streams

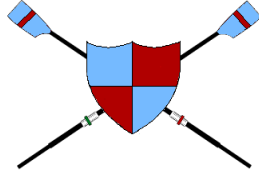
Rowing wise - it is a given they would be used for Juniors at weekend and ideally Rec rowers in mornings. So our working assumption is that these boats would give limited incremental financial benefit for club over Option 1 and 2 or vs. current scenario.

Focus therefore is on what incremental revenues could be generated.

Year 1

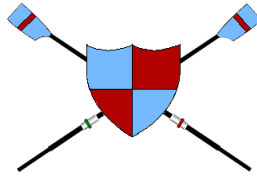
If we had the boats from after Easter that would be a c. 23 week window from 7th April to 8th Sept, 161 days. We envisage the following potential opportunities to raise additional income from use of the boats which could be used to ensure that over time, the boats pay for themselves. Illustratively, this could include:

15 days	Learn To Row – second quad available for LTR courses Easter, May Half Term and Summer; additional 4 participants at £180 each = £720 per week for 3 weeks	£2,160
5 days	Summer camps for beginners (post LTR) – targeting 24 participants paying £250 per head for 5 days	£6,000
5 days	Summer camps for experienced rowers – targeting 16 participants paying £250 per head for 5 days	£4,000
3 days	Corporate Days – target 3 companies on team building day - £100 a head for 4/5 hours - £800 a day	£2,400
5 days	Visiting schools/clubs – target 5 days @ £500 per day	£2,500
10 days	Adventure trips – target 10 days - £60 per seat per day – 8 seats per day	£4,800
43 days	POTENTIAL INCREMENTAL YEAR 1 REVENUE	£21,860
		£508 average per day



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We would have to incur costs (coaching/admin) in delivering these events. If we assumed that the club retained 30%-40% of the income on average, then this could generate a contribution of £150-£200 per day of use. This would equate to £6.5k-£8.6k annually if we can deliver the events listed above, a payback period on the boats of 3-4 years.



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Appendix IV

Ribs - Safety Boat Options

Repair Avon 3.10

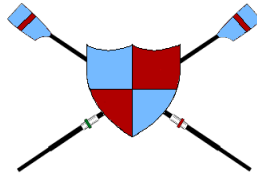
Short term replacement with RLYC Avon 3.5 £900

Other options:

- Fb Humber 5m FC60 £9.995 337 hours
- Fb 1996 Avon 6m. 90 hp 2 stroke £7.750. (Lynmouth)

Please note these may be sold at the time of Committee meeting

- Rigiflex
 - 3.6 m. £2800 No engine
 - 3.7m. £3650. NE
 - 4m. £4840. NEAll tiller control



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Appendix V

2024 24-hour row fundraising summary

Online donations:	£4,456
Offline donations:	£274
GoFundMe transaction fees:	£166
Total:	£4,564

GoFundMe stats

Original target £2,500

178% of target achieved

£2726 donated pre-event (61%)

£1261 donated during event weekend (28%) + 274 cash collection

£469 donated post-event (11%)

Breakdown of donations

148 donations from 146 donors

Largest donation £300

Average donation £30

Mode donation £20 (most common – 39 donors gave this amount)

38 donors gave £10

10 donors gave £25

19 donors gave £50

8 donors gave £100

1 donor gave £120

1 donor gave £250

1 donor gave £300

To do:

Profile donors by participant/member/parent or family/friend of the club/unknown

Keep donors up to date with how money has been spent

Lessons learned re target setting, comms, campaign management and team fundraising.