

## **THE HOLBROOK CLUB**

### **MINUTES OF THE ANNUAL GENERAL MEETING HELD AT THE CLUB ON TUESDAY 17<sup>TH</sup> MAY 2016 COMMENCED AT 7.00 PM**

**Those Present:** Simon Charman, Paul Finn, Diane Sutton, Carole Charman, Ray Sutton, Tom Chapman, Neil Morrison, Peter Merryweather, Andrew Taylor, Angela Wright, Barry Wright, John Maher, Ian Nicoll, T Matthews, J Hayes, Martin Tilley, Caroline Lewis, Brian Lewis, Sheila Lewis, C Holmes, Simon Brand, Richard Bligh, Grace Bligh, Angela Biginton, Thomas Pinches, Sam Williams, Lagin Riecker, Randolph Riecker, & Chris Fairchild (29 eligible voting Members in all).

#### **1. Apologies For Absence**

These were received from: Anil Ahluwalia, Adrian Phillips, Brian Stevens & Keith Reed (4 in all).

#### **2. Minutes of Last Year's AGM**

The minutes of the last AGM held on 14<sup>th</sup> May 2015 were accepted by those present as accurate & correct, & were duly signed by the Club Chairman, Simon Charman.

#### **3. Club Chairman's Report**

There were no questions from the floor regarding the Club Chairman's Report (copies of which were distributed to Members prior to the meeting).

#### **4. Presentation of the 2015 Club Accounts**

The 2015 Club Accounts (copies of which were distributed to Members prior to the meeting) were presented by Simon Charman.

#### **Holbrook Club – Accounts to 31<sup>st</sup> December 2015**

##### Overview:

- Key message is we have had a down turn in our trading last year and due mainly to reduction in the number of events held at the club - This impacted on our Bar as well as Kitchen income. We also saw a drop, again, in membership income.
- Positives in the last year have been (a) GP margin improving along with (b) 3G pitch hire income starting to come through as anticipated - We need to bear in mind 7 months 3G income only seen in the accounts as they were opened in late March 2015 and (c) Admin expenses have been reduced and are less than last year.

##### Detailed information:

- Year on year turnover fell by £57k and due mainly to:
  - Bar (£45k decrease)
  - Kitchen (£18k decrease)
  - Gym / Subs (£18k decrease)
  - Decrease in other items £12k
  - Facilities income (£36k increase – 3G pitches hire mainly)
- Despite turnover falling £57k our year on year GP has fallen £11k and due mainly to increase in our margin (60% compared to 57% last year).

This improvement is due mainly to change in our income profile with 3G pitch hire in particular helping with the improvement seen

- Admin costs are £10k less than last year despite £17k spend on flats refurbishment (£4k last year)
- Bottom line loss for the year is just under £79k (£63k loss last year). In saying this, it is key to highlight that this figure is after applying £66k for depreciation of our assets, so our 2015 operating loss was circa £13k (compared to roughly break-even in 2014)
- Bank balance has reduced by £115k and due principally to our funding the build of the 3G pitches (£107k).
- Net Worth £363k which is healthy position albeit has been falling over the last few years.

Ongoing strategy:

- The Directors have recognised the downturn in trade and are looking at various options to improve the financial position, e.g.
  - Improve hire of facilities - Now substantially increased year on year
  - Looking at new options like the 'Fake Festival' in June
- Our colleagues are key to the ongoing success of our Club and would like to put on record thanks as well as congratulations to Matt and all the team at the club for the work they did last year, essentially with reduced numbers as well, to achieve these trading results.

**Q.** Do we know why members leave?

**A.** General trend or cutting back and there is more competition. We need to make sure facilities are good to maintain members

The accounts were adopted unanimously. Proposed by Martin Tilley & seconded by Chris Fairchild

**5. Approval of the Two General Committee Representatives who have been elected to serve on the Executive Committee**

In accordance with Rule 9.1(b), Mr Ray Sutton and Mr Tom Chapman were elected by the General Committee to serve on the Executive Committee. The AGM approved their election.

**6. Election to the Executive Committee**

In accordance with Rule 9.1(a), the Club Chairman, Mr Simon Charman, the Club Deputy Chairman, Mr Paul Finn, Club Treasurer, Anil Ahluwalia, and four Members' Representatives, Mr Neil Morrison, Mr John Maher, Mrs Carole Charman & Mr Adrian Phillips, all retired from office.

The 7 Committee Members offered themselves for re-election to the positions shown above.

There were no other nominations.

The appointment of these 7 Committee Members was proposed "en bloc" by Diane Sutton & seconded by Martin Tilley

**7. Appointment of Club Accountants**

Spofforths are the current Club accountants. The Executive Committee seeks approval from the general membership to re-appoint Spofforths as accountants for the 2016 financial year.

Proposed by Jason Hayes & seconded by Martin Tilley.

## **8. Any Other Business**

### **8.1 Update on the Club's lease situation with Horsham Football Club (our landlords).**

- At the moment we have no 25 year lease, but we do continue to pay rent. We have a 6 month rolling lease. This situation has been unchanged for over 5 years.
- Negotiation of a new lease is in progress with HFC
- The new developer is paying less money to HFC for the land than Croudace were, so HFC are saying they can't afford to include the (previously negotiated) maintenance fund in their new lease offer to us.
- The lease on offer does include the 1954 Landlord & Tenant Protection Act, and as such we are in a strong position. This means that HFC cannot come back and take away any more of the site that we occupy. If they decide to occupy the site then The Holbrook Club (THC) is due compensation and we would take them to court
- If a new lease is negotiated & HFC are granted planning permission, then the security of tenure means we can apply for funding for development at the Club
- HFC expect to submit plans for both Hop Oast and here in June/ July 2016. It may be as late as June 2017 before HFC are granted planning permission.
- HDC rely on us as it takes the pressure off their facilities. We are featured in the HDC 30 year strategy for leisure

**Q1** Is it difficult for THC to plan ahead?

**A1** Yes. We did decide to go ahead with the 3G pitches regardless.

**Q2** Have HFC a problem for future season. As they need to declare home venue for 17/18 season by January 2017?

**A2** This is outside of our control. We assume ground share is possible as they are in The Ryman's League.

### **8.2 Questions from the floor of the A.G.M. were taken by the Executive Committee.**

**Q1** Could the issue of members leaving be due to the appearance of the Club and if so are there any plans for investment?

**A1** We are looking at various plans. Not all will generate income, e.g. chairs, décor. Any spending will be at risk

**Q2** Is there a strategy to attract new members?

**A2** There is a social campaign planned around beer prices. There is a sports campaign planned around gym membership. NOTE: in the last 12 months we have done well to maintain our membership levels, given the current financial environment.

**Q3** Do you contact the new housing estates?

**A3** Yes, we do mail drops

**Q4** Why does THC show more rugby than football on the big screen? FA Cup match Brighton vs Arsenal wasn't shown. Instead two French sides playing rugby was screened. Why?

**A4** We work to a pre agreed list of priorities:

- i) International matches

- ii) Champions League (football)
- iii) European competition
- iv) Premier League (football)
- v) Premier League (rugby)

We can look at this list and change it.

It was pointed out that the other Friday the Club did show the Brighton play off match over a European Rugby match.

We can't show both if they are only on Sky. It would cost an extra £6kpa to be able to show two sky channels at the same time.

**Q5** Can we find out the bar takings for different TV events to find out which is the most profitable?

**A5** Yes, we already monitor this, but as a club we do want to be diverse. Just because football might generate more income wouldn't mean a switch to 100% football being shown

**Q6** Are there any plans to upgrade the projectors ready for the Euros 2016?

**A6** They are regularly serviced but the technology is not great. We will investigate other solutions.

**Q7** Why at the NYE party is it adults only?

**A7** Many reasons: Licensing issues, Health & Safety, we can't rely on the parents supervising their children the whole time, rowdiness of the attendees. The Executive Committee will discuss this, but it is unlikely to change (for the reasons stated).

**Q8** Is the Kitchen going to revamp its menu?

**A8** It is being reviewed. If anyone has any ideas please email them to [office@theholbrookclub.co.uk](mailto:office@theholbrookclub.co.uk)

**Q9** Can we have a suggestion box. Not a brown one but perhaps a large glass bowl. Perhaps one at reception, one in the gym & one on the bar?

**A9** We will look into purchasing something and try for a year. But in prior years these haven't been very successful.

**Q10** What is the Club doing to encourage non-members to join?

**A10** At the large non-member functions we offer special offers on the night. E.G. no joining fee

**Q11** Are we looking at other entertainment options. We don't want people to get bored if we only offer Madness, Bad Boy Boogie, etc.

**A10** Yes Matt is looking at other acts that he feels will be popular with members. We hope that the Fake Festival on 4<sup>th</sup> June will be a huge success. So far 600 tickets have been sold. Our target is 1000. They will be available on the door on the day.

An attendee wanted it noted that the staff does a good job in difficult circumstances.

Thanks were also expressed to the Executive Committee.

Meeting closed at 7.55pm.

Signed by..... (Simon Charman, Club Chairman)

Dated.....