**Those Present**

Michael McGilligan, Shane Bussi, Colin Christensen, Tom Chapman, David Gill, Donald Preston, David Cooke, Mandy Martin, Ian Etherington, Diane Sutton, Ray Sutton, Bill Matthews, Margaret Matthews, Bob Herring, Suzie Kidd, Colin Ackroyd, Kevin Palmer, Angela Wright, Barry Wright, Jon Booth, Shaun Duggan, Rebecca Hodgson, Elaine Overington, Danny Holloway, Bernard Owen, John Maher, Simon Packer, Judith Packer, Mark Smith, Tim Turner, Jan Turner, Brian Howard, Rob Robertson, Andy Spriggs, Cath Robertson

1. **Apologies for Absence**

Simon Charman, Carole Charman

1. **Minutes of Last AGM 30th July 2019**

The minutes of this AGM were accepted by those present as accurate and correct.

1. **Presentation of Club Accounts 2019**

The club accounts (copies of which were distributed to members during the meeting) were presented by Ian Etherington.

1. **Presentation of Club Accounts 2020**

The club accounts (copies of which were distributed to members during the meeting) were presented by Ian Etherington.

**Overview**

This report covers the years 2019 and 2020 but will mainly concentrate on the most recent year. Despite lockdown in 2020 the club showed a small profit of £10k compared to losses in 2019 of £86k and £113k in 2018. The two most significant factors in this turnaround are reduction of staff costs and grants provided by both government and Horsham District Council.

Results for last three Years (£000,s)

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  |  |  | 2020 | 2019 | 2018 |
| Turnover |  |  | 355 | 888 | 916 |
| Cost of Sales | |  | (206) | (401) | (446) |
| Gross Profit | |  | 149 | 487 | 470 |
| Administration Costs | | | (460) | (604) | (609) |
| Other Operating Income | | | 321 | 31 | 26 |
| Net |  |  | 10 | (86) | (113) |

**Gross Profit**

Turnover is down from 2019 due to Covid related issues. The club has been closed for many months and we have lost 477 paying members during 2020 (35%).

**Administration Costs**

Almost every item of overhead has reduced in 2020.

In February 2020 we made casual staff with less than 2 years of service redundant. In December we let 10 permanent staff go. At the end of 2019 we had 20 permanent staff and several casuals working in the bar and kitchen. We currently have 10 permanent staff and 2 casual bar staff.

We made other savings during lockdown resulting in a 25% reduction in overheads.

**Other Operating Income**

In the past this item has been the rental income from the two flats.

In 2020 we received grants from the government (furlough) of £143k, and Horsham District Council of £25k and £116k. In addition, we crowd funded for £13k.

The grants from HDC were used to clear some rent arrears due to Horsham Football Club and pay for redundancies.

**Balance Sheet**

Net assets have increased by £10k (net profits). Cash is £88k, of which £34k was used to pay for redundancy in January 2021. We have a loan from Carlsberg £9k, which is being repaid based on volume of purchases.

**2021 Trading**

At the end of August, we made a loss of £27k. Some staff have resigned, and we had to pay them holiday pay. We have also spent money on small maintenance projects around the club.

**Bank balance is £45k.**

Since April turnover had increased in both the bar and use of facilities. The club is now busy during the week and the bar is open Thursday to Sunday.

The club is picking up but needs more members to join.

**Funding**

In September 2021, we applied to The Football Foundation for new Eleven-a-side goals and nets. The funding is for £1,425 and will allow us to purchase state-of-the-art UEFA Spec B goals with Blue and White nets.

An EPC Grant from Horsham District Council has also been applied for. The grant for £60,000 would be used to improve energy consumption around the site. An EPC report has been completed and reported that the energy rating for club is satisfactory. The funding could be used for new windows and doors. We are still waiting for confirmation of this grant.

Other funding during 2020 came from HDC for £60,000 and a crowd funding scheme that raised £13,000. These vital incomes helped to keep the club operational during lockdown.

**Finances**

Following the pandemic, The Holbrook Club lost about 800 members, which has had a significant effect on the income of the club. Membership income is now around £19,000, down from £30,700 in February 2020. We have plans to increase the number of members in the coming few months by running several promotions including working hard to make the most of the normal tendency of people joining gyms in January.

Your Zone 45 has been bought out by 3D Leisure, and with their expertise in using social media to market the brand and the facilities we have available, we expect to add a significant number of new members to the club.

Currently there is no access to any funding through government, local council, or Sport England. The club will, however, continue to monitor the situation.

1. **Election to the Executive Committee**

In accordance with Rule 9.1(a) Tom Chapman retired from the Executive Committee.

The following members offered themselves for election to the Executive Committee roles:

Club Chairman: Michael McGilligan

Club Treasurer: Ian Etherington

Members’ Representatives: Colin Christensen, Tom Chapman, David Gill, Donald Preston

Nominations were received from the floor for:

Club Deputy Chairman: Shane Bussi

Members’ Representatives: Elaine Overington, Judith Packer

The appointment of these nine committee members were proposed “en bloc” by Danny Holloway and seconded by Brian Howlett

1. **Appointment of Club Accountants**

Kreston Reeves are the club’s current accountants. The executive committee seeks approval from the general membership to re-appoint Kreston Reeves as accountants for the 2021 financial year.

1. **Questions from the floor were taken by the Executive Committee**

**Q1** What are the plans for maintenance?

**A1** we are looking to improve windows with monies owed by HFC.

**Q2** How is the club going to attract new members?

**A2** We are looking to increase the numbers of events in the club and promote sports such as tennis and squash with the introduction of competitions.

**Q3** Are there any restrictions imposed upon us by Horsham Football Club?

**A3** This is being investigated by the executive board. The kitchen, for example, may be able to be outsourced. This is currently being reviewed by Horsham Football Club.

**Q4** What plans does the club have for advertising our services?

**A4** Club surveys should be looked at as to pros and cons for joining and unique selling points to form a marketing strategy.

**Q5** Is there any tax liability with Horsham Football Club?

**A5** There is no tax liability as money was split between Horsham District Council and ourselves.

**Q6** What happened to the trophies in the cabinet?

**A6** These were sold due to the club requiring funding in 2017. The sections were informed, but this was questioned.

**Q7** How was the membership lost?

**A7** COVID-19 is the main reason for losing membership. This is the most common reason for members not renewing or lapsing. Your Zone 45 had 150 members at its peak.

**Q8** What is the club vision?

**A8** The club is a community club. Potential membership should be looked at from a very young age to old age.

**Q9** What are the plans for food?

**A9** The aim is to get the kitchen open by Christmas. A discussion followed on what are the best ways to get the kitchen up and running, but no decisions were taken.

**Q10** What are the plans for showing sports matches at THC?

**A10** We intend toshow all the major sporting events, mainly the Football Premiership, Champions League, but also the top Rugby Internationals in November and the 6 Nations. Our Web site is to be up to date and notices will display what is on.

**Q11** What initiatives for increasing membership?

**A11** To target an increase of 20 members a monthly basis. Note consent will be required as GDPR is an issue.

**Q12** Is the club having a firework display this year?

**A12** No. Health and safety is a main issue due to the proximity of the new housing at the back of sports field.

**Q13** What is happening to the use of Sports Hall?

**A13** Flooring was a problem with the floor bubbled and often too slippery due to excessive condensation. Initial thoughts were that this would cost about £ 100k to put right. This has been briefly looked and it is thought to be rather a problem with the ventilation.

**Q14** What plans do we have for Marketing THC?

**A14** Greater use of social media and producing a regular newsletter if the resources are available. Members are encouraged to share and promote the club.

**Q15** Are there plans for members nights?

**A15** We are trying to increase these and grow membership engagement. Some members nights get cancelled by lack of interest.

**Q16** Why was a recent football game cancelled from being shown?

**A16** There was no duty manager available. Good availability of staff needs to be improved.

**Q17** What is the current relationship with Horsham football Club?

**A17** We have contacted HFC and have set up a line of communication. We intend to build on the work done by the previous committee. Our aim is to create a friendly and professional relationship with them.

Meeting Closed at 9:00pm.

Signed Date

Michael McGilligan

The Holbrook Club Chairman