

SHOREHAM SAILING CLUB



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

TREASURER'S REPORT TO THE 2020 ANNUAL GENERAL MEETING

I am pleased to report that the club has again stayed comfortably afloat financially this year, albeit with very difficult challenges arising from the Covid 19 restrictions. This was such a pity as we had been hoping for a successful resurgence to make full use of our new slipway after a couple of years of disruption from the Adur Tidal Wall project. That we have survived well is a testament to our members' loyalty and support from the local and national sailing community.

We generated an operating surplus of £14.5k, compared with £12.1k last year.

We received grants of £21.2k linked to particular capital projects, and also a grant of £10k from Adur DC as part of their Covid 19 support for local enterprises. In addition, we raised £20k in Loan Notes from members, so that the major spend on a new Committee boat, planned for some time, could go ahead. Combined, these all came to just over £51k.

We spent just under £52k on capital projects, including over £32k on our new Patriot Boat (albeit with £12k more to be spent in this current year) £10k on Cadet training dinghies, and £9k on essential security and infrastructure projects. This meant we managed a cash surplus during the year of £13.7k, which took our cash resources to £50.9k at end-September compared with £37.1k at end-September 2019.

Income

1. Subscription income was £22.1k, up 13% compared with last year. This was helped by the fact that a high proportion of our sub income was received before the lockdown was imposed, but we had few resignations, and a steady renewal stream as the year progressed, even with a possible prospect of little sailing to come. In addition, as sailing did resume, and encouraged by Gareth Griffiths in particular, our club was seen as an attractive venue for youth sailing and training by the RYA South East Region. This resulted in an influx of some 12 hotshot Topper sailors joining, which largely explains the increase in mailing list member numbers from 130 to 143. For all that, given the challenging medical and economic conditions, I would like to pay tribute to our members' loyalty in staying with the club, and hope that this will be rewarded with better sailing next year.
2. Boat fee income £10.3k was up 12%, reflecting partly the fee increase this year.
3. Adur Sailing Club (Sailing School) was faced with probably a worse situation for their members compared to us. We therefore allowed a significant reduction in their fees, £800 compared with £2.1k last year, to reflect their lack of sailing and inability to use the clubhouse, and we hope they can come through alright

4. Our Social/Trading Income was hit hard as we were very restricted in use of the galley and bar, and had to cancel the hoped-for remunerative Open meetings. As a result, this section of club activities suffered a net deficit of £900 compared with a surplus of £2.6k last year, and £4k originally projected. I would like to thank Mandy Walsh for her very considerable efforts over several years as galley manager, and fully understand her decision to stand down now. Included in this section is the sale and purchase of polos and other Club merchandise which are priced to make a small surplus.
5. Training. The figures show the impact of two very successful weekend Topper sessions organised by Gareth, also a few ad-hoc training days by other fleets. These provided a combined income of over £1,000, and an operating surplus. On the expense side of this, we made a couple of bursaries, combined £350, so that some of our cadet members can pursue their training outside the club.
6. Miscellaneous. This income £1.85k comprises the sale of club and abandoned dinghies and equipment which could then be put to better use by members.

Expenses

1. Our establishment (utility, cleaning, grounds etc) expenses were generally much lower than last year, reflecting the zero activity in the club for three months, and then lower than normal. We were allowed zero rates by Adur DC from April, though note that we normally receive 80% mandatory relief anyway because of our CASC/Charity status. A funny here is the gas charge where we had a fill-up in October 2019 after running down in the previous two years. The grounds charge include some necessary maintenance work £1.4k on our drains.
2. Operational costs are also lower, reflecting again the much reduced workload on our equipment. This also means that our RIBs are set to last longer than expected earlier, for which we should also thank our boatman Chris Lintern for the work that has put in on these. Given the much reduced activity, we agreed with the Port a significant £1k reduction in Harbour dues.
3. Administration costs are essentially stable.

Capital projects

There were four major items of capital expenditure, two on sailing equipment looking forward, and two on essential security and infrastructure projects.

1. £31.7k has been spent on a new Committee/Safety boat, a Patriot 700. This was funded initially by a £10k grant from The Sussex Community/Rampion Wind Farm. We also raised £20k by an issue to members of 3-year Loan Notes as a cover for our bank balances looking forward, even though our cash balances appeared adequate prior to this. Given what has happened, I am very grateful to members for supporting this issue, also must thank Adur & Worthing DC for their Business Rate grant of £10k, which came at a very opportune time. The timing of the purchase of the Patriot 700 was based on cost and availability, and we believe will prove a very valuable asset for the club. We have not yet bought the engine, which could cost a further £12k. We will do this when we feel there is a realistic prospect of using the boat and adequately securing it.

2. £10k was spent on two new RS Feva training dinghies, directly funded by a £10k England Sport grant. We also received a grant of £1.28k from Adur DC for other training dinghies, actually bought last year.
3. £7.9k was spent on new fencing. This was needed to replace old units no longer fit for purpose, and also to establish our boundaries now that we have gained some additional land alongside the new Tidal Wall and on our North side.
4. £1.1k was spent on new Camera/Security equipment. This is needed because our premises are essentially empty and otherwise unguarded.

Spending Plans

Other than the new Committee boat engine, and some more equipment for housing and trailering it, there is nothing firmly committed. We are, however, looking at a number of smaller projects, including a possible matting on the slipway to allow less abrasive 'parking' for single handers.

Subscriptions

We would appear to have substantial funds at our disposal, at over £50k. However, our committed spend will take this down to a projected £35k before next years subs come in, and £20k of that is represented by repayable members Loan Notes. It is therefore quite tight, and inflation of our costs continues, so in the normal way we would be looking to increase subscription rates. For all that, we are aware of the economic difficulties at this time, and recognise that a good proportion of you have not sailed at all this year, so we are proposing no change in the subscription rates or boat fees for members. We hope that you will all renew for next year, and we will continue to give the 5% discount to those of you who renew early.

Philip Ayton
November 2nd 2020

SHOREHAM SAILING CLUB - Receipts & Payments Account

| | Year to September 30 th | 2020 | 2019 | 2018 |
|--|------------------------------------|---------------|---------------|---------------|
| RECEIPTS | | | | |
| Membership | Subscriptions | 22,149 | 19,595 | 19,528 |
| | Boat Fees | 10,334 | 9,234 | 9,085 |
| | Adur Sailing Club/Other Fees | 1,054 | 2,581 | 2,706 |
| | Joining Fees | 420 | 750 | 510 |
| | | <u>33,957</u> | <u>32,159</u> | <u>31,829</u> |
| Social | Bar | 322 | 2,713 | 2,665 |
| | Galley | 790 | 4,015 | 3,433 |
| | Open Meetings | 0 | 1,840 | 400 |
| | Other/Polos etc | 770 | 1,620 | 1,958 |
| | | <u>1,882</u> | <u>10,188</u> | <u>8,456</u> |
| Other Income | Training/Sponsorship | 1,162 | 250 | 500 |
| | Miscellaneous | 1,846 | 3 | 1 |
| | | <u>3,008</u> | <u>253</u> | <u>501</u> |
| | TOTAL OPERATING RECEIPTS | <u>38,847</u> | <u>42,600</u> | <u>40,786</u> |
| PAYMENTS | | | | |
| Operational | Trophies & Prizes | 642 | 443 | 590 |
| | Fuel | 505 | 437 | 238 |
| | Harbour Dues | 1,609 | 2,564 | 2,737 |
| | Equipment/Boat Expenses | 1,981 | 2,966 | 2,279 |
| | Training | 1,205 | 175 | 13 |
| | | <u>5,943</u> | <u>6,585</u> | <u>5,856</u> |
| Social | Bar | 374 | 1,735 | 2,653 |
| | Galley | 1,633 | 4,495 | 3,719 |
| | Open Meetings | 0 | 355 | 70 |
| | Other/Polos etc | 778 | 984 | 2,105 |
| | | <u>2,785</u> | <u>7,569</u> | <u>8,547</u> |
| Administration | Printing/Postage/Admin | 478 | 304 | 294 |
| | Insurance | 3,555 | 3,622 | 3,580 |
| | IT/Telephone/Broadband | 395 | 378 | 361 |
| | RYA | 655 | 635 | 615 |
| | Miscellaneous | 0 | 498 | 0 |
| | | <u>5,084</u> | <u>5,437</u> | <u>4,850</u> |
| Establishment | Ground Rent | 120 | 120 | 120 |
| | Rates | 420 | 801 | 846 |
| | Water | 253 | 928 | 171 |
| | Electricity | 867 | 774 | 309 |
| | Gas | 1,265 | 66 | 66 |
| | Building Expenses | 420 | 349 | 659 |
| | Ground Expenses | 3,982 | 3,230 | 1,570 |
| | Slipway Expenses | 54 | 159 | 35 |
| | Cleaning | 3,157 | 4,449 | 3,333 |
| | | <u>10,538</u> | <u>10,876</u> | <u>7,109</u> |
| | TOTAL OPERATING PAYMENTS | <u>24,350</u> | <u>30,659</u> | <u>26,361</u> |
| OPERATING SURPLUS | | 14,497 | 12,133 | 14,425 |
| Sponsorship/Grants | | 31,179 | 2,140 | |
| Member Loans | | 20,000 | | |
| CAPITAL SPEND | Fencing | 7,900 | | |
| | Jetwash | 490 | | |
| | Committee Boat | 31,705 | | |
| | Boat Trolley | 657 | | |
| | Cadet Dinghies | 10,000 | | |
| | Security Equipment | 1,184 | | |
| | 2019 / 2018 Projects | | 12,480 | 4,669 |
| | | <u>51,936</u> | <u>12,480</u> | <u>4,669</u> |
| SURPLUS (DEFICIT) OF RECEIPTS OVER PAYMENTS | | 13,740 | 1,601 | 9,756 |
| Opening Balance | | 37,148 | 35,546 | 25,790 |
| CLOSING BALANCE | | <u>50,888</u> | <u>37,148</u> | <u>35,546</u> |
| Bank Accounts | Barclays Current | 49,685 | 35,947 | 34,348 |
| | Barclays Savings | 1,203 | 1,201 | 1,198 |
| | | <u>50,888</u> | <u>37,148</u> | <u>35,546</u> |

