

PURLEY BURY TENNIS CLUB MINUTES OF ANNUAL GENERAL MEETING Wednesday 9 March 2022

8pm

1. Confirm meeting process and quoracy.

The meeting was held in the Club House with 21 Members in attendance (quorate). Apologies were received from Janet and John Brotherhood, Kelly Rowland, Chris Watts, Tony Camacho and Ann Allison

2. Minutes of last AGM.

The minutes of the AGM held on Thursday 25 March 2021 were agreed.

3. Trustees' report - Robbie Watt

Another Strange Year!!!

- The start of 2021 was a challenging time for the Club. There was no “general” play permitted on the courts until the end of March and the bar could not be fully utilised until mid-July.
- However, the club was able to continue with its disability tennis coaching sessions each Friday, creating a great community feeling for all those involved.
- As soon as the restrictions on the courts were lifted they were extremely busy as players were keen to get back on court.
- A new mixed session for men and ladies of all standards has been introduced on Fridays, and a third rota session for full adult members has been introduced on a Monday evening.
- A full senior tournament, consisting of 10 individual events, concluded in July when the club hosted a hugely successful finals day.
- Overall membership numbers increased and revenue from subscriptions increased by 10.5% to £21,641.
- MDL Coaching continued to support the junior section. The numbers of groups increased and new coaches were added to keep up with demand.
- Older juniors continue to be encouraged to join in the adult sessions once they had reached the required standard.

- MDL Coaching, aided by its team of volunteers, continued to develop their free Disability tennis sessions for both children and adults. MDL Coaching was awarded Disability Club of the Year for Surrey for the second year running.
- In 2021 the Club had an operating surplus of £12,591 before any grants or donations and prior to general maintenance.
- At the end of 2021 the Club had net assets of £98,318, of which £8,762 were restricted monies.

Veranda Project

Michael Vaughan gave a brief update on the veranda project. Stage 1 on the Top Building had been completed by Alphaglaze with a very attractive outcome. Stage 2 on the remainder of the work outside the Top Building was due to commence on 28 March 2022 lasting about 3 weeks. The remaining 3 stages on the Club House veranda would follow on and take around 6 weeks with target completion in time for the Jubilee celebrations at the beginning of June. Michael expressed his thanks to Club Member Bob Mewies for his work on planning the project.

An overspend of up to £9k was agreed by the meeting to cover increased material costs. Michael said he would take action to ensure these were kept to a minimum.

4. Captains' reports

- Nathan Ascott

Summer 2021 Mixed	Division	Position	Outcome
Purley Bury 1	4 - Group 1	3rd	Staying put
Purley Bury 2	5 East	4th	Staying put
Purley Bury 3	8 West	4th	Staying put
Purley Bury Mens over 55s	5 - Group 1	3rd	Staying put

Nathan thanked the rota organisers for their work on Monday and Thursday evenings. Monday earlys and Thursday lates were most popular, but more players were needed for Monday lates and Thursday earlys.

Attendance at Saturday singles fluctuated from week to week, but would benefit from more members

Attendance at Thursday mens seniors was strong. More ladies were needed on Wednesday mornings

The Sunday morning session was attracting 8-16 players - thanks to Sarah Wilson for organising

The date for the summer tournament finals day was discussed as Wimbledon no longer has a rest day on the middle Sunday and it is close to the end of term in July. Further thought would be given to this outside the meeting.

- Chris Backway

Summer 2021 Mens	Division	Position	Outcome
Purley Bury 1	9 East	2nd	Promoted
Purley Bury 2	11 East	5th	Relegated
Purley Bury 3	17 East	3rd	Staying put
Purley Bury 4	22 East	3rd	Staying put

Winter 2021 Mens	Division	Position	Outcome
Purley Bury 1	8 East	1st	2 matches to play
Purley Bury 2	12 East	2nd	2 matches to play
Purley Bury 3	12 East	4th	1 match to play
Purley Bury 4	22 East	4th	3 matches to play

Chris said Match Practice was still going strong with 33 strong players. Chris thanked David Barden for his work as 1st Team Captain. David was standing down with Ryan Harper-Bermejo taking over. Robbie Watt was standing down as 4th Team Captain with Lorenzo taking over.

The mens second team was due to play the mens third team at 2pm on Saturday 26th March with everyone welcome to come and watch.

- Sarah Wilson

Summer 2021 Ladies	Division	Position	Outcome
Purley Bury 1	5 East	3rd	Staying put
Purley Bury 2	17 East	4th	Staying put
Purley Bury 3	16 East	2nd	?
Midweek doubles	12 - Group 1	3rd	Staying put

5. Coach's report - Mark Love

Juniors - Mark's team ran:

- Term Time Sessions

- Pay and Play Fridays
- Holiday Tennis Camps
- Teams
- LTA Matchplays
- Mark suggested that ‘Fun Saturdays’ be run with games for Juniors and Seniors

Adults - Mark’s team ran

- Monday Night Rusty Rackets
- New Friday Morning club Player Session
- NEW over 50's Free Coaching Session
- 1:1 Sessions
- Team Training

Disability Tennis - Mark’s team ran

- Friday Nights at PBLTC - Kids and Adults
- Disability Tournaments / Team Challenge

Marked thanked

- Our wonderful volunteers without whom we could not run our Disability sessions
- All the Sponsors :- Hedley Trust / Barchester Health / Childwick Trust

MDL Coaching and the Club achieved:

- LTA Disability Award - National Finalist in 2020 and Surrey Winner this Year

6. Treasurer's report - David Stantiall

Financial Position at Year End 2021

The CIO generated an operating surplus of £12,591 before any grants or donations and prior to general maintenance. Revenue from subscriptions grew from £19,578 to £21,641 as membership remained buoyant, but we were still unable to obtain sponsorship from local companies (£1.5k in 2019). However, our landlords waived half our rent (£3.7k) again.

The Club obtained the following grants:

- £4,000 from the Childwick Trust for our disability tennis coaching sessions
- £1,000 from the Barchester Trust
- £720 from the Hedley Foundation
- COVID-19 support: £18,288

At the end of 2021 the Club had net assets of £98k compared with £63k at the end of 2020. Of this, £9k was restricted funds and £20k was in the sinking fund leaving available funds of £69k

The LTA suggest that to cover future resurfacing, cleaning and replacement of LED lights for a club with 5 courts that we should be put £10,000 p.a. into a sinking fund. As these were replaced in 2019, we have £20,000 set aside in the fund.

The budget for 2022 made provision for £43k of Club funds on the veranda and £10k for the sinking fund. No further COVID grants or rent rebates were likely. An operational surplus of £8k was forecast leaving available funds of £24k. The Club was in a strong financial position but due consideration needed to be given to the continuing need to put £10k into the sinking fund annually, and provide for ad hoc maintenance and refurbishments.

Disability and Senior Tennis

- Substantial grants were received during the year resulting in an increase in funds as detailed below. This has provided a tremendous experience to these groups to enjoy the benefits of tennis whilst at the same time enhancing the reputation of our club as an all-inclusive club
- It is hoped that sufficient grants will continue to be given to the club so that this can continue. We at present have sufficient funds in the restricted account to cover the costs of this year and it is the intension of the Board that we try to keep sufficient balance in this account to cover a year in advance.
- The opening balance was £6,961, grants received £5,720, expenses £4,920 leaving a closing balance of £7,761

2021 Accounts

These were agreed by the meeting

7. Bar Manager's report and Social - Robbie Watt and Nik Balzer

Robbie reported that turnover had increased from £5k in 2020 to £13k in 2021 but was still not back to pre-COVID levels. Gross margin was 41% compared to 26% and the contribution to the Charity was £4k compared to £0.6k. The forecast contribution for 2022 was £8k

Nik Balzer had taken on the role of social co-ordinator and it was planned to run more social events. Members were invited to suggest event and help run them to make the bar and social side of the Club what they want it to be. Members were also invited to volunteer to serve behind the bar especially on the Monday and Thursday rota nights to encourage Members to socialise after playing tennis.

The dinner dance had been a great success and the meeting thanked Amy for all the work she had put in.

Prices for mini bottles of wine had been increased from £3.90 to £4.00 and draught beer from £3.90 to £4.20 per pint on 1 January 2022. These were still very good value and other prices would be unchanged.

8. Membership Secretary's report - Sarah Wilson

Sarah reported that the membership year, with a new start date of 1st April, coincided with the end of lockdown, so the season began with a great enthusiasm to get back to tennis.

Having had another period of no tennis due to lockdown that fell in the previous membership year, the Full Adult membership was once again offered at the reduced rate of £150. We offered a three-month trial membership of £75 for new members to encourage people to take up tennis following the lockdown, while continuing the Family special offer that had been so successful in the previous year.

We offered a reduced Full Adult membership of £50 from September to March, and a special reduced rate of membership for the last two months of the year. Our offers attracted new members to the club with 35 new adults across the different categories and five new juniors, generating £1,574 of revenue.

Although subscriptions were kept reduced for the second year running with the overall increase in membership numbers from 305 to 315, especially the 'Full Adults', there was an increase of membership revenue from £19,578 to £21,641. The forecast was that this would rise to £24k in 2022.

Membership Proposals 2022/23

The meeting agreed the following proposals:

Subscription rates would be held at their at their 2021 full year levels, subject to the following:

- The Full Adult membership fee would be reduced from £220 to £210, but the early payment discount of £10 would no longer be offered so most Full Adult members would pay the same.
- A discount discount for a second Full Adult living at the same address would be introduced with a combined rate of £375.
- An Off-Peak Adult Membership would be introduced at £120, which would act as an interim stage, if needed, between the Parent/Rusty Racket Play/Adult Coaching memberships and Full Adult membership. This would offer the ability to book courts to play with other Adult members but will not give access to any organised sessions, teams or tournaments. This would maximise an already pleasing flow of members from these categories to Full Adult.
- The successful Family membership offer of two Parent memberships plus two Junior memberships for £120 would continue.

9. Maintenance Co-ordinator's report - Katherine Willis

Katherine had taken on this role towards the end of 2021. She stressed that the Club did not have a caretaker and sought to minimise its use of contractors. If it did not, Membership Fees would double. The Club ethos was that all Members should do what they could when they could to keep the Club in good order, whether this was taking on a specific task, joining in a working party, or just spending a few minutes clearing up the courts or the Club House. Working parties would be held on the mornings of 9th and 16th April. The Club had only spent £600 on maintenance in 2021 but £10k had been budgeted for 2022. £3k had already been spent on cleaning the roofs and replacing tiles.

10. Secretary's report - John Davey

Purley Bury Plan - John said the plan was a living plan as reflected in the reports of the various members of the Management Team. The objectives remained:

- To grow and sustain Adult playing membership of the club to 120 and in particular to:
- increase the pool of players interested in playing matches
 - redress the imbalance of male and female players by encouraging more women to join
 - increase the use of the courts
 - encourage more people to start playing tennis

To have a minimum of £80,000 in the sinking fund by 31 December 2027, £30,000 by 31 December 2022

<http://purleyburytennisclub.net/wp-content/uploads/2022/02/2022-23-Purley-Bury-Tennis-Club-Plan-Final-for-AGMPDF.pdf>

Regarding the budget, the Club had uncommitted funds of £26,000 plus a forecast surplus of £8,000. Of this, £10,000 was required for the sinking fund leaving a balance of £24,000. John pointed out that the surplus was less than the amount required for the sinking fund and therefore some prudence was still required .

Practice Wall Proposal

John said practice wall was not fit for purpose and usage had been banned due to the percussive noise when it was in use. There were three options:

- Improve the existing wall
- Remove the existing wall and do not replace it
- Remove the existing wall and replace it with a fit-for-purpose wall that is acceptable to members and neighbours

Improving the existing wall - This would cost several thousand pounds with no guarantee that the outcome would be acceptable. The Board was of the view that this was not an option because of the amount of work involved for Members and the uncertainty of the outcome.

Removing the existing wall - This was the minimum action required as the existing wall was not fit for purpose.

Replacing the existing wall - There were several options, which cost from £10k-£25k depending on width and height. A practice wall was a desirable rather than essential feature of the club. It was particularly useful for juniors and disabled members and as such it may be able to obtain grant funding for part of the cost. There were several options including a DIY version delivered by a contractor. The Board view is that an example of the wall in action must be available before commitment to any option.

- Robo Pro £10k-£15k (Tunbridge Wells Tennis Club)
<https://www.rebowall.com/rebo-wall-for-clubs-join-the-club-tennis-revolution/>
- JB Corrie (Bearsted and Turnham Tennis Club)
<https://jbcorrie.co.uk/>
- Maillith (example yet to be identified)
<https://maillith.de/en/products/tennis-practice-wall-polymer-concrete.ph>

There was some debate on the merits of different types of wall, cost and how much it would be used. A poll was taken of those attending the meeting with 13 in favour of replacing the wall, 3 against and 3 abstentions. It was agreed to conduct a poll of the membership covering who they thought would use the wall and why, whether it was worth having one, and how much the club should spend.

11. Approval of budget and Trustees' report

The Budget and the Trustees report were agreed by the meeting.

12. Any other business

Robbie Watt and Sarah Wilson were reelected as Trustees. Robbie Watt was confirmed as Chairman by the meeting.

The use of cash to pay for floodlights was discussed in view of the fact most members use very little cash. The meeting took the view that whilst the continued use of cash was inconvenient, it was still the most practical option in terms of administration and flexibility. the Treasurer asked members to buy tokens using cash as well to simplify the accounting between PBTC Social and the Charity.

It was suggested that the balls made available for social tennis were not of acceptable standard and that more new balls should be made available. It was agreed that the Board should review the provision of balls for social tennis and ensure that Members could access new balls when required

It was suggested that a virtual facility should be available for future AGMs to encourage participation. Lyk offered to help facilitate this - to be pursued for next AGM

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