

Bristol and Gloucestershire Gliding Club
Annual General Meeting 16th December 2017

Present

Dan Welch,	Steve Kohnstamm,	Sarah Summerell,
Steve Noujaim,	Martin Greathead,	Tom Mok,
Julian Rees	Andy Townsend,	Andy Shearn,
Alan Montague	Elaine Townsend,	Jimmy Young,
Nalin Parmar,	Pete Bagnall,	Emily Tillet,
Jake Brattle,	Richard Starling,	Henry Mo,
Rupert Wasey,	Ray Payne,	Joseph Groves,
Fred Hill,	Pete Bray,	Robert Sparks,
Steve Eyles,	Dominic Conway,	Steve Tromans,
Danielle Welch,	John Timpany,	George Jones,
Neil Spicer,	Roy Upton,	Dougie Vance,
Trevor Stewart,	Greg O'Hagan,	Nick Baldock,
Jill Stewart,	Joanna Beard,	Stefan Darwaj,
Robert Simpson,	Chris Edwards,	Gavin Summerell,
Graham Morris,	Richard King,	Alan Stacey,
Andy Davis,	Pat King,	Christophe Mutricy,
Pammi Davis,	Nick O'Brien,	Pete Bunniss
Stephen Moss,	Tim MacFadyen,	Alison Mulder,
Sid Smith,	Jed Barratt,	Andy Ward.
Kevin Neave,	Geoff Beard,	
Carol Smith,	Oliver Summerell,	(61)

1. Apologies for Absence

Hywel Moss,	Fred Ballard,	Bernard Smyth,
Alison Moss,	Barry Walker,	Steve Parker
Geralyn Macfadyen,	Bob Bromwich,	
Bob Page,	Jill Starling,	

2. Approval of Minutes of AGM of December 2016 and January 2017

Proposed Steve Noujaim

Approved.

3. Chairman's Report

Roundup of the Year:

BGA ladder achievements 8100 km, including Trevor Stewart who lead a list of 17 pilots with over 1000 points.

Club training: 8 first solos, 3 cross country endorsements, 2 new BIs.

Junior Nationals: much work by Steve Noujaim and team; 6 days flying, £4,500 for the club, Jake Brattle won it.

The Good Stuff:

- Restructuring of financial management; Nalin and Sheila.
- Airfield maintenance and clearing. Richard Starling and helpers; plan to improve winch track.

- Special thanks to Julian Rees who installed new computer network and working on internet. "it will be much better in 2 years when fibreoptic comes". He also wrote the strategic plan and new website.
- Advanced coaching week by Andy Davis, successful, 6 days flown.
- Sid's Task week: 3 days, (rainy).
- Trevor Stewart for his nerves of steel etc. and ridge training.
- We flew 40 Bristol University Aerospace Students last year and 30 this year.
- Gift Aid: Graham Morris put in a lot of work to gain £13053. Less than half members so far had made declarations and a steady income stream to come.
- Club house refurbishment: its doors, disabled access, refurbished toilets, doors and window in instructor's flat.
- Social events: Oktoberfest, Christmas party, awards evening.
- Legal compliance, much work by Nalin to bring us into due form.
- Exhibition/demonstrations at Dyson show and Stroud centre by Dave Ascroft, Danielle Welch and teams of members of all ages.
- Trial of airfield manager: controversial and, in opinion of committee, a great success, with our kit looked after properly, and always a launch facility.
- The Old Flying Club Café a great success with thanks to Rupert and his team. The extra benefits to club not calculable.
- Glider and tug maintenance: thanks to team led by Ian Hey and Kevin Neave.
- Weekday instructors had put in time and effort in absence of professional instructor. especially Graham Morris, Dave Ascroft and Sid Smith.
- Winch drivers, Duggie, Seb and others, a great team looking after the machines and operating them.
- Office Staff has dealt well with the pressure.
- Weather prediction, Sid Smith
- Cadets: Doug Jones and Chris Edwards.
- Sponsored Instructor scheme: we have 2 new BIs.
- BUGC has a new president Tom Ascott.
- Bar: many thanks to Carol and Elaine for hospitable and profitable operation.

What could have been better?

- Mid week instructor:
He pulled out at short notice with no time to recruit a replacement. We began advertising this October to avoid this.
- Membership Numbers:
addressed by spending the year improving facilities, making things nicer.

Special Mentions:

Dominic Conway, special thanks for his many years of instructing service to the club. (Acclaim).

Plans for 2018

- Instructors flat: work is under way, it is presently an empty shell.
- New briefing room: we need a nice facility, plans being drawn up by Brian Jenkinson.
- Refurbishment of members area in old building. Brian is also leading this.
- Perimeter and winch tracks. Richard Starling and Richard King looking at potholes and will require member help. Timing of works depends on acquisition of materials, intended to use road planings.

- Accounting system: Steve Noujaim and Julian Rees visited Camphill where a useful system had been developed and will trial it here. Anticipate efficient money handling and good data acquisition.
- Member recruitment: It's everybody's job. Please be involved.

Commentary:

Andy Townsend: Adult membership is in fact static. Movements of university students have distorted the figures.

Kevin Neave: what can we say we do better than AD? Ab initios don't care about cross-country at that point in their training.

Julian Rees: they can fly as a member mid-week. If they want to become cross-country pilots we have a better situation than Aston Down. If they just want to go solo cheaply, we cannot compete.

Nalin Parmar: you are looking at the product we presently offer. We need key people to help develop the product to attract the new generation.

Greg O'Hagan: we have the site, ridges, cross country pilots

Andy Townsend: at the end of training here you are capable of flying anywhere.

Sid Smith: all-year-round soaring is important.

4. Treasurers' Report

Given by Nalin Parmar.

(Accounts for Sept 16-17 are attached to the paper edition. Page numbers in this explanation refer to that attachment).

Introduction

Explaining the overall picture, it is essential to know what are the questions.

Revenue and expenditure are nearly the same. We are vulnerable in having fixed expenditure and variable income. We are making insufficient profit.

Considering the value of the club's assets, a commercial business should be making 8-10% of this figure and 2-3% of its land value.

Comments on the accounts follow, page by page. as shown on the screen.

Page 3: Operation Statistics: Membership Statistics

In terms of membership income, it is the adults that matter, we have lost a few but increased the fees, leaving that income much the same.

We need new members.

Page 4: Operation Statistics: Flying Statistics

Flying activity is difficult to calculate with the errors in the FAE system. Weekday launches considerably reduced. Members require certainty of instruction availability. For long-term sustainability, we have decided we must offer a product with professional weekday instructing.

Page 5: Profit and Loss for the Year Ending 30th September 2017

An apparent turn around but with several on-offs which cannot be easily repeated. 30% of income is fixed. If we didn't fly at all, we would save on fuel and repairs, but otherwise with little change in expenses. We are vulnerable to loss of flying income of which 40% is trial lessons. The key incomes are subscriptions, rents and trial lessons. Flying income has an attached cost so is not itself particularly profitable. If we made flying more expensive and depended on it that would be risky. We need to increase the number of members, not their fees. We need more courses and competitions, we have the assets. We should seek sources of grant funding if possible. Need a volunteer for this.

Page 6: Balance Sheet as at 30th September 2017

Page 7: Profit Trend

Page 8: Performance – Profit Variance from Previous Year

Cost of instructor in the previous year exceeded flying income generated.

We saved £14,000 by not having an instructor.

Film income had no cost..

The committee exercised strict spending control this year, perhaps too much.

We haven't done anything to increase our profitability. We need a better product and to sell it.

Page 9: Performance – Income/Expenditure

Page 10: Entity (BGGC, TOFC, BGCPTY) Cash Position as at 30th September 2017

The position is very different from last year.

Much spent on clubhouse improvements and starting the café.

We want to do other things, to do so we must make more money.

Page 11 and 12: BGGC 17/18 Proposed Budget

These figures an estimate. We benefit from a rentals increase. Profit not expected to be large the forthcoming year. If everyone recruited a new member our problems would be solved, I have introduced one myself. It is the most important thing we can do.

Budget accepted by the meeting

Page 13: Estimated Available Cash at September 2018

The gross figure is quite low for an institution with risks and large variables. We cannot generate enough to borrow and service a loan.

Page 14: Proposal for Membership Subscriptions for 2018

No change is recommended. Losing any member exceeds the benefit of any small increase.

Page 15: Discussion Level of Required Profit (Based on £50,000 over 10 years).

To take account of simple depreciation, inflation and improved technology.

We need to be looking at 20-30% on our turnover to be able to replace our assets.

Dawn, our accountant sadly died this year and I have done our accounts as a volunteer. We cannot afford to pay another qualified accountant.

5. Adoption of Accounts for Year Ending 30th September 2017

(previously emailed to whole membership.

Proposed Andy Davis, Seconded Christophe Mutricy.

Accepted.

6. Subscriptions from April 2018.

Discussion over recommendation of no increase. Concerns expressed of future large step increase.

Voted to increase subscriptions.

A selection of differential charging changes considered by show of hands, following which:

Motion: That every BGGC subscriptions be increased by 3%

Proposed Andy Davis, Seconded Kevin Neave

Motion carried

7. Proposed Change of Club Rule 3: replace the word 'Marketing' with 'Operations'.

(formerly part of the V-C's role)

Proposed: Steve Noujaim, seconded Richard Starling

Approved.

7.(a).

by Pete Bray, seconded Nick O'Brien

Proposed that the following changes be made to the BGGC rules of which the January 2017 version is current:

1. "The Operating Company shall be responsible for the maintenance and upkeep of premises and equipment provided by the Proprietary Company, together with a payment of a charge for wear and tear and field rental."

shall be replaced by

"The operating company shall be responsible for the maintenance and upkeep of premises and equipment provided by the proprietary company together with a rental payment for the lease of the assets defined in the inter-company lease."

2. "The Board of Directors of the Operating Company consists of three directors who must be members of the committee but not directors of the Proprietary Company."

to be replaced by:

"The Board of Directors of the operating company consists of 2 directors who must be members of the committee but not directors of the Proprietary Company."

3. "The Directors of both Companies shall be appointed by the Committee and must be full members of the Club."

to be replaced by:

"The directors of BGGC shall be appointed by the committee and must be full members of the Club."

4. " Any Director may be removed from office by duly authorised notice in writing from the Committee addressed to the Director at the Registered Office.
The Committee may appoint another Director in his place."

to be replaced by:

" Any Director of BGGC may be removed from office by duly authorised notice in writing from the Committee addressed to the Director at the Registered Office.

The Committee may appoint another Director of BGGC in his place."

Pete Bray: the legal advisors had recommended these changes to the working structure of the organisation.

Several points were raised and views expressed that required a more formal and considered discussion than possible now. Andy Davis pointed out that the proposed rule 4 posed risks for the future of control by persons, unlike those present, not pursuing the interests of gliding.

The motion was withdrawn by Peter Bray.

Proposed the matter to be readdressed within two months. The committee gave an undertaking that this would be.

8. Election of Chairman, Vice-Chairman, Secretary, Treasurer, Operations Representative and Estates Representative.

The following members were elected for the forthcoming year:

Chairman: Dan Welch,

Vice-Chairman: Andy Ward,

Secretary: Alan Montague,

Treasurer: Nalin Parmar,

Operations: Duggie Vance,

Estates: Neil Spicer

9. Other Business

Andy Davis proposed a vote of thanks to the outgoing committee members. (acclaim).

- Kevin Neave asked the Chairman and Treasurer what they thought the price of a new 2-seater. Having watched the European web sites it appeared the only option is of new aircraft.

- Julian Rees: we need to make profits equal to the one-off gains of the past year in order to begin to replace aircraft.

- Nalin: we have spent money on essential and unavoidable works. We need to get the instructor working to generate income by courses etc.

Donations or Zero interest debentures are the only ways to acquire a new 2-seater in the next two years.

- Kevin: we need three!