

SUSSEX YACHT CLUB
MINUTES OF THE MEETING OF THE MAIN COMMITTEE
Held Monday 4 March 2019

DRAFT

Item No	Item	When to do
1605.2	MA/Hire Information	House – April
1611.2	Barco Buisness Dev Plan	House – April
1614.1	AOB/Directors Photos	All Directors – Immediate
1614.5	AOB/GDPR Report	SL - April

The meeting commenced at: 20.00 hours

Present: Terry Kinch	TK	Commodore, (Chair)
Kevin Headon	KH	Vice Commodore, Training Principal
Graham Roberts	GR	Rear Commodore, 'Dry' Committees
David Terry	DT	Rear Commodore, 'Wet' Committees
David Nunn	DN	Rear Commodore, Hon. Treasurer
Sue Large	SL	Director, House Committee
Ian Bush	IB	Director, House Committee
Kevin Knight	KK	Director, Safety Boat Manager
David Skinner	DS	Director, Moorings Maintenance Committee
Miles Mayall	MM	Director, Moorings Maintenance Committee
David Carroll	DC	Director, Sailability & Dinghy Committee
Des Silverson	DSi	Director, Dinghy Committee
Adam Thompson	AT	Director, Sailing Captain
John Pryke	JP	Director, Dinghy Captain
Tim Leigh	TL	Ex-officio, Secretary
Jenni Bignell	JB	Ex-officio, Assistant Secretary

Apologies:	Ann Macey	AM	Director, House Committee
	Helen Foster	HF	Director, Chair, House Committee
	Mark Sharp	MS	Director

Number Item

1601 The Commodore reminded those present that the meeting was recorded and the necessity for confidentiality and good conduct was reaffirmed.

1602 MINUTES OF PREVIOUS MEETING – 21 January 2019

All agreed as a true summary.

Proposed: Commodore; In favour: Unanimous of those present at last meeting.

Against: 0; Abstention: 0

1603 MINUTES OF PREVIOUS MEETING – 18 February 2019

All agreed as a true summary.

Proposed: Commodore; In favour: Unanimous of those present at last meeting.

Against: 0; Abstention : SL absent*

*Correction subsequently made that SL had sent her apologies.

1604 MINUTES OF PREVIOUS MEETING – 25 February 2019

All agreed as a true summary.

Proposed: Commodore; In favour: Unanimous of those present at last meeting.

Against: 0; Abstention : DS, KK, JP

1605 MATTERS ARISING from 21 January Board Meeting Minutes

1605.1 AGM/Cyber Attack

TL has spoken with Dorian about the current insurance cover, Paula has completed forms to self-assess and spoken to the insurers who are obtaining quotes from companies for cyber insurance. We are already adopting some measures to reduce exposure to risk.

1605.2 Hiring Information

MS had requested a regular summary of external use of bar and event hire, and wished to know the proportional spend at the bar and restaurant for members and non-members.

Action: Carry over to April

1605.3 Wavelength

Wavelength has now been posted to members. Item closed.

1606 SOUTHWICK MOORING PROPOSAL V2

1606.1 Southwick Mooring Proposal V2 was raised following the meeting on 18th February wherein the 'smaller' scheme was approved rather than the 'larger' scheme which included leasing of water from SPA and co-construction and letting of pontoon D.

1606.2 A new proposal was brought for consideration, to charge for the moorings let by SYC on D pontoon at a higher rate of around £240 per metre per annum to bring the cost recovery period for the scheme down from 11 years to 7 years.

1606.3 GR explained that separate rates would mitigate the potential risky expense and requested that Board members reconsider the introduction of Pontoon D to encourage sailing.

1606.4 The previously voted on and agreed scheme would mean 57 moorings reduce to 33. GR considered the club and members need moorings and believed that the club could afford the bigger scheme.

1606.5 The moorings waiting list is currently 50 and Lady Bee have an additional 20 on their waiting list.

1606.6 AT considered that a two tier pricing system is wrong and would create a 'second class' system.

1606.7 MM felt that the rise of £65.70 per metre more than the current situation exceeds what is believed the Port will charge, and additionally it now appears that the Port will develop the eastern basin thus providing more available moorings.

1606.8 TK stated that no change to Rule 37 is intended and considered that under Rule 37 boats predicted to be more active would have E & F and those less active would be offered D.

1606.9 JP and DS expressed concern about 20 people being ejected from their moorings and believed it should not happen.

1606.10 GR was concerned that Southwick could be reduced to a small elite group with inadequate space for dinghies and KH stated that the dinghy space must remain the same.

1606.11 TK noted that the final design and fine detail are still to be considered.

1606.12 DN wished to reiterate that this is a different proposal and that the main proposal agreed before was + 20%, but the new scheme shows a 62% increase. The Port's current rate is £240 per metre which will increase by at least inflation and DN considered that we cannot charge more than the Port.

1606.13 DN reiterated that as discussed before, it is an additional £136,000 that SYC do not have, into an investment that is not good as pay-back, with a commitment to £186,000 rental over a 20

year period. A lot of uncertainties were previously discussed plus a wish to do other things with boats. DN further noted that the actual cost will probably be higher as the money may be borrowed.

1606.14 It was confirmed that the Port will build anyway and displaced people will have a choice of approaching Riverside or the Port for moorings.

1606.15 TK confirmed that the Port will develop regardless and have declined to enter into any discussion about SYC renting a section of Pontoon D other than going in as a shared enterprise. No shortage of demand is expected, and the Port consider they will end up with fewer moorings than currently.

1606.16 DC stated that the Port are to develop the eastern sector and will start dredging in April, but GR noted that the trial dredging is being undertaken to see what depths can be achieved and that no additional moorings will be created.

1606.17 AT asked whether dry sailing would alleviate demand for moorings for active members but GR responded that there may be no visitors berths for them to go on the day before and after sailing.

1606.18 DSi noted that calculations are for 10 and 11 metre berths and asked what would happen in the case of a 7 metre boat. The preferred option is to charge for the berth rather than the boat on it.

1606.19 MM questioned whether it is fair to vote for some members to be charged a great deal more than others but it was noted that a shared cost between all berths was rejected at the last meeting.

1606.20 TK noted that the figure is speculative all the way through at hopefully the maximum cost of the project. If the project was developed for less, then the figure could be reduced.

1606.21 IB asked why the loan under these exceptional circumstances could not be over 10 years instead and TK said that the club has always undertaken capital expenditure recovery over 5-7 years. More than that must be treated with caution.

1606.22 Concern was raised that the only certainty is the commitment to rent and capital and the uncertainty is whether we have the customers and what they are prepared to pay. AT noted that the money would be borrowed and DN said we can just about cover the proposal of the scheme voted on two weeks before. MM expressed concern that no interest payments are included in the sums discussed.

1606.23 DN noted that some of those displaced may not be able to pay any extra, either 20% or the revised 62%.

1606.24 GR stated that the Port are expecting the club's decision the next day and the vote cannot be held over.

1606.25 TL requested absolute clarity over the proposal. The proposal, regardless of cost or recovery, is premised on the basis that the repayment of the capital sum is calculated to pay back in 7 years. If that is not what the Board can agree then the proposal should be rejected or withdrawn or brought back with an amended proposal that the Board could support.

1606.26 DN requested an additional note be recorded for clarity purposes that the revised scheme and proposal for Pontoon D represents:

1606.27 A deal with the Port on fixed terms for 20 years which enables the Club to enjoy the control over (13) additional berths and provides members access to these berths ahead of other Port users and at a price equal to or a discount on the Port's usual rates.

1606.28 As an asset, in accounting terms, it is separate from the Club's pontoons E & F and will be depreciated on its own terms. At this stage the working assumption is that the Port will take back control of the area at the end of 20 years. This must be taken into consideration in the detailed design to avoid unnecessary costs should this happen.

1606.29 Proposal: To agree a lease with SPA and share the construction cost of pontoon D as previously proposed with the amendment that the additional cost is covered by a higher charge rate for the moorings with the requirements for Rule 37 to be relaxed in compensation for the higher charge in the spirit of the figures that were distributed with the paper.

Proposed: GR; Seconded: DS

In favour: 9: JP, KK, DSi, DS, DT, GR, HF, AM, TK

Against: 5: MM, AT, SL, KH, DN

Abstention: 2: IB, DC; Absent: MS

1607 SOUTH BANK FUNDS RELEASE PROPOSAL

1607.1 Land owned by SYC on the south bank of the river is now without its original boathouse due to the Environment Agency taking over the land as a construction compound.

1607.2 Two barges are moored and the belief is that the owners, who are members, are spending a significant amount of time aboard during the restoration of their vessels.

1607.3 TK wished to consider applying for planning permission to change the status of the moorings to residential. Advice has been sought regarding the valuation of the land.

1607.4 SYC have previously been approached a couple of times to sell the land. All approaches have been refused.

1607.5 An application for planning permission to change the use to a residential mooring would increase the value of the land and the club's holding. It would be possible, if necessary, to sell the land for maximum sale value, but this would only be done through a GM.

1607.6 Sue Moffat, who has professional expertise in this area, gave her view that it would be a worthwhile exercise but that the club should use a planning consultant.

1607.7 It was noted that the Flag Officers are in favour of the proposal.

1607.8 DSi asked if it will fall under the 50 out of 52 week residence. TK said it would be a full residential mooring.

1607.9 TK noted that Flags had considered making the application direct but Sue Moffat felt it was preferable to use a consultant as we had no one with the knowledge to do it. TK felt it best to take the safer route to ensure compliance with the Environment Agency requirements.

1607.10 AT considered that at this time an asset would be beneficial to the club.

1607.11 Proposal: To retain the professional planning consultants to apply for permission on behalf of SYC. Estimated fees of £2,400 inclusive of VAT plus application costs to ADC (circa £500), a funds release is requested in order to commence the application process.

Proposed: TK

In favour: 13; JP, KK, DSi, DS, AT, DC, IB, SL, DT, KH, TK, DN, GR

Against: MM

Abstention: 0

1608 CONFIRMATION OF FUNDS RELEASE EMAIL VOTE

1608.1 TL previously emailed a request on 12 February regarding an opportunity to purchase a 40' steel insulated container, fitted out internally, to provide an effective medium term workshop for the Boatswains.

1608.2 The vote was to be made by 13th February and the results were emailed to the Board.

1608.3 Proposal for a funds release of £5,400 (£4000 plus £500 delivery plus VAT of £900) to allow for negotiation to purchase the container and arrange delivery.
Confirmation of the vote of 13th February was read out.

Proposed: TK; Seconded: GR

In favour: 10 (TK, GR, DN, DT, KH, AT, KK, IB, MM, DC)

Against: 2 (MS, DSi); Abstention: 5 (HF, AM, JP, DS, SL)

1608.4 An anomaly was recorded over SL vote which was in favour but was not recorded at the time.

1609 BARCO FUNDING REQUEST

1609.1 A proposal was brought for an increase in the loan to SYC (Bar and Catering) to cover the VAT payment.

1609.2 The expectation had been, based on last year's performance, that a profit of £1,250 each month would be maintained but for the 4 months up to the end of January a trading loss of £1,678 was made, making it £6,678 behind expectations.

1609.3 On past performance it is noted that trading usually improves as the year goes on, and the annual price review is being considered now for implementation in the near future.

1609.4 Barco is liquid and cash is ok for normal operating, but needed money for VAT bill of £11,000 - £12,000 and which has now been paid.

1609.5 DT recalled that 12 – 18 months ago it was stated that Barco would not need another funds release but this is now double the last funds release, and asked why we are continuing to put more money into Barco.

1609.6 DN noted that Barco is currently solvent but there are no guarantees. DN considered he may have been over-ambitious in what he paid back last time and had possibly under-estimated seasonality.

1609.7 DT felt that the figures do not support good business and queried whether the wages bill is high in comparison with the income. DN later noted that 33% of the income goes in wages for bar and restaurant.

1609.8 JP felt that a bar and restaurant are necessary in a club and DT asked that a franchise with a share of profits should be considered. This however was considered to be a different debate and the current vote related only to the VAT issue.

1609.9 DC asked why the Barco interest rate is so low and DN reported that the committee set it one year ago and this is also a separate issue.

1609.10 AT noted the need for the business development plan for Barco.

1609.11 Proposal: That SYC authorise an increase in the loan of £10,000 immediately, hence making the overall outstanding balance £43,000.

Proposed: DN; Seconded: TK

In favour: 13; JP, KK, DSi, DS, AT, DC, IB, SL, MM, KH, TK, DN, GR

Against: DT; Abstention: 0

1610 PROPOSAL FOR TRAILER-SAILOR DRY SAILING ARRANGEMENT

- 1610.1 The question of trailer-sailor vessels in the yard being available for self launch and self recovery over the period of one day has been considered.
- 1610.2 KH, GR and TK have previously discussed this matter and considered the larger trailer-sailor could be an area of growth.
- 1610.3 It was agreed that any participating yacht may use any suitable available SYC mooring the day before and the day after the event, and the event day for which the yacht is launched without charge. The proposed charge rate would be as a Shoreham mud berth (£129.00 per metre).
- 1610.4 Further consideration is required for the maximum number of such berths being available to reflect the launch and recovery capacity on the slipway, and the likely availability of wet berths for the 'afloat' arrangements.
- 1610.5 DN confirmed his support, subject to capacity limits, clarifying the situation and defining as Trailer/Sailor and Trailer/Rib as the category.
- 1610.6 Length would be for the boat/trailer overall and the trailer would not be additionally charged for when the boat is in the water.
- 1610.7 AT asked what is a larger trailer sailor. N Fun, Seascope, J80's and ribs are currently deemed as such. AT asked if 20' would be considered as a trailer-sailor. KH confirmed this to be so.
- 1610.8 TL noted there is a definition in the charges sheet of a trailer-sailer/dinghy/day boat. If proposal is accepted MMC will have to define the criteria within which the boat will sit for the Office to apply the right criteria consistently and without constant reference.
- 1610.9 Proposal: That a 'dry sailing' area be designated in the yard for exclusive and uninterrupted access of dry sailing vessels, the size, numbers and pricing of vessels in this area to be determined according to the overall demand, and managed by MMC in accordance with the agreed principles in the document circulated.
Proposed: GR; Seconded: KK
In favour: Unanimous; Against:0; Abstention:0

1611 BARCO BUSINESS DEVELOPMENT PLAN

- 1611.1 A Business Development Plan has previously been requested for discussion at main Board but to date nothing has been compiled or presented.
- 1611.2 GR stated that he has a report from HF but that no business plan available.
Action: Carry over to April

1612 ADOPTION OF NEW MEMBERS LISTING

- 1612.1 Proposal for the new member's listing for February to be adopted:
Proposed: KH; Seconded: DT
In favour: Unanimous

1613 CORRESPONDENCE

1613. JB reported that a letter was received from the Private Secretary to Prince Harry, Duke of Sussex, declining the invitation to become the next Admiral of SYC due to the pressures of other commitments on his time.

1614 ANY OTHER BUSINESS

- 1614.1 IB asked about new photos for the frame in the lobby. DN requested that casual wear be adopted. TL suggested that everyone send a photograph to him (IB) directly by email.
Action: All Directors

1614.2 IB said he will be taking photos of the club to record the development and changes and asked if anyone had objections to photos being taken during meetings. TK gave consent.

1614.3 DS asked about the result of the photo competition. IB said it is in hand and waiting for the new clubhouse to be built.

1614.4 (i) JB noted that since SYC was offered as a venue for free community use on Facebook and the website, 67 people had looked at the item on Facebook, and 9 serious enquiries were made which has resulted in 3 bookings. A further 3 or 4 people had booked for paid events as well.

(ii) DC considered that the ukulele members are not using the bar much and asked why this has been offered for free use. TK said this is what has to be considered for Barco business plan. KH and TK have discussed the advertising and further promotion of the advertising has been stopped until an evaluation is undertaken.

(iii) DN said there is now a small committee of MS, GB and DN looking at usage under CASC rules and a supporters club may be useful.

(iv) TL advised that Jo, Advertising Adviser, has provided further statistics on Facebook showing that over 9,000 people saw the post and 1369 others 'engaged' with it. This objective was for us to be better known and for a wider acceptance that we are here.

1614.5 JB reported that SL had undertaken a test of the Office's ability to work within GDPR and that the Office had passed without problems and were totally compliant. SL will circulate her findings for the minutes in April.

Action: SL

There being no further business, the meeting closed at: 21.41 hrs

I agree the above to be a true summary of the meeting.

Terry Kinch, Commodore

4th March 2019

Date of Next Meeting: Monday 18th March 2019 in RER