

AUTUMN MAILING 2016

Within this file you will find the papers enclosed in the Autumn 2016 mailing.

The contents of this file are as follows:

1. General Manager's Notes, including Laying Up Supper details
2. Commodore's Report
3. Hon Treasurer's Financial Report
4. Staff Christmas Fund Letter
5. Save the date note
6. Notice of Autumn General Meeting
7. Draft Minutes of the Spring 2016 General Meeting
8. Proxy Form
9. Electronic mailing opt in form



GENERAL MANAGER'S NOTES - AUTUMN 2016

Welcome to the Autumn 2016 mailing, which contains the Commodore's Autumn Report and a report on Club finances from the Hon Treasurer, Autumn Meeting papers, the new style Green Form, and your Autumn Winter ISC magazine.

Autumn General Meeting – Saturday 22 October

This is the formal notice required under the Club's Articles of Association of the Autumn General Meeting which is being held at the Club on Saturday 22 October, starting at 5.30 pm. The full Agenda is included in this mailing and is also available on the Members' Area of the Club website, as is a Proxy Form for any members unable to attend the Meeting. The last date for any motions to be heard at the meeting is Saturday 1 October and the last date for receipt of proxies is Thursday 20 October.

Subscription Rates 2016/17

The General Committee has set subscription rates for the year commencing 1 November 2016 as follows:

Membership Class (Age in years at 01/01/2017)	Member £	Partner £
Age 35 and over	475	240
Age 31 to 34	350	185
Age 27 to 30	207	143
Age 18 to 26	138	74
Junior age 8 to 17	116	N/A
Absentee Overseas	98	98
Absentee UK	125	125
Social (trial category)	200	100
Midweek (trial category)	175	175

Senior member concession for Full and Spouse members with 20 years or more membership (not necessarily concurrent): Aged 75 to 79 – 25% discount; Aged 80 to 84 – 50% discount; Aged 85 to 89 – 75% discount; Aged 90 and over – 100% discount.

Depending on your instruction to us, direct debit payments will be collected in ten equal instalments commencing on or shortly after 1 November 2016, or for those who have elected to pay in one annual amount, this will be collected in full on or shortly after 1 November 2016. Subscriptions paid other than by direct debit are due in full on 1 November. Please do consider converting to direct debit payment, for which a bank mandate is available either from the Members Area of the Club website or by contacting the Office.

Whilst Social and Midweek membership remain trial categories, transfer from Full and Spouse membership to those categories is not available.

Green Form

This year the Green Form is for data checking only. Please check the details and advise the Office if anything is incorrect. For next season's duties, Members are encouraged to make use of the DutyMan online self-allocation procedure.

Duties

Please start to think about dates you are available for duties next year. As mentioned above, Members are now encouraged to select and self-allocate their duties.

(i) Self allocation of duties. The self-allocation window on DutyMan will be open from 1st to 31st December. You will be able to select a duty which suits you. This should necessitate far fewer swaps. Reminders will be sent nearer the time.

(ii) Duty exemption scheme. We will again be offering 100 duties for exemption, i.e. taken completely off your hands, at a cost of £125 each. If you would like to take advantage of this, just click on the link on the Club website and complete the online form.

As a guide, if you were allocated only one duty in 2016, you will be required to undertake two in 2017 and vice versa. Members are included in the duties roster from the age of 16.

Spouse Members who do not actively race, may opt out of doing duties. However, spouse members whose children participate in Junior sailing events are excluded from this option because it is expected that parents will help support their children's sailing activities.

If you wish to opt out of duties and you are eligible to do so, you will need to contact the Sailing Manager by 31 December. Please bear in mind that planning the duties roster is a major operation, so even if you are eligible to opt out, but have not done so by the deadline, you will be rostered as usual for 2017 and will have to wait until the following year to opt out.

Laying Up Supper – Saturday 29 October

This year's Laying Up Supper takes place in Saturday 29 October. Details and the menu are shown on the back page. This event is the Club's annual prize giving dinner, and is normally very popular, so early booking is recommended. Bookings can be made by calling the Office or by clicking on either the link on the website or your QuickNews e-mail.

Trophies

Please return any trophies to be presented at the Laying Up Supper, by Saturday 15 October as the engraver visits us that week.

Stage Berths

Stage berthing fees cover boats on the staging from 1 March to 31 December. Members are welcome to leave boats on the stage from 1 January to 28 February for which the winter berthing fee of £75 will be payable.

Sail Store

Please ensure that your sails and locker contents are removed from the Sail Store by Sunday 13 November so that the sail racks can be moved outside to make room for the Club boats to be brought inside for their winter maintenance. Any sails and other items remaining after that date will be cleared out and disposed of.

Winter Programme – Clubhouse

The winter social programme is currently being finalised. Details will be announced in QuickNews and on the website.

During the winter, the Club will be open for suppers on Fridays and Saturdays and for lunches on Saturdays and Sundays, as well as for parties and functions, details of which will be publicised in the Clubhouse and on the website, and of course don't forget to check your QuickNews e-mails.

The normal winter opening hours will be as follows:

	Clubhouse	Buttery	Bar	Notes
Friday	1600 – 2315	1900 – 2130	1730 – 2300	Supper last orders 2100
Saturday	1100 - 2315	1100 – 2130	1200 – 1430 1730 – 2300	Bar snacks Supper last orders 2100
Sunday	1100 - 1530	1100 – 1430	1200 – 1500	Sunday Roast - Advance Booking recommended

Note: On Saturdays and Sundays when sailing or training are scheduled, the Clubhouse and Buttery will open from 0900.

Outside these hours, please book in advance through the Office.

We can accommodate parties, functions, meetings and conferences at the Club during the winter. We can supply almost any type of catering for groups of up to 120. Overnight accommodation is also available even during the winter in our warm centrally heated rooms. If you would like further details on how we can help, please do not hesitate to ask Nick or myself. We will be delighted to assist.

Winter Programme - Office Hours

The Club Office will be closed at weekends from the week beginning Monday 7 November 2016 until Monday 27 March 2017. During this time Office open hours will be from 0930 to 1630 Monday to Friday.

Club RS Vision, Laser 2000, RS Teras and RIBshare

The Club dinghies and RIBshare which have proved popular this season will continue to be available during the winter months, weather permitting. Members interested in booking any of the boats should contact the Office to check availability.

Working Parties

Members help is requested on working parties being recruited to carry out work replacing worn planking on the dinghy staging, and decorating in the Clubhouse during the winter months. If you like wielding a hammer and nails, or are a dab hand with paintbrush and roller and would like to help with either of these tasks, which not only help keep down the costs of running the Club, but are also a good social activity during the winter, please do contact the Office. We will work out some dates once we know how many people we have interested.

And finally....., I wish everyone an enjoyable winter season and a Happy New Year.

STEPHEN CARDEN-NOAD
General Manager



LAYING UP SUPPER

Saturday 29 October

19:30 for 20:00 hrs

This year's Laying Up Supper is being held on Saturday 29 October to celebrate the conclusion of another successful sailing season, to award end of season trophies, and some trophies for various events raced during the season.

Menu

STARTER

Loch Fyne Smoked Salmon with Crab Risotto Shaved Truffle and Sushi Garnish

Vegetarian option: Wild Mushroom Risotto with Marinated Artichokes

Recommended wine – Spy Valley Sauvignon Blanc, New Zealand

- £18.90 per bottle (members card price)

MAIN COURSE

Fillet of Beef wrapped in Spinach and Parma Ham, Garnished with a Horseradish Cream

and a Port Reduction

Vegetarian Option: Spinach, Quails Egg and Parmesan Ravioli with Wild Sorrel Sauce

Recommended wine – Caringole Syrah Carignan Domaine la Croix Belle, France

- £17.55 per bottle (members card price)

DESSERT

Shiraz Poached Pears, Blueberry Compote Dark Chocolate Shortbread and White Chocolate Sauce.

Coffee and mints

All for £29 per person

This event is normally very popular, so early booking is recommended. Bookings can be made by calling the Office, or by clicking on the link either on the website or your QuickNews e-mail.

Owing to the high demand for places at this event, a booking will only be confirmed once payment has been received.

SAVE THE DATE FOR THESE EVENTS !!

Saturday 10 December

Club Christmas Dinner

Dinner and dancing to a live band till late

Easter Saturday 15 April

Start of Season Party

Celebrate the start of a new sailing season with a party and live band

Keep an eye on your QuickNews for further details



COMMODORE'S REPORT – AUTUMN 2016

2016/17 Subscriptions

I am pleased to say that as a continuing benefit of the early repayment of the Club's debt following last year's Capital Appeal, and further discipline on cost control and revenue generation, we have reduced subscriptions for Full Members aged 35 and over for the second year in succession. More detail is in the General Manager's Report and Hon Treasurer's report but it remains our goal to keep subscription control at the heart of our efforts to attract and retain members.

The success of our external events has meant that subscriptions are approximately £100 per Full Member less than they would otherwise need to be and I hope you will agree that the occasional intrusion that such events sometimes cause is worth this contribution towards the continuing vibrancy of our Club caused by broadly maintaining our membership numbers.

This subscription reduction depends on us all continuing to use the facilities of the Club, including continued and hopefully increased numbers of boats on the water, good levels of racing and general sailing activity and related use of buttry, bar and evening events, good financial discipline for our major events to ensure each makes their proper and fair contribution towards their share of the Club's infrastructure and we hope too that further increases in the use of our accommodation through AirBnB will also occur going forward.

On Water Successes

Our flagship junior and youth events – Junior Fortnight and Schools Week, and this year the Mirror Nationals too – have together with all the other events and training been very successful and once again it is wonderful seeing the junior and youth classes thriving.

Dinghy and keelboat racers have enjoyed an active season too with 4,536 starts at the time of writing (end September). The cruisers too have been busy with a number of well-attended cruises and the success of Douglas Pattison and his team coming first in class in the ARC.

Particular successes this year include the selection to Team GB for Rio Olympics 2016 of Ben Saxton (Nacra 17) and Sophie Ainsworth (49erFX), John Tremlett and his team on XOD Lass in winning the Captain's Cup at Cowes Week yet again, Izzy Davies and Gemma Keers winning the International 420 Youth Nationals in Pwllhelli and finishing top British boat and 9th overall in the Ladies 420 World Championships in Italy, Andy Shaw and team on Flying Boat winning their class and coming 9th overall in IRC in the Round the Island Race, Ian Walker Chris Fox and Richard Bullock winning the Nonsuch Bay RS Elite Challenge in Antigua and Bertie Fisher and Felix Kent winning the Mirror Nationals against an entry of 56 boats. These successes are a great inspiration to us all.

Start of Season Day and Party

To get next season off and running with a bang, we will again run a big start of season event. This will be normal Club racing (including one of our Junior/Youth training events which this has been timed to coincide with) on Easter Saturday 15th April in which all the Classes will try and get as many boats on the water as possible – I would love to get to 100 boats sailing, up from the 80 we had this year. This will be followed by the Start of Season Party (which has been designed for all age groups) in the evening, with a similar format to this year including live band.

Budget

We have again published the approved budget for the year in the members area of the website. Username 1927 password betivuka. Please do have a look - there is a lot of detail which helps explain how our finances work. There is a separate note from the Hon Treasurer in the pack.

Staff Christmas Fund

Andrew has written separately on this. I would just like to add my support to the request that you give consideration to supporting this. At your request, we have added some guidance on possible levels that one could consider as people often ask this.

Other 2016 Developments

Our weddings, private member parties and external events have been very strong again this year and we were delighted to hold our first civil wedding ceremonies at the Club this year now that we have been successful in obtaining a licence. Our Club continues to be very popular for these events and the feedback I see on them is extremely positive. The primary rationale for them is to help make the costs of membership lower for us all, which helps to attract and retain members, as well as being a great showcase for potential new members and an excellent facility for existing members.

Other developments this year include the successful relocation (to improve dinghy landing manoeuvring space) of our small floating pontoon after many months of negotiations and consent processes, a much-increased training offering, development of an SUP/Kayak rack and plans to make a permanent rack are in train. We have successfully launched four of our rooms on AirBnB and are expanding the rooms available as well as exploring some other changes to help increase bookings via this channel. Most of our rooms have now been given a facelift and utilisation is increasing steadily.

Best wishes

Charles Hyatt
Commodore



AUTUMN MEETING HON TREASURER'S REPORT

Forecast for financial year ending 31 October 2016

We have had another busy year with strong activity across most classes, attracting new members as anticipated (both on timing and mix of categories), and hosting the external events we expected.

With costs contained overall as planned and a gradual increase in accommodation usage through non-member events and AirBnB, we forecast meeting our underlying financial objectives for the club of effectively breaking even (Budget £9,010) and a better than budget increase in cash resources over the year with lower capital expenditure than budgeted, principally on the jetty.

Budget for the financial year ending 31 October 2017

The coming year's budget has been set with the objective of achieving operating neutrality of a small surplus of £3,923, on a budgeted turnover of £918,420.

The key activities to achieve this are:

- New members joining in similar numbers and mix as last year, which should maintain the core Full and Spouse Member numbers and targeting growth in Social Members (including spouses) to 75.
- External events and members' usage of the house continuing at current levels
- Continued cost control supported by volunteering, including reduced spend on marketing activities

Overall, this supports our journey of reducing the Full membership subscription for those aged over 35 to £475 and the full spouse subscription to £240, continuation of the age related discounts, whilst other subscriptions and racing and stage berth fees increase by c. 3%. It also enables us to maintain the club's assets, including infrastructure and cash resources over the year.

Charles Hindson

Hon Treasurer

September 2016

See over for summary of FY 16 budget and forecast and FY17 budget

TABLE 1 - FORECAST 2015/16							
	Approx contribution from external events	Member generated				TOTALS	
		House	Sailing	General	Subtotal	FORECAST	BUDGET
Revenue							
Subscriptions	0	0	0	355,172	355,172	355,172	368,374
Usage	86,163	324,111	124,535	22,943	471,589	557,752	526,093
SubTotal	86,163	324,111	124,535	378,115	826,761	912,924	894,466
Costs							
Food and drink	17,575	138,729	0	0	138,729	156,304	148,517
Staffing	5,000	203,690	69,995	114,178	387,863	392,863	391,515
Renewal and repair	0	8,800	26,071	31,352	66,223	66,223	56,750
Other fixed costs	0	0	12,646	36,773	49,419	49,419	52,430
Other variable costs	7,500	25,960	10,681	117,858	154,499	161,999	150,004
Depreciation of boats and equip't	0	0	10,095	0	10,095	10,095	13,500
SubTotal	30,075	377,179	129,488	300,161	806,828	836,903	812,716
	56,088	(53,068)	(4,953)	77,954	19,933		81,750
Other depreciation		19,472	9,200	47,000	75,672	75,672	72,740
Operating Profit	56,088	(72,540)	(14,153)	30,954	(55,739)	349	9,010
Interest	0	0	0	50	50	50	50
Tax	0	0	0	0	0	0	0
Retained profit	56,088	(72,540)	(14,153)	31,004	(55,689)	399	9,060
Cash flow							
Operating profit before depreciation	56,088	(53,068)	5,142	77,954	30,028	86,116	95,250
Less: Capital Expenditure	0	(15,174)	(29,793)	(6,700)	(51,667)	(51,667)	(78,400)
Interest and tax	0	0	0	50	50	50	50
Surplus on disposal of Fixed Assets				1,250	1,250	1,250	0
Donations				3,000	3,000	3,000	0
Bond repayment	0	0	0	0	0	0	0
Net cash flow	56,088	(68,242)	(24,651)	75,554	(17,339)	38,749	16,900
<i>This year's forecast is subject to year end adjustments including irrecoverable VAT</i>							

TABLE 2 - BUDGET 2016/17							
	Approx contribution from external events	Member generated				TOTALS	
		House	Sailing	General	Subtotal	BUDGET	
Revenue							
Subscriptions	0	0	0	353,326	353,326		353,326
Usage	88,748	332,109	130,237	14,000	476,346		565,094
SubTotal	88,748	332,109	130,237	367,326	829,672		918,420
Costs							
Food and drink	18,103	141,149	0	0	141,149		159,252
Staffing	5,150	206,793	65,688	129,922	402,403		407,553
Renewal and repair	0	9,000	20,750	27,300	57,050		57,050
Other fixed costs	0	0	14,000	39,041	53,041		53,041
Other variable costs	7,725	23,775	10,750	112,950	147,475		155,200
Depreciation of boats and equip't	0	0	14,200	0	14,200		14,200
SubTotal	30,978	380,718	125,388	309,214	815,319		846,297
	57,770	(48,609)	4,849	58,112	14,353	0	72,123
Other depreciation	0	19,000	9,200	40,000	68,200		68,200
Operating Profit	57,770	(67,609)	(4,351)	18,112	(53,847)	0	3,923
Interest	0	0	0	50	50		50
Tax	0	0	0	0	0		0
Retained profit	57,770	(67,609)	(4,351)	18,162	(53,797)		3,973
Cash flow							
Operating profit before depreciation	57,770	(48,609)	19,049	58,112	28,553		86,323
Less: Capital Expenditure	0	(23,000)	(50,500)	(7,700)	(81,200)		(81,200)
Interest and tax	0	0	0	50	50		50
Bond repayment	0	0	0	0	0		0
Net cash flow	57,770	(71,609)	(31,451)	50,462	(52,597)		5,173

October 2016



Dear Member,

Staff Christmas Gratuity Fund 2016

As is usual at the end of each season, I write to you to ask for your support with the annual Christmas staff gratuity fund. As the immediate past Commodore of the club, it is my pleasurable duty to organise this fund.

As everyone will be well aware, we do not add gratuities onto any of our Buttery, Bar or other service bills during the season. This is quite common with most sailing and similar clubs but we similarly do ask members to contribute to a staff fund at the end of the season which is distributed to the team at Christmas time.

We are extremely fortunate to have such a loyal group of staff who work exceptionally hard during the season to ensure that the club runs smoothly both on and off the water and in particular they provide us with excellent service in the bar and buttery not just on special event evenings but also during routine days beginning with breakfast and continuing until supper or later.

Some members have asked for an indication of a suitable level of contribution. Historically, members who are regular users of the Club have contributed between £50 and £100. Obviously, some members have generously contributed more, whilst others less.

It is extremely easy to participate in this annual statement of our appreciation. You could complete the form below and return it to the club, or pop it in the box on the Bar, or send an email instruction to accounts@itchenorsailingclub.co.uk. We are happy to accept cheques or payment by debit card, credit card, or by direct debit (if you are set up with this at the club) or we can charge it to your Members' card. We are even happy to take your instructions by telephone if a phone call to the Office is easier for you.

Do please take this once a year opportunity to show your appreciation for the team that substantially contribute to our enjoyment of our club. Do it today before you forget and winter sets in!

Best wishes

Andrew Dunlop

.....

I would like to make a contribution of £.....to the Staff:

* Please find enclosed a cheque payable to **"ISC Staff Fund"**

* Please charge to my debit card number

..... Expiry date/.....

Three digit card verification number

* Please charge to my ISC Members Card account number

* Please charge to my direct debit

Name..... Signed..... Date

* delete as appropriate

Please return direct to "Staff Fund, ISC, Itchenor. PO20 7AG".

Itchenor Sailing Club



SAVE THESE DATES!

CHRISTMAS DINNER

with dancing to a live band
Saturday 10th December 2016

CHILDRENS CHRISTMAS PARTY

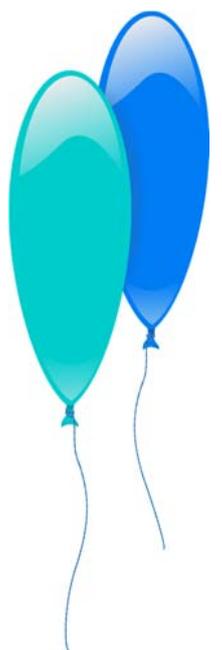
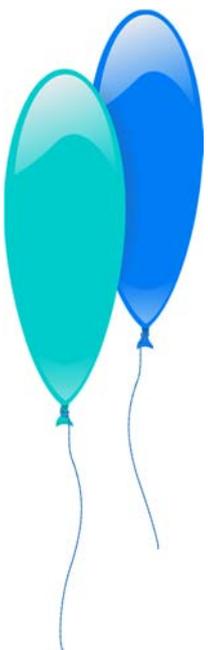
Saturday 17th December 2016

READY TO RACE WEEKEND

*Saturday 11th and Sunday 12th
March 2017*

START OF SEASON PARTY

Easter Saturday 15th April 2017



ITCHENOR SAILING CLUB LIMITED

Notice is hereby given that the Autumn General Meeting will be held at
5.30 pm on Saturday 22 October 2016 at Itchenor Sailing Club.

AGENDA

1. To confirm the minutes of the Spring General Meeting held on 16 April 2016 and to consider any matters arising.

2. **Election of Flag Officers**

a) The following members have expressed their willingness to continue to serve as Flag Officers and are standing for re-election at this meeting:

Commodore	Charles Hyatt;
Vice Commodore	Graham Colbourne;
Rear Commodore Sailing	Chris Blevins
Rear Commodore House	Simon Miller
Rear Commodore Cruising	Chris Colbourne

3. **Honorary Treasurer**

The following member has expressed his willingness to continue serving as Honorary Treasurer and is standing for re-election at this meeting:

Charles Hindson

4. **Election of General Committee** (*under Article 24 there should be six "Elected" Members of the General Committee*)

a) To elect two General Committee members following the retirements of Tim Hill and Michael Robinson. The following members have expressed their willingness to serve, and have been nominated to fill the vacant positions as Elected Members of the General Committee with immediate effect.

Roger Heath	Colin Maclean
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b) Being eligible and having expressed their willingness to continue to serve on the General Committee, the following members are standing for re-election at this meeting:

Joe Burnie	Emma Hansell	Archie Massey	Sue Smith
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5. **Any Other Business.**

Which may be properly transacted (*i.e. notice of which has been given in writing to the Secretary at least 21 days before the meeting*).

By order of the Committee

STEPHEN CARDEN-NOAD
Company Secretary

Notes:

(1) There will be an opportunity for informal discussion of Club affairs at the conclusion of the formal business of the meeting.

(2) Members unable to attend may appoint a proxy to attend and vote on their behalf. The proxy must be correctly authorised in accordance with the Articles of Association using the attached pro-forma, which must be deposited by hand or post at the Registered Office of the Club not less than 48 hours before the time of the meeting.

ITCHENOR SAILING CLUB LTD

Minutes of the Spring General Meeting held on Saturday 16 April 2016

In the Chair

The Commodore, Charles Hyatt

Present: Vice-Commodore, Rear Commodores House and Cruising, the Honorary Treasurer, 35 Members, and the General Manager

Introduction: The Commodore welcomed members to the Spring General Meeting.

Item 1. Minutes of the Autumn General Meeting held on 1 November 2105.

1.1 Elizabeth Pattison proposed and Andrew Dunlop seconded, that the minutes of the Autumn General Meeting held on 1 November 2015 be confirmed and signed as a correct record. The minutes were unanimously approved. There were no matters arising.

Item 2. Directors Report and Accounts

2.1 The Members received the Directors Annual Report and Accounts for the year ended 31 October 2015. The Commodore reminded the meeting that the accounts had already been approved by the General Committee and filed at Companies House. As they were a matter of record only, there was no requirement for a vote.

Item 3. Commodore's Report

3.1 The Commodore referred to his Spring Report which had been distributed to all members in the Spring Mailing. He advised that there was no need for a vote. No issues were raised.

Item 4. Any Other Business

4.1 There was no other business

The meeting was declared closed at 1736 hrs.

.....

Signed

Charles Hyatt
Commodore

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Dated

The Commodore, Charles Hyatt, in the Chair

Informal Business following Autumn GM on 1 April 2016

1. The Commodore reported that the 2016 sailing season had started well with some good racing being enjoyed. At the Start of Season weekend last week over 80 boats had been involved in racing or training together with a further 10 or 20 Club and member support boats, and 180 people had enjoyed the evening party.

2. Tony Glover thanked the Commodore for arranging for the General Committee minutes to be posted on the website within a week or so of each meeting and asked if the same could be done for the Sailing Committee minutes. The Commodore advised that this should be happening already.

3. Ted Roose enquired as to the current trend on membership numbers. The Commodore reported that because there were so many components of the membership, we now post the details regularly on the members area of the website so that members can form their own view. Generally although they were cyclical within a year they were broadly flat. Jeremy Pudney noted that whilst numbers had grown by around 50 during the course of the past year, they had fallen by a similar amount towards the end of the year [after the subscription invoices are posted out]. *Post meeting note: this increase of 50 was a July 2014 to July 2015 year on year comparison, but unfortunately the year on year comparison has gone back to being approximately flat.* The Commodore advised that one of our biggest tasks this year was to continue the work on new member recruitment and retention of existing members.

4. Peter Nicholson asked what needed to be done in order to further reduce subscriptions. The Treasurer reported that we needed to increase membership numbers, increase income, and reduce costs. The Commodore confirmed that every effort was being made to achieve these. He reported that we were seeking to increase revenue from Club assets midweek when members were not using them. The Club was proving attractive for weddings, but corporate events were proving harder to find, although a couple of members regularly held their offsite events here at the Club. We ran eight wedding receptions last year and ten had been booked so far this year. It was clear that had we not run those events, this year's subscriptions would have needed to be £75 to £100 higher. The Club had recently been granted a Licence to host civil wedding ceremonies on the bandstand and in the Members Room, which would hopefully make us more attractive to people seeking a wedding reception venue.

Work was continuing on seeking more sponsorship.

In the House, four bedrooms were being marketed on Airbnb as an experiment. They had been given a modest facelift with new curtains, bedspreads, lighting and upholstery, prior to being launched on Airbnb just before Easter. No serious money had been invested in the rooms yet, but if the rooms proved very popular, then consideration would be given to further upgrades funded by the revenue from the rooms. Usage of the accommodation by members was very low, and it was planned to promote to the members that the rooms are available and that we can be flexible on pricing at the last minute. Generally we were now operating a more flexible pricing policy with non-member rates higher than member rates, and premium rates charged for popular weekends.

5. Tim Hill expressed concern that the new Social Membership scheme could cause the Club to be taken over by non-sailors. The Commodore advised that Social Membership was still on trial, and a decision would be taken later this year on whether to make it permanent, continue the trial, or stop it altogether. He also advised that whilst social membership was still on trial, no membership downgrades were permitted as that would cause a reduction in subscription income for the Club.

6. Ted Roose enquired as to the policy regarding House finances. The Treasurer advised that it had been budgeted to achieve a small surplus before depreciation. Last year the House had incurred a small loss before depreciation, but this year it was hoped that a small profit would be achieved, but without the income from external events this would not be possible. Andrew Dunlop suggested that we could not possibly expect to run the House as a normal commercial operation based on only two days a week of trade only in the summer and expect to generate a surplus. Outside events were essential to achieving anything close to breakeven.

7. There was no further business and the meeting was closed.

ITCHENOR SAILING CLUB LIMITED (the "Club")

(Company Registration No. 260523)

PROXY FORM FOR USE BY MEMBERS FOR THE AUTUMN GENERAL MEETING 2016

This Proxy Paper contains two proxy forms – each member (including spouse members) must complete a separate proxy form.

I, (name in block capitals)

being a FULL MEMBER of the Club entitled to attend and vote HEREBY APPOINT¹ the Chairman of the 2016 Autumn General Meeting / or (name in block capitals)

.....

of address).....
as my proxy to attend and vote for me on my behalf at the Autumn General Meeting of the Club to be held at Itchenor Sailing Club on Saturday 22 October 2016 at 5.30 pm and at any adjournment thereof.

Date..... Signature².....

I, (name in block capitals)

being a FULL MEMBER of the Club entitled to attend and vote HEREBY APPOINT¹ the Chairman of the 2016 Autumn General Meeting / or (name in block capitals)

.....

of address).....
as my proxy to attend and vote for me on my behalf at the Autumn General Meeting of the Club to be held at Itchenor Sailing Club on Saturday 22 October 2016 at 5.30 pm and at any adjournment thereof.

Date..... Signature².....

Notes:

1. If any proxy other than the Chairman of the General Meeting is preferred, strike out the words "the Chairman of the General Meeting or" and insert the name and address (in BLOCK CAPITALS) of the proxy desired in the space provided.
2. **This form must be signed.**
3. To be valid, this form of proxy must be completed and lodged either **by hand or post** at the Office of Itchenor Sailing Club, Itchenor, Chichester, West Sussex PO20 7AG not less than 48 hours before the time for holding the meeting or any adjourned meeting thereof. Completion of the form of proxy will not preclude you from attending the meeting and voting in person at the meeting or any adjournment thereof and, in such event, the relevant form of proxy shall be deemed revoked.
4. Any alteration to this form must be initialled by the person who signs it.

ITCHENOR SAILING CLUB

Opt In Form for Electronic Mailings and Handbook Collection

In order to help reduce some of the printing and postage costs associated with the mailing, members are encouraged to opt in to receiving their mailings electronically and collect handbooks from the Club.

Please complete this form, sign it and return it to the Club if you would like to opt in for electronic mailings and collection of your handbook, or if you would like to continue to receive a postal mailing, but will collect your handbook from the Club.

You do not need to complete the form if you wish to continue to receive your mailing and handbook by post.

Delete as appropriate

- A. I wish to receive my mailings in electronic format and will collect my members handbook from the Club**

- B. I wish to receive my mailings in electronic format, but would like my members handbook posted to me**

- C. I wish to continue receiving my mailing by post, but will collect my members handbook from the Club.**

My e-mail address is

I understand that it is my responsibility to advise the Club of any change of e-mail address

.....

Print name

.....

Signed

.....

Date

Please return completed forms to:

The General Manager, Itchenor Sailing Club, Itchenor, Chichester, West Sussex PO20 7AG