

## **AUTUMN MAILING**

Within this file you will find the papers enclosed in the 2018 Autumn mailing.

The contents of this file are as follows:

1. General Manager's Notes, including Laying Up Supper details
2. Commodore's Report
3. Staff Christmas Fund Letter
4. Notice of Autumn General Meeting
5. Draft Minutes of the Spring 2018 General Meeting
6. Autumn Meeting Proxy Form

## GENERAL MANAGER'S NOTES - AUTUMN 2018

Welcome to the Autumn 2018 mailing, which contains the Commodore's Autumn Report, Autumn Meeting papers, and your Autumn Winter ISC magazine "Making Waves".

### Autumn General Meeting – Saturday 20 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 20 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 29 September and the last date for receipt of proxies is Thursday 18 October.

### Subscription Rates 2018/19

As explained in greater detail in the Commodore's Report, the General Committee has set subscription rates for the year commencing 1 November 2018 as follows:

Membership Class (Age in years at 01/01/2019)	Member £	Partner £
Family – includes both parents and all children aged under 18	795	-
– one adult and one child family	585	-
– one adult and two children family	720	-
Couple – two people in a relationship living at the same address	695	-
Individual		
Age 35 and over	450	245
Age 31 to 34	338	184
Age 27 to 30	225	123
Age 18 to 26	135	74
Offpeak      Permits full use of Club between October and April, and Monday to Friday and Sundays after 2.00pm use from May to September. No usage permitted during Points Week and Junior Fortnight.	215	215
Absentee UK	135	135
Absentee Overseas	105	105

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 2018, or for those who have elected to pay in one annual amount, this will be collected in full on or shortly after 1 November 2018. 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.

### 2019 Racing and Stage Berthing Fees

Following the successful introduction this year of giving members the option to pay their Racing and Stage Berthing Fees in ten equal monthly instalments; for next year, we are moving on a further stage. If you paid racing or stage berthing fees this year, we will send with your subscriptions invoice, a pre-populated Pink Form detailing what you paid for this year. Unless we hear from you to the contrary by 15 October 2018, we will

assume that you wish to continue the same for the 2019 season. The fees will be added to your account, and for direct debit payers, charged to your direct debit in accordance with your subscription instalment payment arrangements. Members who pay by means other than direct debit won't benefit from instalment payments and should pay in the usual manner.

### **Duties**

Please start to think about dates you are available for duties next year. As in the past couple of years, self-selection of duties for 2019 will be available. You are encouraged to select and self-allocate your duties for a date which suits you.

(i) Self allocation of duties. The self-allocation window on DutyMan will be open from 1<sup>st</sup> to 31<sup>st</sup> 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.

Anyone not self-selecting will be allocated their duties and advised through the DutyMan system when the roster is published.

(ii) Duty exemption scheme. We will again be offering duty exemption, i.e. taken completely off your hands, at a cost of £130 each. If you would like to take advantage of this, just click on the link on the Club website and complete the online form. Please note that two weeks' notice prior to the date of the duty is required.

As a guide, if you were allocated only one duty in 2018, you will be required to undertake two in 2019 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 2019 and will have to wait until the following year to opt out.

### **Laying Up Supper – Saturday 27 October**

This year's Laying Up Supper takes place in Saturday 27 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. Payment is required at the time of booking.

### **Trophies**

Please return any trophies to be presented at the Laying Up Supper, by Saturday 13 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 a 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 Monday 5 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.

### **Club 2000, RS Vision, 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.

### **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.

### **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:

	<b>Clubhouse</b>	<b>Buttery</b>	<b>Bar</b>	<b>Notes</b>
Friday	1600 – 2315	1900 – 2130	1730 – 2300	Supper last orders 2100
Saturday	1100 - 2315	1100 – 2130	1200 – 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.

The Clubhouse will be closed for a Christmas/New Year break from Monday 24 December, reopening on Friday 11 January 2019.

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 weekend of 10/11 November 2018 until the weekend of 23/24 March 2019 inclusive. During this time Office open hours will be from 0930 to 1630 Monday to Friday.

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

**STEPHEN CARDEN-NOAD**  
**General Manager**

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## LAYING UP SUPPER

Saturday 27 October

19:30 for 20:00 hrs

This year's Laying Up Supper is being held on Saturday 27 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 cucumber and dill mousse, salmon pearls, mango and lime salsa

*Recommended wine – Petit Papillon Grenache Blanc, France  
- £20.25 per bottle (members card price)*

#### **MAIN COURSE**

Fillet of beef wrapped in spinach and parma ham on a wild mushroom puree, celeriac and sweet potato dauphinoise, seasonal vegetables, veal and madeira jus

*Recommended wine – Caringole Syrah Carignan Domaine La Croix, France  
- £19.35 per bottle (members card price)*

#### **DESSERT**

Strawberry and champagne cheesecake, blackberry coulis, pink gin sorbet

Coffee and mints

**All for £32 per person**

This event is normally very popular, so early booking is recommended. Bookings can be made by calling the Office on 01243 512400. Vegetarian option available. Please advise any special dietary requirements.

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

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## Commodore's Report – Autumn 2018

What a summer's sailing we have had! Mediterranean conditions prevailed, and we can rightly be proud of our Great British sun tans. All this translated into very few race days lost and generally high levels of turnout for our fleets, in excess of the levels last year.

I am coming to the end of my first year in office as Commodore, and I very much look forward to the forthcoming year. In the year I have learnt how much goes on at the Club, how we are fortunate with so many Members who willingly help organise and support its varied activities, and how hard our staff work for us.

So, I will start this report by talking about people as they are the foundation of this Club.

### People

This is the time for changes in the ranks of Flag Officers and General Committee. Graham Colborne, Simon Miller and Chris Colborne are stepping down respectively as Vice Commodore, Rear Commodore House and Rear Commodore Cruising. Joe Burnie and Sue Smith step down from General Committee (although in Sue's case not quite, or not at all, as she will be stepping into Simon's shoes as Rear Commodore House and therefore remains on General Committee ex officio.)

I would like to thank all our retiring Flag Officers and General Committee members for all their hard work on behalf of the Club. Where would be without the help they have given us over their years of office?

But we are excited about those members who have agreed to put themselves forward to take on Flag Officer and General Committee roles; Andy Fitzgerald as Vice Commodore, Sue Smith as Rear Commodore House, Chris Blevins as Rear Commodore Cruising and Boating, and Beverly Coghlan and Andy Penman as members of General Committee.

In the summer we said farewell to George Rice as our Sailing Manager and I would like to thank all those members who generously contributed to his leaving gift. Our new Sailing Manger, Ryan Breach, starts on 8th October and I would urge you all to introduce yourselves to him and let him know about your sailing interests. Under Mike Wigmore's (Rear Commodore Sailing) guidance he will be setting his priorities and goals, and we need to support him in his endeavours.

### Budget and Membership

General Committee at its meeting in September approved a budget for 2018/2019 prepared by Stephen and William Plant, our Treasurer. This was prepared based on the subscription and membership category proposals for 2018/2019 which I reported to members earlier. The headlines are the reduction in the Full Member subscription to £450, Full Member spouse at £245, the introduction of a Family Membership at £795, the removal of the Associate category of membership and the broadening of the times Midweek Members (to be renamed Offpeak Members) can have access to the Club. In the next couple of weeks I will be writing again in detail to the current Associate Members to explain the changes and setting out their membership options; to date I have

been encouraged by the number of Associate Members who have indicated they will be transferring to Full Member or Midweek Member status, but I shall not pretend that all are happy with the changes. However, the Flag Officers and General Committee believe that the changes are in the best interests of the membership as a whole, designed to achieve fairness between the different categories.

Only time will tell if we have got it right. There are still other ideas on membership categories and subscriptions which the Flag Officers will be exploring over the winter months.

All this is in the context that there continues to be a slow but steady increase in membership numbers.

On the budget for 2018/2019, it predicts a deficit for the year of approximately £11,000 after depreciation with neutral movement in cash. This budgeted deficit corresponds precisely with the reduction of the aggregate subscription resulting from the changes for next year. William and Stephen have sought to adopt a cautious approach to the budget in terms of the income that can be generated from the House, our commercial activities and new joiners, while at the same time continuing with the current levels of maintenance and equipment replacement as well as being very strict on other areas of cost control. The Flag Officers approach to this predicted deficit is to implement changes to what we do and how we do it so that it is extinguished completely, with a surplus if possible.

Which brings me on to the .....

## **House**

Following an exceptional year for the House Account last year due the material surpluses generated by our commercial activities, principally weddings and corporate events (for example, we held 15 wedding events last year), this year the picture is not so rosy. We had fewer wedding bookings this year, and also for next, probably due to the economy and increased competition locally. So, for the current financial year we are forecasting a deficit on House activities after depreciation of between £10,000 and £20,000. We need to do better than this if we are to continue to enjoy the quite splendid facilities that the House provides to Members. If we want them, we must use them.

We are indeed fortunate that Sue Smith has put herself forward to take over as Rear Commodore House. Her preliminary investigations into the workings of the House were reported to General Committee at its meeting in September and I quote from the minutes of that meeting;

*“Sue reported that the Club employed only three permanent staff in the House, the remainder being employed on a casual basis as and when required, so there was little scope there for substantial cost reduction. She was planning to re-establish the House Committee and would shortly be seeking suitable people to join that Committee. Members would be encouraged to make more social use of the Club, and for this it was essential to get more events into the social programme. The House Committee would work on this, but in the meantime ideas for evening talks for the new year programme would be welcomed. A suggestion was made that promoting and communicating Club events could be improved. It was planned to remind new members about the facilities available at the Club, particularly the accommodation. We already had a few business customers who ran successful events at the Club during the week when members were not using the facilities. Further marketing to the business market would be undertaken. Sue would also interrogate the members card usage reporting and then contact members who were not spending money at the Club to find out why and what could be done to encourage them to the Club.”*

So please let us have your ideas to make the House more active and above all fun.

## **Sailing and Boating activities.**

I have already reported on an increase in starts for the season. However, during the year there have been some notable successes at a national and international level.

The highlights must be the exploits of the International 14ers in the Worlds in San Francisco, Maria Stanley becoming the first lady helm to win the RS 200 Nationals, and indeed the Nationals of any RS class, and John Tremlett's sixth consecutive win of the XOD Captain's Cup at Cowes.

But these must not overshadow the many achievements of our members in the Club and national arenas.

Then we had a hugely successful Schools Week organised by Chris Darling and Nigel Glennie and their respective teams, and another well supported and successful Junior Fortnight lead by Malcolm Glaister and Annabel Timberlake.

Rowing under the energetic leadership of Chris Blevins has continued to thrive and we now have two boats regularly in action with the arrival of Iccanore, a coxed four, purchased in the summer as a result of the very generous donations from a number of members.

Speaking of donations, it was with the help of Members that we were able to purchase and launch our three Club owned 2000s. As at the end of the first week of September the Club 2000s have been used on 20 full days and 60 half days, generating income which is on budget to replace them with new at the end of two years as planned. Furthermore 12 applications for membership have been received this season citing the 2000 as one of the reasons for joining.

Finally, as I am writing this report there is a rally of our Cruising fraternity on the West Coast of Greece. It's a tough sport!

## **Supported Class Review and Merlin Rockets**

The General Committee at its meeting in September received and agreed the proposal from the Rear Commodore Sailing that following Archie Massey's review the three keelboat classes should remain the Club's supported classes. Furthermore, if at some point in the future a group of members propose another boat for adoption with sufficient numbers likely to sail in that class, then the Committee would consider such a proposal. It was also agreed that the class reviews be five yearly.

Thank you, Archie, for your work on this. Thank you also to George Yeoman for working up and presenting a proposal to introduce the Merlin Rocket as a supported dinghy class. The General Committee approved this on a trial basis and we look forward to seeing the Rockets arriving and in action, hopefully bringing additional new members with them.

And finally, but this is really important.....

## **Staff Christmas Fund**

Charles Hyatt has written separately on this and I would like to add my support and request that you give to this. We rely on our staff to deliver the Sailing and House offering we enjoy and they truly deserve this form of recognition.

With all best wishes for the Winter

**Neil Hart, Commodore**



September 2018



Dear Member,

**Staff Christmas Gratuity Fund 2018**

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, I am responsible for organising 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.

This staff fund is distributed to permanent staff, excluding Stephen who has historically chosen not to participate, and to our regular casual staff, in effect all the people that regular Club users would know by name.

I do hope that, like me, you feel we have a good group of staff who help to make all aspects of our Club membership experience enjoyable and therefore that you might consider making a contribution. Those of you who have familiarity with working in the hospitality and leisure world, either personally or through children or grandchildren, will know how very much this type of distribution is appreciated.

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. Any contribution large or small would be welcome.

It is extremely easy to participate in this. 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](mailto: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.

Please do consider making a contribution and ideally doing it now – these things can so quickly drop off the radar screen when put to one side!

Best wishes

**Charles Hyatt**

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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 LIMITED

Notice is hereby given that the Autumn General Meeting will be held at  
5.30 pm on Saturday 20 October 2018 at Itchenor Sailing Club.

### AGENDA

1. To confirm the minutes of the Spring General Meeting held on 14 April 2018 and to consider matters arising.

#### 2. Election of Flag Officers

a) To elect a Vice Commodore to succeed Graham Colbourne who retires and does not offer himself for re-election. The following member has expressed his willingness to serve as Vice Commodore and is standing for election at this meeting:

Andy FitzGerald                      Proposed by Graham Colbourne; seconded by Neil Hart

b) To elect a Rear Commodore House to succeed Simon Miller who retires and does not offer himself for re-election. The following member has expressed his willingness to serve as Rear Commodore House and is standing for election at this meeting:

Sue Smith                                  Proposed by Simon Miller; seconded by William Plant

c) To elect a Rear Commodore Cruising to succeed Chris Colbourne who retires and does not offer himself for re-election. The following member has expressed his willingness to serve as Rear Commodore Cruising and is standing for election at this meeting:

Chris Blevins                              Proposed by Chris Colbourne; seconded by Sue Smith

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

Commodore      Neil Hart                                  Rear Commodore Sailing      Mike Wigmore

#### 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:

William Plant

#### 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 Joe Burnie and Sue Smith. 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.

Andrew Penman                                  Beverly Coghlan

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:

Bruce Grant                      Roger Heath                      Colin Maclean                      Pippa Sloper

#### 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 14 April 2018

In the Chair

**The Commodore, Neil Hart**

**Present:** Vice-Commodore, Rear Commodore Sailing, Rear Commodore House, Rear Commodore Cruising, the Honorary Treasurer, 56 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 21 October 2107.**

1.1 Chris Blevins proposed and Nick Leach seconded, that the minutes of the Autumn General Meeting held on 21 October 2017 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 2017. 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.

He reported that the accounts showed a healthy surplus for the year, and expressed his gratitude to the previous Flag Officer team for leaving the Club in such good order.

### **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.

The Commodore highlighted his appreciation for the hard work put in throughout the year by lots of members, from Flag Officers, committee members, class captains, event organisers and working party crews. He also paid tribute to the support and hard work provided by the Club's staff.

### **Item 4. Ordinary Resolution**

4.1 The Commodore reported that a Resolution had been tabled by Roger Wickens et al, as follows: "The Club is asked to please try to find a way to reduce the full membership fee for a person who is a keelboat crew and who does not own a boat so that it equates to that paid by a person who only rows or paddle-boards."

He invited Roger Wickens to address the meeting. Roger reported that his motion was based on his experience with the Sunbeam fleet as that was the one he knew best. He felt that within the next five years perhaps half of the current fleet's members would be retired from sailing, and there is no longer the depth of members who start by crewing and move on to boat ownership. The high subscription rate was driving away

those on the periphery of the fleet. Roger felt that to address this problem it was important to reduce substantially the headline Full Member subscription rate from £470 to say £270. He suggested that the books could then be balanced by introducing a separate 'boat fee' in addition to the racing fee, and that sixty or so new members would join because of the lower subscription.

The Commodore reminded the meeting that the motion was a request for the club to try to find a way of reducing subscriptions, not a proposal to reduce subscriptions to £270. He reported that the Flag officers were supportive of the motion. They also agreed that despite the good work which had been put in over the past few years, subscriptions were still too high, and were currently working on a way to accelerate the process of further reductions. He emphasised that any revised subscriptions arrangement would be as fair as possible across all membership categories, not just for the keelboat fleets. A sub committee had already been formed and had started work. He hoped to be able to report to members with some conclusions during the summer.

On a vote the motion was carried with three votes against and one abstention.

#### **Item 5. Any Other Business**

5.1 There was no other business

The meeting was declared closed at 17.45 hrs.

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Signed

**Neil Hart**  
Commodore

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Dated

## **The Commodore, Neil Hart, in the Chair**

### **Informal Business following Spring GM on 14 April 2018**

The Commodore opened the informal part of the meeting by inviting questions or comments

1. Nick Leach related a story of a Sunbeam owner who couldn't race his boat other than for Cowes Week because he couldn't find regular crew who were prepared to join the Club.
2. Ted Roose felt that a reduction in subscriptions from £470 to £270 would have a beneficial effect on membership numbers. Subs rates that were comparable to other clubs around the Harbour should make it easier for classes to get new members. He felt the risks of such a move would be affordable. He emphasised that it must be well marketed.
3. Alan Stannah asked whether a reduced subscription scheme could be brought in this season rather than wait until next year. He preferred that any subscription reductions were applied only to sailing memberships, so that we attracted new sailors rather than new social members. If successful, the entry fee could be reintroduced.

Mike Wigmore advised that subscription discounts were already in place for new members joining this year, as they pay one tenth of the annual subscription per month until the end of October, and then they pay the same rate as everyone else. He advised that there was also a deal for new families.

The Commodore assured the meeting that we would go as fast as possible, but we must be sure to work carefully through the various options to make sure they work, and thoroughly check for any possible unintended consequences.

Richard Pearson asked that details of the current new member deals be made available. Mike Wigmore advised that they were fully detailed on the Club's website and had been advertised on QuickNews communications.

4. Susie Alexander expressed concern as to how entitlement to participate in Club sailing was policed, for example how do we ensure that non-members or associate members don't exceed the number of sails as a guest. The Commodore advised that it was difficult, but class captains should be keeping an eye on who was sailing in their fleets, but it was also incumbent on all members to help identify anyone who exceeding their guest visits and so should be joining as members, and advise accordingly.

5. Isabella Watkins queried the intentions for members in age groups younger than the 35+ full member. She suggested there was a shortage of members in the 30-40 age group, and that the Club should be encouraging growth in that age group.

Charles Fisher suggested that dinghy fleets and family groups should be catered for too.

6. Andrew Handasyde-Dick felt that ISC subs rates represented good value compared with other sporting organisations and clubs, e.g. gyms and golf clubs. He suggested that members wanted their club run by professional staff so that they didn't have to undertake various 'duties', and they didn't want their activities at the Club interrupted by commercial sailing events and functions. For example, at HISC and Chichester YC, most Fridays and Saturdays members enjoyment is interrupted by commercial events and weddings, etc. At those clubs, members have to accept that inconvenience in return for cheaper subs. He believed that at ISC members did not want that.

7. Henry Dembinski advised that he would like the Club to refocus on getting more people to sail. He suggested consideration should be given to charging guests a fee of say £10 to £15 per visit to get them used to paying for their sailing.
8. Alan Stannah felt it was not right that Associate Partner members should pay less than Full Partner members.
9. David Palmer believed that ISC was, for its size, the most expensive sailing club in the UK. He found that his crews were very concerned about the cost of membership and urged that subscriptions be reduced to something more affordable. He suggested that the Club employed too many people and asked that a cost reduction review be carried out.
10. Chris Blevins reported that rowers had made much use of the Club during the winter months when no one else was doing so. Despite the lower subscription attached to Associate Membership, rowing brings revenue in to the Club. There were approximately 16 rowing outings per month, and will be even more once additional coxes have been trained.
11. Peter Nicholson also felt that the Club's costs were too high and should be reviewed, following which some tough decisions should be taken.
12. George Miller enquired as to whether there was currently any data on members who were boat owners and members who only crewed. The Commodore reported that work on this was being undertaken now by the subscriptions review sub committee. George asked whether it might be worth surveying the membership to see who knew of people who might join if subs were lower.
13. Tim Hill suggested there were members prepared to underwrite any shortfall arising from Roger Wickens subscription and boat fee proposals.
14. Jeremy Pudney reminded the Flag Officers that a clear written down marketing programme was very important. He also suggested that it was very expensive for families to put their children through the junior sailing programme, for which additional charges are incurred. Andrew Handasyde-Dick felt that the costs were reasonable compared with say campaigning a boat in one of the junior fleets which travelled around the country competing in various open events.
14. Mike Wigmore reassured the meeting that the Flag Officers are listening to members comments and are serious about a review of subscriptions. They also very much understand the issue of Club costs, but asked that members not assume the Flag Officers could work magic on subscription rates.
15. Roger Wickens related a story about how he had visited a yacht club in Florida this winter whose motto was "founded in friendship" and suggested ISC could try something similar.
16. George Miller reported that his two sons were currently at a sailing crossroads and were wondering what to sail at ISC. He felt the International 14 was very expensive and difficult to sail well, and the RS200 and RS800 didn't go out very much. Mike Wigmore said that he was open to suggestions as to suitable boats to sail at ISC.
17. Tim Hill suggested that the Club's accommodation should be better promoted, especially in the Spring and Autumn magazines.
18. 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 2018

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 APPOINT<sup>1</sup> the Chairman of the 2018 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 20 October 2018 at 5.30 pm and at any adjournment thereof.

Date.....

Signature<sup>2</sup>.....

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I, (name in block capitals) .....

being a FULL MEMBER of the Club entitled to attend and vote HEREBY APPOINT<sup>1</sup> the Chairman of the 2018 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 20 October 2018 at 5.30 pm and at any adjournment thereof.

Date.....

Signature<sup>2</sup>.....

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### 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.