

## GATESHEAD AND WHICKHAM ASC

### ANNUAL GENERAL MEETING AGENDA

Gateshead Leisure Centre

Saturday 2 October 4:30 - 6pm

NAME	CLUB ROLE	CONTACT DETAILS
<b>Steven Speight (SS)</b>	Club Chairman	<a href="mailto:clubchair@gawswim.org.uk">clubchair@gawswim.org.uk</a>
<b>Nicola McPherson (NM)</b>	Club Welfare Officer	<a href="mailto:childprotectionofficer@gawswim.org.uk">childprotectionofficer@gawswim.org.uk</a>
<b>Alison Finlay (AF)</b>	Club Secretary	<a href="mailto:clubsecretary@gawswim.org.uk">clubsecretary@gawswim.org.uk</a>
<b>Matthew Grant (MG)</b>	Club Treasurer	<a href="mailto:clubtreasurer@gawswim.org.uk">clubtreasurer@gawswim.org.uk</a>
<b>Paul Armstrong (PA)</b>	Head Coach	<a href="mailto:paul.armstrong@gawswim.org.uk">paul.armstrong@gawswim.org.uk</a>

AGENDA ITEM	DISCUSSION POINTS	LEAD	
<b>1 Welcome and Introductions</b>	<ul style="list-style-type: none"> <li>Welcome everyone</li> <li>Introductions</li> </ul>	SS	
<b>2. Chairman's Review</b>	<ul style="list-style-type: none"> <li>Review</li> <li>Forward Look</li> </ul>	SS	<ul style="list-style-type: none"> <li>It has been a challenge keeping the club up and running</li> <li>Established LTS which will keep growing to help the club be sustainable, by bringing in new swimmers to enable the club to grow and also to improve the club's financial position</li> <li>Dunston is currently our main training pool. There will be another review next month. We will look to move across other parts of the district ie more hours at Gateshead. Council are aware and as soon as we reach a new agreement we will communicate.</li> <li>Will remain at Elswick until we get more pool time</li> <li>Elswick will remain for LTS on Sunday as Gateshead Council won't let us run swimming lessons in their pools as competition</li> <li>Going to start drop-in sessions at Dunston on Fridays for committee members to raise any concerns, provide feedback, suggest ideas etc</li> </ul>
<b>3 Head Coach's Report</b>	<ul style="list-style-type: none"> <li>Swimming report</li> </ul>	PA	<ul style="list-style-type: none"> <li>Report would normally go through swimming galas from the last year but clearly can't do that</li> <li>Gala recently at Billingham which saw all swimmers swimming well</li> <li>Festival of Swimming at Sunderland in July saw Anna Finlay placed equivalent to third and fourth for 100 and 200 breaststroke in GB</li> </ul>

			<ul style="list-style-type: none"> <li>• Four swimmers selected onto National Programme</li> <li>• Three swimmers selected onto N&amp;D programme which takes the top ranked in county</li> <li>• Great achievement considering the club's time back in the water</li> <li>• Drop out of swimmers across region at 20% - our club drop out is 340%. Lost a lot of swimmers at GCSE age and pressures of missing too much school a major factor</li> <li>• Squads are flourishing with regards to training</li> <li>• Squads are now training together and not split into two clubs anymore</li> <li>• Would like to get more swimmers back to morning training as attendance has dropped as swimmers are out of the habit</li> <li>• Aim is to get squads more competitive</li> <li>• YS / YSD really stepped up and improved</li> <li>• Question was asked around progression from YSD: <ul style="list-style-type: none"> <li>○ If swimmer gets a county time then they would be eligible to move</li> <li>○ All swimmers from YSD welcome to attend morning training if they want more pool time to help achieve this</li> </ul> </li> <li>• Club would like to replace the Sat pm session with another pool time and would also like to move other squads away from Elswick on Sunday (apart from LTS)</li> </ul>
4. Finance Update	<ul style="list-style-type: none"> <li>• Summary of P&amp;L results</li> <li>• Balance sheets for 17/18 to 20/21</li> <li>• Actual results from April 21 to August 21</li> <li>• Forecast Sept 21 to March 22</li> <li>• Balance sheet</li> </ul>	MG	<ul style="list-style-type: none"> <li>• The financial results from 18/19 to 20/21 are based on financial statements produced by the treasurer from the bank statements and other records which have been reviewed and signed off by an independent chartered accountant.</li> <li>• The financial results for 17/18 have also been restated by a prior year adjustment. This was identified by the current treasurer and agreed with the former treasurer and the external accountant who produced the 17/18 accounts, which increased the reported loss from £8k to £29k.</li> <li>• The financial results for 17/18, 18/19 and 19/20 show heavy losses of £29k, £33k and £23k. These operating losses reflect that the club experienced a huge increase in the cost of pool hire several years ago but chose to increase the monthly fees by a much lower percentage, as the club had substantial cash reserves at the time of the increase in pool costs.</li> <li>• The impact of these losses has been a significant deterioration in the club's balance sheet between 31.3.18 and 31.3.20. At 31/3/18 we had £54k in the bank account, less amounts owing to suppliers of £24k. By 31.3.20 we only had £12k in the bank</li> </ul>

				<p>and owed £38k to suppliers, so we were technically insolvent.</p> <ul style="list-style-type: none"> <li>• There was a huge turnaround in the year to 31.3.21 when we made an operating profit of £38k, which has enabled the club to return to a net assets position at 31.3.21 with our bank balance exceeding our debts by £3.5k. This was because many parents and masters swimmers were very generous and continued paying either full or reduced fees whilst there was no swimming or costs. When we did swim in the 20/21 year, our water time was greatly reduced so our pool hire and coaching costs were similarly reduced.</li> <li>• Our actual results were presented on a monthly basis between April and August 2021. We returned to full water time from May onwards, and thanks to the generosity and efforts of parents and swimmers we generated an additional £16000 in May from the Crowdfunding initiative which has been spread evenly over the 21/22 year. More income has also been generated by the launch of the Learn To Swim Scheme.</li> <li>• However, the number of swimmers in the club squads has reduced from 180 in March 2020 to 110 in August 2021. Returning to full water time and full costs has put further pressure on the club's financial results. In the first five month the club has experienced further operating losses totalling £11k.</li> <li>• The forecast for the rest of the year includes further growth in the LTS swimmer numbers and an additional 10 squad swimmers by March 2022. It also includes £4k profit from a gala we are planning in December. Despite this, the forecast for the period from September 21 to March 22 shows a further operating loss of £7k.</li> <li>• Matthew has now submitted the accounts to Swim England as it was an outstanding item for Swim Mark and this has been accepted</li> <li>• Huge amount of pressure on finances but Crowdfunding and LTS has been very beneficial</li> <li>• Will use social media to encourage former swimmers to return and also attract new swimmers</li> <li>• Ways to ensure future of the club is financially viable: <ul style="list-style-type: none"> <li>○ Further growth in LTS</li> <li>○ Apply for Community Foundation grant up to £10k</li> <li>○ Potentially do another Crowdfunding in 2022</li> </ul> </li> </ul>
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			<ul style="list-style-type: none"> <li>○ Explore quarterly club gala</li> <li>○ New masters swimmers</li> <li>○ Masters age reduced to 16</li> <li>○ Hiring our blocks to other clubs for galas at Dunston</li> <li>○ Home gala in December will create profit</li> <li>○ Raise monthly fees which have not increased for five years</li> <li>○ Committee is reviewing swimmers' attendance to ensure pool being utilised effectively</li> <li>○ May need to remove sessions</li> </ul>
5	<b>Workforce</b>	<ul style="list-style-type: none"> <li>• Volunteers needed</li> <li>• Sponsorship, funding, team managers, social, assistant treasurer</li> </ul>	SS <ul style="list-style-type: none"> <li>• Identified areas where the club needs support and we would encourage people to come forward ASAP</li> <li>• Jamie to push more on social media to encourage people to come forward</li> <li>• Particularly need more people involved from the younger squads, really need buy in from these parents as currently involvement is mainly from Performance squads</li> </ul>
6.	<b>AOB</b>		SS <ul style="list-style-type: none"> <li>• Question was asked about club sponsorship stating that the structure of the sponsorship form was too convoluted and should be reviewed to encourage more people to sponsor the club. If it was more streamlined with more flexibility, then it should encourage better take up (MG to explore)</li> <li>• Question raised about use of photography sales as have seen this a good money earner at previous club especially at Christmas (AF to take forward)</li> <li>• Suggestion for swimmer of the month with presentation and cake sales each month to make money               <ul style="list-style-type: none"> <li>○ Club has previously run swimmer of the month and ends up with kids 'taking turns' and loses worth</li> </ul> </li> <li>• Suggestion that we produce a gala programme with more content including swimmer photos which we could sell to parents at the gala</li> <li>• Huge thank you to Matthew from the club for all of his hard work sorting the accounts and getting them in a good place – it was a huge task</li> <li>• There was a long and helpful discussion around Elswick and what if anything the club can do about the occasional anti-social behaviour which has predominantly taken place on two hot days</li> <li>• Onus remains on parents to individually call police as the club has already raised this which resulted in increased presence</li> <li>• Message was reiterated that the club is trying to get back to Gateshead, but important to note that</li> </ul>



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			<p>morning sessions are likely to remain at Elswick as currently it is a much cheaper option than Gateshead and there have never been any problems at this time</p> <ul style="list-style-type: none"><li>• Club has spoken to Elswick Manager who has stated that they don't have particular anti-social issues</li><li>• Club is keen to make parents aware that we don't ignore any issues, but it is clear that incidents have been mainly connected to two hot days of the year</li><li>• It was also discussed that if people feel intimidated but aren't actually being intimidated then it is difficult to help with this although parents could consider 'buddying' with other parents to walk in and out of the building</li><li>• Parent raised a query about carrying out the 1-2-1 and 3-2-1 sessions from the Crowdfunding which will be followed up with the coaches to be arranged ASAP</li></ul>
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