



*Welcome*

**TO THE ANNUAL  
GENERAL MEETING**

28TH JUNE 2023



# AGENDA

1. Welcome, introduction to the meeting.	President
2. Apologies received.	Secretary
3. Minutes and matters arising from the minutes of the Club AGM held on Wednesday, June 8th, 2022.	Secretary
4. Receive the Directors' report on the Club's activities for 2022-23.	Chair
5. Receive the accounts of the Club for the previous financial year.	Chair ( <i>Acting Treasurer</i> )
6. Appointment GMS FC Ltd (the Club's current auditors) as Club auditors for 2023.	Chair ( <i>Acting Treasurer</i> )

7. Receive a brief report on Safeguarding at the Club.	Safeguarding Officer
8. Receive a brief report on the Club Privacy Policy.	Secretary
9. Vote on Special Resolution to alter the Articles of Association to improve communication at the club and improve the role of Council in club matters.	Chair

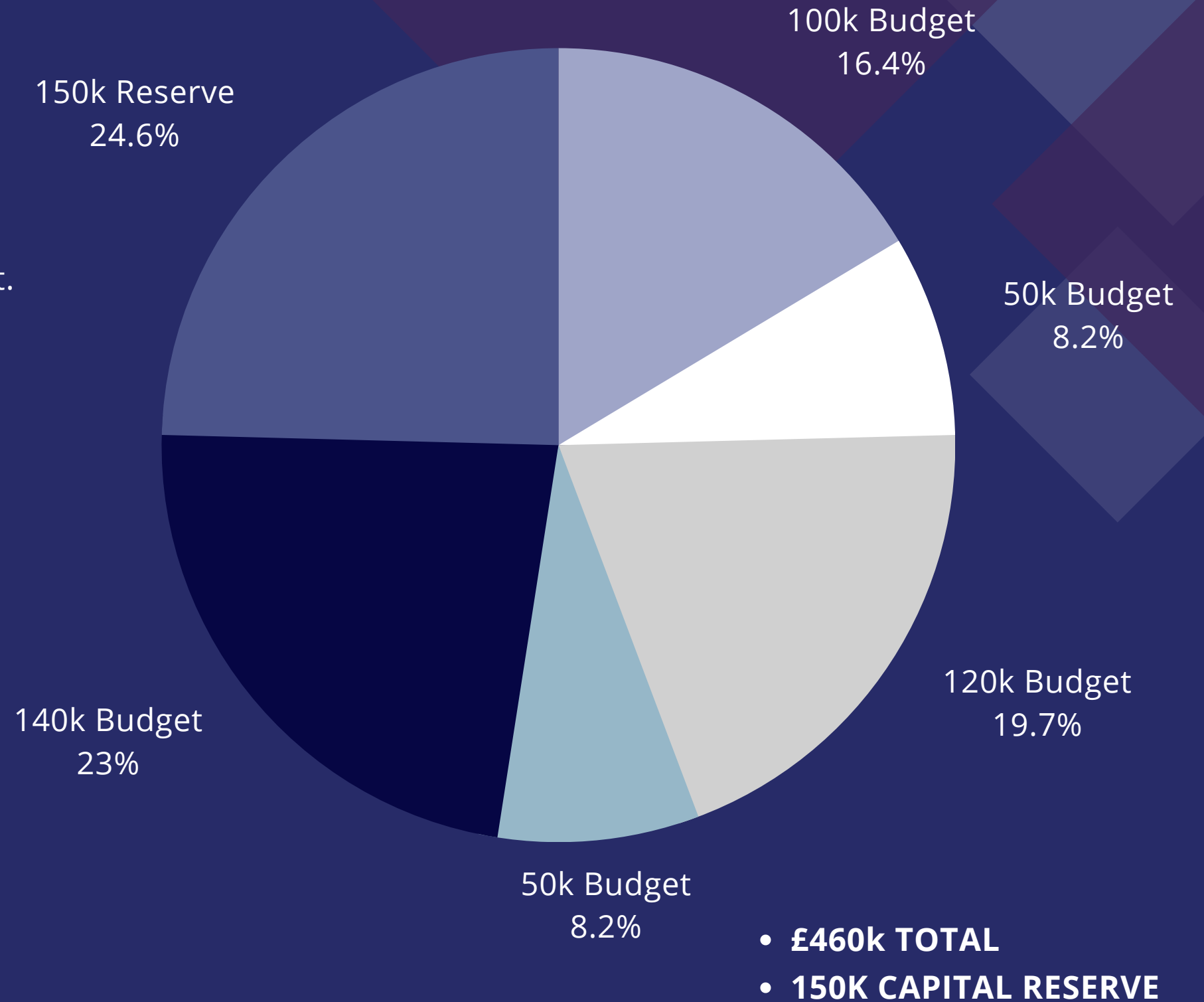
**SPECIAL RESOLUTION**

THAT the draft articles of association uploaded to the Company's website with this Notice be approved and adopted as the articles of association of the Company in substitution for, and to the exclusion of, the Company's existing articles of association.'

10. Announce the election of an Elected Director.	Chair
11. Announce the election of the President.	Chair
12. Receive the Club Brand Vice-Chair.	Vice-Chair
13. Questions received from members.	Chair
14. Any Other Business acceptable to the Chair.	Chair ( <i>Acting Treasurer</i> )

# PROPOSED PROJECTS

- **Refurbishment and modernisation of reception, bar and changing rooms**
  - Summer 23 - Includes access control and readers
- **Outside kitchen/BBQ/ games area - see next slide for reference images.**
  - Summer 23 - Sponsorship of this facility will contribute to the cost.
  - Main bar /kitchen £20.9k raw
  - Decoration/ equipment £8k
  - Petanque /Table tennis etc £10k
  - Landscaping/ hedge removal /fence £10k
  - The main assets retain high resale value
- **Car Park Tuddenham Road**
  - Q2 2023 - Includes automatic access gate
- **Refurbish TR club house /outdoor coffee facility**
  - Autumn 23 -
  - Actual cost possibly £15k plus £5k trees
- **Solar PV phase 1**
  - Q2/3 2023 - 85kW Phase 1
  - Actual cost £70.56k plus roof survey

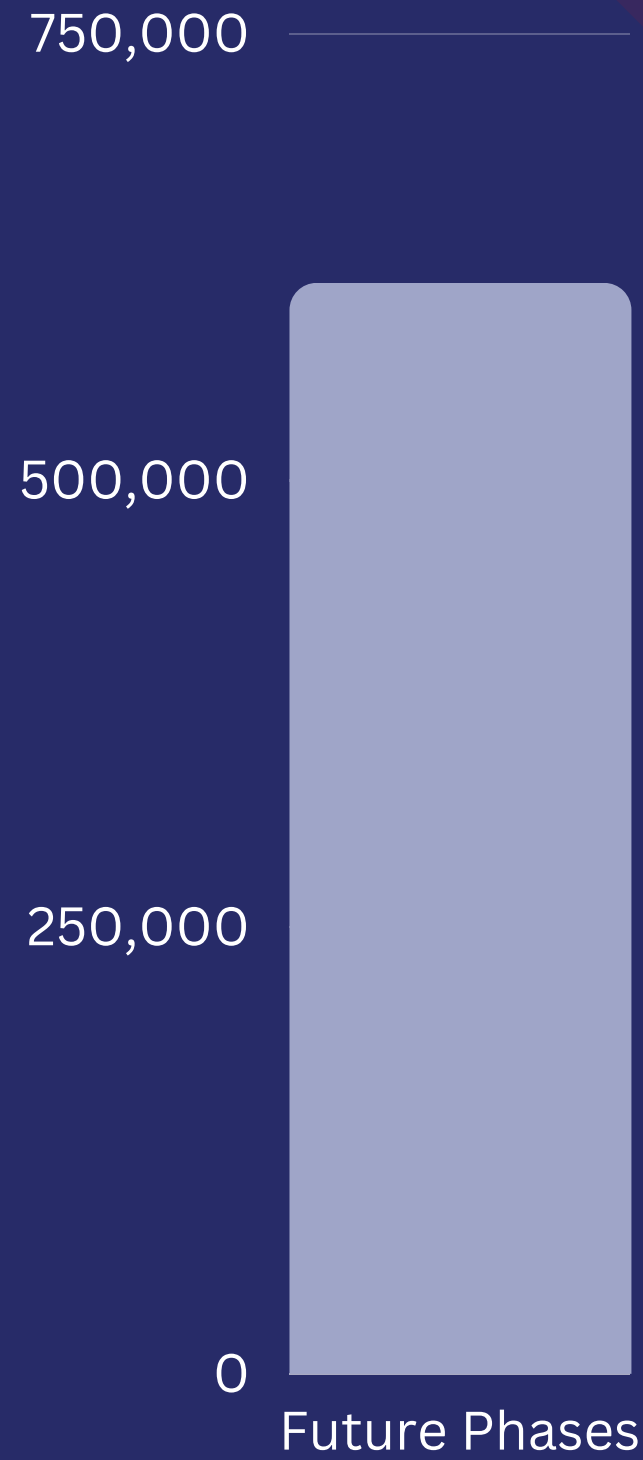


# OUTDOOR SOCIAL AREA

OUTDOOR KITCHEN & GAMES AREA BASED ON

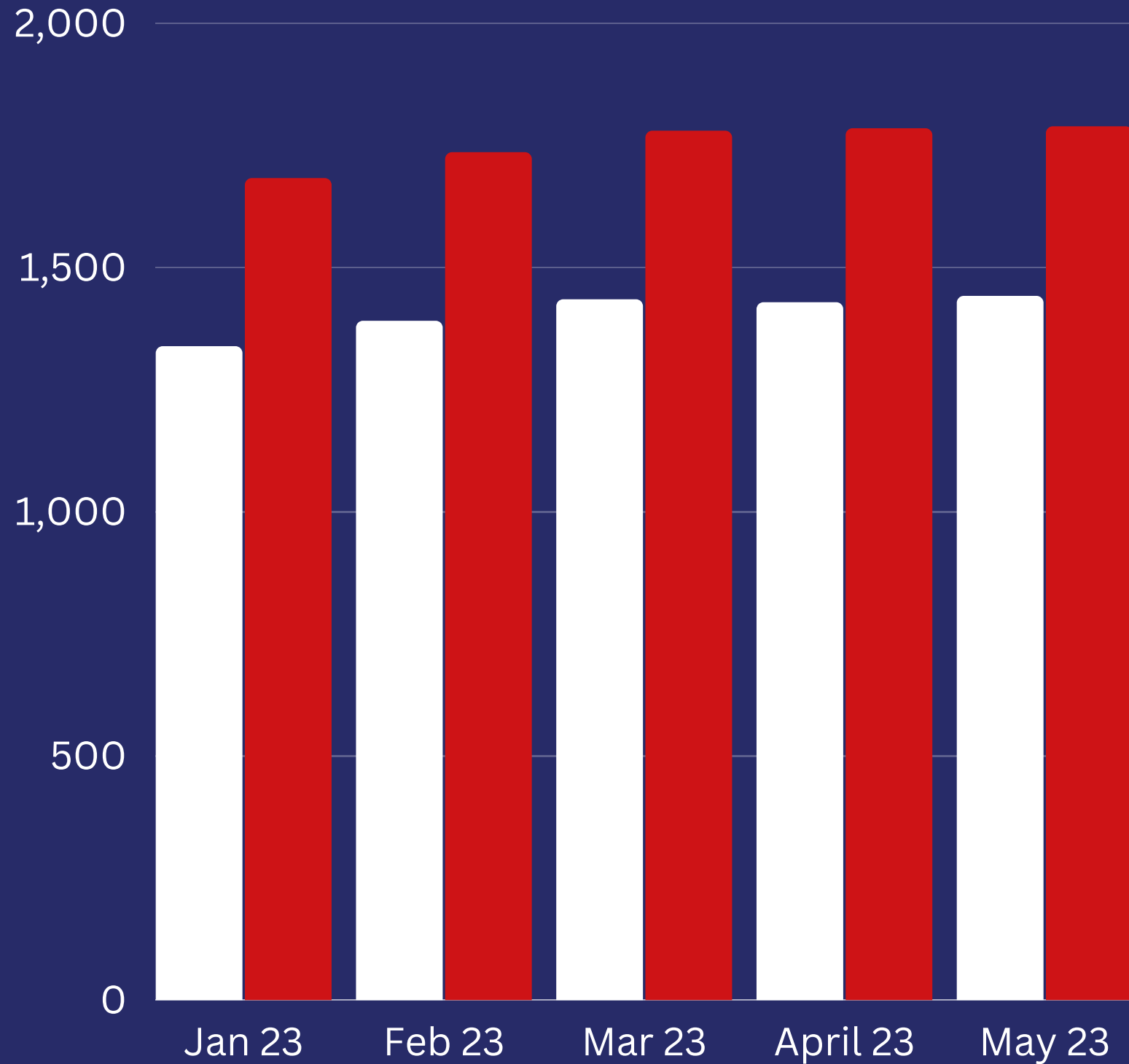


# FUTURE PROJECTS

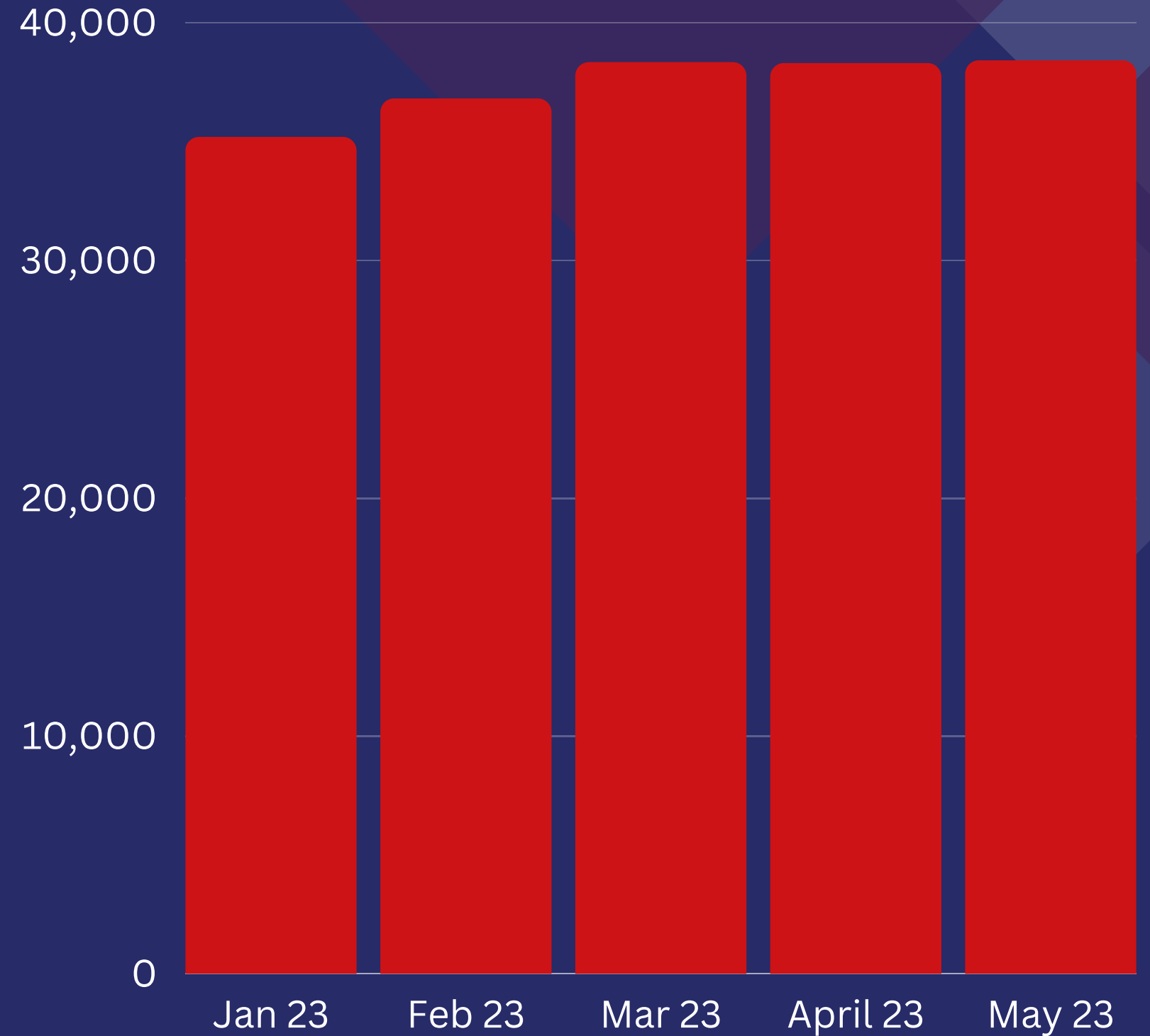


- **Solar / Battery phase 2**
  - 2024
- **Full Henley Road/ISC phase 3 refurb**
  - 2030
- **£610k BUDGET TOTAL**
  - Includes Phase 2 & 3

# MEMBERSHIP STATS



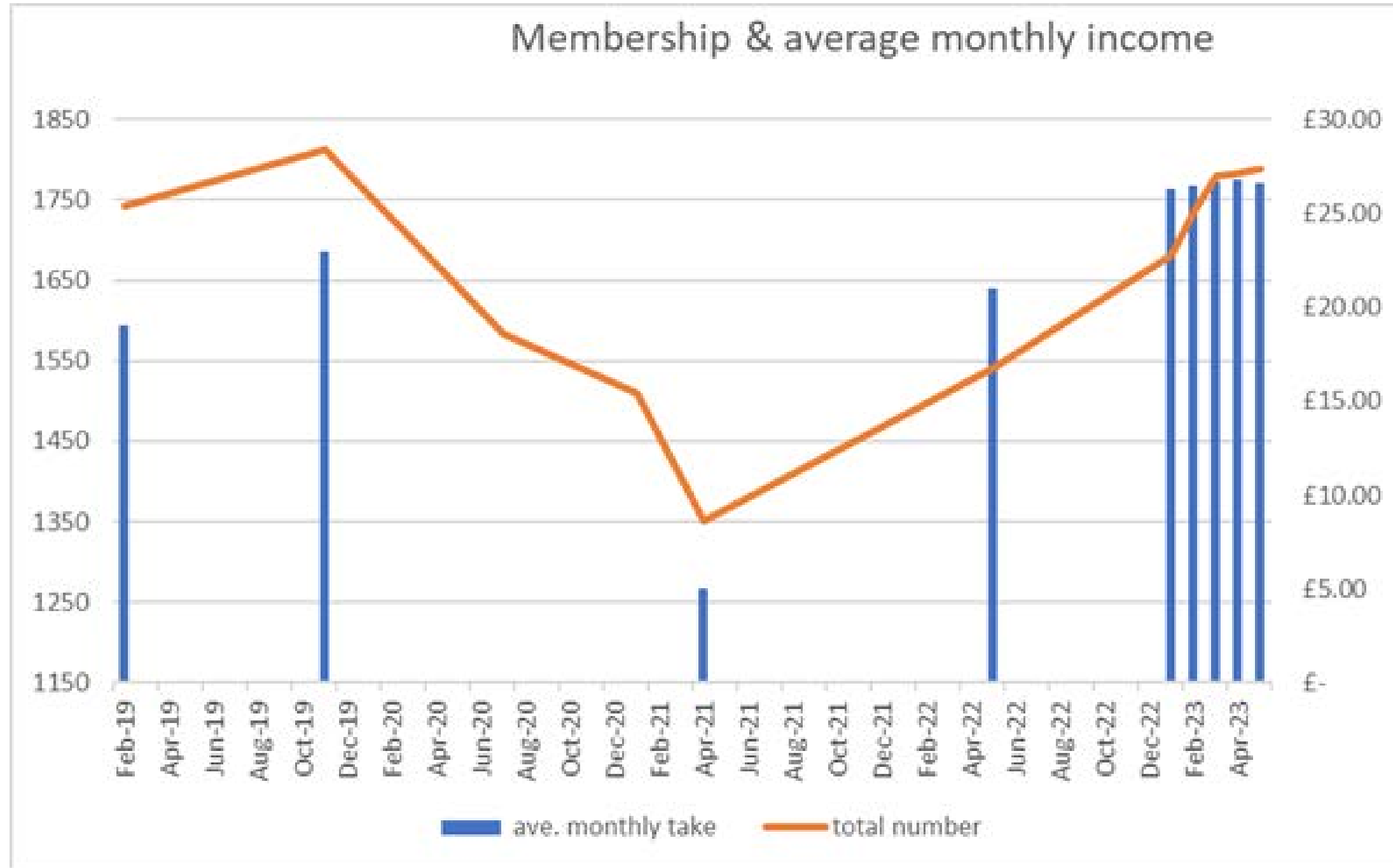
NUMBER OF PAYING MEMBERS & TOTAL MEMBERS



GRAND TOTAL MEMBERSHIP INCOME

# MEMBERSHIP STATS

AVERAGES FROM 2019-2023



# MEMBERSHIP STATS

FULL MEMBERSHIP STATISTICS JAN-MAY 2023

	Paying members	Life/ Honorary	Staff/ Other	total count	New Joines	Leavers /DD	Other Changes	Due	Annuals Renewed	Cancelled	Net Gain/Loss
Jan-23	1338	178	166	1682	82	16		60	35	25	41
Feb-23	1390	173	173	1735	61	32		23	14	9	20
Mar-23	1434	171	174	1779	66	29		44	32	12	25
Apr-23	1428	183	173	1784	46	21	7	20	7	13	5
May-23	1441	174	173	1788	44	32	9	17	10	7	5

	Total DD Payers	Total DD Payment	Total Biannual Payers	Total Biannual payers	Total Annual Payers	Total Annual Income	Grand Total Membership Income	Average member yield
Jan-23	814	£26,691.77	127	£2,135.42	397	£6,347.39	£35,174.58	£26.29
Feb-23	847	£27,925.88	123	£2,067.08	420	£6,792.20	£36,792.20	£26.47
Mar-23	881	£29,126.06	122	£2,050.00	431	£7,143.36	£38,319.42	£26.72
Apr-23	881	£29,116.90	122	£2,050.00	425	£7,112.55	£38,279.45	£26.81
May-23	890	£29,395.92	115	£1,930.42	435	£7,068.17	£38,394.51	£26.64



- We are predicting breakeven before depreciation by year end = **£120k improvement on this time last year**
- **Member numbers are increasing** – we predict/need a further 100 members = **c £32k**
  - *(potentially more with marketing post the improvements and decorations going on by year end)*
- Board has been focusing a lot on better sponsorship – with **target for £50-60k in full year**
- Closing F+B deficit and improve *(in particular)* member take up of our bar and food, including the new outdoor kitchen and games area - **potential positive £20k change in financial position**
- More events, especially corporate events & memberships = **£10k**
- Continue to be a destination of choice for large, prestigious sports events, attracting bigger sponsors & focusing ISC business to extract secondary income such as F&B and sales = **potential £5-10k**

**All together comes to c£130k = small profit**

- followed in future years by the flow of Padel profit

# PROJECTED BANK POSITION (AFTER PROJECTS)

	Jun 23	Jul 23	Aug 23	Sept 23	Oct 23	Nov 23	Dec 23
<b>B/F balance</b>	£592,314	£566,265	£519,854	£312,673	£230,612	£223,216	£229,940
<b>Monthly move</b>	£2,979	£4,399	£3,819	£7,939	£2,604	£6,724	£7,069
<b>Capital exp</b>							
<b>Showers &amp; changing rooms</b>				£20,000			
<b>Turnstiles &amp; reception refurb &amp; bar</b>				£70,000	£10,000		
<b>Solar Panels</b>			£71,000				
<b>TR Car park &amp; gates</b>			£120,000				
<b>TR Club house</b>			£15,000				
<b>TR Trees</b>			£5,000				
<b>Outside area (bar)</b>		£50,000					

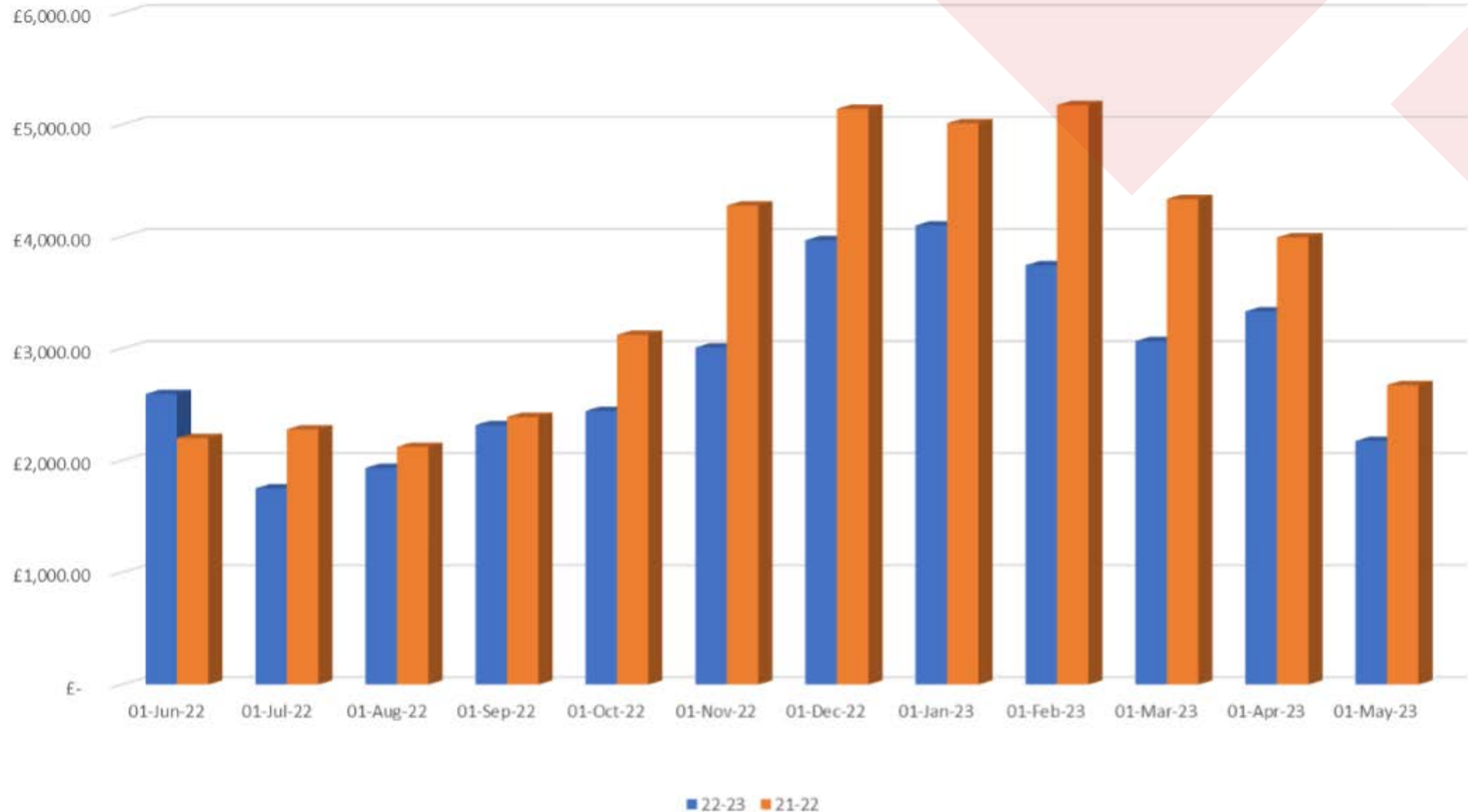
**RUNNING TOTAL CAPITAL SPEND: £361,000**

# PROJECTED BANK POSITION (AFTER PROJECTS)

	Jun 23	Jul 23	Aug 23	Sept 23	Oct 23	Nov 23	Dec 23
<b>B/F balance</b>	£592,314	£566,265	£519,854	£312,673	£230,612	£223,216	£229,940
<b>Monthly move</b>	£2,979	£4,399	£3,819	£7,939	£2,604	£6,724	£7,069
<b>Capital Exp Description</b>							
<b>Studio Refurb</b>	£5,848						
<b>New Doors</b>	£380	£810					
<b>Rodd's Roof</b>	£3,200						
<b>SSTV Cameras</b>	£7,000						
<b>Club Rebrand</b>	£12,600						
<b>Total Capital Spend:</b>	<b>£29,028</b>	<b>£50,810</b>	<b>£211,000</b>	<b>£90,000</b>	<b>£10,000</b>	<b>0</b>	<b>0</b>
<b>Cash in Bank:</b>	<b>£566,265</b>	<b>£519,854</b>	<b>£312,673</b>	<b>£230,612</b>	<b>£223,216</b>	<b>£229,940</b>	<b>£237,009</b>

# BOARD FINANCIAL SCRUTINY

- Electricity costs from 2021-2023, showing our work to reduce usage



# MEMBERSHIP PLANS & FEES

*EFFECTIVE 01.09.23*

ALL SPORTS ANY TIME

Plan Name	Annual	Monthly	Joining Fee
Individual	£670	£59	£45
Senior	£470	£45	£45
Partners	£1,145	£100	£80
Family	£1,340	£118	£85
Student (Local)	£320	£30	£25
Student (Non-local)	£135	n/a	£15
18-25	£470	£45	n/a
Junior Under 18	£280	£26	£25
Junior Under 14	£190	£16	£15
Junior Under 10	£135	n/a	£15
Individual (CASC)	n/a	n/a	£15

# MEMBERSHIP PLANS & FEES

*EFFECTIVE 01.09.23*

Plan Name	Annual	Monthly	Joining Fee
-----------	--------	---------	-------------

## ALL SPORTS OFF-PEAK

Individual	£450	£41	£45
------------	------	-----	-----

## SPORTS SPECIFIC - HOCKEY

Adult	£220	n/a	£25
Under 14	£69	n/a	n/a

## SPORTS SPECIFIC - TABLE TENNIS

Individual	£76	n/a	n/a
------------	-----	-----	-----

## SOCIAL

Individual	£65	n/a	n/a
------------	-----	-----	-----

# PADEL UPDATE

IN PARTNERSHIP  
WITH:

**Game4P** Padel



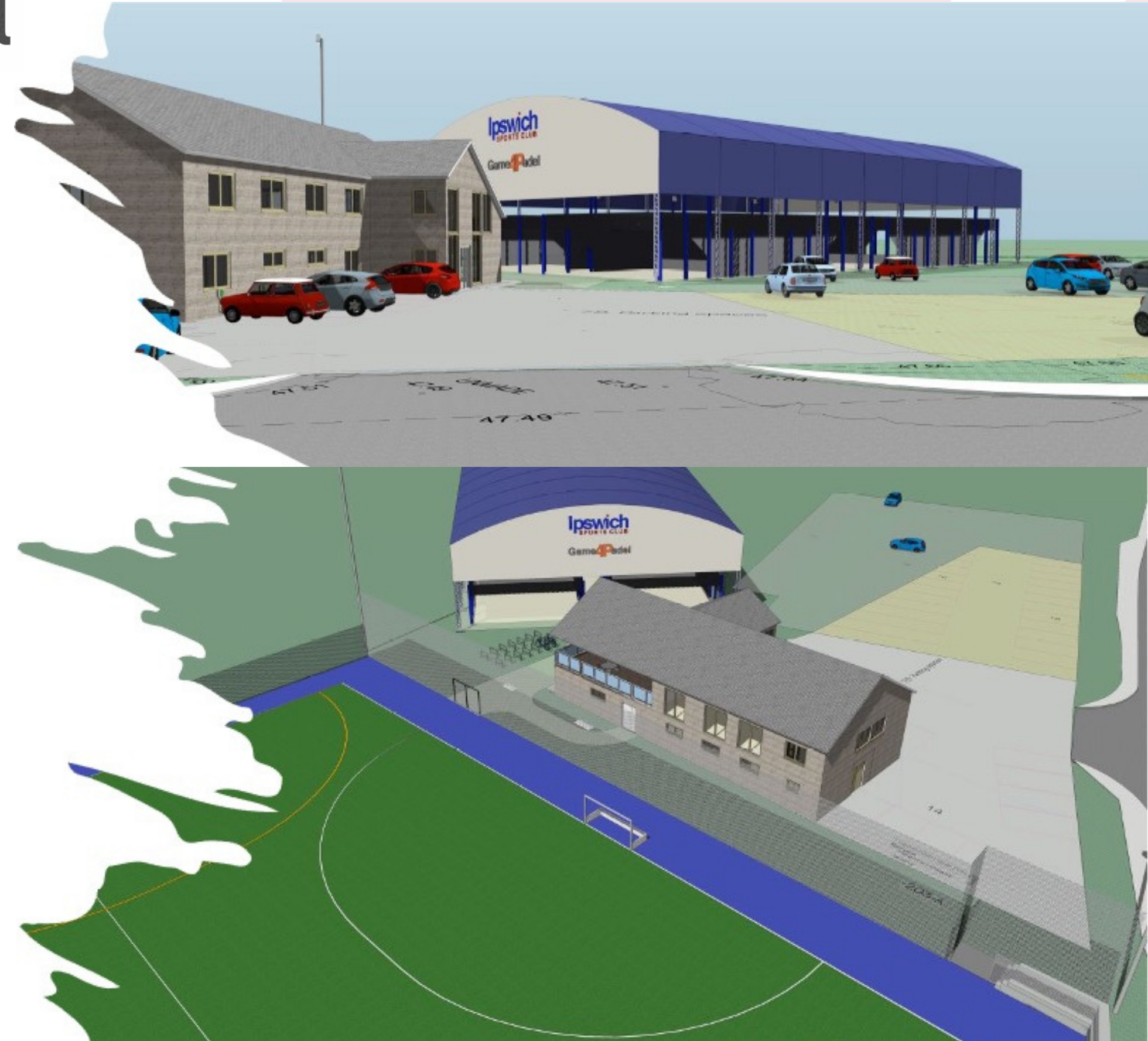
- Market leaders with big investors
- Fastest growing sport in the world
- Sociable game played in 4
- Unlike tennis or squash skill level is lower, longer rallies more fun



# PADEL UPDATE

Game4Padel

- Delays with ground investigation survey results
- Hold ups with structural engineering and building control
- Car park Extension and refurbishment, quotes are now in ready for sign off
- 4 covered courts at TR site
- New sport to Ipswich, Suffolk and ISC





**Ipswich**  
SPORTS CLUB

# PADEL UPDATE

Game4Padel

**NEW CAR PARK**



# Court branding & corporate sponsorship

Ipswich  
SPORTS CLUB

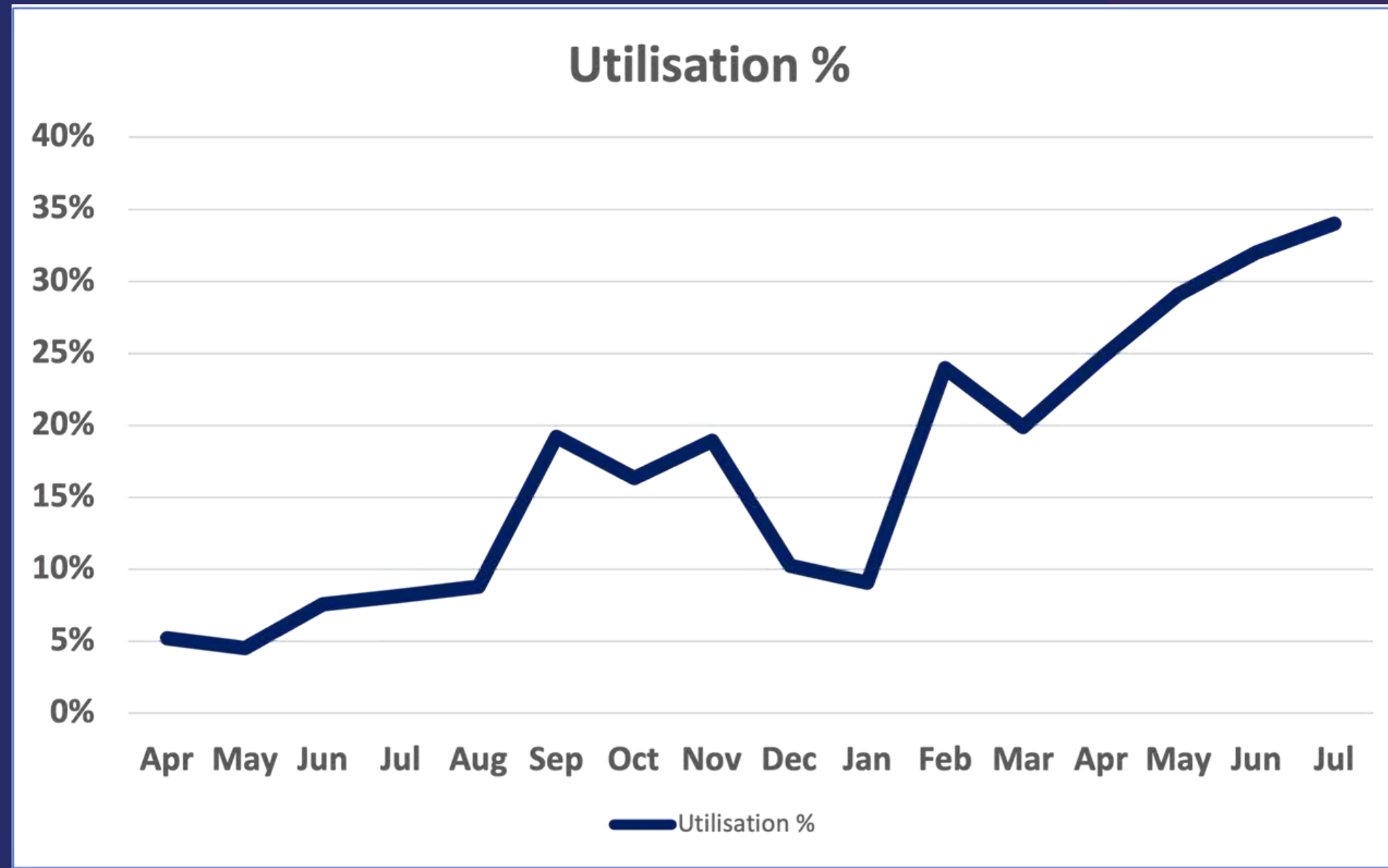
PADEL  
UPDATE



Take advantage of the buzz created by your new padel courts to forge links with local businesses. Let us help you design sponsorship packages and branding that will be mutually beneficial. If you have contacts with interested organisations, speak to us.

Game4Padel

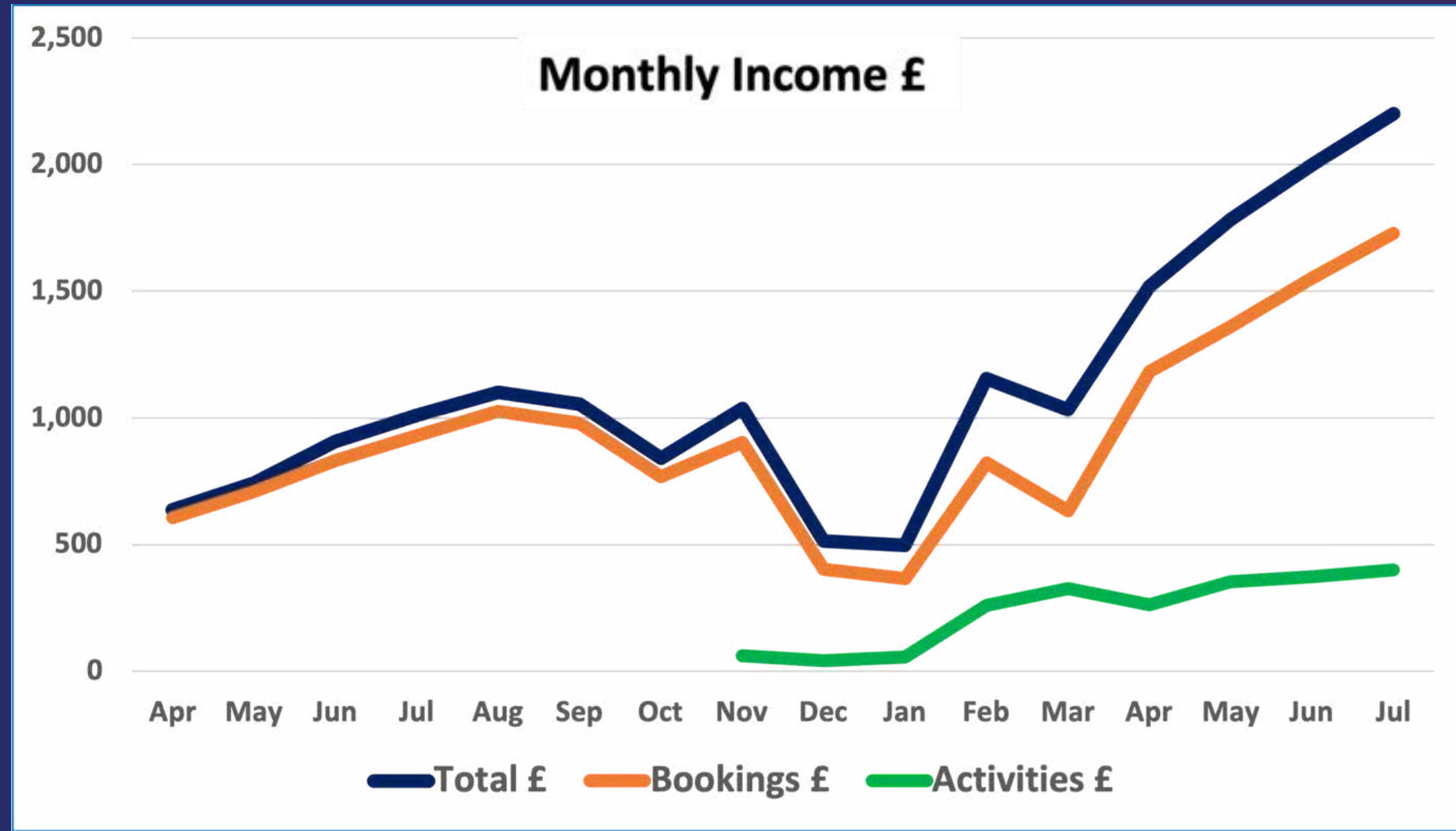
# PADEL UPDATE



- BDR/coaching role started in late October
- Fall in % in winter months due to weather

- Poor weather in March impacted heavily
- On track to reach 35% utilisation in July

# PADEL UPDATE



- Income has increased in line with utilisation

- Activities = sessions run by G4P (coaching, drills, competitions)

- Activities account for circa 25% of income

# PADEL UPDATE

246

60

2

20+

people registered on  
Matchi booking  
system

*(circa 75% non-ISC  
members)*

Members of G4P  
*(24 from ISC)*

Certified Padel  
Coaches  
*(Mark & Chris Daynes)*

Pairs in Padel box  
leagues

# SPECIAL RESOLUTION

Ipswich Sports Club 2020

49.11 All matters that the Board, acting reasonably, considers to be **of material significance** to the Company will be referred to the Club Council for discussion and recommendation

- Objective to Improve Communication and Members involvement through changing the make up of Council
- New members needed for Council

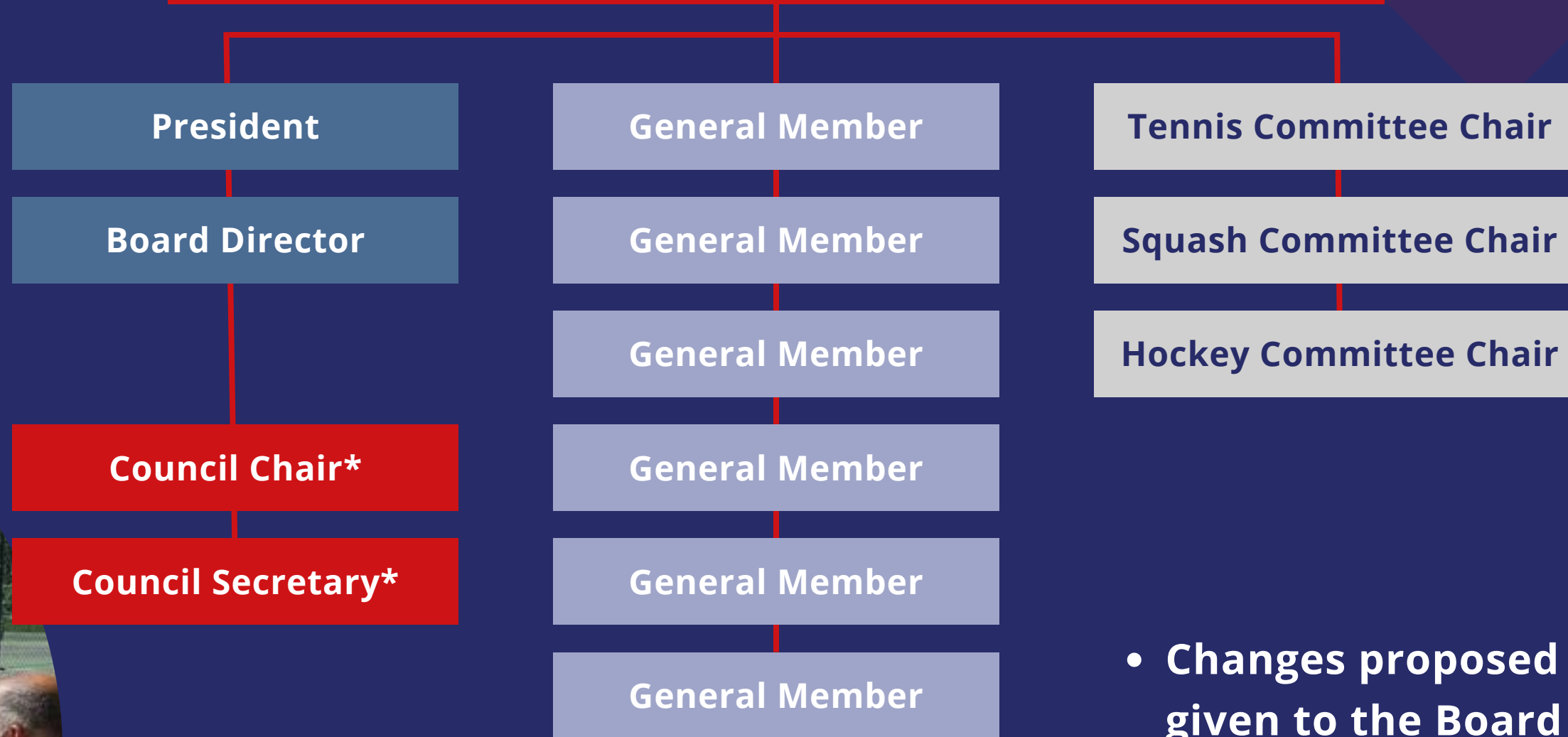
# COUNCIL & BOARD OF DIRECTORS

## Old Council Structure



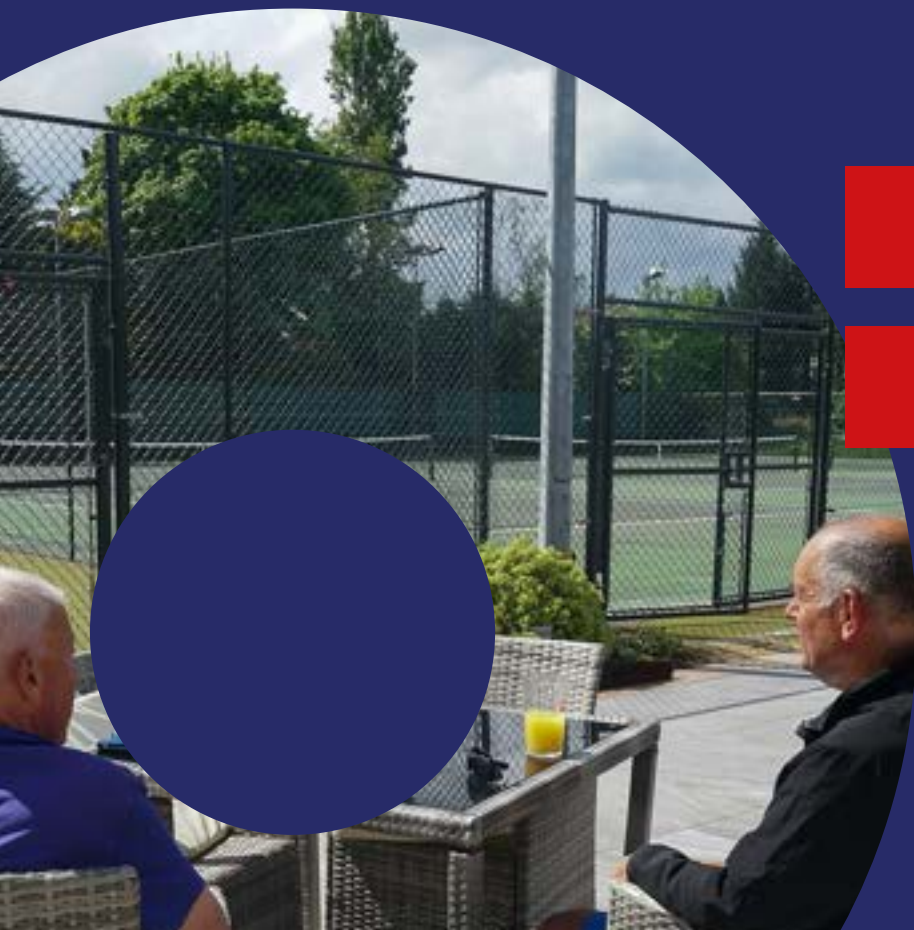
# COUNCIL & BOARD OF DIRECTORS

## Proposed Council Structure



- **Changes proposed to balance the power given to the Board of Directors**

*(\*To be nominated annually from non-Board or honorary members)*







# THE CLUB BRAND EVOLUTION





# THE CLUB BRAND EVOLUTION





*Thank you*

**FOR YOUR TIME**

28TH JUNE 2023

