



Dartmouth Yacht Club

Notes of the General Committee Meeting Monday, 26 June 2023

Present: Tony Baker, Tony Brighton, Norman Brown, Jon Clarke, Nicki Hawkins, Andy Hay, Karen McDermott, Paul Smith, Gareth Thorpe, Rachelle Turk

1. Apologies: Mike Burden, Pete Callis, Curt Peirson

2. Minutes of the meeting held on 22 April 2023:

These were approved and will be displayed on the notice board and website.

3. Matters arising, not covered by the agenda:

- The Club Manager contract has been signed.
- Jenny Koo's pop-up had been booked.

4. Club Manager's Report:

- Tony Brighton said June trading is up over last year and is on budget but May was poor, probably due to the weather.
- Staffing has been increased for summer with capacity to cover holidays. No further recruitment is required.
- Monday food sales (sandwiches) are strong due to most alternate venues in town being closed. Sunday carvery is good when it is run but chef Steve is not always available. A chef is required to provide a Fri/Sat evening service. Jon suggested the purchase of a pie-warmer.
- Nicki has done some analysis on food and bar sales. Food sales will need to be profitable in the next 3-4 months in order to continue providing the service.
- Norman is providing 3hrs/5days/wk cleaning cover and Tony will organise someone to cover the other two days.
- Newco. Directors need to be formally appointed and the till system set-up.

5. Finance:

- **DYC Trading:** Nicki said the budget is usually set in the expectation that hospitality will subsidise waterbourne activity. Currently the opposite is occurring and Jul/Aug will need to reverse and make good on that trend. The bar is currently propping up food sales with staff costs making up 53% of revenue. Paul said 17% is industry standard.
- **DYC Holdings:** subscription and member payments are booked through Holdings and Nicki said member discount should be transferred to Trading. Paul suggested a comparison of year on year spending per member to see if the cost of living crisis is having an impact. Gareth is currently looking at subscription levels and has a scenario spreadsheet he will share.
- Chrissie is still struggling to make numbers available to Nicki by the 15th of each month.

6. Membership:

- In Mike's absence his report was taken as read. Gareth reported a recent increase in applications.

7. Waterborne Activity:

Paddlesports:

- Karen said BNRC's Paul Hart has suggested a collaboration to bring more cadets into the Club. They need constant reminding that cadets receive a discount.
- Gareth suggest changing the website's waterbourne activity booking form to Webcollect to ensure only members are making bookings and these can't be changed by others. He and Karen will liaise over this and Allan will make the change.
- Karen suggested a drinks reception to thank volunteers and it was agreed to hold this directly after the next Committee meeting.
- In light of the recent abuse of Karen, Paul asked whether there is a Club Policy on abuse of staff/members/volunteers. Tony Brighton said the Club follows CASC rules and he will circulate a policy statement for approval and to post these in the bar and on the website.

Watersports:

- Gareth reported that dinghy courses are not filling up and are expensive to run so he has raised the price.
- Radio courses have been half full so the next date will be pushed out to later in the year to ensure it does fill. The same is true for First Aid.
- Junior sailing courses have not begun due to Louise's illness so Gareth will spread the load to ensure a start by mid-Summer.
- There has been some petty theft including the loss of Doris' anchor twice.
- Extra space has been made available at the dinghy park so the boats will be reconfigured for better access.
- Regatta. Packed lunches will be £8/pp. Safety boat crews will be finalised next month. The 2nd prize giving will not be at DYC although there will be two sets of prize giving at the 1st. Family sailing week will not be run by the Club. Karen has agreed to offer kayaks but rib support is required.
- Coronation Park. Tony Barker has offered the Council a meeting to resolve this issue and is waiting for them to confirm a date.

8. Entertainment & Social:

- No update.

9. Maintenance:

- Andy confirmed new lights have been installed in the pot room and he is putting together a price for lining it out.
- The toilet refurb should have commenced already but the price quoted has increased from £10k to £18k and Rhiannon has found it difficult to obtaining builders. There was some debate about the practicality of scheduling this work during the busiest time of the year / Regatta. Paul suggested phasing the work for minimum impact but to also demonstrate that we are working on the problem. It was agreed to revisit Andy's quote and should costs still be ballpark he will check Edmonds' availability and start work on the first toilet. Signs will be put up apologising for the inconvenience but also to say the work is urgent. Jon suggested a fundraiser with the membership to cover the cost of the refurbishment.

10. AOB

Dogs: There have been reports of dogs lunging at members and sitting on chairs. Tony will have a word with one member and also advise the bar staff to put a stop to any unruly behaviour, including dog's barking.

Future Meeting Dates: It was agreed to move future meeting dates to the fourth Monday of the month whilst noting that there is no meeting in August. [*Subsequent to this meeting the July meeting was moved back to the 17th.*]

Staff Training: Paul and Tony Brighton will look into hospitality training for bar staff.

Next Meeting: Monday 17 July at 6:30pm.