

## 2016 Annual General Meeting

Wednesday 14<sup>th</sup> December 2016

@ 20:00hrs at Bromsgrove Rugby Club

The meeting was attended by 23 Full members of the club including the following committee members:

Trevor Rackley – Club Secretary

Trish Lloyd – Membership Secretary

Gary Carter – Training Coordinator

## Minutes

### 1. Apologies:

Apologies had been received from committee members Tony Martin, Alan Gilmour, Paul Sharpe and Esther Rackley, and from club members Laurence McCurrich and Sue Smith.

In the absence of both the Commodore and the Vice Commodore, the Club Secretary chaired the meeting.

The Club Secretary noted that approximately 100 other club members were apparently unable to attend, but Proxy Forms naming the chairman of the meeting as proxy had been submitted by 10 members so the meeting was considered to meet the requirement of 28 (20% of voting members) to be quorate.

### 2. Minutes of Nov2015 AGM for approval:

Draft minutes without the Commodore's and Treasurer's reports had been distributed to all club members by the Club Secretary by email on 31<sup>st</sup> December 2015, and completed minutes including those reports had been distributed with the AGM Agenda on 2<sup>nd</sup> November 2016. The Club Secretary reported that no comments had been received except that, in November, Tony Flynn had requested that the first paragraph under the heading "Election of Committee for 2015-16", which records TF's resignation, be replaced with text that he had provided. The Club Secretary did not believe that such a change was appropriate but noted that this was a decision for the AGM to make rather than him, and hence it needed to be voted upon.

Accordingly the Club Secretary read out the abovementioned first paragraph and then the 28 lines of text provided by TF. A number of members stated that the provided text had not been spoken at the 2015 AGM, and one member suggested that, nevertheless, it could be appended to the minutes. By a show of hands it was unanimously decided that the minutes should remain as distributed and not be amended.

A further show of hands unanimously approved the minutes as a true record of the meeting.

### 3. Matters arising from 2015 AGM:

The Club Secretary outlined three matters arising and how they had been dealt with:

- In discussion of the Cruising Secretary's 2015 report, Jane Jones had noted an apparent discrepancy between the numbers of members reported to have sailed and the payments received and, once that had been responded to, she had suggested that it would be good in future to show in the Accounts the actual numbers. The Club Secretary now commented that the use of WebCollect for all event bookings meant that there is now a clear, recorded and absolute alignment between numbers booking and payments received for bookings.

- In further discussion of the Cruising Secretary's 2015 report, Ralph Gordon had expressed concern at a lack of communication with club members regarding the numbers of boats and skippers sailing, and the Club Secretary had said that the new committee would endeavour to improve on communication with members. The Club Secretary now commented that efforts had been made to improve communication with members, including the regular email circulars, but the committee would certainly take note of any further concerns from members.

- Item 7 on Risk & Responsibility had concluded with Paul Sharpe outlining the expected way forward. The Club

Secretary now commented that, as members were aware, this matter had now been progressed through the SGM in July 2015 concluding with the creation of Bromsgrove Boaters Ltd in September 2015.

4. Minutes of 20 July 2015 Special General Meeting for approval:

The draft minutes had been distributed on 2<sup>nd</sup> November 2016 with the agenda for this AGM. No comments having been received, the minutes were unanimously approved by a show of hands.

5. Commodore's report:

In the absence of the Commodore, the following was read out by the Club Secretary.

Following the adoption of our new constitution following the AGM last year, the committee has been working hard to deliver the changes to the club structure requested by the members through the various consultations over the last year and the SGM in July.

To that end, Bromsgrove Boaters Ltd was incorporated in September 2016 and in future all Boaters events will be delivered via the limited company which will limit both the club's and more importantly the members' personal liability.

The committee has continued to focus on the evolution of club, generating new members, new events both on- and off-shore, and implementing new platforms to make the operation of the club easier and more efficient.

Over the last year, the club has gained 14 new members – welcome to all of those who are here! For those interested, membership currently stands at 142, however membership and the recruitment of new members remains a key issue for the club. This year we successfully promoted the club at the St Richards Boat Festival in Droitwich and the committee will continue to try to promote the club and the benefits of membership. Thanks go to Trish Lloyd who has achieved this as Membership Secretary.

Another trigger for new members is training, and again this year the club has arranged first aid, radar, VHF, diesel engine and also a sea survival course which took place just last week, a total of 45 training courses delivered. Our thanks to Gary Carter who arranged all these courses as our Training Coordinator. [Post meeting note: No radar course was held during the 2015-16 club year, although some costs of a course held late in 2015 do appear in this year's financial accounts.]

During the 'Your Club, Your Committee' consultation in July 2015 a number of you expressed a desire to rename the club (although, to what, was less clear). The committee has considered this at length and have determined that both the cost and effort required to implement this would not deliver any significant benefit to the club and therefore do not plan to take this forwards.

Over the last year we have introduced the new WebCollect platform, both to benefit the club's administration and to more effectively manage event bookings and payments. Like any system, it's only as good as the information put into the system and I would ask all of you to take the time and check/update your details and experience. If you are not familiar with the system yet, Paul Sharpe can provide assistance, and our thanks go to Paul for setting up and managing the club's WebCollect service, as well as all his other work as Treasurer.

Your committee is also working to improve communications and the marketing of the club, we now have a Facebook page, and we Tweet (whatever that means, however it must be good as Tom Cunliffe does it!). Although the club website is regularly updated, the committee recognizes that it is in need of a facelift or rework – something that is budgeted for in the coming year.

The long awaited members' handbook is also now ready to be launched – initially proposed by Jane Jones back in 2014, the committee is pleased to announce that the "limited first edition" version is now available for download from the website, and a copy is on the table here for those who can't wait to see what's in it. Thanks to Trevor Rackley for bringing this to fruition, and also for his many other inputs as Club Secretary.

Of course, a major element of the club's activity is our programme of social events, and 2016 has been another good year for this. We started as ever with Jane Jones' excellent Quiz Night, and followed with some superb speakers including Tom Cunliffe, Marine Accident Investigation Branch, and our own Brian Palmer and Jackie Oakey's second instalment of their circumnavigation. Many thanks to Esther Rackley as our Social Events Secretary for organising these and also the Spring pub meal, the Summer Pork & Pimms, and a Flotilla Dinner in Cowes during the Round-the-Island sailing event in September.

Looking forwards to 2017 – the preliminary events calendar is now available (copies here on the table), which includes details of events, training courses and dates for the skills and drills weekends and spring sailing weekends. Radio and First Aid courses in January and March, Skills & Drills weekends in February, and Spring sailing weekends in March and April are already available for booking on WebCollect.

As you will all now be aware Boaters is committed to 'Safe Sailing' we have an active process underway to renew and update our safety policy and procedures. I would like to thank Charles Hessey who is assisting the committee by leading this process.

Finally, as is evident from what I've already said, I would highlight that this club could not function without the efforts of your committee, so I would like to thank all of this year's committee members, officers (and now directors) for their time, effort & commitment.

Tony Martin  
Club Commodore

#### 6. Treasurer's report:

In the absence of the Treasurer, the following was read out by the Membership Secretary.

You'll notice that the accounts look rather different this year. For my own sanity I have made some changes to the way we conduct our accounts, employing QuickBooks accounting software which has not only helped me keep a track on income and expenditure, but has enabled me to build a forecast from which we have been able to track expected income and expenditure against actual income and expenditure as we have gone through the year and the same is happening for the 2016/17 year.

At a click of a button I have been able to produce the Profit & Loss statement and Balance Sheet which were emailed to everyone last week.

I should point out that the accounts have been reviewed by Chris Palmer who, I reckon has given up more than a weekend to review the numbers and I think we should all show our appreciation for him agreeing to look at the books.

I'd like to highlight that the Profit & Loss figures are split into 3 sections – Income from goods sold, expenses arising from generating the income – or Cost of goods sold and fixed Expenses.

I've also taken the trouble of entering last year's figures onto the accounting program so that we have a comparison with our financial performance last year.

On the Income, points to note:

- 1) Membership is down by 9 to 137 – a 6% drop in income
- 2) We've been better at collecting visitors fees this year, £94 up from £40
- 3) We've increased revenue from sailing activities by 150% though this is due to the summer cruise arranged by Rob and the Autumn Sailing which includes the Round the island event being arranged through the club to be more certain of them being covered by the clubs insurance
- 4) We've been better at selling regalia this year thanks to Tony arranging the branded Musto shirts
- 5) The social events have not been as well supported by members this year

- 6) We've arranged more training events, thanks to Gary's endeavours, which have been well supported by members with revenue more than doubling from £2237 to £4740. This surplus was helped by a discretionary grant from the RYA for £500 for the Skills and Drills weekends, which is included in the £2320 of income for this course.

As regards Cost of goods sold:

- 7) We've walked the careful path between not being profligate while at the same time trying not to run events at a loss.
- 8) We've incurred a cost in PayPal charges, which is not insignificant, and I'll come back to this later
- 9) We've made money on sailing events, (taken £13,111 and spent £12271) we've made money on regalia, (taken £410 and spent £360) we've lost money on social events (taken £358 and spent £528) and we've made money on training (taken £4740 and spent £4472).
- 10) You'll note that there is no income from the radar course but an expense of £69. The expense is for course notes purchased in the previous financial year (where there is income of £835 and expense of £735) but the invoice didn't arrive until this financial year.
- 11) So that overall we've made a £2,524 profit on activities this year.

We then move onto our Expenses:

- 12) We've spent money on marketing, which was the Droitwich Boat Festival, which yielded one new member
- 13) We've saved some money on speakers for the monthly meetings thanks to Esther's endeavours
- 14) We've incurred costs in membership management, which is WebCollect – and I'll also come back to that later
- 15) Professional fees are the cost of establishing the limited company at Companies House, a one off fee of £40 and renting a registered office facility £56.99 so that the committees home addresses don't appear at Companies House, which will be payable annually.

The bottom line is that we have made a deficit of £445.87, which is £270 more than last year.

Moving on to the Balance Sheet:

- a) In terms of assets, we have healthy balances in both the bank account and the PayPal account and £22 of Visitors fees which hadn't been banked at the year end.
- b) In terms of liabilities, we have bills which have been received in the financial year and not paid by the end of the financial year of 3249. This figure is £250 for the balance of the room hire from the Rugby Club, offset by 99p when I overpaid a bill to Fairview sailing on a boat charter
- c) The £1430 is for payments taken for the sea survival course in 2015/16 which won't take place until next month, in the 2016/17 year.
- d) Overpaid membership fees are both lapsed members who haven't cancelled their standing orders and haven't responded to be emails to be able to give a refund.
- e) Taking into account the trading deficit, the balance sheet shows that the club has funds of £5435.53, so we're not quite sunk yet.

Before I take questions, and I'm happy to take them, I'd like to make two observations:

Firstly I suspect many of you will have noted that between WebCollect and PayPal, we have paid out £800 this year. Is this money well spent? Well that is a question that I have asked of myself and of the

committee a number of times through the year. And it is our opinion that the answer is a resounding Yes. Running the club brings with it an administrative burden, our reviewer, Chris Palmer has observed 'it's quite some operation that you have there'. It's not terribly high turnover but it is high volume, nearly 1,000 transactions of invoices raised, payments collected, bills received and payments made, all of which have been tracked and reconciled to the bank account. There are 3 ways that we can deal with this burden, and let's be clear, it is a burden:

- A. Rely on a volunteer – but that has risks – can they do the job well enough, what happens when they move on and in any event the committee has never been deluged with volunteers to deal with the work of running the club
- B. Employ someone – that has its costs and also the risk that they could move on
- C. Deploy technology to ease the burden. Technology doesn't go off and find something else to do, it doesn't go sick, it is dependable. And it is on that basis that the committee deployed WebCollect and online payments.

There are other benefits:

- i. All the membership data is in once place. We no longer have a number of membership spreadsheets held by different people, each one slightly different from the others.
- ii. Communications with members are made from within the WebCollect system. Nobody has a need for members' personal data to be on their computer. Nobody on the committee now or in the future should have the need to send private emails to the membership and if they do, they will have had to make the conscious decision to download that information – 'making a mistake' will no longer be an excuse if personal data is misused.
- iii. Bookings come with the requirement for the member to make and acknowledge declarations and conditions, which helps us to manage the risk and responsibility and insurance angle of the activities that we sell.
- iv. The bookings create an audit trail, so that when the accounts are reviewed there is hard data against which to check them.
- v. Refunds can be made through the PayPal system at the click of a button.

I appreciate that PayPal is not the most user friendly system. WebCollect has the facility for payments to be collected by direct debit and we intend to deploy that facility so that members can have payments for their bookings taken from their bank account. The direct debit facility should be cheaper than PayPal for the club to operate and this option will be established as soon as the new bank account for the limited company is open and in time for the activities of next year.

Secondly, I'd like to point out that, ignoring membership fees, our trading activities earned an income of £18,619 and cost £18,244, a slight profit. Our overhead costs were £2970 and we collected £2127 in membership and visitor fees, quite some deficit. The money that we collect from membership fees is insufficient to maintain the costs of running the club and cause the overall loss. That's hardly surprising – I've been a member of Boaters since 1998 and the membership fee has always been £15.

This means that those who go sailing and do training are subsidising the costs of running the club. We've discussed this at committee and concluded that this is wrong – we feel that membership fees should cover the fixed costs of running the club, so that those who go sailing and do training can do so at beneficial 'members only' rates.

So you might expect the cost of membership to go up next year, and here the committee face the difficulty that we would need to get every member to change their standing order. A practical nightmare which is, I am sure, the reason why membership fees haven't increased in the recent past. Over the next year we have an opportunity to change that. The change to a limited company has necessitated us opening a new bank account in the name of the limited company which will mean that at some point next year the existing

club bank account will be closed and the standing orders in favour of that account will fail. As I have mentioned earlier, WebCollect has the facility for payments to be made by direct debit, a facility that will be deployed by the club next year and from the 2018 membership year onwards membership fees can be collected by direct debit. The suggestion is therefore to retain the membership fee at £15 for this next year with the expectation that the next committee will be recommending an increase this time next year.

We are, however, proposing to increase the Visitors' Fees with immediate effect from £2 to £5. While we accept that visitors potentially become members, there are a few ex members who have expressed the view that they can turn up 7 times per year and be saving money over the membership – and that's not what we are about.

Thank you for your attention, Are there any questions?

Upon completing reading, Trish's stamina and endurance were rewarded with a spontaneous round of applause.

Before inviting questions, the Club Secretary explained the apparent anomaly in that the Commodore's report had mentioned 142 club members whereas the Treasurer's report states, in relation to finances, 137. Both are correct, and the difference relates to 5 Honorary Members who pay no subscription.

Mike Martin noted that member numbers, and hence subscription income, is down on the previous year, to which the Club Secretary responded that, although numbers are down 9, there have been 14 new members joining in the year and the committee has been, and will continue to be, active in seeking to increase member numbers.

MM further noted that administration costs of revenue collection (PayPal) and membership & bookings management (WebCollect) now amounted to around 43% of the income from membership subscriptions. The Club Secretary observed that the Treasurer's report had included substantial discussion of the need for and merits of these administrative systems, and also the recognised the need to increase membership subscription level in the near future.

MM questioned why members appear to have paid around 14% more for sailing and training events in the year than the events have cost the club to run. The Club Secretary responded that, further to comment at the end of the Treasurer's report, the committee's principle is that both sailing events and training events be priced to members so that the programme of events runs at "break-even" over time, indeed sailing and training should be the activities most deserving of discount to enable them to be provided to club members at below cost if club finances permitted. However, after the event price is fixed and bookings made, any single event may generate a profit or a loss due to being over-booked or under-booked or other unforeseen factors. The Training Coordinator concurred that this had indeed been the case with some training events in the year.

[Post meeting note: P&L figures actually show income from sailing events at £13,111 compared to cost of £12,271 (+7%), and income from training events at £4,740 compared to cost of £4,472.34 (+6%), and does not include the PayPal charges for booking the events which are accounted as a separate cost.]

Tony Vere observed that charter costs have been increasing recently and that the club has been chartering better quality boats, which has increased the cost of sailing events.

Rob Webber observed that, with approximately 150 paying members, increasing the annual subscription from £15 to say £20 would only generate an additional £750 of income. The Club Secretary responded that there was not yet any recommendation for the level of a future increased subscription level, mentioned in the Treasurer's report, but it would unlikely be less than £20.

RW asked about the club's policy on refunds in the event of a member "dropping out" after making a booking for an event. The Club Secretary commented that this had not been clear in the past but that, as part of the use of WebCollect for event bookings, Terms & Conditions were now referenced during the booking process which

make it clear that fees paid upon booking are non-refundable except if the event becomes fully subscribed including another booking of the place vacated by the “drop-out”. This refund policy is also now outlined in the newly published Club Handbook. Malcolm Farmiloe commented that this policy had applied when he had become unable to attend the recent Sea Survival course, and he and some other members commented that it seems a reasonable policy in line with that of many other service providers.

**7. Appointment of a Reviewer to review the financial accounts before the next AGM:**

The Club Secretary noted that, during the SGM in July, Chris Palmer had volunteered to review the accounts that had been approved earlier in this AGM, and that he was understood to be willing to do so again next year. No vote from club membership is necessary, but the appointment of Chris as Reviewer is recorded.

**8. Cruising Secretary’s Report:**

In the absence of the Cruising Secretary, the following was read out by the Club Secretary:

This year has been a good year for Boaters in terms of delivering our remit to the members, namely getting people out on the water.

For those keen enough to brave the February weather, we delivered our skills and drills Boat Handling weekends, with three boats going out with two sailing schools and importantly we were again able to secure development funding from the RYA to help subsidize the delivery of these courses.

Moving onto the spring weekends, we had a total six boats sailing from the Hamble and Plymouth and importantly for first time were able to offer a mid-week rather than weekend sail, something that many of you requested during the 2015 “Your Club, Your Committee” consultation evening and subject to the agreement and availability of skippers, this something we will endeavour to offer in future.

In July Rob Webber skippered the clubs summer cruise, this time departing from Pembroke and cruising the West Coast of Ireland including rounding the Fastnet Rock (something I failed to achieve during the actual Fastnet race in 2015!).

Again based on membership feedback, the first of the autumn weekends was pulled forwards to September and arranged as a flotilla event, with a Flotilla Dinner in Cowes on the Friday evening, before rounding the Island (in pretty interesting conditions) on the Saturday – the feedback I have received from the crews of all three boats who participated was exceeding positive and we certainly look to make this an annual event.

Two boats sailed from Hamble for the second autumn weekend and again we were able to offer a mid-week cruise for those with the time to participate!

For those of you interested in numbers, we had a total of 15 boats on the water this year, with 104 berths filled across all events. I would specifically highlight that our most senior Skipper, Rob Webber, skippered a total of six boats for the club this year. In recognition, I’d like to present him with this small token of appreciation (a bottle of nice red!)

Importantly for the club we have been able to add another Boaters skipper to the ranks – well done and congratulations to Rob Farquharson, who was presented with his Boaters Burgee at the November social evening, which I am sure he will fly proudly on future trips!

Finally, Boaters sailing events simply cannot happen without the support and commitment of the club’s skippers and mates, so I would like to thank all those who have volunteered this year and enabled these events to happen. The committee feel it is important to recognize the commitment of Boaters Skippers and to show the club’s appreciation of their efforts. To that end, the committee has decided that those who take on the responsibility and skipper on behalf of the club in a given year will, in future, have their membership subscription refunded. It is only a small amount but it is a token of our huge appreciation of their contribution to the success of our club.

Tony Martin – Cruising Secretary

**9. Proposals:**

No proposals had been put forward by the committee, and none received from club members.

**10. Election of Committee for 2016-17:**

The list of nominations (volunteers) to serve on the committee, and act as Directors of Bromsgrove Boaters Ltd, for the 2016-17 club year had been circulated with the Agenda for this meeting. The club constitution now requires each nominee to be voted upon individually and, accordingly, the following were each elected by unanimous 'show of hands' votes:

Gary Carter (currently Training Coordinator)

Alan Gilmour (currently Vice Commodore)

Trish Lloyd (currently Membership Secretary)

Tony Martin (currently Commodore and Cruising Secretary)

Esther Rackley (currently Social Events Secretary)

Trevor Rackley (currently Club Secretary)

Paul Sharpe (currently Treasurer)

**11. End of AGM business:**

There being no further business for the AGM, the meeting was closed.

**APPENDIX TO THESE MINUTES**

Profit & Loss, Previous Year Comparison, Nov 2015 – Oct 2016

Balance Sheet as of 31 October 2016

(Treasurer's Report refers)

**Bromsgrove Boaters**  
**Profit & Loss Prev Year Comparison**  
November 2015 through October 2016

	Nov '15 - Oct 16	Nov '14 - Oct 15	£ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Charity Collections	0.00	188.13	-188.13	-100.0%
<b>Fee Income</b>				
Membership Fee	2,055.00	2,190.00	-135.00	-6.16%
Visitors Fee	94.00	40.00	54.00	135.0%
<b>Total Fee Income</b>	2,149.00	2,230.00	-81.00	-3.63%
Other Income	0.00	0.01	-0.01	-100.0%
<b>Sailing Events</b>				
Autumn Sailing	5,490.00	0.00	5,490.00	100.0%
Members sailing events	2,641.00	0.00	2,641.00	100.0%
Spring Sailing	4,980.00	5,040.00	-60.00	-1.19%
<b>Total Sailing Events</b>	13,111.00	5,040.00	8,071.00	160.14%
<b>Sales</b>				
Regalia	410.50	135.50	275.00	202.95%
<b>Total Sales</b>	410.50	135.50	275.00	202.95%
<b>Social Events</b>				
Annual Dinner	110.00	625.00	-515.00	-82.4%
Summer Party	248.00	288.10	-40.10	-13.92%
<b>Total Social Events</b>	358.00	913.10	-555.10	-60.79%
<b>Training Courses Income</b>				
Diesel Engine Course Income	960.00	0.00	960.00	100.0%
First Aid Training	1,190.00	292.00	898.00	307.53%
Radar Training Course	0.00	835.00	-835.00	-100.0%
Skills & Drills Course	2,320.00	0.00	2,320.00	100.0%
SRC Training Course	270.00	1,110.00	-840.00	-75.68%
<b>Total Training Courses Income</b>	4,740.00	2,237.00	2,503.00	111.89%
<b>Total Income</b>	20,768.50	10,743.74	10,024.76	93.31%

**Bromsgrove Boaters**  
**Profit & Loss Prev Year Comparison**  
November 2015 through October 2016

	Nov '15 - Oct 16	Nov '14 - Oct 15	£ Change	% Change
<b>Cost of Goods Sold</b>				
Paypal Service Charges	612.06	0.00	612.06	100.0%
Sailing Events-Expenses				
Autumn Sailing-Expenses	5,274.00	0.00	5,274.00	100.0%
Members sailing events-expenses	2,641.00	0.00	2,641.00	100.0%
Spring Sailing Expenses	4,356.00	5,020.00	-664.00	-13.23%
<b>Total Sailing Events-Expenses</b>	<b>12,271.00</b>	<b>5,020.00</b>	<b>7,251.00</b>	<b>144.44%</b>
Sales Expenses				
Regalia Costs	360.00	240.86	119.14	49.46%
<b>Total Sales Expenses</b>	<b>360.00</b>	<b>240.86</b>	<b>119.14</b>	<b>49.46%</b>
Social Events Expenses				
Annual Dinner Expenses	110.00	813.55	-703.55	-86.48%
Summer Party Expenses	418.60	406.10	12.50	3.08%
<b>Total Social Events Expenses</b>	<b>528.60</b>	<b>1,219.65</b>	<b>-691.05</b>	<b>-56.66%</b>
Training Courses Expenses				
Diesel Course Expenses	806.80	0.00	806.80	100.0%
First Aid Training Expenses	1,036.42	190.00	846.42	445.48%
Radar Training Course Expenses	69.12	735.81	-666.69	-90.61%
Skills & Drills Course Expenses	2,380.00	0.00	2,380.00	100.0%
SRC Training Course Expenses				
Radio Licence	0.00	20.00	-20.00	-100.0%
SRC Training Course Expenses - Other	180.00	534.95	-354.95	-66.35%
<b>Total SRC Training Course Expenses</b>	<b>180.00</b>	<b>554.95</b>	<b>-374.95</b>	<b>-67.57%</b>
<b>Total Training Courses Expenses</b>	<b>4,472.34</b>	<b>1,480.76</b>	<b>2,991.58</b>	<b>202.03%</b>
<b>Total COGS</b>	<b>18,244.00</b>	<b>7,961.27</b>	<b>10,282.73</b>	<b>129.16%</b>
<b>Gross Profit</b>	<b>2,524.50</b>	<b>2,782.47</b>	<b>-257.97</b>	<b>-9.27%</b>
<b>Expense</b>				
AGM (Last Year) Expenses	170.85	209.90	-39.05	-18.6%
Committee Meeting Expenses	61.00	68.70	-7.70	-11.21%
Insurance Expense	502.00	482.00	20.00	4.15%
Marketing	117.19	0.00	117.19	100.0%
Members Meetings				
Prizes and Rewards	114.06	194.50	-80.44	-41.36%
Room Hire	600.00	600.00	0.00	0.0%
Speakers	961.94	1,164.01	-202.07	-17.36%
<b>Total Members Meetings</b>	<b>1,676.00</b>	<b>1,958.51</b>	<b>-282.51</b>	<b>-14.43%</b>
Membership Management	182.40	0.00	182.40	100.0%
Miscellaneous Expense	2.64	94.09	-91.45	-97.19%
Postage and Delivery	2.05	21.00	-18.95	-90.24%
Professional Fees	96.99	0.00	96.99	100.0%
Repairs and Maintenance	34.25	2.99	31.26	1,045.49%
RYA Affiliation Fee	125.00	120.00	5.00	4.17%
<b>Total Expense</b>	<b>2,970.37</b>	<b>2,957.19</b>	<b>13.18</b>	<b>0.45%</b>
<b>Net Ordinary Income</b>	<b>-445.87</b>	<b>-174.72</b>	<b>-271.15</b>	<b>-155.19%</b>
	<b>-445.87</b>	<b>-174.72</b>	<b>-271.15</b>	<b>-155.19%</b>

**Bromsgrove Boaters**  
**UK Balance Sheet - Standard**  
As of 31 October 2016

	<u>31 Oct 16</u>	<u>31 Oct 15</u>
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Accounts Receivable</b>		
Accounts Receivable	0.00	165.00
<b>Total Accounts Receivable</b>	<u>0.00</u>	<u>165.00</u>
<b>Cash at bank and in hand</b>		
Barclays Current	3,887.33	6,890.43
Cash in hand	22.00	0.00
Paypal	3,235.21	0.00
<b>Total Cash at bank and in hand</b>	<u>7,144.54</u>	<u>6,890.43</u>
<b>Total Current Assets</b>	7,144.54	7,055.43
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
Accounts Payable	249.01	1,174.03
Prepayments	1,430.00	0.00
Members fees overpaid	30.00	0.00
<b>Total Accounts Payable</b>	<u>1,709.01</u>	<u>1,174.03</u>
<b>Total Current Liabilities</b>	1,709.01	1,174.03
<b>NET CURRENT ASSETS</b>	5,435.53	5,881.40
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>	<u>5,435.53</u>	<u>5,881.40</u>
<b>NET ASSETS</b>	<u><u>5,435.53</u></u>	<u><u>5,881.40</u></u>
<b>Capital and Reserves</b>		
<b>Net Assets</b>	5,881.40	6,056.12
<b>Profit for the Year</b>	-445.87	-174.72
<b>Members funds</b>	<u><u>5,435.53</u></u>	<u><u>5,881.40</u></u>