**Coolhurst GMC**

**20th May 2019**

Meeting started at 6.30 in the Clubhouse.

**Present**

Gerald Barrett (Chair), Graham Matthews, Bob Taylor, Paul Adderley, Michael O’Callaghan (notes), Charlie Logan, Martin Zinkin, Andy Watson, Sarah Luther, Jamie Morris.

**1 Apologies**  Nigel Hutchings, Peter Hilton,

**2 Previous minutes** Approved.

**3 Squash**

GC squash secretary, gave a squash update. in the period January to April this year, squash coaching has reported a profit of c.£700.00 which is a £4k improvement verses the same period last year. A new coach has been appointed – Lucas Cannistraci. Paul Carter will continue to work at the club as squash Performance Coach. Lucas is Lead Coach.

There was a discussion of continuing with the Premier Squash League (PSL) team, including consideration of the merits of a possible price increase. The GMC voted in favour of continuing.

The annual Club squash championship successfully concluded last week.

MOC offered his thanks to the organisers and said he believes that Giles Clawson is the best organiser of squash tournaments there has been at the Club for many years. The committee agreed.

**4 Tennis**

JM, tennis secretary, gave an update. There is a new adult coaching programme which includes an adult beginner offering. This now gives tennis beginners a route into membership of the Club. The planning of the grass court replacement is in hand and contractor selection is expected within 6 weeks, with a view to starting work in September/October.

SL: The new tennis adult coaching program has been immediately profitable, and is getting good feedback.  
SL: Tennis coaches are paying an increased annual subscription for use of the club facilities.  
  
It had separately been noted that it may be possible to complete grass court replacement with no further borrowing given that the Club’s finances look strong.

**5 GM**

SL had submitted a report. The food franchise has been allocated to Eva who used to work behind the bar. She catered the recent speaker evening and that catering was successful. There are two new bar staff members. One is a new bar manager, Mercedes. The second will be joining in the next few weeks.

GB noted the new sponsorship deal is now active. The sponsor is David Astburys Estate Agents of Crouch End. Its value is £3k and does not exclude other non-estate agent sponsors.

**6 Finance**  
BT had submitted a finance report. We are now about half way through the year and it is clear what the financial position will be at year end. Finances are strong and BT is projecting the largest revenue performance to date. Tennis renewals have completed and have been particularly strong. MZ: This may be a positive effect of the recent changes in tennis. The committee agreed.

AW suggested the Club does not need an external auditor and could save money (c. £5.4k p.a.) by having members carry out an audit as was the custom up to 2013. JM: there is no legal necessity for us to have an external audit. BT: an external audit provides protection against any claims of unprofessionalism. BT shared with the committee the 2014 GMC paper proposing external audit. CL: Any internal auditor should be appropriately qualified, ideally Chartered Accountant. Action: AW to search for club members who could carry out an internal audit.

**7 Squash Coach**

The case of Jago Nardelli was discussed. MOC proposed that he be allowed to become a member of the Club and be allowed to coach privately, and had submitted a document in support.

The GMC approved unanimously the proposal that he be allowed to become a member of the Club. However a second proposal that he be given the right to coach privately was not successful – the votes were 7 against, 3 for, 2 abstentions. These results included two proxy votes, one in favour and one against.

SL noted that in addition she had implemented a new rule that coaches who can carry our individual coaching (L2 and above, but not L1 or assistant coaches) whether coaching on an official Club programme or privately, would now need to have a contract with the Club.

**8 Social**   
The was a speaker evening in May which was very well attended. Further events will be planned. GB asked that these be advertised well in advance.

**9 IT and Website**

MZ: The new website has brought in over 140 enquiries for membership and coaching within the first six weeks. We already have about 25 new members as a result.

MZ said that the combined effect of various initiatives (increased membership revenues from new website enquiries, tennis coaches fees, and adult tennis program) is likely to contribute c. 20- 30k p.a. to the Club’s bottom line.

The GMC approved a retainer for the website developer of £1,500 for a year.

**10 Next meeting**

Next meeting July 15th.

The meeting ended at 20.10.