



Date 15<sup>th</sup> February 2021

Time: 19:00

Virtual meeting details: provided to attendees ahead of the meeting.

Attendees:

Stuart Alexander	Fiona Houston	Blair Pettigrew
Maureen Baird	Stuart Lyon	Richard Powell
John Byrne	David McCulloch	George Wall
Irene Cahill	Lynn McKay Mathew	Paul Wilson
Stephen Clarke (minutes)	Robbie Norval	

Agenda:

- Approve previous AGM minutes from 23<sup>rd</sup> August 2019 (Appendix 1)
  - Proposer: Paul Wilson    Seconder: Maureen Baird
- Board member / Trustee election/re-election:

The following board positions were agreed:

Position	Current holder	Status	Nominee	Proposer	Seconder
President	David McCulloch	Standing down	Blair Pettigrew	John Byrne	Paul Wilson
Vice President	Paul Wilson	Standing for re-election	NA	NA	NA
Treasurer	Stuart Alexander	Standing down	Irene Cahill	Maureen Baird	Stewart Alexander
Membership Secretary	Vacant	Vacant	Maureen Baird	Irene Cahill	Stephen Clarke
Secretary	Stephen Clarke	Standing for re-election	NA	NA	NA

For the avoidance of doubt, WoSP Board members also fulfil the role of WoSP trustees as required by our constitution and charitable status.

**President's report:** David McCulloch

Firstly, it has been my honour to serve as club President for the last 18 months, and I wish to record my thanks to the membership for allowing me this privilege. From our very humble beginnings we have taken the club forward to the point that we are closing in on being a sustainable club. The incredible generosity of our membership, particularly during this pandemic, has been crucial on the continued drive toward the Club's financial safety.

We are now through the 50 members barrier and hopefully we can expand this further still once the pandemic is behind us and we can resume enjoying our Padel once more.

Our committee used the lockdown time exceptionally well, and with some very welcome funding we were able to address several of the items on our membership wish list:

Removal of overhead chimney – creation of member lounge – warm up mini gym – door entry/CCTV system – new court brush – improved netting between courts – placement of new advertising – a ball feeder machine - and the most requested of all, a new heating system.

I would at this point like to offer my sincere thanks to our committee for their incredible contribution to co-ordinate and implement all of the club improvements. As I say in all newsletters, our committee give their own valuable time and effort freely and without agenda, so we are very lucky not only to have the committee that we do have, but also numerous other members that have so willingly stepped up to the mark to support when necessary.

In terms of competitive Padel, due to restrictions, play was limited to singles play November & December. We created and enjoyed two excellent months of mini league play, which proved very popular with 33 members entering in total. Not only did this allow members of similar ability to test themselves against one another, but a great opportunity to meet and get to know other members. As soon as we are allowed, to resume full play, we can reinstate singles groups and more importantly add to them with gents, ladies, & mixed doubles play under a similar format.

My best wishes for newly appointed trustees and committee members, it is a comfort to see such great enthusiasm from our membership and to know the club is well supported.

And finally, I would like to propose a vote of thanks to those stepping down – Stephen Alexander & Stuart Alexander both of whom have served on committee since the club's formation almost 3 years ago.

#### **Secretary's report:** Stephen Clarke

A huge focus for us during this challenging past year has been to grow the membership and secure financial sustainability for the Club. The following is a short summary of what we have achieved.

#### External Funding

Award for All - **National Lottery Funding** was secured to set up the Junior Padelista programme. This funding has allowed us to deliver free coaching and support the Family and Friends 2-household (Covid) offer where juniors played free. In total 30 young people attended these sessions.

As a direct consequence of the Junior programme, 3 off-peak couples' memberships have been purchased. A minimal charge was introduced in November and we continue to develop the programme further and plan to deliver school holiday coaching camps.

We were also successful in our bid to **ALDI Scotland** for equipment to support the Club and we used this to buy the ball feeder affectionately named 'Judy'. This has become a firm favourite with members.

#### Additional Membership Packages

We introduced 6 new membership packages to offer variety and suit different lifestyles - Pay-As-You-Play, Off-peak for Singles and Couples, Couples Annual, Junior and Student. This resulted in 14 new members. We also agreed to introduce a Winter 6-month membership however this was thwarted by club closure.

#### LTA Clubspark Website and Booking System

As a registered LTA Venue, we took up the opportunity to customise their national website and booking system. This has resulted in a fully supported system and removed a significant amount of time for the committee who now do not have to book courts on behalf of members.

#### LTA Venue Status and upcoming events

Renewing our venue status has meant that we have been selected to host 2 national events this year (Covid permitting). These 2 events are for Grade 2 Seniors and will be hosted in June and July bringing some excellent national exposure for the Club. An Inter-Club Event is also on the horizon but in the very early stages. Here we would present 3 pairs to compete. A special thank you to Robert Hughes for doing the required risk assessment to enable our venue status to be renewed.

#### Club Advertising Boards

You will no doubt have noticed how colourful our club looks with our recently added advertising boards. The back walls on all 3 courts are now full and we have now created demand to the extent of using the building wall space too. A huge thanks to the companies who have supported this and also to Autograph Signs for their generosity and support in designing and installing the boards

Additional committee appointments

The board wish to acknowledge with thanks the interest shown by Fiona Houston and Robbie Norval in joining the wider committee, as David mentioned, the success of our Club is dependent on the efforts of the committee and members and Fiona and Robbie are very welcome additions onto the committee.

Treasurer's report: Stuart Alexander

As you will see from the accounts, we had a surplus £3,680 for the years' accounts.

I want to make it clear to members that this could potentially provide a false sense of security. We are in this position mainly because of two things. One is the relationship with McEvoy's where they pay £450 per month to use the facilities. This has clearly on its own been the difference between a profit and loss for the year and is something to be very thankful for.

The other point I wanted to make which has certainly helped is the bookings from pay and play membership. It must be noted that our monthly membership payments do not meet the rent each month and this is something that we must be mindful of and keep trying to increase the monthly membership to ensure the future of the club. Pay and play membership is not to be relied upon and fluctuates every month.

We have been making concerted efforts to increase membership and this will hopefully pay dividends in the future which will increase the membership and mean that we do not rely on external revenue sources.

We have renegotiated the lease, which will ease the short-term strain on the monthly revenue but ultimately this does not mean that we can afford to take our eye off the ball.

We have also benefited from grants in relation to Covid which have enabled us to make improvements to the club and also to offer membership reductions in the various lockdowns. This will be discussed in more detail a next year's AGM by the treasurer.

Financial accounts March 2019 to March 2020

**West of Scotland Padel SC048215  
Receipts and Payments Accounts**

Year Ended 31st March 2020

	2020	2019
	£	£
<b>RECEIPTS</b>		
Subscriptions	25,110	16,960
Sponsors	1,040	2,000
Donations	2,870	3,050
Sub Rental	3,150	50
<b>Total Receipts</b>	<b>32,170</b>	<b>22,060</b>
<b>PAYMENTS</b>		
Rent	27,397	20,800
Heat and Light	-	156
Printing	238	50
Fees	-	500
Maintenance	305	221
Bank Merchant Fees	550	-
<b>Total Payments</b>	<b>28,490</b>	<b>21,727</b>
<b>Surplus for the year</b>	<b>3,680</b>	<b>333</b>

**West of Scotland Padel SC048215  
Statement of Balances**

Year Ended 31st March 2020

	£
Opening cash at bank	333
Surplus for the year	3680
Closing cash at bank and in hand	4013

**Statement of Assets and Liabilities**

\* The group had no significant assets other than the amounts stated above.  
\* The group has no liabilities outstanding at the period end.

Notes to the Accounts

1. All funds held are unrestricted.
2. No remuneration was paid to any of the trustees during this period.
3. All income and expenditure for the group is shown on the bank statement.

Provided by Masterplan Business Solutions Ltd. Advisor to the Charity

As Stuart Alexander is stepping down from his duties as Treasurer, he will be removed from access to the Club bank account and Irene Cahill and Maureen Baird will be added.

- Appointment of approved independent examiners
  - Agreed to continue with current providers - Masterplan Business Solutions Ltd
- Motions submitted by Board of Trustees or by members, to be agreed by a vote at the AGM.
  - It was agreed that the Club will introduce a re-joining fee of £50 (post Covid) for those members who stop and start membership. This is in recognition of the need to have consistent and sustainable income to support club expenditure. A winter membership has been created for 6 months running from October. In recognition of this being a fixed period, no re-joining fee applies here.
  - It was agreed that the Club will have the right to convene a subcommittee to revisit the Club constitution and propose any updates as required to the Executive Committee.
- Membership fees for the ensuing year  
(<https://clubspark.lta.org.uk/westofscotlandpadel/Membership/Join>)

## WEST OF SCOTLAND PADEL (WoSP) Memberships & Costs



We are a **not-for-profit charitable status club** operating with a committee run solely by volunteers. We work hard to keep our memberships flexible and affordable, whilst ensuring the club remains sustainable. To secure that sustainability, we need our memberships to be longer term. Any profits made from our activities are invested back into the club with the aim of keeping membership fees down, whilst delivering the best padel experience possible.

Type	Cost £	Payment in advance	Subscription duration	Conditions of play				
				Unlimited play	Coaching*	League play**	Off-Peak	Re-joining fee
Single Adult Monthly	40	Monthly DD	12 months	●	●	●		50
Couple Adult Monthly	60	Monthly DD	12 months	●	●	●		50
Family Monthly	80	Monthly DD	12 months	●	●	●		50
Single Adult Annual	440	Full amount	12 months	●	●	●		50
Single Adult Monthly – FT Student	20	Monthly DD	12 months		Cost	Cost	●	50
Off-Peak Adult Monthly	25	Monthly DD	12 months		Cost	Cost	●	50
Single Junior Monthly	15		12 months		Junior coaching free		●	50
Off-Peak Couples Monthly	40	Monthly DD	12 months		Cost	Cost	●	50
Pay-As-You-Play with Reduced court fee	30 annual fee	Full amount	12 months	●	Cost	Cost		50
Winter (6-months)	240 45	Up front Monthly DD	6 months	●	●	●		0***

\*Weekly adult coaching – where the membership carries a cost, this is currently £10 for 1.5 hours

\*\*Weekly League play – where the membership carries a cost, this is currently £11.25 for 1.5 hours

\*\*\*Winter (6 months) - No re-joining fee if the full 6-month subscription is completed

Oct 2020

- Review and consider any relevant Bye-laws/Rules
  - No updates at this time.
- Any other competent business
  - Stuart L recommended that the LTA Advantage programme be promoted across the Club membership. There is no cost to join and it provides access to significant LTA benefits.  
<https://www2.lta.org.uk/advantage/>
  - Advertising / sponsorship – Paul W commented that the income from advertising boards was not included in this year’s accounts. Agreement was reached that due to Covid club shutdown and limited club footfall, it was fair and appropriate to charge our advertisers starting from March 2021 to March 2022 - Proposed by Paul Wilson and seconded by Stuart Lyon.

Final Minutes of West of Scotland Padel Virtual Annual General Meeting 15<sup>th</sup> February 2021

- Stuart L commented that there was a need to have a small sub-group meet as soon as possible to progress the Junior Padelista Coaching programme in anticipation of our Club re-opening. It was agreed that Stuart L, John B and Mo B would meet in the first instance. Stuart L will arrange.
- John B commented that the Annual membership charges may need to be reviewed within the next 12 months should the Club not attain a sustainable cash flow.
- Proposal to Include details of membership options / definition of off-peak hours etc on noticeboard at the club was discussed in order to encourage new joiners. A magnetic board option was mentioned – Fiona H to advise on options.
- Red court usage – current measures effective in reducing usage when other courts are available, however the cost of resurfacing a court to be publicised to membership in order to highlight the need to balance play across all courts. If Club income permits, investigate the option of establishing a “fabric fund” to enable these one-off costs to be met. David McC to provide current estimate of cost to resurface a court.

Drawing the meeting to a close, Blair P in his new capacity as Club President thanked David McC for his generosity and vision for giving us a Padel Club in the first place. He highlighted the challenges ahead that face the Club and our focus to member recruitment and retention and that he was proud to have been given the opportunity to take on this role.

Stephen C thanked everyone for their input and attendance and Paul W for setting up the ZOOM facility. The meeting was closed at 20:10

Appendix 1

**OPEN MINUTE OF CLUB MEETING OF  
WEST OF SCOTLAND PADEL**



**Date & time:** Friday 23<sup>rd</sup> August 2019  
**Location:** Glenbryde room, Seamill House Hotel  
**Minutes taken by:** Stephen Clarke

**Attendees:**

Stephen Clarke	Alistair Green	Brian Stewart	Andrew Boyle
Fiona Houston	Chris Usher	John Byrne	James Armstrong
Keith Austin	Irene Cahill	Chris McMail	Stephen Alexander
Paul Wilson	Stephen Dowdell	Maureen Baird	Anna Raeside

**Apologies:**

Stuart Lyon	David McCulloch	Andy Brown	Janice Fitzgerald
Gillian Davidson	Claudio Nardini	Stuart Alexander	

**Agenda:**

- Election of exec committee
- Financial status - Grants, rates relief etc. fundraiser ideas
- Membership update
  - Membership numbers
  - Membership subscriptions: discuss alternative approaches to monthly membership.
- Organised group play events – suggestions / new proposals from members
- Affiliations
  - Game4padel
  - LTA Padel tennis recognition (formerly British Padel)
- Upcoming competitions
- Next meeting and AOB

**Chris McM** kicked off the meeting and confirmed that club accounts would be published at a later date in compliance with AGM requirements as the treasurer was unable to attend the meeting today.

First item of business was the election of the exec board:

**President** Davie McCulloch proposed by Chris McMail and seconded by Chris Usher  
**Vice President** Paul Wilson proposed by Chris McMail and seconded by Stephen Clarke  
**Treasurer** Stuart Alexander proposed to continue in role and seconded by John Byrne  
**Secretary** Stephen Clarke continues in this position unopposed.

**Fiona H** stated that she would be happy to consider a role on the exec committee at a future date.

### Summary of financial position:

Monthly running cost for the club (rent, utilities etc) just under £3000 – monthly income is approx. £1000 on average. Advertising brings in some additional revenue however the club is currently running a significant monthly shortfall. In order to address this and ensure the future viability of the club the Exec committee are proposing to scrap the previous membership levels in favour of a single membership option of £50 per month with unlimited play (ie, no excess charge for hours played). In addition, it is proposed that we retain the casual member option on a play and pay basis at £10/hr per person.

Current membership levels:

2	premium
12	gold
14	silver
21	casual
49	total

If everyone were to move to the £50 per month option it would still leave a shortfall, however if we are able to grow the membership by around another 10 we can reach the breakeven point.

In addition to improving the club cash flow, the simplified membership model would also reduce the significant monthly admin overhead of working out excess charges via TeamApp.

The new membership proposal was uniformly welcomed during the meeting, and it was agreed that the proposal would be published on the WhatsApp announcement channel for those members with voting rights (currently Premium, Gold or Silver) to be able to vote for or against.

**John B** also made the point that if each member could bring a new member this will contribute to a reduction in monthly membership costs for everyone.

**James A** proposed a new member incentive of a reduced membership for 6 months, however after discussion the conclusion was to keep “incentives” (ie, reduced cost / free trail sessions, open days etc) but also to keep the monthly membership fee to simplify the admin. Flexible approach to encouraging new members will still be acceptable (e.g. £20 for a taster session).

Joining fee still remains in place for full membership however £50 for the first month is taken as the initial joining fee.

**Keith A** proposed the creation of a new members Welcome pack (documentation explaining the terms of membership, what your membership entitles you to, how to access the courts, etc).

### Website update

The current status of the website was discussed. There is a need to update the website with basic current information i.e. contact points, how to book a court etc. Also include a link on the website to the WoSP Facebook page for majority of information. It was proposed that **John B** should be the primary contact point for WoSP Facebook updates. Those members who are on Facebook can then like and repost to their Facebook friends.

### AOB

**Paul W** commented that the current excess payments process means that payments are taken via direct debit from members on a variety of dates across the month. This leads to some confusion about how much is owed by whom. Whilst we are waiting to confirm the new membership payment approach, **Paul W** will aim to align monthly payments to the beginning of the month.

**Irene C** asked if the option to drop from full membership to casual user would be retained. Whilst this would not be widely encouraged as it would undermine the financial viability of the club, the option to drop to casual user would be supported where circumstances warrant it and would be assessed on a case by case basis.

**Events:** options were discussed to encourage play for all members across all levels and ability. The idea of a Social evening once a week where all members would be encouraged to attend was proposed. Format of play still to be determined however expectation would be that games would be short and allow members to socialise between games. After some discussion it was decided to trial for 4 Wednesdays, option also to bring a friend and to appeal to all levels of ability. This would also encourage new members and increase play opportunities across all levels outwith the Wednesday evening slot. In order to share the organisational responsibilities for this it was proposed that **Stephen A** delegate responsibility on a weekly basis. Actual game format to be determined on the evening as it will be dependent on how many and who attends.

There was some discussion around Padel skill levels and the value of these categories for the club. In practice these categories are only required for official competitions and are provided as a guide only.

**John B** provided an update on Padel recognition – The Lawn Tennis Association have now recognised Padel as an official sport and are promoting this around tennis clubs. This will hopefully provide additional opportunities to promote the sport and increase our membership. We still hope to host the annual Padel tournament (was in Feb this year) that has proven to be very successful and highly regarded by the wider UK Padel circuit.

There is an opportunity for members to attend a tournament in Edinburgh on the 6<sup>th</sup> and 7<sup>th</sup> September. This is an open competition and also has a vets category. Contact **John B** for details.

As requested, below is a reiteration of current membership levels for awareness:

- Premium – monthly cost £100 – no limit to hours played
- Gold – monthly cost £50 – 10 hours included – additional hours charged at £4.00
- Silver – monthly cost £15 – no included hours – hours charged at £5.00
- Casual user – monthly cost £0 – no included hours – hours charged at £7.50

There was some discussion on how to ensure games are added to TeamApp for those who do not have Admin access. Proposal to keep administration access within the Exec committee for now, however a Court Booking channel to be added to WhatsApp to facilitate coordination and creation of bookings when members request them.

Date of the next meeting to be advised via WhatsApp announcement channel.

Thanks to **David McC** for organising the venue for this AGM.

There being no further business **Stephen C** proposed a vote of thanks to **Chris McM** for his services as Club President over the previous year and the meeting was closed.