

# Commodore's Report – 2021

A very good evening to you all and here is my Commodore's report for 2020/21.

As in my previous year's report, I'd like to cover three specific periods. These are the year ending August 31<sup>st</sup> 2021, the position in the current year, and thoughts for 2023 onwards.

## **Let's start with the year ending Aug 31<sup>st</sup>, 2021.**

As in 2019/20, we were operationally affected by the government restrictions applied due to the Covid pandemic, and also by the natural cautiousness of members and guests not wishing to mix in hospitality venues generally.

In terms of financial performance, the club delivered a surplus of £1,145 to the year end of August 31<sup>st</sup> 2021, on a turnover of just under £403,000, which is in line with the previous pandemic affected year. Given the serious operational challenges of the year 2020/21, I personally think this was a good performance and credit to all involved at the club.

We remain in a very positive cash position and, whilst the club did benefit from government grants and support, we again avoided the need to take any government loans. The outlook for the coming year is challenging, with significant maintenance projects being undertaken, but the Executive will do all in our power to deliver a positive performance.

During this year we continued to focus on modernising the club operations, reduce paper based documentation and move to online solutions. I'm delighted with the progress in this area and we now have all club accounts, banking and the majority of documentation moved to online applications and cloud storage solutions. An example of a key benefit is the fact that I, and other Flag Officers, now have real time access to monthly profit and loss accounts, bank accounts, and all club documentation.

Our volunteers continued to deliver amazing support to the club. For those who may not know, we have a group called the Monday Club, who effectively undertakes the majority of work and maintenance required at the club. Similarly, our Bosun team manages all RIB maintenance together with other club requirements.

Together these two groups ensure the club operates efficiently and also save the club many thousands of pounds. As well as the Monday and the Bosun teams, there are several other smaller groups and individuals who regularly volunteer to ensure events and activities can run smoothly. A very big thank you to you all.

Our sailing activities emerged strongly during the year with all normal club activities, in terms of dinghy racing, training, leisure sailing, and cruising returning to some normality. The junior activities remained challenging again due to the continuation of restrictions at Salterns, but all other junior groups opened up again. Our Junior summer camp, which ran for six weeks, was also a huge success.

Bar and kitchen operations naturally proved challenging, with closures and restrictions obviously making it difficult to plan and operate. That said we did manage to make some progress with the changes to menu offer and service.

My final note in this summary of that year has to go to Consuelo. A truly lovely person who served this club like no other and continues to do so in the background! Her evening send off last year, was

a great occasion and I again extend my thanks to both Consuelo and Pedro for what they have done for LTSC. Here's hoping they can now enjoy their lifetime membership at the club.

### **So, onto the current year and the remainder of 2022.**

The first half of 2022 has remained challenging, and the emergence of the Omicron strain of Covid during the latter months of 2021 impacted significantly both operations, social events, and revenues for the bar and kitchen.

Our focus remains on creating as many opportunities as possible for members to get afloat and get involved. With this goal in mind, we took the difficult decision to change the operational structure of the club, with the position of Sailing Secretary being made redundant and the creation of a new role of Water Operations Manager and Chief Instructor.

I'm pleased to confirm that this role has now been filled and the successful candidate will commence the week commencing April 11<sup>th</sup>, 2022. I would also like to take this opportunity to again pass on my thanks to Alastair Beeton for his service to the club.

The fundamental result of the introduction of this new role will be the creation and delivery of far more opportunities for greater participation across all sections of the membership, and also facilitating more training and coaching activities.

In last year's report, I mentioned our plans to transform the club's food offer, service, and financial performance. We have made great strides in this area and included an overhaul of the EPOS system to improve efficiency.

The financial performance remains challenging, largely due to the impact of covid, the caution of some members to gather in larger groups, and the inflationary impact of both products and operations. That all said, the feedback we are receiving on the changes made to date is very positive, but Paul and Liam continue to review and improve this important part of club operations.

Member communications remain a difficult area, largely because of the disparate way we all consume information, but this is an area where we know we have to do better. We have made progress, but it is time for a complete review of newsletters, web content, and other methods of communicating with members.

Our key objective has to be to understand more about what each member wants from the club and be able to match those needs with activities and individuals who can help. This objective should become a reality, with Lucy in the office now co-ordinating sailing administration and the addition of the Water Operations Manager and Chief Instructor.

### **And now for 2022/23 onwards**

I'll finish with a similar summary to that of last year. That was about consideration of larger long-term projects, and the two projects I referred to remain under discussion and have certainly increased in importance.

The first of those is to do with the heating and energy system. At the club, we have what is probably the most inefficient system you can imagine. The result is that our energy costs amounted to over £13,000 last year. Hence, I think it would be logical to consider using some of our reserves to plan and install the most efficient energy system practical, using renewable where possible. It will

significantly reduce our bills, make our club more comfortable for members and improve our office environment for the team.

The second project relates to our balcony windows and doors. They are rotting, and if it were not for the amazing work of the Monday Club, they may well have crumbled already in places. We can continue fixing and patching, but we will, at some point, have to consider a complete replacement, either as is or with a new design solution.

Both projects are significant and will be costly but will deliver long term benefits. We will continue to review these projects, update members accordingly and hold Extraordinary General Meetings if or when necessary.

In closing, I need to send out several thank yous. Firstly, to the club team who run the office, the bar, and the kitchen, who have done an amazing job in this difficult period and successfully managed all the operational changes. Secondly, to all the superb volunteers who allow the club to deliver so many activities and events.

Finally, a very big thank you to the executive and all the sub committees, who have supported and steered this club during 2020/21. I should also highlight those who have done their shift and are stepping down. Those being Gareth Griffiths, Kate Jones, Jan Willis, Karl Thorne, and Rob Ward. I thank them and the rest of the Executive, and all representatives on the sub committees for their amazing support.

Here endeth my report for 2022.