

Virtual meeting of WCPSC Trustees

Tuesday 2 March 2021, 19:30

Mike Fisher, Liz Hatfield, Alison Oakley, Lionel Jones, Cullen Whyte, Justin Bradley, Darren Whitt,

Poppy Morley (left early), Delia Baxter (left early)

Apologies: None

Agenda

1. New pool negotiations
2. Financial modelling for new pool
3. Re-opening / April fees (in principle)
4. Approach to lessons provision Summer term
5. Current finances
6. Grants and Crowdfunding
7. Staffing
8. Expenses
9. AoB

1. New pool negotiations

- Negotiating for pool times is essentially completed, so now focusing on negotiating hire prices (with no support from Winchester council), but EA have made a reduced hire offer that will last until April 2022. All agreed we do not think there is much to be gained in pushing this further, esp given lack of council support.
- JB - Can we get this extended to 12 months from when the pool opens ? - MF will ask
- Need to continue discussions regarding costs for open meets, as an alternative method to generate surpluses. EA's current position is we pay for all their lost lessons income on weekend mornings, but they have not defined those costs to us so far.
- CW - can we get some branding / signage around the pool promoting the club ? MF believes that this may be possible and will raise it with them. The computer generated images the council produced showed WCPSC signage on poolside
- LJ - How far are we in actually getting open meets into the calendar ? LH - Licence applications are currently postponed, but LH, DB & AO plus Sarah and Zoe will get going on this and get some dates to MF soon. MF to initiate with the group.
- Will need to test / practice using new timing pads, etc. We need to make sure we have a team of people ready to take advantage of any training / testing as the technology is installed - MF will facilitate setting up a working group to look to start looking at skills set and volunteer requirements.

2. Financial modelling for new pool

- V4.5 timetable broadens pathway at the bottom and for fitness areas to improve finances and pathway blockages. Assuming all squad numbers are achieved, and without any in-house competition income, outlook is loss of £5,379 / month
- Council officers and Councillors are meeting this week to discuss opening of River Park
- Short term no swimmers over 18 allowed due to Covid restrictions - MF needs to clarify if that applies to Elite squad swimmers, plus would we be charged for Masters sessions when Covid restrictions prevent this ?
- In timetable 4.5 there is also a little capacity to increase some squad sizes, especially after Covid measures are removed.
- £5,379 / month is not realistic in early months as we grow squads to their capacities, will be significantly higher, also need to understand lessons income will be at risk as we open up
- DB - Concern about running internal events during existing sessions and charging for it. MF - it is possible to get additional pool time for these sort of things, and not take up other sessions.
- Need to understand we are still facing an unclear timeline for the opening of the new pool, and the modeling in 4.5 is only focussed on new pool It is envisaged that losses will be less between restarting swimming and opening of new pool
- Squad fee and squad selection queries
 - What is a fair charge for Elite sprint ?
 - How do we rationalise free gym membership for Elite, v's other squads having to purchase it from EA
 - To consider the potential challenge of balancing external interest with internal squad moves. - [MF to ask Zoe for position on this, mindful of club strategy](#)
 - Agreed to have a fees specific meeting in a couple of weeks time
- Timetable version 4.5 was accepted by all as a financially viable timetable with acceptable average monthly losses for 12-15 months
- Final squad fees were not agreed as it needs a longer discussion, and Trustees were keen to get further information and input. This didn't affect whether version 4.5 was accepted as both squad fee models presented were acceptable.
- The principles of the race night programme were discussed and all felt there was value in holding such an all-club type of monthly event. There was acceptance that this can add financial value to the club but there wasn't a final decision on whether this was through higher monthly fees, separate entry charges or another model. There was certainly a sense that additional entry charges could definitely be made for level x events, and / or if we take additional pool hire to do it.

3. Re-opening / April fees (in principle)

- Earliest pools can open is 12 April
- Fee changes have to be locked in by the 20th March
- CW - Suggest we start charging in April, but with fees prorated for the partial month - **all agreed**
- **Final arrangements to be considered in fees meeting in two weeks time**

4. Approach to lessons provision Summer term

- PM - how are we preparing for the loss of Saturday morning lessons in Winchester? How do we present this to members and mitigate the risk of losing members? Discussion about the importance of marketing and engaging with this group ahead of EA.
- Do have capacity in other parts of existing lessons provision for those who do not want to go to Oaklands

- Lessons re-enrolments for summer due soon, looking to move those at River Park to Oaklands on a Sunday morning.
- Will look at Win Coll when it eventually reopens (ETA Autumn 2022), plus possibly ATR if when it reopens and in the longer term when it is converted to a community facility
- Need to look at how we can maximise existing capacity, plus how we market ourselves as a club
- LH - Do we need further / alternative support for website updates for lessons? MF - Oli is the person for structural changes, whilst basic content we should be able to do within the administrative team. Connie received further guidance on this yesterday. [MF will review with Connie, Sarah and Oli the website needs and priorities at a pre-arranged meeting on this topic tomorrow.](#)

5. Current Finances

- MF shared YTD figures
- Only down £8k so far, which is better than originally expected

6. Grants and Crowd funding

- Sport England can do match funding upto £10,000 based on crowd funding - MF would need to check on conditions to see if we qualify
- MF talking to other groups - Falconer Trust, Round Table, etc, about grants for certain activities
- General consensus this is not a high priority given need to drive to sustainability, but great if Mike can find some low hanging fruit

7. Staffing

- CW / PM have completed MF's performance review
- MF meeting other staff as we prepare for Covid unlock and new pool opening
- AO - have we had any discussions with Lessons Staff about not doing lessons in the new pool? MF to check but CW thinks Connie has done this.

8. Expenses

- Expenses for pre-Olympic trials will be as follows:
 - 3-day Manchester events have £450 - £500 of expenses associated with them
 - The Olympic Qualifier London event will be between £700-900
- Covers a small number of swimmers, possibly just two
- Also have to consider costs of people coming off furlough and coaching cover while ZB is away
- Agree that we should cover the costs for these two events as this will also benefit the swimmers at the most important time in their swimming career
- Going forwards, we have to have a workable financial model of how coaching expenses are covered, which may require different approaches for different types of events
- MF will communicate outcome of discussions to ZB

9. AOB

- None

10. Next meeting

- Fees specific meeting will be - 16 March - 7:30pm