

MEMBERSHIP REPORT JULY 20TH 2018

	FS WD	FS ND	IS WD	IS ND	Student WD	Plumpton Student	Senior Cadet	Junior Cadet	Fsoc WD	Fsoc ND	Isoc WD	Isoc ND	Life	Total
individuals named on membership	251	84	73	11	9	17	2	9	47	9	38	0	24	574
Family Group	79	25	73	11	9	17	2	9	23	3	38	0	21	310
New since June 10th	3	0	17	6	0	0	0	0	2	0	5	0	0	33

Whilst It would be possible to get accurate information if I had time to dig into the accounts on webcollect - I have got as near as possible in the time I have available.

Total income from Memberships 2018 = c. £41,365 - it is slightly confused by those joining between 1st September and 31st December as they were not accrued to 2018 from 2017

I estimate that we have had 25 new memberships this year paying **£25 joining fee** = £625

Cadet Training - I have only 40 cadet training recorded on Web Collect - that seems a low number where are the others? -total income recorded = £1405

Boat Berths - I have 183 berths registered as paid for through webcollect = £9150 - we are getting close to accounting for all berths as paid for.

Caravan berths = 4 at £250 + 1 at £190 = £1190

Total of above = £53,735 - this is different to the end of Q2 figures for membership+ cadets + berths = £50,285 = £3,450 - this would be made up from memberships included from 2017 and not accrued, memberships taken out in July - there are also some members making monthly payments.

Non Renewals - it is difficult to analyse who has not renewed their memberships as I have deleted members who have confirmed that they are not renewing in line with GDPR. I do know that some members have changed from Family Sailing to Individual sailing and some have changed from Non duty to with duties. I know that some members have not renewed this year and have removed boats.

Some membership issues to consider.

- **Web collect** has made the administration of membership much easier and it has many other features that we could tap into- it is excellent for sending out messages to selected groups or to the whole membership - the cost of web collect is around £700 per year. With Web Collect we have been able to offer a monthly payment plan - which has retained some members. **I want to get agreement that we will continue with web collect next year.**
- **Currently our memberships are due for renewal** from the 1st January. I get quite a lot of angst from people joining halfway through the year who think that they should get a pro- rata membership - but our effective season is from April to October - we do offer people joining

after 1st September to get a whole year + 3/4 months membership. With Web Collect we could pro-rata memberships throughout the year or we could make renewal 12 months after membership is taken out - this could be passed onto existing members who tend to renew anytime between 1st January and 31st March- in the following year they would get a renewal notice 12 months later - this would ease the pressure on renewals all coming in at the same time. **Can we agree to this and see what changes we need to make to our articles or byelaws for this to happen?**

- **Memberships with duties** - I need to find a huge chunk of time to get to grips with this issue - we have a big issue with finding sufficient people to do Race Officer and Rib Helm duties on the sea. We need people experienced and qualified to run the races but we are losing the members who have filled these roles in the past but not replacing them. We are offering memberships with duties, particularly to Cadet Parents - to keep membership prices low - they only want to do duties at cadets - some parents have done a lot in the cadet galley whilst others have done none- it is hard, I appreciate, particularly for those with young children to commit to duties. **I would like to get a small group together to thrash out some new policies on membership** - perhaps during Sailing Week or Cadet Week - we need to get something sorted out before the end of September ready for the new year.
- **Temporary members/Associate Members** - We already have a winter membership - There are occasions when I am asked if people can join the club for a short term - We allow guests to sail up to 3 times before they are expected to join the club. We have some club members who have had guests crewing for them in club races who do not want to join the club full time but are willing to pay for a temporary membership. **Can I have the discretion to do a monthly membership for say £25 a month?**
- **Social Members** - at the moment we are not organising anything for our social members - we need a person to take this on or we will lose them.
- **Membership Fees 2019** We will need to agree fees for next year around the end of September - beginning of October. It is always done in a rush and it maybe that we need to think about restructuring our membership and duties **- I would like some volunteers to meet to thrash out some ideas.**