



ANNUAL REPORT 2015/2016

SUMMARY

Once again the Club continues to maintain a healthy financial and membership position. However the committee are aware that as Squash and Racketball continue to struggle for media profile the drive to recruit new members is a continuous challenge. Despite the usual financial pressures on the Club we have continued to invest in improvements for members and coaches.

Our Premier Squash team performed well once again and reached the Semi Finals once again unfortunately narrowly missing out on a further Final appearance.

Our teams in the Derbyshire League continue to do well, and thanks go to the players, coaches and captains for all their hard work not just for last season but over a number of years that has taken and maintained the club to the level it has achieved.

COMMITTEE

During the year committee meetings were well attended and there have been a number of lively debates. Following the substantial changes in the previous year there have been few changes in the last 12 months. Our thanks go to Martin Donaldson who has stepped down due to family commitments.

Phil Harrison has grown into the role of House Manager, ably assisted by Brian Legg, Pete Dyson, Mike Robinson & Nick Sargent

MEMBERSHIP

The August figures were as follows;

Membership Category	<u>2016</u>	2015	2014	2013
Full	333	305	307	304
Restricted	106	125	128	154
Junior	39	43	56	86
Student	24	19	35	21
Social	68	60	72	69
Total	570	552	598	634

The table above shows the numbers in August this year and the 3 previous years for comparison.

COURT USAGE AND BOOKINGS

There continues to be strong competition to book prime time courts with all court usage being monitored on an ongoing basis.

FINANCES - Annual Report Financial Year 2015/16

This is the first financial report produced by Bob Allen in his role as Club Treasurer following the retirement last year of Roy Squires.

Squash Account

Overall last year's results were very satisfactory. Income increased from £81,768 to £84,513 whilst expenditure reduced 74,840 to 74,078. This meant an increase in profit from £6,928 in 2015 to £10,435 in 2016.

There were several reasons for the improvement this year. Some were one off's such as an over payment of tax from the previous year and a late payment from Tennis. We also gained more new members than usual with the closure of LA Fitness, which again could be classed as a one off event. On the other hand we have kept costs down, where we have some control, such as sharing one phone line with Tennis instead of having two, and replacing the two Broad Band systems with one high speed partitioned system.

It has been agreed that we use the surplus we have generated to A) reward members by freezing subscription fees and court fees for a further year, and B) continue to build up our reserves in order to put together a rolling programme of improvements for the courts and Club House.

Bar Account

One change to the structure of the Bar Account has been made this year. For many years the Bar Managers honorarium has been charged to Administration rather than as part of the bar costs. This has meant that the bar profit did not truly reflect the costs of running the bar. This is why Bar Admin costs this year have risen from £6,492 to £9,398, however this has not stopped us achieving an increase in bar profits from £4,690 to £5,376. Although this is partly due to an increase in drink sales, the main driver has been the significant reduction in bar costs.

One of the reasons for lower costs is that our club operates a very different pricing policy to most pubs and clubs. We charge the same for all beers and lager. The cost of these products from the brewery can vary significantly. To our surprise the members have taken to drinking more lower strength beers, which has resulted in lower costs. This may reverse in the months ahead, so we will be monitoring the situation.

Balance Sheet

We achieved an operating surplus of £15,829 and with the provision for depreciation added, there was a book deficit of £7,382 for the year.

Premier Squash Team Account

As you will be aware last year was the final season of PSL participation, at least for a while. We finished in a sound financial state with a profit of £1,192.93 on a turnover of £20,148.50. It was agreed that as a thank you to Felix Frixou, the PSL Manager for all his hard work, the PSL bank surplus of £2250.41 would be donated to his Titan Trust Charity.

Squash and Tennis Social Account

4 functions were held during the 2015 calendar year and these resulted in an operating loss of £445.87 thus reducing the bank balance at 31.12.15 to £922.00.

MARKETING

The Club's website is the primary channel for promotion and Sara Elliss regularly updates and maintains. She is exploring opportunities to refresh the site and to update the platform on which it sits to modernise it in line with today's mobile web technology.

In the year, Dean Gregory has taken over support of our social media channels from Martin Donaldson who stepped down to spend his time looking after his new family. Martin established our social media channels and developed a positive level of engagement. We are grateful that Dean is now able to manage these channels for us.

With the assistance of Snake Lane Design, we now have some well designed club flyers to help raise awareness of the club, the facilities and the coaching services. Snake Lane Design have also provided valuable assistance in the production of artwork of advertisements for local publications.

Ashley Franklin continues to provide invaluable support by way of offering professional photography for use in our marketing activities. His assistance is very much appreciated.

This year, we introduced the 'Recommend a Friend' offer which has proven popular and we hope it goes a little way to thank our members for referring new people to join the club.

We value your feedback so please do let us know if you have any ideas concerning the website, social media channels or any marketing opportunities that we could explore to help promote the club. Please email marketing@duffieldsquashclub.co.uk with your ideas and suggestions.

SOCIAL COMMITTEE

A number of events of different nature have taken place during the year that have proved very successful, and more are planned. Please keep a watch for notices in the Club, on the Club website and through social media. All support for these events is greatly appreciated and members are encouraged to socialise and support the club.

BAR

Our thanks again go to Pete Jennings and his team of volunteers and staff. If any member is interested in helping staff the bar please contact Pete, his email is Barmanager@duffieldsquashclub.co.uk.

The arrangement for free membership in the year following volunteer bar duty remains ongoing (subject of course to there be no change in the Taxation Legislation).

Pete has been particularly tested in his organisational skills this year when the bar rota system changed, but has shown his aptitude in the seamless transition to the new system. Thanks should also go to Matt Britton in producing the complex spreadsheet which generated the Bar rota for the new system.

REDEVELOPMENT UPDATE

After much hard work and careful consideration it has been decided that there will be no substantial changes to the structure and location of the club.

GYMNASIUM

Russell Moore , with much appreciated assistance from the gym sub committee, continued to oversee the gym throughout 2015. As reported last year, signs were evident of reduced levels of gym usage. Unfortunately, this trend continued throughout 2015 and usage for the year ended 31st December 2015 was down by 19 % compared to 2014. Revenue was down by 20%. So far in 2016, usage is almost 16% lower than in 2015. Gym inductions were however encouragingly higher ,48 in 2015 compared to 39 in 2014 It has been noted that several new gyms have opened locally, e.g, Milford, Belper, and Allestree, and several in Derby, which are fully staffed and managed, and their rates are very attractive to frequent users with just a monthly fee required, and no usage fees. Hence in addition to the frequent user discount introduced last year, we have decided to offer a similar package to both new members, and also existing gym only users. Members taking this option will still be required to book sessions, but their accounts will not be debited.

Checks are still being carried out of people using the gym without paying, and incidents of this nature are now relatively few. Once again members are requested to abide by the gym bye laws which require gym users to book sessions before entering the gym. It should be noted that following the purchase of a new upright cycle, the old model was placed outside the gym for warm up purposes, so the previously used excuse that I only went in the gym for a 5 minute warm up is no longer valid or acceptable.

We are pleased to report that there have been no soundings of the panic alarm, and no malfunctions of the door security system.

Core fitness sessions during 2015 were more numerous than in 2014, and hence revenue increased from 416 in 2014 to 505 in 2015. Nick Reynolds ran the classes for the first part of the year, but we then decided that it was best find an alternative leader, as Nick was proving to be progressively more difficult to contact. We were fortunate to find an alternative in Sam Stear, and following a trial period, he continued to run these sessions, ably assisted by Rikki Shepherd, when he was unable to attend. Rikki volunteered to manage the accounts following the issues with Nick. Unfortunately Sam has now moved on.

HOUSE MATTERS

Phil Harrison has settled in well to his role of house manager and has overseen a number of projects, including the major project of resurfacing the car park and installation of a new alarm system.

DUFFIELD SQUASH CLUB CHAMPIONSHIPS - 2015/16

Finals Night was held in April, the results were as follows:

Competition	Champion
Squash Mens Open	John Slater
Squash Mens O35	Phil Bond
Squash Mens O45	Phil Bond
Squash Mens O55	Garry Holmes
Squash Mixed Handicap	Josh Yallop
Squash Ladies Open	Lesley Sturgess
Squash Ladies O40	Lesley Sturgess
Racketball Open	Jenny Knibbs
Racketball Mens O40	Mark Benson
Racketball Mens O50	Vic Malysz
Racketball Mens O60	Adrian Shepherd
Racketball Mixed Handicap	Ben Holden
Squash Mixed U11	David Turkington
Squash Boys U13	Chris Jerram
Squash Boys U15	Oliver Johnston
Squash Boys U17	Oliver Lowe
Squash Junior Mixed Handicap	Oliver Johnston

DERBYSHIRE LEAGUES 2014/15

2015/16 Winter Derbyshire Leagues

Men's Squash

In Premier Division, our Men's 1st team won the newly introduced Play offs for the league title. Top ranked player was Millie Tomlinson at #3.

In Div. 1, our Men's 2nd team finished first. Top ranked player was Greg Loach at #2.

In Div. 2, our Men's 3rd team finished third. Top ranked player was Ralph Cooper at #8.

In Div. 3, our Men's 4th team finished second. Top ranked player was Richard Grindrod at #9.

In Div. 4, our Men's 5th team finished second. Top ranked player was Martin McAlister at #12

In Div. 4, our Men's 6th team finished fourth. Top ranked player was John Wright at #7.

In Div. 5, our Men's 7th team finished first. Top ranked player was Nick Granville at #4.

Ladies Squash

In the Ladies league, the team finished first. Top ranked player was Molly Tomlinson at #1

The Knock-out Cup finals were held on the 17th April at Queens Park. The 2nd team and Ladies team both won their respective final.

An excellent season, with all teams competitive within their respective league. Four of the teams won their league, two teams finishing second, one team third, and one team fourth. No teams relegated.

Summer Squash

4 teams have been entered in the 2016 summer squash league. Also one team has been entered for Duffield (LA). Duffield (LA) has also entered a racketball team in the summer league.

Coaching

Coaching activities continued throughout the year, and our thanks go to Lesley Sturgess for her efforts in this respect. Millie Tomlinson has now become an England Squash licensed coach and has started to hold some sessions with our more promising juniors. We are hoping to introduce more structure into the regularity of these sessions.

INTERNAL LEAGUES

The internal squash and racketball leagues were run as usual throughout the year. We encourage all our members to join the leagues, especially new members to the Club. Our thanks go to Vic Malysz for running the squash leagues, and also for organising the club competitions via the My Courts section of the website, the number of entries continue to be strong and the finals night is always well supported alongside the Club Beer Festival, which again was excellently organised by Stuart McLean.

SPONSORSHIP AND ADVERTISING

The Club benefits from a significant amount of sponsorship and advertising displayed on the courts or in the Premier Squash League programmes and match flyers. The Club remains grateful to everyone, Marstons in particular, for the money and effort that is put in to help the Club.

This concludes my second report and I hope I have acknowledged everyone who has contributed to another successful year.

Nigel Stone
Club Secretary