



**East Grinstead Hockey Club: Annual General Meeting (AGM)**  
**Wednesday 4<sup>th</sup> May 2022 (Virtual): Minutes**

**Attendees:**

Kirstie Beedle, Mike Barrott, James Beer, Carolyn Burchell, Michelle Chappell, Jason Coleman, Rachel Coleman, Nicole Collingwood, Phillip Coote, Giles Dakin, Emma Doherty, Simon Faulkner, Bob Garton, Toby Gazzina, Lottie Gregory-Young, Adam Halpin, Roger Hanspal, Oli Harley, Owen Hill, Kate Holland, Wes Jackson, David Leadbitter, Jimmy Leman, Luke Leman, Mike Lewis, David Litchfield, Simon Longhurst, Julian Mogg, David Nuth, Richard Payne, Terry Pullin, Sonja Russell, David Sumpter, Ed Thompson, David Thomson, Chris Vallis-Wilson, Adam Wood, Katie Wood

**Apologies**

Graeme Forsyth, Chris Gregory, Richard Leman, David Lloyd, Caroline Longstreet, Tony Wormald.

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**1. Opening Remarks & housekeeping**

Phillip Coote (PC) welcomed all to the meeting.

*Housekeeping:* Nicole Collingwood outlined the general housekeeping points for the meeting including how questions could be raised and how the voting process would take place via the digital platform. It was also confirmed that eligibility to vote is as per the updated 2022 EGHC Constitution which is for members over 18 years, elected Vice Presidents and appointed Junior Team representatives.

**2. Minutes of 2021 AGM Minutes & 2022 EGM Minutes**

PC requested that the 2021 AGM minutes and the 2022 EGM minutes be accepted as a true and accurate record of last years AGM and this years EGM and called for a proposers and seconders.

AGM 2021 - Proposer: Bob Garton, Secunder: Kirstie Beedle

EGM 2022 – Proposer: David Sumpter, Secunder: David Thomson

**3. Chairman's Report on behalf of the Committee, Phillip Coote**

Firstly, and on behalf of the committee, I would like share with you my report:

Having emerged from COVID, the committee and the club should be incredibly proud of all that has been achieved and excited to see what the foundations laid this season will deliver next season. Before I give a summary review of the season, I would like to thank all the members, volunteers, sponsors and most importantly the committee for their incredible support and work over the past year.

The season started with a successful club opening weekend that saw members, academic and commercial partners as well local and county councilors attend including the Chairman of Mid-Sussex District Council, Councillor Margaret Belsey.

Just before the season started, we installed our own industry grade Meraki Network kindly donated by Cisco and sponsored by Focus Group. Having our own network has so far allowed us to innovate in several ways:



1. We can now stream matches in high definition which has led to us launching our own TV channel on Youtube – East Grinstead Hockey TV. Since its launch we have had 46,000 views, this totals some 3900 hours of viewing and we have grown our subscriber base from zero to 536.
2. We can now accurately track foot fall and dwell times around and on the pitch which is helping in our conversations with current and potential partners.
3. Next season we will look to trial and if successful launch digital couponing.
4. With more cameras we have been able to improve security around the pitch.

Next year we will look to add advertising to the channel, grow views and the subscriber base.

The junior section under the stewardship of Terry and team not only improved the quality of coaching on offer this season, but also improved the sections communications and grew the membership from 330 members to just under 400. There were successes across all the age groups but most notable was the Under 16 Boys National Plate win against Wimbledon. Terry will go into more detail in his report, but with several initiatives taking off such as the outreach program and summer hockey, next season should be very exciting.

The performance teams under the management of Mary Booth, Jason Lee, David Beckett and Tim Deakin also had successful seasons. The men made the top 6 and the Super 6 Indoor finals losing to Wimbledon in the final. The ladies had what is their most successful season to date winning the HA Cup, The Indoor title and securing a first ever outdoor European bronze at the EuroHockey Club Trophy in Milan. More of the same is planned for next year and recruitment is underway and going well.

Lottie Gregory and Jordan Torrilla have done a fabulous job with their respective sections this season. Adult numbers are up courtesy of the marketing campaign the club ran at the beginning of the season and the focus next season will be to grow those numbers further whilst also maintaining our levels of competitiveness and fun. Talking about fun, we must give an honorable mention to the EG Faithful, from humble beginnings to the life and soul of match days.

This season also saw the launch of East Grinstead Hockey Club's 200 Club our own club lottery – we have had three monthly draws and one quarterly and have 32 members and need more, no guessing what the target number is. New trophy cabinets are up in the club house, and we have started to return some of the clubs memorabilia to their rightful positions, more of this to come next season.

Finally, the club was successful in its application to be an England Hockey Talent Academy and was recently awarded a 3-year license. This represents a huge opportunity for the club over the next couple of seasons but also means a huge amount of work. As part of the process, we were also awarded our ClubMark. England Hockey's ClubMark is designed to set a minimum operating standard for clubs to achieve and ensures that the appropriate risk assessments, policies and procedures are in place and ours are.

#### **4. Financial Reports, Carolyn Burchell**

Detailed figures are available on the website, the format has changed slightly as we have now moved over to using Cloud software, all accounts are now retained on Xero



software.

Income: During the 2021 year, we did have a slight reduction in our membership income but considering the issues faced in that year and the reduced amount of training due to COVID, we did pretty well when comparing with other clubs. We have a small income from events and the sales of kit but we were very fortunate to receive a boost of income of £13,000 from BrightFunds grant.

Outgoings: On the outgoings, pitch hire continues to be our single largest expense, which has remained level year and year. We do have a small increase coming in for the 2022/23 season but nothing that we can't handle or that was unexpected particularly in line with what inflation is doing at the moment. We continue to invest in our coaching and that is across all sections of the club. There were some reduced costs on lines affected by match play, e.g. affiliations, match teas, referee costs but that is again because of COVID. We have provided greater support to the performance teams and that is really due to the success of the ladies team and therefore they needed more support. There is also a lot of work on the commercial side taking place setting up Meraki.

Purpose Numbers:

We finished the year with a surplus of £4,000 which considering our reduced income and that the fact that we still had some fixed overheads, it is pretty amazing that compared to the £12,000 surplus we had from 2019-2020. We have got fixed assets of £4,500 and we've continued to add to that investment in the current year. We finished the year with £162,000 compared with £100,000 in the year. That's boosted by the fact that we had income coming in during August related to memberships for 2022 and we were also in negotiation with WAVE at that point as to the payment of the pitch fee so there was more money in the bank account at the end of August. We had debtors of £19,000 which is all into company, there were some affiliation fees due back to us, and the deposit paid on a rental property. We have kit stock this year of £18,000 that's made up of hats and on field kit. Credits of £61,000 and as mentioned we were dealing with WAVE at that point so most of our pitch hire was still unpaid at that point/end August. We moved in 2022 with reserves of £103,000.

Our goals for this year are to consolidate our electronic record keeping because that allows us to have a quicker and deeper analysis of the money that we've got coming in and what is driving the money out. We're working on having scalable processes and controls which I've already mentioned with the gaining of the Talent Academy and the increase in both money and diversity of our sources of income expenditure, its important that we are ready and able to do this.

*Questions: Bob Garton – Looking at the income from the adult section, there were historically more men members than ladies yet the income from ladies was greater.*

CB: Exact numbers not available on the call however advised that the membership income has been analyzed and to be aware there are different membership rates within there, 18-25 years have reduced rates, social memberships. Unable to do a straight division. For example, if more younger men's players then income would be lower. Specific numbers can be net through after the meeting.

PC: Advised that we are taking actions and our objectives are to increase the adult members in the club.

SL: If you look at the revenue from men's and ladies – its approximately equal. Underneath the composition of the membership is different. Female hockey players tend to be younger, they then tend to stop playing and then come back. Its quite possible we had more female members than male. The balance has shifted a little and we are looking to increase our men memberships. The level of detail can be



provided outside this. CB sourced figures as per below:

18-25 years students: £3,500 ladies and £3,700 on the men's

26-30 years: £663 ladies, £2,700 men's

Adult Occasional £475 Ladies £2,045 men's

Full Adult membership: £2,354 Ladies, £3,381 men's

The big difference is the allowance from junior members which make up a lot in the ladies teams: £20,000 has been allocated whereas only £10,000 to the men's.

## **5. Club Constitution, Jason Coleman**

Following the EGM, there were several comments made on the proposed new club constitution and as a committee we took those away and updated/revised the constitution which was published on the website alongside the EGM Minutes. JC outlined the subsequent amendments which are shown in a tracked version of changes highlighted in Appendix 1.

No questions were raised in advance of the meeting or during the meeting.

JC called for a Vote:

20 (excluding committee members) voted in favour of the updated constitution.

Proposer: Simon Longhurst

Seconder: Phillip Coote

PC wished to thank Jason and Carolyn for the amount of work they have done on producing and updating this constitution.

## **6. Captains Reports**

### **Jordan Torrilla, Men's Club Captain**

Update provided by Wes Jackson.

Pending receipt of document.

### **Lottie Gregory-Young, Ladies Club Captain**

*Update provided by Kirstie Beedle on behalf of Lottie. See full detailed report available in Appendix 2*

Ladies 1's

- finished 4<sup>th</sup> in league
- Won Super6's indoor
- Clubs FIRST European medal – Bronze

Ladies 2's

- Built great team spirit and repour
- Struggled with availability
- New Coach – helped build new positive environment

Ladies 3's

- Finished 3<sup>rd</sup> in League
- Welcome old and new players
- Great team spirit both on and off the pitch

Ladies 4's



- Finished 3<sup>rd</sup> in League
- Great mix of ages in team
- 2<sup>nd</sup> best defensive record in league

**Terry Pullin, Junior Captain**

The junior section has seen significant growth and Terry outlined the key highlights shown in the below slides:





## Junior 2022-23 Priorities

<b>Hockey Offering</b>	<p><b>Director of Hockey</b>            More pitches to get mid-week training right            Performance &amp; Development tracks            More social opportunities</p>
<b>Coaching</b>	<p>Even more professional coaching with governance from DoH            Lead coaches working on more matches            More female coaches needed            Better onboarding for parent coaches</p>
<b>Community</b>	<p>Expand in-school coaching to 10 schools            Run independent school tournaments            Use our TC knowledge to up-level other clubs in area</p>

David Nuth: Uplevel other clubs – invite other clubs to our pitch for coaching. As part of the TA programme, we would be accepting nominations from other clubs – obviously important for our responsibilities to our process. The plan will be to use our Director of Hockey resource to help those clubs to improve the design of their jockey coaching to their members. W

### 7. Election of Chair & Officers

#### Election of Club Chair (NC)

Phillip Coote has kindly agreed to continue in his role as Club Chair for another year. We have not received any other nominations prior to this AGM and no others were nominated during the call. Called upon a proposer and seconder:

#### Election of Committee on block (PC):

Nicole would be stepping down from the role of Secretary and that Kate Holland had kindly volunteered to take on this role going forward. PC invited members to vote the committee in on block:

Position	Proposed	Proposer	Seconded
Chairman	Phillip Coote	James Leman	Bob Garton
Vice-Chair	Jason Coleman	Emma Doherty	David Nuth
Hon Secretary	Kate Holland		
Hon Treasurer	Carolyn Burchell		
Fixtures Secretary	Rachel Coleman		
Membership Secretary	Charlie Keenan		
Independent	TBC		
Independent	TBC		
Junior Chair	Terry Pullin		
Men's Cub Captain	Jordan Torrilla		



Ladies Club Captain	Lottie Gregory-Young		
Welfare Officer	Donna Sadler		
EH/Sussex Rep	Dave Thomson		
Social Secretary	Kirstie Beedle		
Communications	Katie Wood		

## 8. AOB

### Chris Vallis-Wilson Question:

Challenges for Ladies2 this season, can we have someone on the committee to work with local schools round match fixing, scheduling so we don't have clashes which would really benefit us next season.

LGY: In fairness fixtures for us, we have always planned it so that they are always in the afternoon. The problem is we have no control over away games which is where we had the problems last season. Unfortunately the opposition know that the majority of our girls are at private schools and cannot attend. We have no control.

WJ: We hope that the Director of Hockey will build relationships with schools, for important games we have those conversations with schools so that these games, we try to make sure we look after each other and grow as we go forwards.

### Bob Garton

**Aware there are quite a lot going on behind the scenes. Is there anything going on with WAVE, quite honestly there is no ambience and nothing to attract people to go into the club house for drinks.**

PC there are conversations going on with wave not only as a club but as a sports club, Both conversations are ongoing and once we have further information, we will let you all know. Whilst this is going on, what we are doing as a club – introduced two new trophy cabinets, with the other 2 clubs we are looking at photographs – pictorial presentation of the club showing its evolution. We are looking with the other chairs – potential new furniture BUT I think you will see marked difference when you arrive at the club next season.

Dave Thomson: We actually had a sports club ops meeting last night which it was very strongly suggested to Jake the WAVE site manager.

### Summary

Before closing the meeting, Phillip thanked all for joining the meeting and assured that the committee would be working hard and look forward to then next season.