

Minutes of the Members' Club Annual General Meeting 2022

Date: Monday 6th June 2022

Meeting led by BarCom Chair: Adam Crook

Minutes taken by BarCom Secretary: Celia Delaney

Introduction by Adam Crook

Adam welcomed attendees to the AGM of the Members' Club on behalf of the General Committee (informally called the Bar Committee or 'BarCom').

The Members' Club is operated by and for members, providing a social hub for our community and creating an income stream to support the theatre by providing a bar.

Minutes of the last AGM




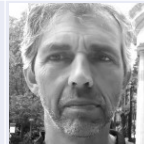

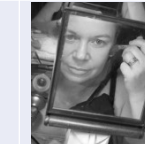

Unfortunately, these have been mislaid, partly due to Covid, partly due to a move to Margate of our previous secretary, so apologies; we will find a way of putting these to the Members for review and approval.

Election of a New Committee, and Resolutions

No resolutions were submitted by the membership or tabled by the Committee.

Adam thanked everyone who has taken part in the General Committee of 2021-22. In addition to the volunteers we see behind the bar, people work behind the scenes sorting out stock coming in, working on redecoration, making sure our finances are in good shape, arranging social events and so on.

Thanks to the General Committee, 2021-22

						
Adam Crook	Guy Jones	Celia Delaney	Andrew Chadney	Brian Fretwell	Lily Ann Coleman Green	Vacant
Chair	Deputy Chair	Secretary	Treasurer	Bar Manager	Volunteering & Training Manager (Nov 21 – Mar 22)	Social Administrator

Other members: Barry Heselden, Carole Ironside, Caroline Doyle, Dave Hollander, Graham Clements, Greg Williams, Jason Salmon, Lisa Thomas, Matthew Lyne, Siobhan Campbell

Adam noted that we started the year serving audiences in their seats before moving to a one-way flow system through the bar, and eventually back to closer to normal, as well as using the Barden in warmer weather (bar yard garden = Barden). It took a lot of effort to,







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and we are grateful to the Members for patiently bearing with us as we designed and implemented those systems.

Adam particularly thanked Guy Jones, who has been a wonderful and supportive Deputy Chair and partly responsible for the refurbishment of the club room, Lily Ann Green for working with our volunteers for part of the year, and Celia Delaney who has been our Club Secretary for the past year, who is leaving us to go to Romania (only for a few years we hope!).

Adam invited members to welcome the new General Committee for 2022-2023, including new Club Secretary (Rob Wallis) and our new Social Administrator (Roisin Deady).

Your new General Committee, 2022-23

						
Adam Crook	Guy Jones	ROB WALLIS	Andrew Chadney	Brian Fretwell	Vacant	ROISIN DEADY
Chair	Deputy Chair	Secretary	Treasurer	Bar Manager	Volunteering & Training Manager	Social Administrator

Other members: Barry Heselden, Carole Ironside, Caroline Doyle, Dave Hollander, Graham Clements, Greg Williams, Jason Salmon, Lisa Thomas, Matthew Lyne, Siobhan Campbell

We would like to return to having more regular socials, to build on the great things happening such as the Open Mic Nights and Quiz Nights, so we look forward to a varied programme.

We still have a vacancy for Volunteering and Training Manager so please do approach any of us if you would like to fill that role.

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Volunteering Update

We are grateful to everyone who has volunteered for the bar over the last year – it makes an important difference to life at SLT.

Adam summarised our position as cautiously positive, with good progress made on several of the aspirations set out at the last AGM:

Bar Volunteering in 2021-2022



145 openings

- 89 show nights
- 10 socials
- 46 regular openings
- NB 36 'Could have beens'

vs aspiration:
125-185 openings



230 shifts performed

- 123 by BarCom (53%)
- 107 by wider membership (47%)

vs aspiration:
215-255 shifts performed



46 Active Volunteers

- c.15% of eligible members

vs aspiration:
At least 50-60 active
volunteers

Adam noted that we haven't been open on as many non-show nights as we could have been, and we would like to increase the number of non-show evenings that we open the bar, but our key priority is to increase the overall number of people volunteering regularly to enable that.

Adam encouraged all members to consider volunteering so that we can open more often and make sure all our shows are supported. Getting more people doing one bar shift a month would make an enormous difference.

The Lyne League

Our friendly competition of who does the most bar shifts in the year is named after Matthew Lyne, who ran the bar volunteering rota for about fifteen years and who has personally volunteered for hundreds of shifts over his years of membership.

Points are awarded per shift, with extra half points awarded by the rota supervisor (e.g. for training others).

2021-2022 Lyne League – 4th to 33rd

4 th Siobhan Campbell (20)	5 th Fiona Daffern (17.5)	6 th Lily Ann Coleman Green (14.5)	7 th Kay George (12.5)	8 th Lee Ridgeway (10.5)	9 th Caroline Beckett (10)	10 th Celia Delaney (8)	11 th Matthew Davies (7.5)
12 th Guy Jones (7)	13 th Roisin Deady (6)	14 th Charlotte Benstead (5.5)	14 th = Ben Rathe (5.5)	14 th = Greg Williams (5.5)	17 th = Simon Gleisner (5)	17 th = Tashi Radha (5)	19 th = Bex Law (3.5)
19 th = Anna Rubincam (3.5)	21 st = Abigail Baggili (3)	21 st = Caroline Doyle (3)	23 rd = Dennis Fenton (2)	23 rd = Michael Nanni (2)	23 rd = Hannah Ngoma (2)	23 rd = Peter Stevens (2)	23 rd = Tristan White (2)
23 rd = Janine Wunsche (2)	29 th = Owen Chidlaw (1.5)	29 th = Jason Salmon (1.5)	29 th = Rob Wallis (1.5)	29 th = Tom Watts (1.5)	33 rd = Olly Adkin (1)	33 rd = Bob Callender (1)	33 rd = Leo Clasen (1)
33 rd = Teresa Donoghue (1)	33 rd = Charles Doyle (1)	33 rd = Kait Feeney (1)	33 rd = Rory Hacker-McLaughlin (1)	33 rd = Dave Hollander (1)	33 rd = Mark Ireson (1)	33 rd = Mitchell Luck (1)	33 rd = Matthew Lyne (1)
			33 rd = Dilek O'Keefe (1)	33 rd = Adam Quigley (1)	33 rd = John Winters (1)		

2021-2022 Lyne League Top 3 Results

	1st	
	Barry Heselden 35.5 points	
3rd		2nd
Adam Crook 23 points		Lisa Thomas 26.5 points

Adam gave flowers to Lisa and there was a video thank you from Barry who was on holiday in Spain.

Members were asked what deters them from volunteering, with concerns about locking up the building and using the till the main ones cited. Adam noted that familiarity can help with both of these, and Celia pointed out that members have always been willing to stay with her when needed to ensure she has not been left alone.

Bex offered to make a video to demonstrate the locking up process, which was warmly welcomed, and noted that several people could now turn set/reset the alarm remotely if needed.

Cal noted that an article had been placed on the SLT website about the need for volunteers in the bar.

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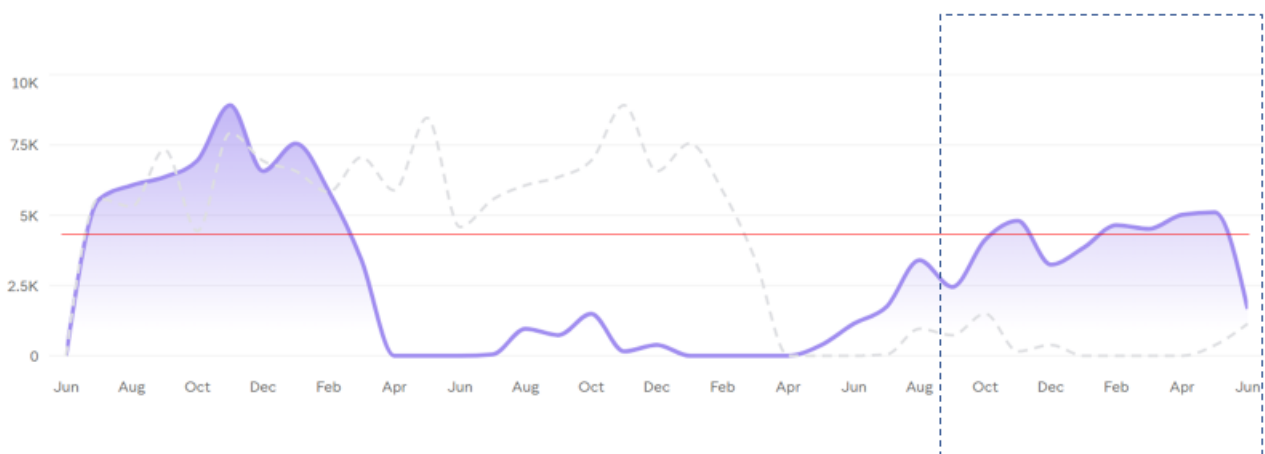
Finance update

Andrew Chadney could not attend the AGM, so Adam Crook delivered the update.

Adam noted that the club's accounts were still with the auditors, so it wasn't possible to share the cost side of the balance sheet at the meeting. These would be made available following the meeting.

Based on Zettle sales data, the Club sold almost £40,000 of drinks and other items in the nine months since the last AGM. This is much improved on 2020 data, but remains lower than before Covid. Our last couple of months have each taken just over £5000 a month, which have been our best months since covid, but down from e.g. November 2019 in which we took around £9000.

Bar Sales, 6 June 2019 – 5 June 2022



Payments for rent and other building overheads recommenced in January 2022 – so we need to generate a profit margin, particularly as costs are going up significantly.

This is why we amended the prices we charge in April – we need to continue to balance generating a sensible profit with keeping our prices down for our members. We are mindful of the cost of living crisis, but need to run effectively as a business.

We are financially stable, with around £40K in the bank. We have committed a large sum from our reserves towards replacement of the rusty beam in the cellar and will be considering what else we should do through our reserves. We need to maintain a healthy bank balance so that we can fix problems in the bar, as they arise.

Adam concluded by noting two further points:

- The bar is only taking card payments, following the positive experience of this over Covid. Members are requested to remind friends and family visiting the theatre about this.
- We now have electronic banking in the Members Club. We are no longer paying back people who have bought stock with cheques!

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Members raised the following questions:

- Whether the Club was opening every night prior to Covid – Adam confirmed that it was generally closed on Monday and Saturday evenings (unless we had a social event on the latter)
- Whether the risk of further price rises would be mitigated by members drinking more – Adam noted that higher turnover would lead to larger profits, which would reduce concerns around profit margins. However, he noted that we have a legal responsibility not to serve people who are drunk.
- Whether we have reached expected turnover increases on show nights – Adam noted that our sales data shows increased audience numbers over the last year, and that SLT's AGM had earlier shown that show nights are not yet consistently at full capacity.

The Drinkies

Adam introduced 'The Drinkies', a light-hearted set of 'awards' for SLT productions based on bar sales data.

The Drinky for:

- **Highest Takings:** Mirror Mirror (NB slightly unfair as it had a 2-week run!)
- **Highest Takings in a 1-week run:** The Bald Primadonna
- **Highest Single Shownight Takings:** Lost Monsters
- **Highest Average Takings:** SLT Shorts 2021
- **Highest Takings at a Post Show Party:** Lost Monsters (NB Celia was on the bar, funnily enough!)

He also noted the highest-selling products sold in the bar since the last AGM:

Favourite Beer or Cider: Frontier Lager

Favourite Wine: Malbec

Favourite Spirit: Gin

Favourite Soft Drink: Diet Coke

Favourite Confectionery: Wispa

Still or Sparkling Water?: Sparkling

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Closing comments from Chair

Adam set out his aspirations for the year ahead:

- To open on more non-show nights
- To increase the total number of bar volunteers from 46 to at least 60, and for many more of those people to carry out 5 or more shifts per year.
- To fix the rusty beam and complete the club room refurbishment to make it a nicer space to spend time,
- To deliver a great programme of social events (so it's great to have Roisin on board to make that happen).

Brian Fretwell noted that some people may have found other things to do during Covid, which may explain why some haven't come back to volunteering since.

Bex Law thanked Adam as BarCom Chair for leading the AGM. Adam thanked Bex, David Clements and Gareth Milton for arranging the technical side of the meetings, as well as those members who had joined online and in person, and declared the meeting closed.