

MINUTES OF BOARD MEETING



Meeting Title OutdoorLads Emergency Board Meeting 25th March 2020
Location: Teleconference
Date and Time 7:30pm Wednesday 25th March 2020

Attendees

Matt Tennant (chair)
Danny McKeown-Henshall (vice-chair)
Ted Youngman (treasurer)
Steven Allan
Jimmy Brash
Dan Barcroft
Danny Ballantyne
Fergus Brunning
A Neil Sharp

Liam Russell (staff) - observer
Dan Byrnes (staff) - observer

Simon Hawthorn (Website Volunteer) - observer

Apologies for absence

Neil Sharp

Update on #StayInMore

Danny McKeown-Henshall gave an update on the Stay in More events that have been made live already, and plans for future events – both fun things as well as items that could be useful to leaders and members.

There is now a StayinMore Facebook page and Telegram channel. There is also a sub-category for StayinMore events on the website under the Team & Social event type.

There are a few revenue generating ideas, including t-shirts and donations as well. Simon to discuss with Microserve about adding a button for donations to OutdoorLads on the homepage.

Dave Banks has created an online calendar which can be used for leaders to co-ordinate dates and avoid too many clashes, go to:

<https://t.me/joinchat/AAAAAEaT4D3eYtKIToO7Gw>

Finance Update

Ted has been working on various scenarios for OutdoorLads, based on the previous years figures, and worked out what might happen with our forecasts depending on how long this goes on for:

Modelled on losing all paid events including all costs associated with those events as well, as well as taking away 25%, 50% and 75% of membership incomes lost.

The analysis gives a range of outcomes and scenarios to guide us through decisions we make. Although Ted said that there isn't yet a 'most likely' scenario as it's too early to see what people's behaviour will be.

A few things to be aware of:

- keeping an eye on current cash flow, and postponing rather than cancelling events will assist with this
- our VAT reclaim hasn't gone through yet, and he hasn't taken into account any money we may get from a VAT reclaim
- there are about £30k of events members have already paid for in 2020/21 and if people ask for their money back, that will also affect these outcomes

- membership loss at around 50% of membership will see a rapid reduction in reserves and become an existential threat to the organization if it continues for a prolonged period without a more extensive review of the cost base. The need to retain membership wherever possible and to utilize government and other support for charities was noted. '

It was clarified that we will make a loss in 2021, which is a given, it is the extent of this loss which is the issue.

Trustees discussed the communication not yet received from the accountant regarding VAT, and agreed that this was not the time to discuss changing the accountants.

Dan Barcroft asked if there was any action we should be taking right now? Ted said that by SH talking to Microserve - to see if we can cut down on the sprint work or push some of the sprint work back – some of it will be crucial, but some only desirable for our web development. (Simon gave an overview of the current work Microserve are looking to complete, including development on the use of images. He clarified they are happy to defer payments to later in the year but that would mean a lump sum payment is later due. Simon to discuss with them further and liaise with Matt and Ted over this.)

Liam is discussing rent costs with Mint Casting.

Danny MH said that leaders on the call last night were very supporting and the general feeling is that they want to keep involved and support us. Ted had some healthy scepticism - and said that the leaders we speak to are probably the more engaged ones, and may not represent the membership in totality.

Ted said that it is going to depend how long this goes on for as to how severe it is and the impact.

April and May OutdoorLads EVENTS.

Matt referred to the paper that Liam prepared, and which trustees discussed.

Free events we can be more flexible – they aren't costing us anything. Trustees discussed the approach to free events in detail.

Trustees discussed the merits of postponing everything on a blanket basis and having a rolling programme of cancellations. It was agreed that a video statement would offer a more personal touch than just a statement to convey warmth.

Trustees agreed that all events in April, May and June to be postponed. For free events, there's a caveat that we can respond swiftly and be dynamic to get these events back on if the situation changes.

It was also agreed that membership is not being frozen or bonuses offered at this stage. The group is still active and putting on events virtually.

There was agreement that that we could revisit the category of concession membership to allow people to renew on the basis of changing personal financial circumstances. Dan Barcroft to put a proposal to the board, based on these principles.

Dan Byrnes questioned that Stay in More events offer full value for money as they are all free to all events. It was agreed that they operate as stay in more and free, to support the wider community.

Liam suggested that the refund policy be amended to include refunds by coupon in unprecedented times, rather than cash, to assist with keeping the group viable. All agreed that this is a sound proposal but need to ensure it is in line with consumer rights.

It was agreed that the refund policy would be altered with an appropriate clause offering a refund by coupon in exceptional circumstances, but that as a back-stop, people will be entitled to a cash refund should they insist. All agreed that this clause should be incorporated into the refund policy. Ted and Simon to consider how we put the clause into the refund policy.

Board discussed how comms need to be less corporate and acknowledge that this is a members club. The group is the members, you can help us by supporting us and we are not a corporate entity.

Action to do a video to communicate this to members – Liam and Dan to organise.

BIG Spring Camp 2020

The reality is that BIG Spring Camp isn't going to happen in May.

Liam outlined the current situation with BSC and conversations with the rugby club. The fallback position could be a different weekend, with August BH being proposed, or re-siting the event completely if needed.

Changes to BSC will be outlined in the video comms that goes out, but refunds not issued before we have a new date.

Trustees discussed the comms around these changes and it was agreed a video would be produced, and if this meant that it was delayed into next week rather than being done tomorrow, this was beneficial if it means we can get the comms right.

Matt commented that the upcoming time is an ideal time to update some admin tasks and put ourselves in a position for a relaunch of OutdoorLads when restrictions are lifted. Matt is to circulate a list of tasks that can be completed during this time for other trustees to comment upon.

Any Other Business

None

Next meeting on Wednesday 8th April Teleconference.

