

Project 2010 - Questions raised

Questions raised during presentations regarding this project

Presentation to Members - Friday 6 November 2009.

Questions and Responses and Statements.

Q One of the biggest expense is the bar, couldn't the existing bar be left as it is?

R The Committee have looked at keeping the existing bar, however the problem is the space between the wall and bar which is narrow and would become a corridor of less than 6 feet – people cannot stand there with other people getting past. New bar front is shorter to make more room between the bar and the wall.

Q The biggest earners are the bedrooms. Has the General Committee looked at the facilities within the bedrooms to provide private bathrooms?

R The project is a time limited opportunity, the bedrooms can be dealt with at a later time if it is felt appropriate.

Q The Club already has two bars why do we need another one?

R We have the opportunity to increase membership and to effectively open up and modernise the Club. We are extending and refurbishing the existing bar to take into account the opportunity we have for low building costs at this time and drive membership and room hire up.

Q By investing £60k net you reckon you can recoup in 6 years?

R The conversion would increase revenue generally.

Q The Treasurer has always reserved the right to increase the subscription by 5 – 10% so how is this helping the members, the members are paying for this.

R The Members have this Club in Trust. The bar was refurbished in the 60's and has served the Club well. We have a duty to use the funds we have wisely. We believe that this project is a good application of funds particularly as the Club investment fund interest is not increasing and the expenditure will be of benefit to the members.

Q The proposed increases in membership and bar are somewhat speculative and no reliance should be made upon them in this project. The Club should consider the finances remaining the same.

R We have seen an improved trend in revenues. The sensitivity analysis is looking favourable for this.

Q Phase 2 – proposed installation of stair chair or lift. Stair chairs are an absolute pain. Could the Committee consider the installation of a lift. The lift could be for multi use purposes not just the elderly or disabled. It would be cheaper to build a lift shaft now for later installation of the mechanism.

R We have not considered the installation of a lift in the light well at this stage. The plans have taken into account the opportunity to increase revenues and provide a return on investment. A lift in the light-well whilst nice to have would not provide an increase in revenue.

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- S** On what basis is it considered that these works will increase bar takings by 20%. The Club should be considering how to get members to use the Club, is there anything in these plans that is going to improve the amount of people who come into the Club? We have too much storage as it is and have lost a bedroom and showers to other uses...
- S** To put in context, in the past the Club has relied heavily on RW to get us through the year. At this year's RW we waited at the bar 20 – 25 minutes to get served and whilst it cannot be quantified we potentially lost additional profit. I can see that with RW alone you are likely to take an extra £5k of net profit.
- Q** Has an utilisation analysis as to how much of the existing capacity is utilised been carried out and what is the potential?
- R** This is difficult to monitor and answer. We have to make some assumptions and these are the assumptions we have presented.
- S** Denys Tweddell thanked the Team very much for their clear and precise outline of the proposals he now has a clear understanding of what we have in mind.
- S** It is essential that there is access to the first floor – a stair lift might be the answer. The Club has an obligation to provide access for the disabled.
- Q** What is the way forward for the Club? It is hoped that increasing the use of the Club does not mean we will welcome the general public in. We are a members club.
- R** It is not intended for use by the general public.
- S** Membership will not be increased over this renovation work. Rental increase may be. Look at it as a longer term costing. Consider opening up the Dining Room through to the Billiard Room to make a larger multi function room.
- S** We have the money lying in the bank earning no interest we should use it for the facilities of the Club. How far on the back burner re the lift, at present there are 10 Probus members who cannot manage the stairs.
- R** It is recognised that we need to do something in terms of a lift of chair lift to make the Club more accessible to members. We do not have prices for either at this stage and it would be wrong of us to speculate. However early costings are C£20k for lift c£6k for chair lift. There is also the consideration of an external lift but that could bring conservation complications.
- S** We have the Club within our responsibility and we should develop it and make sure it is viable and successful for future members it is paramount therefore that a lift or chair lift be included within phase 1.
- S** The Navigation School is contributing £15k towards the cost of the project and their contribution should go towards the improvement of the facilities in terms of storage in the light well in the basement.
- Q** Has anyone taken into account when letting function rooms where the chairs are going to be stored?

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- S The bar does need modernising and should be carried out if nothing else is done.**
 - S This is a sailing Club, not a public club, it might be better to improve the showers.**
 - S First impressions are what sells the Club and gets the sailors in; when they come in from sailing the first place they go to is the bar.**
 - S A modern bar is essential to the image of the Club.**
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Questions raised during presentations regarding this project

Presentation to Members - Friday 13 November 2009.

Questions and Responses and Statements.

- Q Making the Club like a hotel and not a sailing club. No doubt the numbers stack up but concerned where the new members are coming from and disappointed that there has been a lot of activity on this which is not reflecting the proposals that have been put forward to do with sailing. We have to have plans to get people onto the water we are a yacht club not a hotel.**
- R Membership is up by 6% on last year. We have this year for the first time introduced open days with 50 new people coming into the Club. New members come in on a day to day basis.**
- Q Looking at plans overall, would be interested to see a breakdown of proposals, including carpets and redecoration breakdown. Has a Bill of Quantities been drawn up?**
- R Not at this stage. We have budgeted for redecoration to the ground floor and fit out bar. There is a Bill of Quantities and there is money for the carpet. We will be forming a project committee from experts within the Club.**
- Q On the technical side, have we got building regulations yet?**
- R We have actioned the structural survey. We are awaiting completed drawings.**
- S Congratulations on such a good presentation and hard work so far. Am concerned re costings, it is key that you do not get yourselves into the situation where you encounter problems and the build costs increase. The Project Committee should have a Project Manager who has responsibility for ensuring the project comes out on time.**
- Q You do get a lot of over run on costings when you work with old buildings. There needs to be a fixed price contingency and there will always be variations.**
- R There is a general contingency built in. The advice we have received so far and because this is effectively a new build we are told that this intrudes to a much lesser extent to the fabric of the building.**

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- S** Who takes the risk on variations? You never know what you are going to find when you open up old buildings. A decision has to be made on who takes the risk.
- S** Building regulations have changed a lot since planning permission was granted. May have changed particularly with disabled access.
- S** Consideration should be given to ventilation of internal areas. You may not get full floor area expected.
- Q** The well between buildings, is it a party wall? You will need to get party wall agreement.
- R** We recognise this and do not envisage any resistance to a party wall agreement.
- S** If approval is not received you could take advantage of the permission and put roof and floors in. Once you have started the planning permission last for ever.
- R** We are planning to go for phase 1 of project 2010, if we find there is a serious snags we will reassess and make decisions at that time.
- S** **Make sure project does not overrun.**
Make sure what is required and then check detailed specification.
Put in a number of options to make sure tenders are not over priced.
Check day work particulars.
There is a short timescale to carry out the work.
You must make sure you have adequate documents.
- R** All this is recognised, we will be calling on the expertise within the membership to assist with the management of this project. We would have liked more time but with the AGM looming it was necessary to advise where we are right now.
- Q** Need to consider VAT implications and next year now 15% to rise to 17.5% next year.
- R** VAT would be recovered.
- S** Members should get information up front. Suggest breakdown of budget should be available. Make sure there is sufficient amount for fees up front in budget.
- Q** Concerned as to the impact on regular bookings in the Club, will facilities still be available during building work?
- R** We are not looking to shut Dining Room so the facilities will still be available.
- Q** How has the proposal been received so far?
- R** The general view is that it is very positive. There is an opportunity here if we do not take this the money will sit in the bank, we should use it.