

# Hansa Class UK

A Charitable Incorporated Organisation, Charity Registered Number 1165467

## The 2021 Annual General Meeting

2021 Annual General Meeting of Hansa Class UK was held on  
Wednesday 25th August 2021 at 7.00pm ONLINE using the ZOOM.

### Minutes

Total Number of full members present = 16

Email votes received = 1

Proxy votes received = 0

**1a. Attendees:** Ivor Barrett, David Durston, Paul Pearson, Philip Hall, Ron Sawford, Paul Phillips, Andy Sheath, Mike Everitt, Steve Kitson, Pat Crowley, Lindsay Burns, Judith Riggs, Robert Boyd, Chris Emmet, Gwyndra Emmet, Rory McKinna

**1b. Apologies:** Apologies were received from Bob Scull, David Greenfield, Malcolm Kirk, Peter Etherton, James Woosnam, Ali Grant, John Figgures, Steve Sawford, Alan Hillman.

### 2. Chair's Welcome

David welcomed everyone to the meeting and thanked them all for coming.

Take this opportunity to thank our management Committee. We've been meeting on Zoom every two months which I have found particularly useful for progressing projects and for hearing other's views. Even when events have not been going ahead, the committee has been working hard behind the scenes, maybe even more than usual. I'd like to thank everybody for their contributions. For full details **see Appendix 1.**

### 3. Minutes of 2020 AGM and Matters Arising.

There were no matters arising and the minutes were proposed by Ivor Barrett and seconded by Andy Sheath as a true and accurate record of the 2020 AGM

**4. Treasure's Report:** To receive a presentation of the 2020 Annual Accounts from the treasurer and to receive and approve the accounts of Hansa Class UK for the period 1<sup>st</sup> January 2019 to 31<sup>st</sup> December 2019:

Paul presented the Accounts using the following slide presentation: for details follow this link and see pages 3 to 6 of the power point slide show Hansa Class UK AGM: [Hansa Class UK Annual General Meeting 2021](#)

**a. Resolution 1:** It is proposed that the accounts of Hansa Class UK presented by the Treasurer are accepted and approved by the Members.

**a.** The result of the vote was as follows:  
For = 16. Against = 0. Abstained = 1. (The Treasurer) The resolution was therefore carried

**5. Election of Trustees:** There are no resignations from or new nominations to the Board of Trustees. All Trustees are willing to continue in their current roles.

**a.** It was proposed by Ivor Barrett and seconded by Ron Sawford that all Trustees be accepted to continue in their current roles and the meeting be asked to ratify this by a vote

**i.** The result of the vote was as follows: For = 17. Against = 0. Abstained = 0. The resolution was therefore carried

**6. Elections to the Management Committee:** There is one retirement from the Management Committee – Steve Kitson. This left one place vacant.

- a. In accordance with the constitution, Mike Everitt has been duly nominated by David Durston and seconded by Ron Sawford for the Hansa Class UK Management Committee position of “Boat Booking Team Lead at events”.
- b. **Resolution 2:** It is proposed that Mike Everitt be elected to serve on the HCUK Management Committee.
  - i. The result of the vote was as follows: For = 17. Against = 0. Abstained = 0. The resolution was therefore carried

**7. Chair’s Report:** To receive a report from the Chair of the board of Trustees for Hansa Class UK  
The 2020 Annual report was circulated with the Notice of AGM. The report was unanimously accepted by the members present. For the full report **see Appendix 2**

David added:

I don’t propose to go through this word for word, but I’ll pull out a few key things:

- As I mentioned in my welcome, although no physical events took place, the work load for the committee was probably greater. By the start of the lockdown, the full programme of activity had been put in place, so the hard work had been done.
- As restrictions changed we continually reviewed what was possible and were in regular contact with host clubs.
- We tried to maintain contact and involvement with our members during the year, many of whom were more constrained by restrictions than most. VR racing and zoom was a fun outlet for many, and the art contest revealed some incredible talents.
- GUL agreed to be our partners just before the first lockdown. Trading has been difficult for them, and we are very grateful that they have honoured their commitment. We hope to build on this when normality is restored.
- We worked hard with clubs through 2020 to carry out risk assessments and to devise alternative practices to enable us to offer something in 2021.
- We hope that our members are pleased with what we’ve achieved.

## **8. Membership categories and charges:**

The Trustees and Management Committee recommend the introduction of Full (Voting) and Associate (Non-voting) Membership categories with a nominal membership subscription payable by Full Members (See accompanying document – “HCUK Membership - Proposals for AGM Aug 2021”) for details follow this link and see page 7 of the power point slide show Hansa Class UK AGM: [Hansa Class UK Annual General Meeting 2021](#)

- a. **Resolution 3:** It is proposed that the recommendations of the Trustees and Management Committee for the introduction of Full and Associate Membership categories be accepted and that a nominal membership subscription is payable by Full Members.

- i. The result of the vote was as follows: For = 17. Against = 0. Abstained = 0. The resolution was therefore carried

## **9. AOB;**

### **1. The cost of Fundraising:**

David made the following points:

This item has been included, not for discussion tonight, but to make you fully aware of our relationship with our fundraisers.

Obviously our accounts have been completely transparent throughout and all fees and costs have been itemized. However in marketing materials used by the fundraisers, only the commission charged was dominant, because the other costs are for time and expenses related to fundraising. The commission alone is 15%.

We feel that this should be more transparent.

When we were fundraising for our big project the cost of fundraising as a proportion of funds raised was relatively low. However since fundraising has become more difficult and the amounts that we need to raise have reduced, the proportion of funds raised going on fundraising costs has increased.

Whilst costs will never exceed funds raised we have sought to have greater control over this proportion, with the fundraisers agreeing to cap this at 43%.

Obviously we are dependent on fundraising to enable us to operate. We don't have the capacity or expertise to do this ourselves.

We have raised this at the AGM to make our members aware of the relationship between us and Corp Direct. If people have any objections, or other suggestions regarding how our fundraising needs can be met, then please get in touch.

**After a full discussion it was decided that we record the following statement and invitation to our membership:**

#### **Fundraising Costs**

We are dependent on fundraising to enable us to continue to provide the services that we do for our members and to introduce new people to Hansa racing for the future of the class in the UK. To achieve this, we recently employed professional fundraisers, and it is thanks to that that we have been able to purchase the van and 6 boat rig, as well as other items which make it easier for people to attend events.

We are reviewing the agreement with our fundraisers and want to be transparent about what this costs us. Historically marketing materials have quoted that we employ professional fundraisers who take 15% commission. This does not reflect the additional costs of time, expenses and VAT the fundraisers charge us, which mean the fundraisers have taken 30% of the funds raised to date.

Therefore for a £10,000 donation received, we only have about £7,000 to spend on any project the donor was intending the donation to go towards.

We are happy to consider any suggestions or proposals for cheaper fundraising alternatives.

#### **2. Preferred racing format survey results,**

Ron presented the following:

- a. Of the 27 people that responded:
  - i. 16 voted for the 2 races back to back in the morning, lunch, 2 races back to back in the afternoon option
  - ii. 9 voted for the 3 races back to back option
- b. Of the 11 comments made by those who voted for the 2 races back to back, lunch, then 2 races back to back option, 3 found the three races back to back exhausting, 3 felt that three back to back actually excluded some sailors and 3 felt that the two races– lunch – two races format made a more worthwhile day and worth travelling to.
- c. Of the 6 comments made by those who voted for the 3 races back to back option, 3 suggested that it should include a comfort break between the second and third races, 4 acknowledged concern that

some sailors would not be able to cope with the format they had chosen and 2 felt that it made running the day easier.

In the light of this survey vote and the comments made it was decided to retain our usual 2 races back to back in the morning, lunch, 2 races back to back in the afternoon” format.

3. Pat asked about the Support Unit finances and how much of the costs were being covered by the income from hiring the boats.
  - a. Paul said he was planning to pull the figures together at the end of the year and present them at our next AGM.
  - b. David said it was never our aim to have the sailors cover the whole of the project costs but for it to be supported by donations.
4. Question from Mike Everitt: We were discussing the proposals for membership categories next year. Mike asked about a lower age limit for voting in General Meetings. (There is no lower age limit for full members in the Constitution but Trustees must be 16 or over).
  - a. The management committee will discuss and resolve this, then define any rules in the new membership documentation.
5. Chris gave a big thank you to those members who have kept all the activities going throughout the lockdown and the opening up of sailing again. Saying you all do so much and it’s very much appreciated.

**These minutes are a true and accurate record of the Hansa Class UK 2021 AGM.**

Signed - Trustee 1 ..... Date .....

Signed – Trustee 2 ..... Date .....

-----

## **Appendix 1:**

### **Chairman’s 2021 AGM welcome and thanks**

I’d like to take this opportunity to thank our management Committee:

We’ve been meeting on Zoom every two months which I have found particularly useful for progressing projects and for hearing other’s views. Even when events have not been going ahead, the committee has been working hard behind the scenes, maybe even more than usual. I’d like to thank everybody for their contributions.

It has been fantastic to see everybody again this season and it’s made me realise what a fantastic community the Hansa Class UK is, and what wonderful support we get from club’s and volunteers around the country. We should always show our appreciation for that, we’re very lucky.

It has also been good to realise the rewards of having the 6 boat support rig. We’re very grateful to everybody involved in transporting this around the country, and all the work that is involved at events. It has helped deliver it’s purpose of getting new sailors attending. It’s great to see new faces.

A few specific mentions:

I’d like to thank Ron for his tireless work liaising with clubs and his regular communications to members, this has been more arduous during these strange times because things have been constantly changing. I know that Ron would like to step back a bit, but we seem to struggle to make this happen, so we’re very grateful that he still spends so much time keeping this ship sailing.

Paul has taken on the role of Treasurer and has already managed the transition from Reliance and Barclays to Natwest to consolidate accounts and reduce fees; I know that this process was much harder than it needed to be.

Steve Kitson has taken on the booking of the Hansa UK boats which has been a great help. Unfortunately Steve has stepped down from the Committee but is willing to continue helping. We're very grateful for everything that he has done and continues to do.

Ivor has taken on more over the year, progressing setting up a Membership system along with Andy Sheath, which we hope will go live next season, alongside helping with the 6 boat rig, dealing with the Charity Commission, managing this AGM, and as Trustee he always provides a well-considered opinion.

Although not a Committee member Nicky my wife has spent considerable time promoting the class and keeping in touch through social media channels. This helps to keep us front of mind with funders and the RYA, as well as potential sailors, Sailing clubs and groups.

Moirra has also been trying to develop club's in Scotland, but unfortunately the pandemic appears to be impeding progress.

Phil has been adding his legal mind to Trustee decisions which is extremely valuable. He has also been working with Corporate Direct, our fundraisers, to develop our strategy and working practices during this period of change.

Although we have a great team we are keen to spread the load further. We'll be looking for another committee member later, so if you feel that you can spare some time and would like to be more actively involved we'd love to hear from you.

---

## Appendix 2

### Hansa Class UK Annual Report

January 1st – December 31st 2020

2020 turned out to be a very strange year as a result of the COVID 19 pandemic, and also because of the announcement that our Chairman, Bob Scull would have to step down because of ill health. We are very grateful for everything that he achieved in delivering and managing the van and 6 boat rig which will enable us to make events more accessible for those who have difficulty with travel.

The year started as usual with a full programme of Traveller Trophy events planned for England and Scotland, as well as our National Championships and representation in the RYAs Multiclass regatta. In addition Fun regattas were planned in conjunction with several clubs, supported by the RYA. The purpose of these events was to introduce new sailors to racing in a relaxed environment alongside volunteers to familiarise them with the boats. The Hansa Class World Championships were planned for October in Los Angeles, USA, and we were developing plans for how we would support UK sailor's participation.

Even before the UK went into its first lockdown it was announced that the World Championships had been cancelled. This was as a result of problems with harbour management at the proposed venue. The Hansa Class were well represented at the RYAs Sailability Conference in February in order to keep abreast of strategic plans and developments. In March we manned a stand at the Dinghy Show which was held at Alexandra Palace, which gave us an opportunity to engage with several clubs and individuals who were interested in developing their sailing using the Hansa range of boats. We prepared materials which outlined the planned programme of events. It was at this event that we agreed a sponsorship arrangement with GUL which would provide prizes in the form of vouchers for prize winners at our events. We were looking forward to developing this mutually beneficial relationship.

At the end of March the first lockdown was announced. The early events had to be cancelled straightaway. As it became clear that activity was going to be curtailed for some time, the committee discussed ways of engaging with our members, many of whom are vulnerable and had to remain shielded. We ran a series of Virtual Regatta events whilst engaging on Zoom. These proved to be popular and continued throughout the summer, autumn, and winter. In addition we ran art/photography competitions. We are very grateful to GUL for honouring the sponsorship arrangement which provided prizes for these online events, and to Yachts and Yachting for publishing the reports.

Our Committee continued to meet via Zoom to discuss how to proceed throughout, but as the season progressed it became clear that restrictions would prevent physical events from taking place. We held our AGM via Zoom, and David Durston was accepted as the new Chairman to replace Bob, whilst Paul Phillips took on the role of Treasurer and Trustee of Hansa Class UK.

Hoping for restrictions to be lifted in 2021, the end of 2020 saw discussions and planning for the next season; considering how changes could be made to enable regattas to take place in some form, ensuring the safety of all involved. We appreciate the

continued involvement of volunteers from all the Clubs who host our events and who helped us to develop a full programme for 2021 with conditions put in place to address the issues raised following a full risk assessment.

Signed on behalf of the Trustees

David Durston      Chairman