



BSAC AGM

May 2018



BSAC Chair Report

Annual General
Meeting 2018



National Governing Body

- Continued our role as the UK NGB
 - Heritage
 - Environment
 - Diving
 - Technical
 - Commercial
 - Incident collation and reporting
 - Lobbying for the diving sector

Large investment

- Funded by carefully building up cash
 - New website
 - New digital self-service member portal
 - New digital self-service branch portal
 - New online payment gateway
 - New online course booking system
 - Complete rebrand- new logo, style and language
 - Revised Ocean Diver

Continuing into 2018-19

- Completing the digital project
- Focus on recruitment
 - New blood
 - Existing already trained divers
- Focus on retention- keep existing members happy
- Know and Grow workshops- teach clubs to grow
- Conference biannual to allow focus

BSAC Council

- Volunteer directors of BSAC Ltd and BSAC International
- Elected members, running a members' club
- Do what's best for members as a whole
- Meet 6 times a year
- Meet outside of formal meetings
- Set and monitor business strategy
- Legally responsible for financial monitoring
- Set and monitor budgets
- Long term direction of BSAC

BSAC in a changing world

- UK diving market is shrinking
- Clubs are our bedrock
- More people want a transient experience
- Satisfy different diver types
- New ways to use BSAC
- Inter-agency complimentary collaboration
- BSAC can offer something unique

Big thank you to volunteers

- The club wouldn't survive without volunteers
- From branches to NDC
- Backbone of UK Club diving
- Give time and experience without reward
- Some don't even dive any more!

- Big thank you to HQ staff
- Working to capacity

Thank you and hello

- Mark Lovesey – Council
- Clare Pooley – Council
- Rachel Sharp – Honorary Secretary
- Dai Atkins - NDO

Thank you and goodbye

- Sophie Heptonstall – NDO
- Dave Lock – Council
- Ian Furness – Council
- Adrian Collier – Council
- Edward Haynes – Honorary Secretary

BSAC Treasurer Report

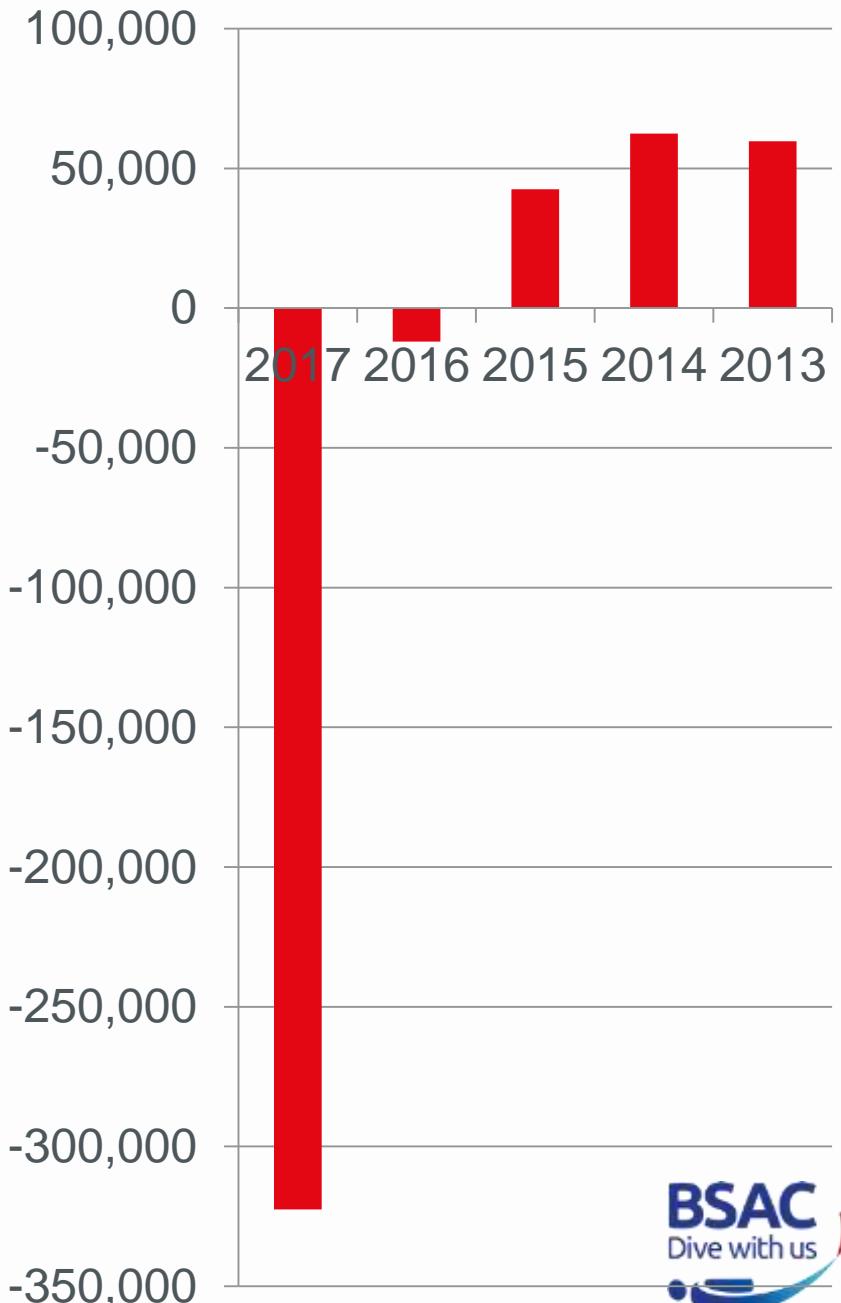
Annual General
Meeting 2018



Overall Performance

Surplus/(deficit) Before Taxation

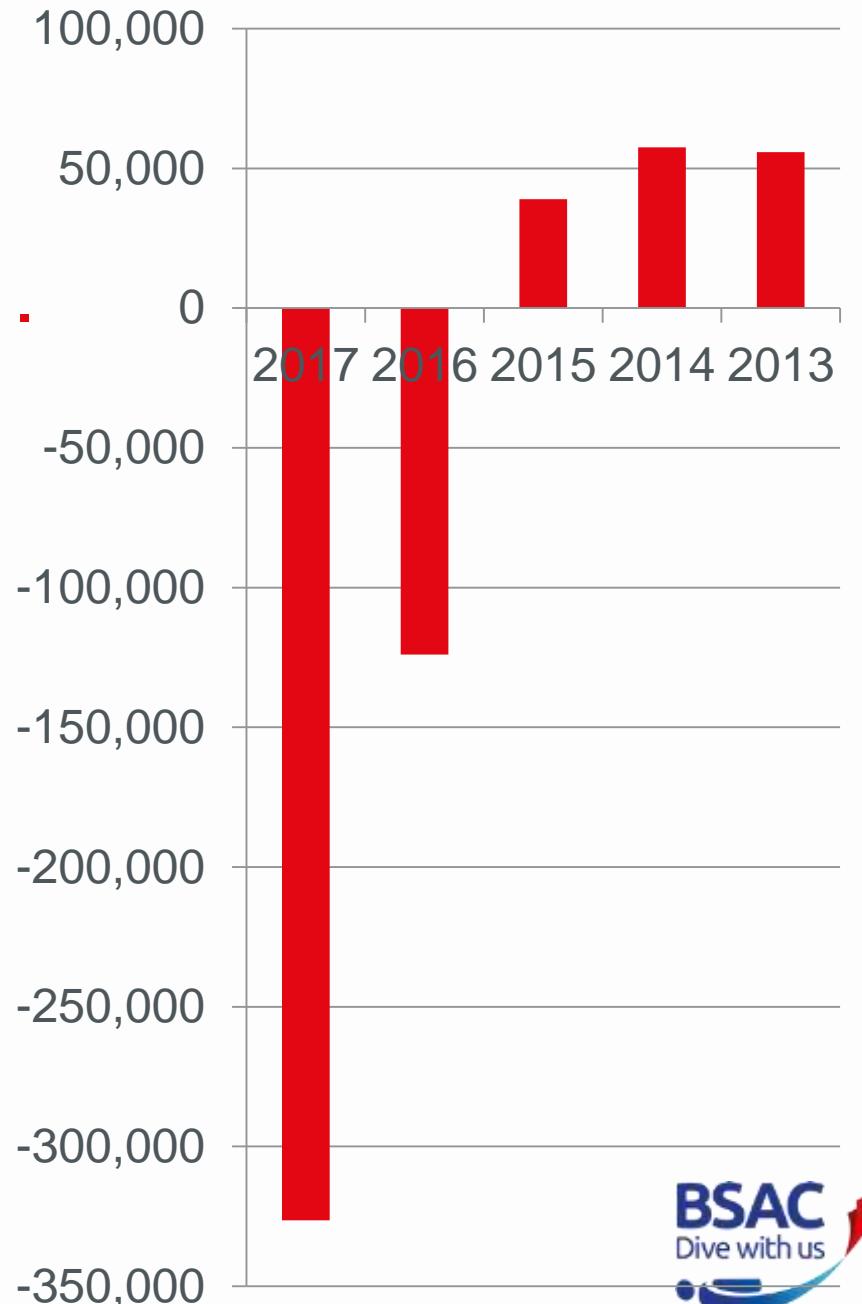
- 2017 (322,589)
- 2016: (£119,509)
- 2015: £42,478 surplus
- 2014 £62,427 surplus
- 2013 £59,661 surplus



Overall Performance

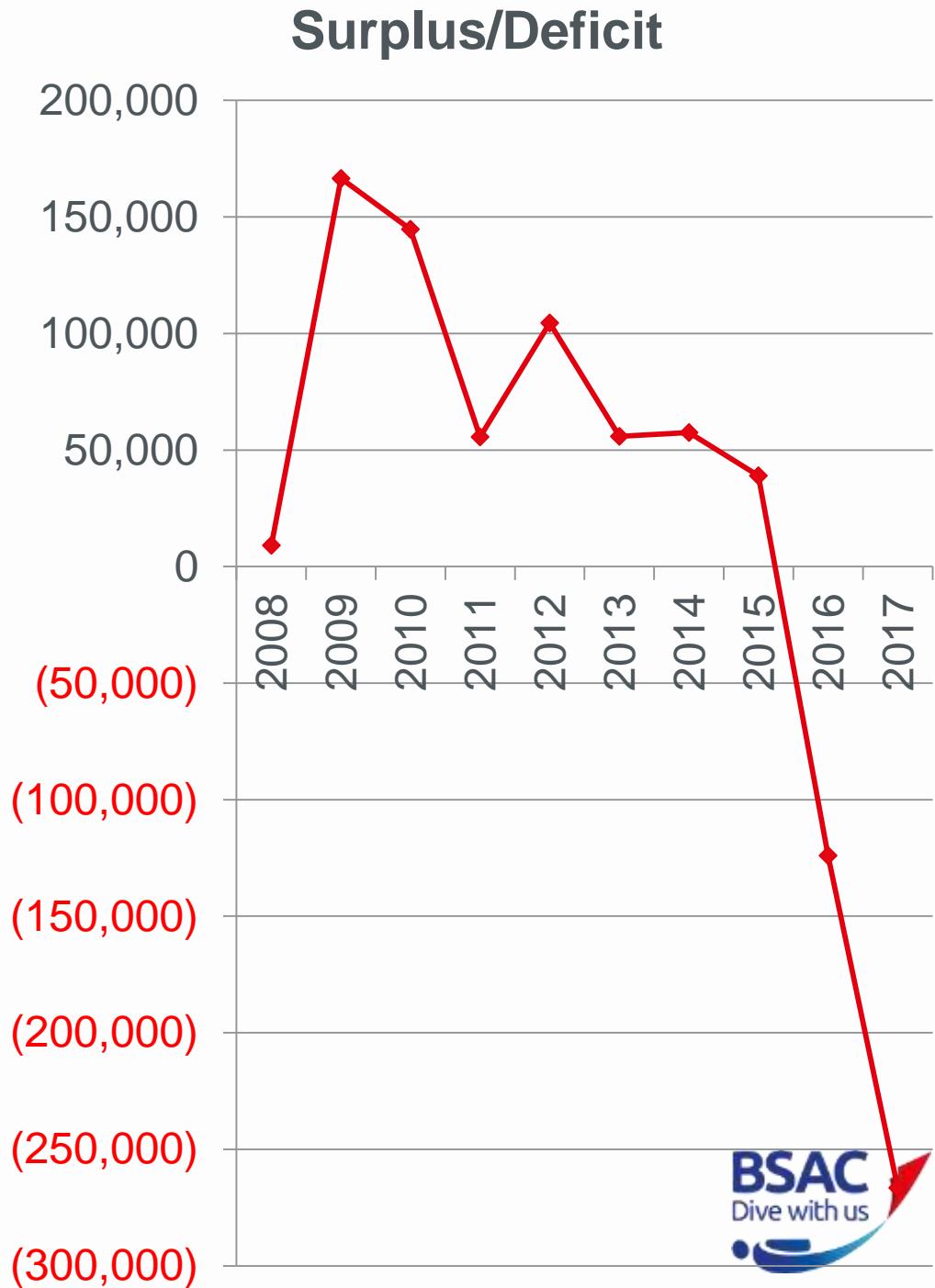
Net Surplus/(deficit) (After Taxation)

- 2017: (326,488)
- 2016: (£123,953)
- 2015: £39,010 surplus
- 2014: £57,480 surplus
- 2013 £55,830 surplus



Surplus 2008-2017

- Deficit of £266k
- Second year of deficit after surplus since 2005



Reasons for Deficit

Investment

- Significant investment in
 - IT infrastructure of the club;
 - Ocean Diver course;
 - New website and digital services
 - New logo and rebranding
- These new initiatives were launched to members in November 2017 with further development to be rolled out in 2018

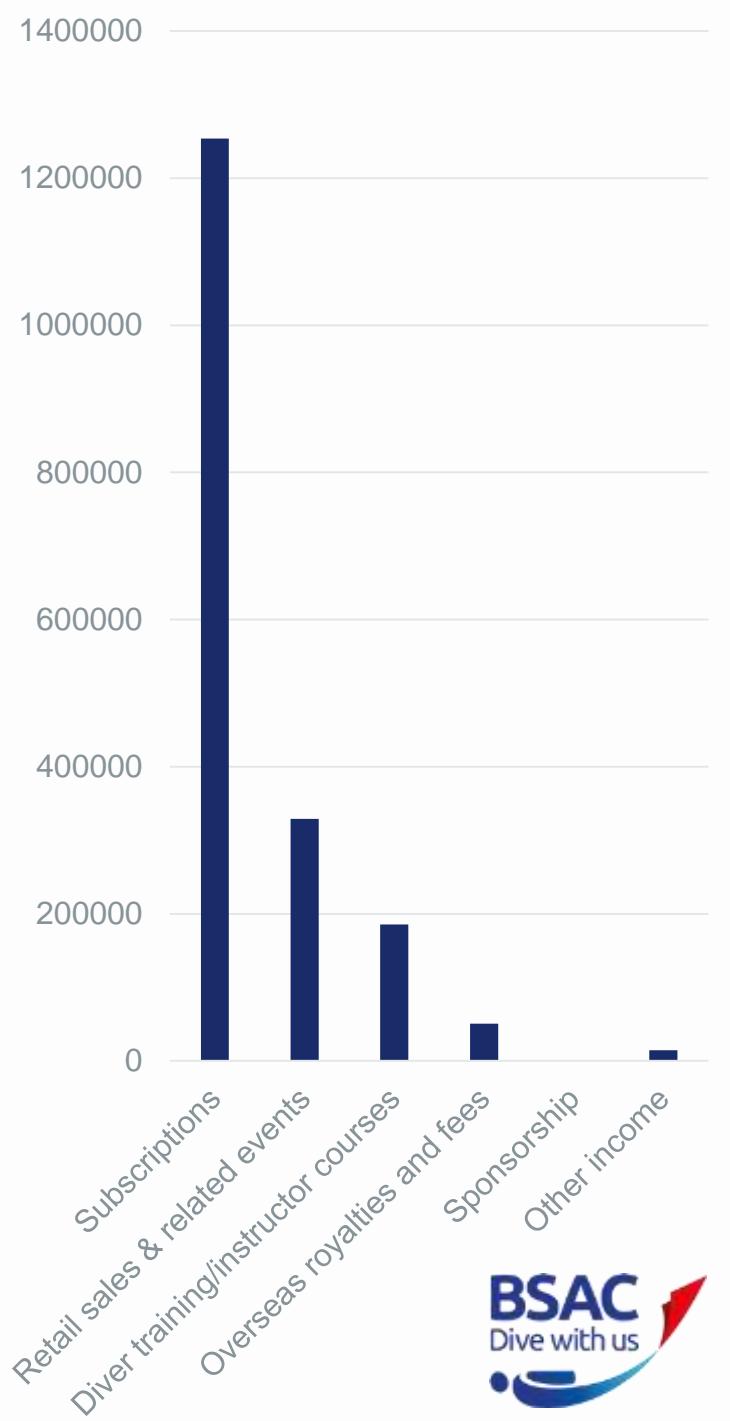
Membership

- Membership subscriptions fell by £42,839
- Membership numbers fell by 816

Income

Changes in income

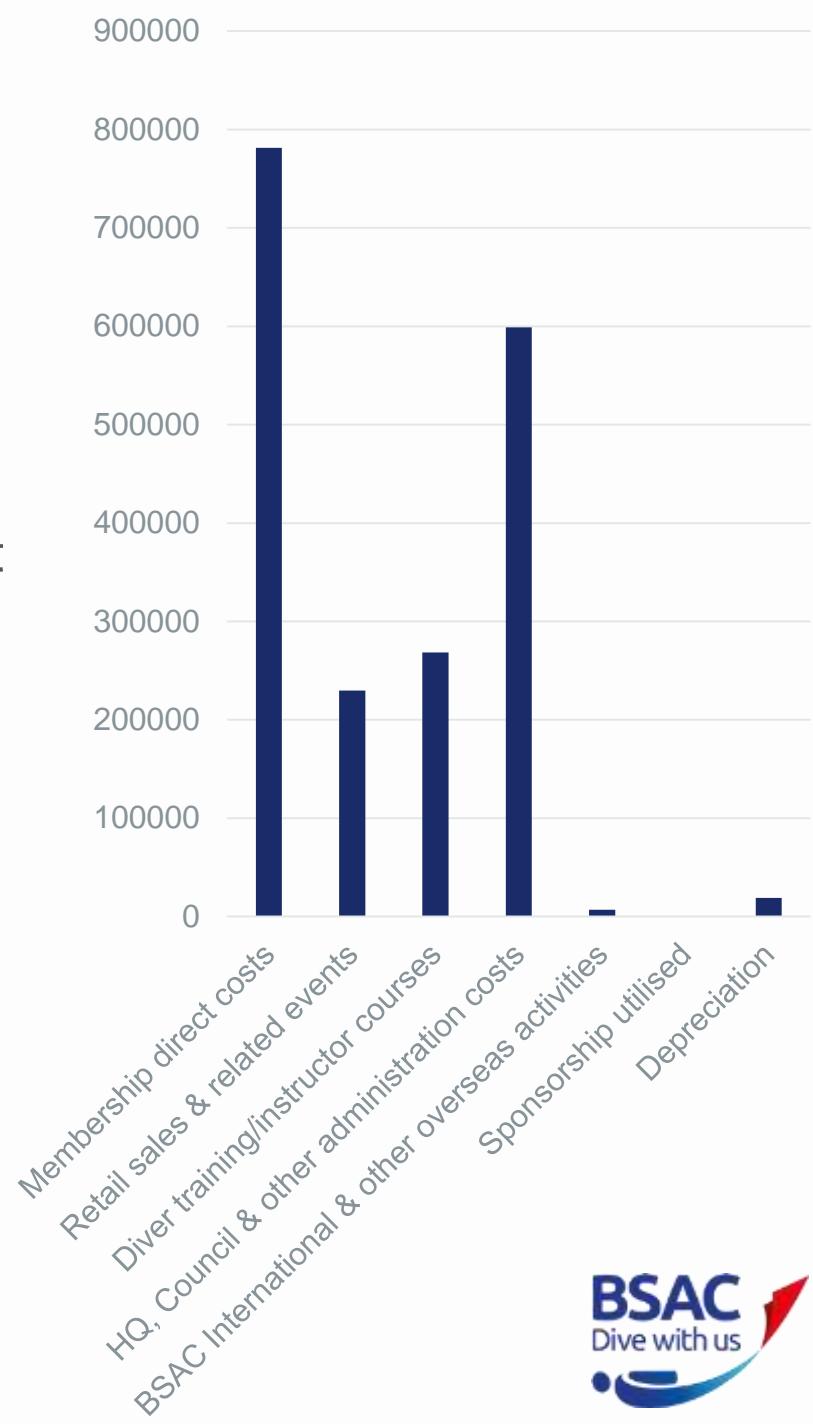
- Income of £1.83m was down £76k (4.0%) against 2016



Expenditure

Changes in expenditure

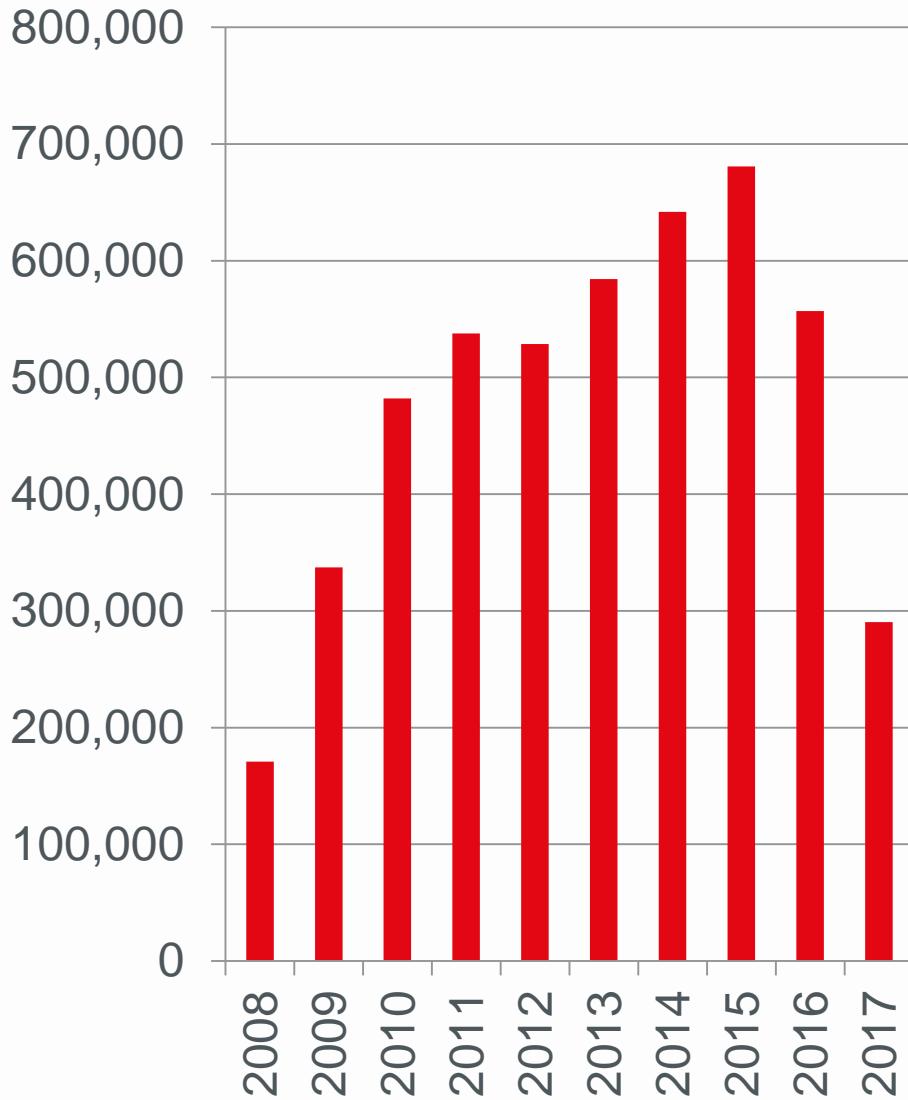
- Overall operational expenditure of £1.90m was down £47k (2.4%) against 2016



Balance Sheet Reserves

Balance Sheet Reserves 2008-2017

- Deficit led to decrease in reserve for second year
- Follows steady build of reserves in last 10 years
- Strategic aim to rebuild reserves over next 3 years



Audit 2017

Outcome of audit

- Auditors report a clean Annual Report with no issues raised at the audit review meeting
- The independent BSAC audit committee are pleased with the auditors findings and with the strength of the financial controls in place
- Professor Clare Peddie is to join the BSAC audit committee
- Management accounts continue to be presented to Council monthly and discussed in detail at board meetings

Outlook

Strategy

- ✓ Investment in BSAC infrastructure led to a deficit in 2017
- ✓ Initiatives are in place to help BSAC use this to support growth of our membership, retain existing members and support our branches
- ✓ We are also looking at short-medium term measures to enable us to make a surplus in 2018 and rebuild the reserves



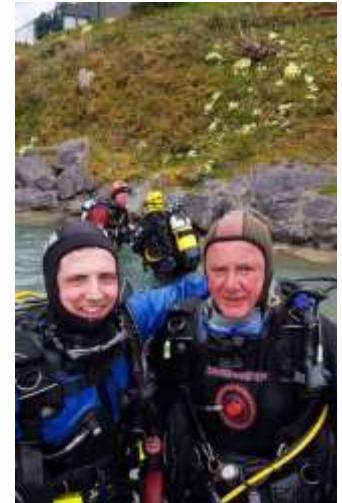
NDO

Sophie Heptonstall



Instructor Training

- Coaching and Mentoring
- Improved Feedback
- Branch refreshers
- Revised crossover packs and costs
- EUF Audit



Snorkelling

- SITCA Instructor Notes
- Branch SITCA
- Snorkel Dive Manager Grades
- Snorkel Trails



Diver Training Programme /SDCs

- OD Skills videos
- Sports Diver – new Group Lead
- A lot of materials produced
- Taking on feedback from new OD
- Adrian working on refreshed format with skills videos
- Helped BSAC Thailand with materials for SDCs



Regional Teams

Increased Activity

- Regional Training Days
- Events
- Talks
- In branch help
- Conference
- Train for coaching



Expeditions

- Team looking at opportunities
- Scapa 100
- Normandy 75
- FCD – preps and exams



Technical

- Try Tech
- Instructors
- More courses
- Liberty Rebreather
- New Facebook Page



Diving For All

- ASADA continue to run H4H Expeditions
Joining branches
Now instructors
- Powerful videos
- Run more DFA IC
- Dive Managers and Buddies webex
- DFA Ambassadors
- Branch materials coming
- Programme is growing



Honorary Secretary

Edward Haynes



AGM 2018 Council Election Results

Voting Process

- **Election administered by Electoral Reform Services (ERS)**
 - As for all recent BSAC elections
- HQ identify members entitled to vote and pass details to ERS; any expressed preferences for postal votes met
- Information was sent by post for those members HQ do not hold an e-mail address for
 - Reminder emails to those who have not yet voted
- **Publicity via normal channels (SCUBA magazine, BSAC Talk etc.) to ensure all voting members are made aware of the election**

AGM 2018 Council Election Results

Nominations

- **National Diving Officer**
 - One nomination
- **Honorary Secretary**
 - Two nominations
- **Council Members**
 - Seven nominations for four available Council seats

AGM 2018 Council Election Results

Result: National Diving Officer

- Dai ATKINS **Elected**
 - (Unopposed)



AGM 2018 Council Election Results

Result: Honorary Secretary

- Rachel SHARP 1,355 **Elected**
- Edward HAYNES 1,329



AGM 2018 Council Election Results

Voting: Honorary Secretary

Number of eligible voters:		24,165
Votes cast by post:	7	
Votes cast online:	2,786	
Total number of votes cast:		2,793
Turnout:		11.60%
Number of votes found to be blank:		109
Total number of valid votes to be counted:		2,684



AGM 2018 Council Election Results

Result: Council Positions

- Clare POOLEY 1,806 **Elected**
- Janos SUTO 1,389 **Elected**
- David BRANDER 1,290 **Elected**
- Mark LOVESEY 1,205 **Elected**
- Mark ALLEN 1,078
- Kim THOMAS 844
- Robin KIRKPATRICK 786



AGM 2018 Council Election Results

Voting: Council Positions

Number of eligible voters:		24,165
Votes cast by post:	7	
Votes cast online:	2,786	
Total number of votes cast:		2,793
Turnout:		11.60%
Number of votes found to be blank:		219
Total number of valid votes to be counted:		2,574



AGM 2018 Council Election Results

Turnout

Comparison with Council elections over the last 10 years:

Year	Votes cast
2018	2,793
2017	2,460
2016	2 100
2015	1 372
2014	1 682
2013	1 852
2012	2 434
2011	2 281
2010	- No election held
2009	2 486 Three-way contest for NDO position

Turnout 11.6% this year, was 10.4% in 2017

Thank You

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