

MINUTES OF THE 2018 AGM

held at Weetwood Hall Hotel, Leeds - Wednesday 19th September 2018

ORDINARY BUSINESS: to transact the following ordinary business:

1. **Opening** by the IOG Chairman, David Teasdale who welcomed everyone and thanked them for attending. He referred to 4 key elements that The IOG was about – Governance; Money; People & Purpose and would touch on these during the meeting.
2. **Apologies received** – Geoff Burgess, Peter Lee, Fred Hammond, Pete Hussey, Dave Roberts, Dougie Robertson, Martin Stephenson, Charlie Seager, Liam Balmer, Harry Boxell, Alex Vickers, David Hodgson, Anthony Facey, Chris Westbrook
3. **Voting details** - Green and Red cards had been handed out to voting members prior to the start of the meeting. Non-Members and Corporate Members were also welcomed but reminded that they were unable to vote on resolutions.

There were 43 people present with 19 eligible voting members.

4. **To approve the minutes of the 2017 Annual General Meeting** (held at St Georges Park, 20 September 2017, 12:00 noon)
Proposer: Les Gibbs,
Secunder: Mike Lewis
Approved with no objections.
5. **Statement from the auditor**, Ruth Dorans of Sherwoods, read out by Geoff Webb – CEO:

Firstly, my sincere apologies for not being present today in person.

As always, I would like to extend my thanks to the team at Head Office for their help during the course of the 2018 audit.

I am particularly sorry not to be with you today as the results for the year ended 31 March 2018, definitely indicate that the change in IOG fortunes, first seen in 2017 was not a 'one off' but the start of, what I would hope is a continuing trend and a reversal of the disappointing results of the previous few years.

In my view, these results are due to a combination of the continuing sound financial management of the IOG's resources and the very much improved performance of SALTEX.

Breaking with long held traditions is never an easy thing to do and the decision to move SALTEX from its very long established, indeed, 'spiritual' home, at

Windsor, must have been a very difficult one for all of those involved. The results for the last two years have, I think totally vindicated that decision.

The overall net asset value of the IOG has increased as a direct result of the surplus for the last two years. The increased asset base being represented by an investment in new technology and higher cash and investment balances.

The listed investment portfolio continues to deliver a reasonable and consistent rate of return.

Membership and learning income continue to increase though as might be expected, so too do corresponding costs.

From all the evidence made available to me, it is clear that the Board and HO staff continue to make every effort to reduce costs without compromising the quality of the services to members and the IOG brand.

David Teasdale added that those in the room who have attended this meeting previously will know that the accounts had frequently been in the Red. Although it must be noted we are a 'Not For Profit' organisation so we are not about making money.

A key purpose of the IOG is about supporting groundsman and the industry in general. This is the 3rd consecutive year of good results, which is a reflection of the hard work and dedication of Geoff Webb and the whole of his team.

Questions on the accounts were invited from the floor.

David Robinson asked what is happening going forwards? Any predictions for this year's accounts?

David Teasdale responded to say that the decision to move SALTEX, after almost 40 years at Windsor, was huge. It took something like 14 months to review and consider the options before making that decision. But it has proven to be hugely beneficial to the organisation.

On top of that the Annual Awards was started 10 years ago and has also proven to be a successful event, both for the IOG and the industry as a whole.

Geoff Webb added that we are on track, based on the budgets, for the current financial year. We will have some exceptional items of expenditure that will be taken from reserves including the Industry Research which is being led by Carol Doran. That will take around 12 months to complete and is to be presented at SALTEX 2019.

Geoff Webb added that the team is in good shape. There are challenges working with the governing bodies of sport, where there has been quite a change in outlook recently with investment in natural turf pitches set as a clear priority for

investment by the Football Association with a target of 20,000 pitches turned around in the next ten years.

At the last AGM we committed to providing up to £300k across the next three years, subject to end of year returns, for a profile-raising campaign with the working title Grounds 4 Sport. This would be to elevate awareness and understanding of the vital contribution Groundsmanship makes to sport and how the wider industry supports the profession and its economic impact.

Geoff Webb confirmed that we are about to sign off on a 3-year deal for SALTEX, with the NEC that will take us through to 2021.

The keyword is “progress”. The IOG Board does not wait for failure it acts as needed.

Les Gibbs asked if we are prepared for Brexit?

Geoff Webb confirmed that we have discussed this at Strategy & Finance Group meetings in relation to the industry as a whole. We are also meeting with our Investment Managers to review the potential effect on our Investment Portfolio. Geoff added that we will react to this as and when we need to.

6. RESOLUTION 1

To receive and approve the Statement of Accounts and the Balance Sheet of the Institute for the year ending 31 March 2018.

Proposer: Mike Lewis

Secunder: James Wright

Unanimously approved.

7. RESOLUTION 2

Resolution 2 to approve auditors for the ensuing year;

Proposer: Derek Walder

Secunder: Rod Heyhoe

Unanimously approved.

8. Confirmation of changes to the Board of Directors

David Teasdale explained that the changes made by the Government to the Governance Code of Conduct, affected all bodies that are involved with, or receive, Government funded support. It had created the need for the IOG to review its own Governance rules and Board structure. Specifically, the length of service of Directors.

He went on to thank the following for their terrific service to the Board:-

Standing down

Kate Entwistle - Independent
Dougie Robertson – Independent
Mike Lewis – Voluntary Sector

The Chairman then confirmed the following had been unopposed Nominations for Board of Directors

Adrian Kay – reappointed for Professional Sport Sector
Pete Hussey – reappointed for Local Authority Sector

Carol Doran – new appointment for Voluntary Sector

In addition

Re-appointed Independent Director Geoff Burgess
Appointed a new Independent Director Neil Stublely

9. Changes to Memorandum and Articles of Association

David Teasdale explained that changes that have been made over time have left our Memorandum and Articles of Association in a form that is not that easy to read. We are committed to improving this and implementing a complete review of the document. For now, we are doing some tidying up, specifically around the Director terms and with the addition of a new position of Chair Elect.

RESOLUTION 3

To approve the proposed changes to the Memorandum and Articles of Association.

Proposer: Mike Lewis

Seconder: Les Gibbs

Unanimously approved.

10. CEO UPDATE

Geoff Webb updated those attending the AGM on the overall performance areas of the IOG, this included membership, IOG Learning Activity, Events including SALTEX and the IOG Awards. Geoff congratulated the staff team on their achievements through the past year.

Much of what was reported by David Teasdale especially the reference to SALTEX and the impact of the decision to move from the spiritual home of Windsor had definitely reversed the fortunes of the exhibition, working with a good team of staff and contractors had created a successful formula and the

intent was to continue to grow the appeal and attraction of the trade show. This included looking always at content and creating a live theatre style approach to create a buzz on the exhibition floor, where visitors could turn up and enjoy over 26 hours of 'Learning Live' educational sessions. We would also be celebrating a decade of achievement as the IOG Industry Awards would hit a landmark milestone.

Geoff thanked the retiring Board members for their individual contributions as well as the IOG Board for its efforts and collective decision making through the year.

Geoff underlined the programmes we have built including the Grounds & Natural Turf Improvement Programme (GaNTIP), the Young IOG Board of Directors as well as the work now being progressed to implement a national framework for natural turf pitches with the 'Pitch Grading Pyramid' central to our future business planning activity. It was exciting to see investment into a new body of research which was now commissioned and to progress with the 'Grounds 4 Sport Campaign' representing and offering a voice for the profession and for the army of volunteers was firmly on the agenda for 2019.

11. ANY OTHER BUSINESS

The 2017/2018 National Quiz runners up were the Yorkshire Branch and Rod Heyhoe received the runners up trophy from the Chairman.

The winners were the Teesside Branch and Ian Powell accepted the winner's trophy on their behalf from the Chairman.

The Chairman then made a special presentation to Mike Lewis, retiring Director, for his many years loyal service to the IOG both as a Branch and Regional volunteer and as a Director of the Board over at least two separate periods. In response Mike gave a gracious speech thanking everyone and recounting his time on the Board.

There being no further business the **Chair announced the AGM was now closed.**

By Order of the Board of Directors

Geoff Webb, CEO, The Institute of Groundsmanship, 28 Stratford Office Village, Walker Avenue, Wolverton Mill East, Milton Keynes, MK12 5TW