

Dufour Association



Minutes of Annual General Meeting

Saturday 19th March 202
Meeting at 11.15 for 11.30 start
Held by video conferencing

Attendees: Bob Garrett (Chair), Graham Bromley (Vice-chair), Jeremy Rowley (Dufour News Editor), Alan Thomas (Treasurer & Membership Secretary), Pam Hart (Secretary), Dorothy Eyre (Honorary Auditor), Scott Millar, Paul Hutton, Mike Perry, Anne Hand, Janine Belling, Toby and Kim Cade.

Apologies for absence: John Peters. Alasdair Pickering, Steve Hoskins, Carine and Maria Dinks.

Before the meeting commenced each attendee introduced themselves.

Minutes of the 2020 AGM:

These were agreed and approved.
Matters arising. These will be covered in the agenda

Officers' Reports:

Chairman's report:

I am pleased to say that our Association for Dufour Owners has continued to grow and serve its members over the last year. As sailors we are perhaps lucky in that our hobby has been less affected than many by the pandemic – indeed sailing can be a good form of social distancing. Nevertheless we have not organised any rallies for two years now and have none planned for this year though we will discuss this later in the agenda.

We have had another successful year in terms of membership numbers growth and the view that both the Association itself, and members themselves are helping other members get the most from your boats. That is what a mutual Association is about.

We have been fortunate over the last year that as an Association we have had few challenges to manage beyond the normal day to day though that does not mean there have not been changes made or activities out of the ordinary.

As agreed at the last AGM we have moved from a system whereby Association membership was for a calendar year to one that starts the day someone signs up, and lasts until the same day the next year. This makes it clearer for new members and will, over time, reduce the rush of renewals processing for the membership secretary in January by spreading it throughout the year.

The subject of insurance for the Association was raised at the last AGM and the committee agreed we should assess the risks and investigate whether insurance should be undertaken. We looked at various advice relating to insurance for Clubs and Association

including from the RYA and various other reputable sources but the areas of risks mainly seemed to relate to clubs with premises, employees, racing, children etc. We therefore recognised our key risks related to data security and information. We all gained some understanding of what legal action against an Association might consist of and how it might be managed. We got quotes for insurance for our type and size of organisation from a number of insurers but most seemed to include the types of risk that we would not face and this we felt significantly increased the cost. Our eventual conclusion was that insurance did not seem justified for the Association.

As Chairman I would like to thank all the Officers and Committee members for all their ongoing efforts over the last year in supporting the Association and I am sure all members will support me in this thanks. I would also like to remind members that we are still looking for someone to assist me with administration of the web site.

I am also grateful to all members for their participation whether offering technical advice via the forum or writing articles in the magazine (of which more are always needed).

Secretary's report:

The secretary's role has continued this year mainly minute taking, preparing paperwork, checking the Round the Island Race results then ordering prizes for the David Eyre Trophy and RTI winner. 2

Treasurer's report:

The Income and Expenditure account was shared on line. Notes to the accounts are attached.

The surplus of income over expenditure last year was just over £1600 increasing our reserves to just over £12000. This was due entirely to a surge in membership last year (134 new members) and, because we have now introduced 12 month rolling membership, much of the cost associated with those new members will appear in 2022. It is unlikely that this high surplus will be repeated - whilst member numbers increase there will be a surplus, if numbers fall there is likely to be a deficit. Currently new members are joining at a rate of about 100 per year, matching the rate of non-renewals, and the total membership is steady at about 400. Alan added that the surge in membership may have been the result of the pandemic and is unlikely to be the same this year.

Membership Secretary's report:

Membership and boat models details were shared on line. Copy attached.

Current membership, as at 28th February, is 402 including 146 overseas members (not with UK addresses) which is 36% of our total membership. Last year's surge in membership was 86 from overseas & 48 from UK but the dropout rate for new members at the end of their first year's membership is now 55%. Since the last AGM, overseas members have been able to set up recurring subscriptions and there has been a high take up of this option and will renew automatically which may significantly reduce the dropout rate in 2022.

Graham thanked Alan for his comprehensive data.

Other reports:

Webmaster's Report:

Change Report

Since the last AGM no significant changes have been made to the web site.

Issues

The issue which has presented a few members with difficulty logging in has (hopefully) been identified. Some years ago it was recognised that the problem was due to a clash between two software “plugins”; its frequency was reduced by changing the log in process but the issue still arose from time to time. This issue has now been identified but there is no complete solution due to this plugin clash. What has been done is to detect when this issue arises and prompt the member to log out and log in again which resolves it.

Web Site Traffic

Overall

Web site traffic, year on year is generally flat.



Note that this graph covers two years from Jan 2020 to Dec 2021. For the first time in recent years this shows a reduction in sessions – of around 15%. There are similar reductions in page views and member sessions.

Member Use

Of the 434 (353 in Feb 2021) users currently known by the system (members excluding expired), 354 (273) (including those expired) so 81% have logged into the web site in the last twelve months. This is an increase on previous years.

There has been activity on 112 (80) forum discussions in the last twelve months, a reduction in number. Maybe attributable to the reduction in sailing and hence problems to fix.

Email News

In 2021 13 (22) emailshots were sent to members; a decrease over the previous year.

Open rates remain typically 55-70% which is slight increase over previous years.

Future Actions

Future actions proposed at the last AGM included:

- Modify the joining pages to reflect changes in membership periods. This has been done.
- Making for sale and wanted as a forum so that members can manage it themselves (considered last year but not yet implemented) which has not been possible so far due to software restrictions.

- Removing the Boat Reviews pages which are now very out of date which has been done.
- The photo competition was quite popular (37 entries from 21 members) and is being run again.

There are currently no new proposed changes.

Scott suggested, as there were no boat reviews, if Dufour would be willing to offer new boat reviews or videos which could be added to the website. Bob said he would contact Dufour about this but noted that they have their own membership site, not often visited.

Dorothy asked about older boat reviews which might interest potential buyers. Bob noted we have files of reviews of older boat taken from boating magazines. When asked they would not share as they were available on the magazine websites and would cause copyright issues. However our members might be willing to review older models to be published in Dufour News, this to be discussed in future committee meetings.

Graham felt comparison of website traffic in recent years should no be a problem as these have been unusual times. Pam noted thanks to Bob for his work on the website.

Editor's Report:

This is my third year as Editor of the Dufour News magazine, and I am pleased to report that all three issues for 2021 were printed and posted on time.

Content

I would like to thank everyone who submitted articles in the past year. As ever, each issue tends to be hand-to-mouth, with a frantic search to find enough articles. Thank you to all the committee members who continue to provide the majority of the articles. I don't know what we would do if the committee members stopped writing about their cruising tales, upgrades and maintenance issues,

As last year was the Association's 40th anniversary we did some special features, with a retrospective look at past issues in the Spring issue and reprinting a humorous article from Spring 1999 in December.

A year ago we adjusted the paper weights used for the magazine, with the inner pages being lighter weight and the cover slightly heavier. This enabled us to move to a 20-page magazine (from 16) without increasing the overall weight past the important 100g mark which would attract much higher postage costs. And somehow, despite being 25% larger, we have thus far managed to find enough copy to fill every issue.

Personally, I think there is no limit to the Dufour-related subject matter that could be written about, it just takes a bit of imagination.

Images

Similarly, getting photos of adequate resolution for the front cover is always problematic, although the annual Photo Competition helps. All I need is to get three good hi-resolution photos a year from the competition and my cover problems are solved. Images for the articles tend not to be a problem. Most people nowadays have modern smart phones and provide images with reasonable resolution. The problem now seems to be size reduction when emailing them.

Look and Feel

A year ago I introduced a design change to incorporate borderless printing, moving the top colour border and photos right to the edges. From my perspective I think this has been a success, but nothing stays static and there will be subtle changes in the design and perhaps more variation in feel from article to article in the future.

Advertisers

I am pleased to announce that all our advertisers have renewed for 2022. The use of advertisers helps to defray to a small extent the cost of printing, but by no means covers all of it. We have kept our advertising rates the same as last year. However, Alan did some calculations and has worked out the cost of printing the adverts is almost the same as the revenue. We need to consider whether a rate increase is due next year.

Printing

We are very happy with the printer, Hobbs. They provide good communication and a quick turn-around. The print quality is always excellent and they pack and post the magazines for us. In September, Graham very kindly showed my wife and I around the print works and we met some of the people I deal with, so this was very useful and interesting.

The Future

I am happy to continue as News Editor for 2022.

Bob thanked Jeremy for his work on the magazine and encouraged all to submit articles. Graham added his congratulations on the production and mentioned carbon off-setting and a logo which could be added. To be discussed by committee. Scott asked if our increasing membership could allow us to ask more funds from advertisers. It was also suggested there could be articles showing boats or groups of boat improvements. Pam asked to clarify that the Graham mentioned in the report was, in fact, Graham Bromley.

Election of officers:

Chairman - Bob Garrett

Vice Chairman - Graham Bromley

Secretary - Pam Hart

Treasurer - Alan Thomas

Membership secretary - Alan Thomas

Honorary Auditor - Dorothy Eyre

Area Representatives East Coast - Scott Millar

Area Representative South Coast - Graham Bromley

International Reps - Paul Hutton & Janine Belling

Webmaster - Bob Garrett

Editor - Jeremy Rowley

All officers were willing to stand again. This was greed unanimously.

Proposed Changes to Constitution:

Shared on line. These issues were raised during the review of Association insurance, hence some paragraphs have been adjusted. Bob thanked Paul for his help and explained the reasons for modifications to the following paragraphs:

4 (it was also noted that "club" should be changed to "Association"), 18,19, 29, 31

There was a unanimous vote to agree the changes.

The amended Constitution will be published separately via the web site.

Events for 2022:

Bob noted that numbers attending rallies in recent years have declined. There was some concern expressed about organising rallies and inviting all members while Covid was still spreading. Graham has planned some trips but only with regular contacts. Bembridge can no longer book rallies so Graham has planned to book 10th/11th September for all to join individually. Scott suggested impromptu meets ups may be better and Dorothy suggested an East Coast meal. Pam asked how to contact members and suggested invitations to different locations to explore the marina facilities and locks. These could be reached by both sea and land. A discussion followed regarding meetings organised by members in different areas and communication. Janine uses an Australia and New Zealand Dufour Facebook page. Scott felt a WhatsApp group may be preferable to an email to all members. Paul questioned if there would be sufficient members in any area, maybe there could be both an East and West Mediterranean groups. Bob noted that members and boats are not necessarily in the same place. It was suggested that any member wanting to hold a meeting would need to find how to contact members in their area. It was decided to discuss communication for rallies and meetings at a future committee meeting.

Any other business:

Janine's members had asked who owns the Dufour Facebook page and why the association cannot use that for communication. Facebook Dufour group is separate from the Dufour Association and will not accept promoting a regional Dufour Association group. Janine noted that social media is used more than websites. Bob suggested we discuss Facebook groups in committee meetings.

Date of next AGM:

It was suggested that this should be a combination of on line and also held at Cruising Association House simultaneously on March 18th 2023. All agreed.

Presentation of Awards:

The awards were announced but not presented.

The David Eyre Memorial Trophy for the best article in Dufour News was jointly won by Sue Garrett for "Cruising with a cabbage" and Paul Hutton-Ashkenny for "Cruising in the Time of Covid". The Round the Island Trophy for the highest placed Dufour yacht was won by Dave Harper's Kaboodle. Their glasses will be ordered as soon as available.

DUFOUR ASSOCIATION
INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDING 31 DECEMBER 2021

	2020	2021
INCOME		
Subscriptions-Members		
Barclays	2885.00	2925.00
Paypal	1430.00	2012.50
less refunded overpayments	-50.00	-137.50
	4265.00	4800.00
Sundry income	50.01	
Advertising Revenue	545.00	665.00
TOTAL	4860.01	5465.00
EXPENDITURE		
Cost of Dufour News	2462.01	3506.08
Member rewards	200.00	60.00
Treasurer's/ Membership Sec Expenses	155.38	115.62
Sundries (incl. RNLI donation)	597.32	0.00
Chairman's expenses	0.00	0.00
Editors expenses	0.00	0.00
AGM & Sept Rally costs	0.00	0.00
Cups, trophies & prizes	93.76	33.93
Fee/costs for hosting Groupspaces/website/domain	36.99	14.39
Paypal fees	103.07	131.43
Pennants:-valued @£10ea		
opening value	210.00	580.00
purchase	960.00	0.00
sale	-250.00	-170.00
closing value	-580.00	-410.00
cost of subsidy	340.00	0.00
TOTAL	3988.53	3861.45
Surplus Income/Expenditure	871.48	1603.55
Total reserves at 31 Dec	10642.41	12245.96
made up from		
Barclays Account	9943.51	11415.38
Paypal Account	118.90	420.58
stock of pennants	580.00	410.00
	10642.41	12245.96

DUFOUR ASSOCIATION Notes to Accounts 2021

- 1) There is a small amendment to the closing stock of pennants in the 2020 figures. In 2020 we purchased 60 new pennants and 61 were delivered. The end of year stock should have shown 58 pennants. This stock adjustment increased the end of year reserve by £10.
- 2) Income exceeded expenditure in 2021 by £1603.55
Posting the Dufour News to all members overseas has been less expensive than anticipated.
- 3) The associations reserves continue to grow and are now £12245.96. This includes 41 pennants held in stock.
- 4) Since the introduction of 12 month rolling membership, agreed at the 2021 AGM, 72% of new members have set up recurring payments – more so for overseas members than for UK members.
- 5) There has been a consistent problem with Paypal during the year when their site was very busy. Long delays in processing payments have resulted in many applicants repeating the process and paying more than once. This is reflected in the high level of refunds.
- 6) The layout of the accounts has been modified to show the full value of subscriptions paid by members (under INCOME) with Paypal fees (for subscriptions and pennant sales) shown separately (under EXPENSES) - £131.43 in 2021.

Membership and Boat Models

after renewals - Feb 28th

2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
										Range
64	60	61	60	54	55	55	59	68	88	pre classic
47	45	54	57	64	63	72	82	99	113	classic
37	32	33	32	34	38	44	48	49	55	performance
35	41	42	47	57	54	62	74	96	112	GL
										Current range
						1	1	1	1	ACM
										Gibsea
183	178	190	196	209	210	234	264	314	383	
										Size
33	33	30	30	25	26	27	28	35	43	under 28
61	54	61	58	56	52	55	58	62	78	28 to 32
58	60	64	73	86	91	109	125	142	155	33 to 38
29	28	31	30	36	35	38	42	62	85	39 to 45
2	3	4	5	6	6	5	11	13	22	over 45
183	178	190	196	209	210	234	264	314	383	
										Others
										members without boats
										total members

As at 28 February 2022 we had 402 members owning 383 Dufour boats.
3 members had a non Dufour boat and there were 16 non boat owners.

Boats

South	94
South West	27
East	40
Other UK	44
Europe	127 includes Med countries
Americas	37
Australasia	10
Asia&ME	1
cruising	6
TOTAL BOATS	386
incl. UK boats abroad	36

Members

UK	256
Europe	93
Americas	38
Australasia	13
Asia&ME	2
TOTAL MEMBERS	402
including resigned	2

Total Members

UK	256	386 Boats
USA	28	6 cruising
Ireland	12	
Australia	11	
Netherlands	11	
Italy	10	
Germany	9	
Sweden	8	
Canada	8	
Spain	7	
Belgium	7	
Malta	5	
France	4	
Finland	4	
Norway	3	
Greece	3	
Portugal	2	
New Zealand	2	
Cyprus	2	
Slovenia	2	
Switzerland	2	
Denmark	1	
Hungary	1	
Russia	1	
Trinidad & Tobago	1	
Colombia	1	
China	1	
Turkey	0	
Croatia	0	
Israel	0	
Gibraltar	0	
Montenegro	0	