



Wessex Board

MEETING (Virtual)

11th November 2020

Attendees

Colin Angell, Dave Gunter, Dan Hunter, Peter Lambert, Annetta Minard, Helen Rushby, Anthony Roberts

Apologies

Michelle Honeybun, Wayne Tinsley-Veale, Amy Weemes

Minutes

- Chair **Dave Gunter (DG)** welcomed and thanked everyone to the meeting and particularly in the efforts to complete the various risk assessments and return to play guidelines. **DG** thanked everyone on behalf of the club
- A quick update was provided to the board on:
 - BU Agreement – still in progress but could see further changes given Andy Jones resignation during the summer
 - Parkstone Grammar School net has now been fitted and will be available for use
 - Club ran the first Mini Dragon tournament in October, 8 teams with over 20 players participating. Great first step but agreed we must continue to grow and provide more players more competition
 - Ruth Nicholls Volleyball Foundation has donated 12 Volleyballs and £250 donation towards the running costs of the Mini Dragon tournaments. There is also the possibility of a net system being donated too
 - 4 lockdown sessions being run during lockdown to give opportunity for the members to remain engaged during the lockdown
 - LeAF have been in touch with **DG** around running DiSE and using the club as the Volleyball outlet

1. COVID-19 Update

- Expecting to resume on Thursday 3rd December but waiting for further updates from Volleyball England and the government

- Board will remain proactive in staying up to date with the guidance and review the club's guidance and risk assessments as required

2. Meeting with Bartek (CEO IBB Polonia)

- **Dan Hunter (DH)** summarised the meeting **DG** had with Bartek to understand a bit about the IBB Polonia journey and the way they have set the club up.
- **Key Points:**
 - Club must increase its engagement on social media with daily or every other day posts to get members engaged and expand reach – by growing this we can start to offer something to potential sponsors
 - Look at a monthly sponsorship fee, e.g. £200 per month over 12 months instead of £2,400 upfront
 - Start running the club as a business. We must identify our product and brand and then spend time on marketing it
 - We should create a 3/5-year plan that shares the ambitions of the clubs to try and get people and partners involved on the journey and set BIG goals
 - Suggested we paired with European clubs and make it a highlight of the season

3. Social Media Review

- **DH** updated that he had spent £20 testing some of the Facebook promotions to see the impact he had. **DH** also thanked **Lois Chitticks (LC)** for the additional help and support driving this forward.
- **DH** showed the increased engagement and new members the club has received as a direct result of the ads
- As a result, **DH** highlighted the need for a marketing budget to see if we can attract more players, reach more people locally and promote the great things the club has on offer
- **Board agreed to initially spend £35 per month towards marketing across social media**
- Board wants to see the website and social media stats month by month and will monitor membership numbers throughout. **DH** will send these out to show initial impact.

4. New Volleyball Kit

- 4 kits to cover U15/16 Girls, U15/16 Boys, U18 Women/Women 2, and U18 Men (4 kits total) will cost £1831.70 including shorts for men. We will need to purchase women's shorts when they are available in the new year
- **Board agreed to purchase the 4 sets new kits**

5. Development Plan Review

- **Annetta Minard (AM)** provided an update over the DiSE program for the 2019/2020 and 2020/2021 intake. **AM** highlighted some confusion between the monies owed to the club from previous years and the responsibilities on the club (if any) for the current season. **AM** will follow up with Volleyball England
- Development plan needs to be redone for the new year but given the impact of COVID we have not started. **AM** will begin to flesh out the plan for the year and we can review at the next board meeting in January. All board members encouraged to spend some time and provide ideas as to where we want to be at the end of the season and looking towards the 3-year plan
- **DG** reviewed how we can get into schools locally on a regular basis and presented some ideas on 'Get Schools Volleying'. It was well received by the **Board** who encouraged **DG** to get the foundations in place and see if any grants would be available with a look to start Sept/Oct 2021
- **DH** walked through sponsorship bands document he sent out and asked board members to feedback and further ideas. **Board** wanted what we offer to be costed out for everything the club would offer to the sponsor so that we can review prices

6. Safeguarding Update

- **DG** mentioned the club had one safeguarding issue relating to a social media issue, which has been resolved **Michelle Honeybun (MH)** and **DG** by reporting to Volleyball England who took responsibility to deal with the matter.
- No other matters reported.

7. Finance Update

- **Peter Lambert (PL)** provided statements for the Adult and Junior membership since resuming Volleyball in October.
- **PL** highlighted that we have not collected a large amount of fees for the season from both adult and junior players. A list will be provided to all coaches so that we can begin to chase members to get up to date.
- **DG** and **DH** to put an email out to club members to chase outstanding fees.

8. Plans for this season

- **DG** has highlighted that all competitions except the Inter Regional 2021 have been cancelled for this season. Club and the coaches will continue to look at competitive opportunities and are looking to see if we can host a 'Grand Prix' styled tournament at LeAF for the U18s towards the end of March – COVID permitting.
- Club are open to ideas and will be discussing with other clubs what can be planned.

9. AOB

- **AR** mentioned he is continuing to work on updating the club social media policies