

**AGM of The Independent Porsche Enthusiasts Club Ltd  
4th March 2018 Coventry Transport Museum**

---

**Attendance List**

|                 |                                    |
|-----------------|------------------------------------|
| Sean Smallman   | Chairman/Kent                      |
| Sue Simmons     | Membership/Bristol & SW            |
| Paul Bird       | Treasurer/Central                  |
| Jim Garrard     | Vice Chair (South)/Surrey & Sussex |
| Tony Levy       | Vice Chair (North)/N/W & Cheshire  |
| Richard Aylward | Bristol & SW                       |
| Neil Smith      | Central                            |
| Lindsay Brown   | Central                            |
| David Large     | Central                            |
| Steve Jones     | Central                            |
| Eric Coolen     | Central                            |
| Alan Parsons    | Central (guest)                    |
| Chris Hulme     | Cheshire & Staffs                  |
| Ian Highfield   | Cheshire & Staffs                  |
| Stef Mahan      | Cheshire & Staffs                  |
| Gareth Aldridge | Cheshire & Staffs                  |
| Paul Ffelan     | Cumbria                            |
| John Briggs     | East Anglia                        |
| Ian Jones       | East Anglia                        |

|                  |                 |
|------------------|-----------------|
| Mandy Jones      | East Anglia     |
| John Rampton     | Hampshire       |
| Vince Dallimore  | NLHSE           |
| Peter Musk       | NLHSE           |
| Colin Hammerton  | Northwest       |
| Richard Sholl    | Northwest       |
| Stuart Wand      | Peterborough    |
| Michael Walter   | Peterborough    |
| Gary Howard      | South Central   |
| Terry Rockall    | Surrey & Sussex |
| Bob Stephens     | Surrey & Sussex |
| Glenn Summerbell | Thames Valley   |
| Barry Hunter     | Thames Valley   |
| Laurence Parkin  | Yorkshire       |

Apologies: Andy Harris, Steve Wagg, Jim Tarrant, Adrian Langford, Derek Holliday, Nicholas Pape

Introduction – Sean thanked everyone for coming despite the horrible weather of recent days, and outlined the agenda.

**1. To approve Minutes of the 2017 AGM**

Approval of the Minutes from 2017 was proposed by Bob Stephens and Seconded by Paul Bird. All that had been present agreed.

**2. Chairmans Report – Sean Smallman**

As we start our 25th year as a Porsche Club, I would prefer to look forward rather than back. The highlights for 2017 are as follows:

I would like to thank the Committee:- Paul/Sue/James/Tony/Jason and Non exec Jim/Tony/Gina  
Paul has been Treasurer since 2005 – a special thank you!

I picked up the reins from Jason after the summer and huge thanks to him, as I know only too well how much time and effort is required to fulfill the duties of Chairman. Although this is a short term fix as I don't want to be doing it for years to come!

Communication is King for any organization and I am sure that it will come up, time and time again during today. We must get the word out and read what is available, the number of times I refer people back to the answer they need being in the magazine ...

We need more people involved on a management level to help move things forward and those that are on board have to deliver in that role.

We received a letter from Porsche after the NEC questioning the clubs name and our advertising material. We pushed back quite firmly and to date have not had a reply. The relationship with the dealer network has never

**AGM of The Independent Porsche Enthusiasts Club Ltd**  
**4th March 2018 Coventry Transport Museum**

---

been better and it does appear that Porsche have woken up to the Classic market and its worth to them as a Brand.

We are in good shape and I won't steal Paul's thunder by discussing the finances.

**Regions** - It is great to see the new/revamped regions becoming established.

Cumbria/Peterborough/Hampshire/South Central/Yorkshire/East Midlands. On behalf of the Committee I would like to thank the Regional Teams for all their hard work and commitment. The calendar is jam packed with events for our members to enjoy. Only last weekend Kent region were chasing a steam train across the county (don't ask).

The regions are the heartbeat of the Club and we have changed the management structure so we can best support/coach, as and when required. James and Tony will look after the South and North respectively and will hopefully shortly tell us their plans.

Our three biggest regions are:- Scotland/Bristol/North West. Well done. Will the NW break the 100 barrier, by the end of the year?

**Shows** - Our Club displays at local shows and the big national events were outstanding. We should not underestimate the importance of car shows. I appreciate that they are not every ones cup of tea, they give us a presence and I would estimate that 20%-25% of our members join after finding out about us at a show.

Donnington Historic proved popular with the Northern group and was very well supported on the Sunday. Proving harder to get organised for this year – but almost there!

Silverstone was brilliant as always and it was great to see our parking display being tweeted and on Facebook

The NEC shows were well supported and a big thank to Paul Bird for organizing, for the 11th time, our presence at both the Restoration and Classic Shows. It is a huge effort to display a car for 4 days and the guys that put their cars on the stand deserve our gratitude. I never thought I would see a life size giraffe on one of our displays. (James 924 Safari - themed section)

Simply Porsche continues to grow with over 1000 P cars, including lots of 928's packing out Beaulieu. This is now firmly established and we have signed up for a few more years. (There was a discussion over the parking arrangements but it is too onerous for clubs/regions to be sorted individually) The TIPEC Stand will be the first in the Trade area and more prominent.

Porsche in the Glen at Claderglen Country Park, East Kilbride is by far Scotlands largest Porsche themed event. Well done to Brian Wood and the team for making this happen.

Classics at The Castle at Sherborne, was a multi regional attended event organized by Bristol Region. They won a best display award. Sue is making arrangements again this year for any member who is interested.

**Membership** - Member numbers have remained fairly static throughout 2017. Several regions have seen a significant increase, with some decreasing. The regions that are putting together a good events calendar and communicating it across all media, are the ones that are doing very well.

The digital age is well and truly here and with more and more people using social media to satisfy their need for like minded interaction, one of our challenges for the next few years is how do we remain relevant? Our

**AGM of The Independent Porsche Enthusiasts Club Ltd**  
**4th March 2018 Coventry Transport Museum**

---

member numbers suggest that we are but we need to be mindful that the growth is balancing out the losses. If we can get the balance right across all the regions, the prize is significant.

**Communication -**

All Torque is our greatest expense and the general consensus is that we should continue to publish it as it is much improved. We print 2000 copies of each issue and the spare copies we use to give out at car shows. It is incredibly frustrating that we do not use the magazine to best effect. Especially when you are at a show like the NEC and are trying to show a prospective member what the club is all about and the regional section relevant to them has no entry or little content. Vice Chairs to action this point – see later on.

Why don't we read the magazine properly? I receive several emails/calls every week and my stock reply is generally "look in All Torque". We revamped the discount page, it had become tired and we would like a more local feel so that everyone can see where to save some money.

**Web Site** - please accept our apologies for the website being wholly out of date for most of the year. The situation should have been dealt with. We do need someone to manage the content and I will come back to that later. The web site will receive a makeover. It is being assessed as to whether we start again or adapt what we have. Whether we like it or not, the website is still our best means of communicating with the outside world and like All Torque we must use the tools at our disposal to tell the country what we are getting up to.

The Beaulieu banner has had over 1 million clicks in its lifetime.

Forum was 10 years old in November. Jim Tarrant has worked tirelessly on it since day 1. It is not as popular as it once was, with more people lurking than posting but the number of page views is quite staggering. An interesting new post can be viewed several hundred times within 24 hours. It's still relevant and we all need to use it more.

The number of registered users is getting close to 5000, which is a lot of people over those 10 years. I wouldn't like to put a number on the guests/lurkers it will be 6 figures.

Facebook - A great tool for getting the message out there and sadly used to snipe and sling mud at each other. We have regional fall outs, member fall outs, RO and member fall outs. We need to agree a code of conduct, it is not acceptable to have this publicly aired angst.

Email - probably the most direct and easiest way of getting the message out to the members. I send out a monthly update to the RO Teams to give everyone a heads up. Please note the new Data Protection rules will be discussed later.

---

**3. Finance Report – Paul Bird**

Accounts review 2017

We had a much better year in 2017, recovering from a difficult 2016

Membership income has risen in 2017 by £3,800 as a result of the increase in membership fees

Running costs - magazine and membership management have remained fairly constant and regional payments have levelled out as regions are now better at meeting the criteria for payment and making the necessary claims.

**AGM of The Independent Porsche Enthusiasts Club Ltd**  
**4th March 2018 Coventry Transport Museum**

---

Happily we are now properly meeting the cost of the outsourced membership management and overhead costs remain under tight control. The lack of any substantial costs holding our main event at Beaulieu continues to contribute significantly to the overall results. In 2017 the event made a contribution of £605 to the surplus.

The deficit in 2016 of £7352 has been replaced by a surplus of £1234 in 2017 so we are back on track moving into our 25th year.

Turning to the balance sheet we have replenished some regional gazebos and teardrop banners etc as well as provide similar for newly launched regions. The additions in the year matched by chance with the depreciation charge

Money owed to us is under control and we are managing payments to suppliers better as cash flow has improved so ended the year with a £3793 increase in cash at bank.

We have stabilised the finances and are in good shape For 2018

- *There was a question about counting Regional “money pots” but Paul confirmed that once the dividends have been paid they are out of the accounts. Regions should keep a record of expenditure and discuss with the regional members what to do with the money.*
- *Sean also reiterated how great Beaulieu show is as we have a nett profit from the trade stands as Beaulieu themselves pay for the show.*

The accounts were proposed to be accepted by Glenn Summerbell and seconded by Lindsay Brown with all in agreement.

#### 4. Elections of Committee and non-committee roles

Sean explained that we need a new Comms Director and preferably a new Ad Manager. Paul Ffelan was nominated as Comms and agreed to take on the post. It was suggested that Nick Pape could be approached to discuss taking over advertising from Sean. Nick sent apologies for his absence as his car is poorly.

Lindsay Brown agreed to help with VALUATIONS now that Gina has relinquished the role.

The main Committee agreed to stand again and this was approved unanimously:

Sean Smallman - Chairman; Tony Levy - Vice Chair (North); Jim Garrard - Vice Chair (South);

Sue Simmons Membership liaison with Lavenham; Paul Bird – Treasurer;

Tony Blow continues as Editor of All Torque and Jim Tarrant on website (with new help from Paul Ffelan)

#### 5. Agree update to Rules & Regulations

The only addition to R & R is to include comments on Social Media.

#### 6. AOB

- Membership – Sue - Regional numbers shown on pie chart. A good number increasing in the mid range. (see below)
- Data Protection – Paul – new Data Protection legislation means consent is needed to communicate and use details. Lavenham will cover some of this. RO’s should not contact lapsed members and should not store database lists. All email lists should utilise bcc not cc – so addresses aren’t revealed to all. Emails should have an unsubscribe option in their text at the bottom.

**AGM of The Independent Porsche Enthusiasts Club Ltd**  
**4th March 2018 Coventry Transport Museum**

---

- VICE CHAIR REPORTS

Northern support – Tony Levy - Tony suggested coordinating calendars so meets don't clash. It was commented that this is seen as impractical as many events happen on same dates across Spring & Summer.

Southern support – Jim Garrard - Jim said he would try to support his regions

Sue suggested that both Vice Chairs contact all regions not represented at the AGM urgently to cascade information personally and to hold club nights or get together where no RO/ARO is in place, as well as supporting those in place.

Chris Hulme asked if Vice Chairs could share best practice from one region to another.

- Chris Hulme – made a request which was agreed and Sean will take forward.
- Bob Stephens – asked if items for sale/wanted etc could be included in various forms – it was suggested that the Forum is the best and fastest route for this with an active section set up. Glenn suggested putting links elsewhere to this.
- Britcar – seems to be a bit of a mess between interested parties so a bit of a non-runner for TIPEC partnership at the moment
- Stef said she will contact OPC's to support Donington with special cars
- Stef said some adverts in GT Porsche hadn't shown TIPEC well – Sean to speak to editor about which pictures to use
- There was a discussion about Ultimate Porsche a relatively new magazine. John Rampton got us a good mention in an article but they won't do an ad contra deal yet.
- Sean was asked about ad prices in All Torque and confirmed a half page is only £90.
- Sean agreed to get 25th Anniversary window stickers for our cars.

The AGM closed at 1pm.

**THE INDEPENDENT PORSCHE ENTHUSIASTS CLUB LTD**

**INCOME AND EXPENDITURE ACCOUNT  
FOR THE YEAR ENDED 31ST DECEMBER 2017  
AND BALANCE SHEET AS AT THAT DATE**

**With**

**ACCOUNT FOR NATIONAL DAY 2017**

**AGM of The Independent Porsche Enthusiasts Club Ltd**  
**4th March 2018 Coventry Transport Museum**

| <b>FOR THE YEAR ENDED 31ST DECEMBER 2017</b> |                           |          |                           |          |  |
|--|---------------------------|----------|---------------------------|----------|--|
|  | <b>31st December 2017</b> |          | <b>31st December 2016</b> |          |  |
| <b>INCOME</b>                                | <b>£</b>                  | <b>£</b> | <b>£</b>                  | <b>£</b> |  |
| Membership income                            | 31701                     |          | 27820                     |          |  |
| Advertising                                  | 2151                      |          | 4158                      |          |  |
| Club Shop                                    | 499                       |          | 580                       |          |  |
| Sponsorship                                  | 3000                      |          | 2250                      |          |  |
| Bank interest received                       | 10                        |          | 11                        |          |  |
| Blyton Park Trackday                         | 0                         |          | 3120                      |          |  |
|  |                           | 37361    |                           | 37939    |  |
| <b>DIRECT COSTS</b>                          |                           |          |                           |          |  |
| Office admin & membership expenses           | 505                       |          | 549                       |          |  |
| Outsourced Membership administration         | 6682                      |          | 6419                      |          |  |
| Magazine printing                            | 10224                     |          | 10735                     |          |  |
| Magazine postage                             | 5206                      |          | 5139                      |          |  |
| Magazine editing, design & artwork           | 3300                      |          | 3300                      |          |  |
| Advertising & website costs                  | 1012                      |          | 896                       |          |  |
| Regional Payments                            | 2811                      |          | 2788                      |          |  |
| Club shop purchases, Flyers & stickers       |                           |          | 628                       |          |  |
| Opening regalia stocks                       | 234                       |          | 0                         |          |  |
| Club clothing purchases                      | 791                       |          | 1019                      |          |  |
| Closing regalia stocks                       | -475                      |          | -234                      |          |  |
|  |                           | 30290    |                           | 31239    |  |
| <b>Gross profit</b>                          |                           | 7071     |                           | 6700     |  |
| <b>OVERHEADS</b>                             |                           |          |                           |          |  |
| Telephone                                    | 0                         |          | 247                       |          |  |
| Insurances                                   | 624                       |          | 599                       |          |  |
| Printing, stationery & copies                | 99                        |          | 409                       |          |  |
| AGM expenses                                 | 499                       |          | 1048                      |          |  |
| Committee and RO expenses                    | 0                         |          | 0                         |          |  |
| Blyton Park track day event                  | 0                         |          | 3120                      |          |  |
| Exhibition expenses                          | 2037                      |          | 1665                      |          |  |
| Inland Revenue fines & tax payable           | 0                         |          | 0                         |          |  |
| Accounts software                            | 360                       |          | 360                       |          |  |
| Sundry expenses                              | 13                        |          | 13                        |          |  |
| Bank and card charges                        | 1393                      |          | 1348                      |          |  |
| Legal & professional fees                    | 90                        |          | 574                       |          |  |
| Bad debts                                    | 0                         |          | 3500                      |          |  |
| Depreciation of fixed assets                 | 1327                      |          | 1349                      |          |  |
| Donation                                     |                           |          | 0                         |          |  |
|  |                           | 6442     |                           | 14232    |  |
|  |                           | 629      |                           | -7532    |  |
| National Event Surplus                       |                           | 605      |                           | 180      |  |
| Deficit/Surplus for the year                 |                           | 1234     |                           | -7352    |  |

**AGM of The Independent Porsche Enthusiasts Club Ltd**  
**4th March 2018 Coventry Transport Museum**

| <b>NATIONAL DAY 2017</b>                  |          |             |  |             |          |
|---|----------|-------------|--|-------------|----------|
|   |          | <b>2017</b> |  | <b>2016</b> |          |
| <b>INCOME</b>                             | <b>£</b> | <b>£</b>    |  | <b>£</b>    | <b>£</b> |
| Regalia sales                             | 0        |             |  | 0           |          |
| Party & Cream tea income                  | 0        |             |  | 0           |          |
| New members income                        | 0        |             |  | 0           |          |
| Sponsorships                              | 0        |             |  | 0           |          |
| Trade stands receipts                     | 1338     |             |  | 938         |          |
| Track bookings                            | 0        |             |  | 0           |          |
| Programme advertising                     | 0        |             |  | 0           |          |
|   |          | 1338        |  | 938         |          |
| <b>EXPENDITURE</b>                        |          |             |  |             |          |
| Hire of venue (Gaydon)                    | 0        |             |  | 0           |          |
| Marquis, toilets & furniture hire         | 0        |             |  | 0           |          |
| Party & Disco costs                       | 0        |             |  | 0           |          |
| Childrens/family entertainment            | 0        |             |  | 0           |          |
| PA system hire and insurance              | 0        |             |  | 0           |          |
| Minibus for after party                   | 0        |             |  | 0           |          |
| Ticket printing                           | 0        |             |  | 0           |          |
| Jazz Band                                 | 0        |             |  | 0           |          |
| Rally plates, stickers etc                | 394      |             |  | 507         |          |
| Porsche Experience/hotel prize            | 0        |             |  | 0           |          |
| Track hire (Gaydon)                       | 0        |             |  | 0           |          |
| Security & waste disposal costs           | 0        |             |  | 0           |          |
| Reimbursed expenses                       | 339      |             |  | 251         |          |
|   |          | 733         |  | 758         |          |
| <b>Surplus of Income over Expenditure</b> |          | <b>605</b>  |  | <b>180</b>  |          |

**AGM of The Independent Porsche Enthusiasts Club Ltd**  
**4th March 2018 Coventry Transport Museum**

---

**THE INDEPENDENT PORSCHE ENTHUSIASTS CLUB LTD**

**BALANCE SHEET AS AT 31ST DECEMBER 2017**

|                                     | <b>31st December 2017</b> |              | <b>31st December 2016</b> |              |
|-------------------------------------|---------------------------|--------------|---------------------------|--------------|
|                                     | £                         | £            | £                         | £            |
| <b>FIXED ASSETS</b>                 |                           |              |                           |              |
| Exhibition material                 | 1328                      |              | 1327                      |              |
| Office equipment                    | <u>0</u>                  |              | <u>0</u>                  |              |
|                                     |                           | 1328         |                           | 1327         |
| <b>CURRENT ASSETS</b>               |                           |              |                           |              |
| Stock                               | 475                       |              | 234                       |              |
| Advertising & sponsorship debtors   | 2675                      |              | 3587                      |              |
| Other debtors                       | 0                         |              | 0                         |              |
| Prepayments                         | 0                         |              | 1512                      |              |
| Lloyds TSB Instant Access Account   | 20008                     |              | 21262                     |              |
| Lloyds TSB Current Account          | 5674                      |              | 1090                      |              |
| Paypal Account                      | <u>1868</u>               |              | <u>1405</u>               |              |
|                                     | <u>30700</u>              |              | <u>29090</u>              |              |
| <b>CREDITORS</b>                    |                           |              |                           |              |
| Subscriptions in advance            | 12310                     |              | 9690                      |              |
| Corporation Tax                     | 0                         |              | 0                         |              |
| Trade creditors                     | 4020                      |              | 6263                      |              |
| Accruals                            | <u>0</u>                  |              | <u>0</u>                  |              |
|                                     | <u>16330</u>              |              | <u>15953</u>              |              |
| <b>NET CURRENT ASSETS</b>           |                           | 14370        |                           | 13137        |
| <b>NET ASSETS</b>                   |                           | <u>15698</u> |                           | <u>14464</u> |
| <b>STATEMENT OF RETAINED INCOME</b> |                           |              |                           |              |
| Retained surplus Brought Forward    |                           | 14464        |                           | 21816        |
| Deficit/Surplus for the year        |                           | 1234         |                           | -7352        |
| Retained surplus Carried Forward    |                           | <u>15698</u> |                           | <u>14464</u> |