



BKSA AGM 2025

Minutes

Sunday 23rd March 2025 4.30pm
North Haven Yacht Club, Poole

Members Presenting:

Andy Gratwick - Managing and Operations Director. Meeting Chair. AG
Neil Harper - Website and IT Manager. NH
Gemma Soloman - Social Media and Marketing. GS

Board Members Attending:

Andy Gratwick
Neil Harper
Paul Sweeney - Schools Manager
Dan Charlish - via video conference
Phil Revill - via video conference

Board Member Apologies:

Will Richardson - Chairman
Richard Stoneman - Chief Financial Officer. RS
Peter Stephens

Welcome and Introduction

AG opened the meeting, welcomed and thanked attendees and presented the agenda.

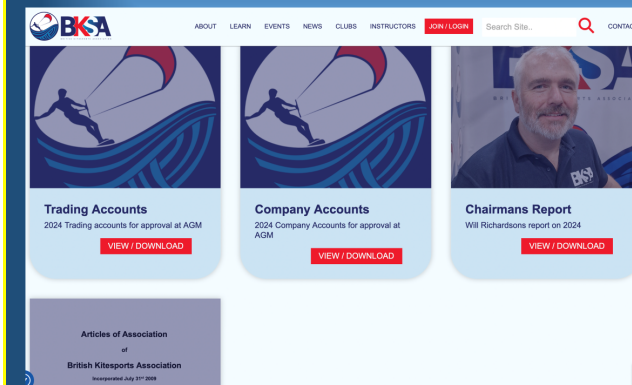
Summary Agenda

Ordinary Resolutions • Approval of minutes AGM 2024 • Approval of Chairmans Report • Adoption of Accounts • Approval of Attendance Report • Special Resolution Amended Articles of Association • AOB	• Update on Events • Training and clubs • Membership and insurance • Looking forward to 2025
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NH explained the supporting web documents available as detailed:

Website Documents



Approval of AGM 2024 Minutes

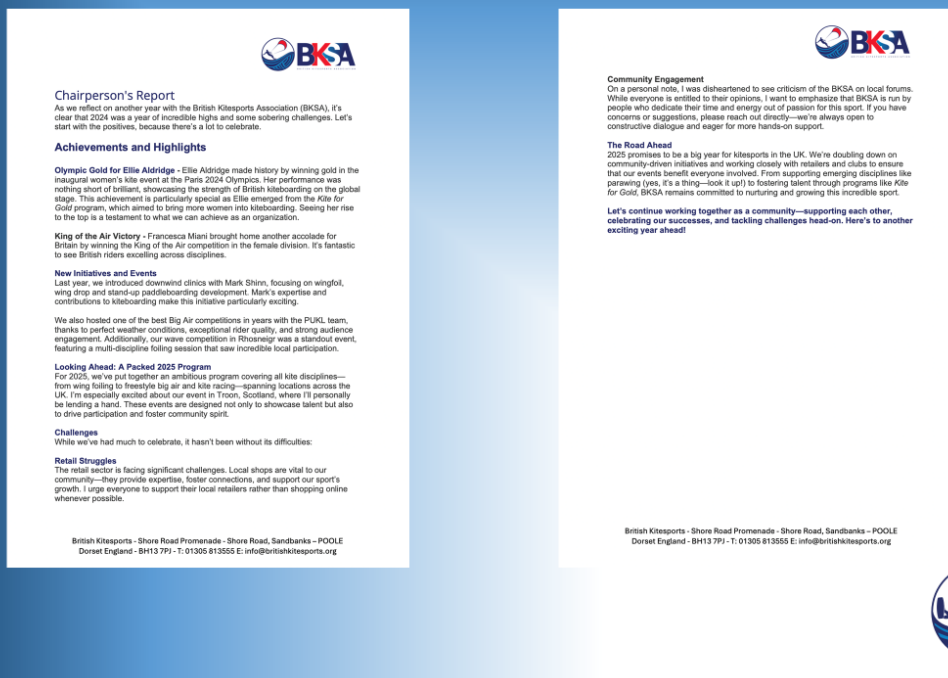
AG explained that the minutes from the last AGM, which was held on 24th March 2024, were on the website and available to all. The AGM minutes for 2024 were approved. Proposed by Paul Sweeney and seconded by Neil Harper.

AG proceeded to run the meeting and present the following information:

Chairman's Report

The Chairman's Report was presented and approved.

Chairmans Report William Richardson



Adoption of Accounts

AG thanked Richard Stoneman (RS) the Chief Financial Officer for his work and provided an overview of the financial situation of the Association:

Accounts Overview 2022 - 24

BRITISH KITESPORTS ASSOCIATION SUMMARY OF FINANCIAL RESULTS FOR THE 3 YEARS TO 31 DECEMBER 2024 PROFIT AND LOSS ACCOUNTS									
	2024			2023			2022		
	BKSA CLG £	BKSA Trading £	Consolidated £	BKSA CLG £	BKSA Trading £	Consolidated £	BKSA CLG £	BKSA Trading £	Consolidated £
Turnover	220,117	3,125	223,242	223,338	17,239	240,577	215,710	6,775	222,485
Direct Costs	(137,629)	(10,897)	(148,526)	(149,144)	(18,105)	(167,249)	(134,333)	(12,039)	(146,372)
Gross Profit	82,488	(7,772)	74,716	74,194	(866)	73,328	81,377	(5,264)	76,113
Operating Expenses	(70,277)	(1,924)	(72,201)	(64,062)	(584)	(64,646)	(60,208)	(730)	(60,938)
Operating Profit (Loss)	12,211	(9,696)	2,515	10,132	(1,450)	8,682	21,169	(5,994)	15,175
Financial Provision	(11,126)	-	(11,126)	(855)	-	(855)	(5,702)	-	(5,702)
Net Profit (Loss)	1,085	(9,696)	(8,611)	9,277	(1,450)	7,827	15,467	(5,994)	9,473
Adjustment on Consolidation			11,126			855			5,702
Consolidated Net Profit (Loss)			2,515			8,682			15,175
Notes:									
Margins -	The cancellation of what was inted to be a major event at Hayling Island, the resons for which were beyond the control of the BKSA, considerably reduced the anticipated cost of Eventsby some £10,000 in 2024 but also meant little or no progress was made in re-establish the Events circuit								
	In addition, a better than expected saving on Membership Processing has resulted in a profit of £2,515 against a forecast shortfall of £19,337								
Expenses -	Operating Expenses include an investment of some £6,000 in the commencement of a Corporate Development Programme which will continue during 2025, alongside a £20,000 investment in Events								



Accounts Overview Reserves 2022 -24

BRITISH KITESPORTS ASSOCIATION SUMMARY OF FINANCIAL RESULTS FOR THE 3 YEARS TO 31 DECEMBER 2024 BALANCE SHEETS									
	2024			2023			2022		
	BKSA CLG £	BKSA Trading £	Consolidated £	BKSA CLG £	BKSA Trading £	Consolidated £	BKSA CLG £	BKSA Trading £	Consolidated £
Fixed Assets	3,460	410	3,770	9,222	484	9,606			15,519
Current Assets									
Trade Debtors	2,354	-	2,354	80	-	80			458
Inter Company Debtor (net of prov'n)	402	-	-	3,715	-	-			-
Prepayments and Accrued Revenue	15,765	-	15,765	891	-	891			6,664
Bank Balances	222,303	402	222,505	225,074	3,715	228,789			215,718
	240,624	402	240,624	229,760	3,715	229,760			220,740
Current Liabilities									
Trade Creditors	12,938	621	13,559	10,536	-	10,536			12,197
Intercompany Creditor (gross)	86,480	-	-	-	78,668	-			-
Accrued Charges and Deferred Revenue	45,488	420	45,908	33,889	2,544	36,433			30,347
Social Security & Other Taxes	-	-	-	-	-	-			-
Bank Loans & Overdrafts	10,000	-	10,000	10,000	-	10,000			10,000
	68,426	87,521	69,467	54,425	81,212	56,969			52,544
Net Current Assets	172,198	(87,119)	171,157	175,335	(77,497)	172,791			168,196
Creditors Falling Due After 1 Year									
Bank Loans	(4,183)	-	(4,183)	(14,167)	-	(14,167)			(24,167)
Net Assets	171,475	(86,709)	170,744	170,390	(77,013)	168,230			159,548
Share Capital	-	100	-	-	100	-			-
Revenue Reserves	171,475	(86,809)	170,744	170,390	(77,113)	168,230			159,548
	171,475	(86,709)	170,744	170,390	(77,013)	168,230			159,548

- With the unexpected profit in 2024, consolidated reserves have grown from a low of £43,000 in 2018 to £170,744 in 2024 and the balance sheet shows a healthy position with high liquidity.

Accounts Overview 3 Key Performance Indicators

BRITISH KITESPORTS ASSOCIATION KEY PERFORMANCE INDICATORS													
	Notes	Est'd 2025	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	
Consolidated Turnover	(1)	236,717	221,242	226,577	218,486	230,642	210,589	£174,254	£207,022	£146,041	£172,706	£172,364	
Event Sponsorship	(1)	2,000	2,000	14,000	4,000	10,000	-	£2,745	£28,837	£2,745	£2,336	£3,082	
Number of Net Membership Renewals	(1) & (3)	4,228	4,348	4,543	4,647	4,719	4,733	3,929	3,754	3,929	3,928	3,892	
Consolidated Profit (Loss) For The Year	(1) & (2)	(43,938)	2,515	8,682	15,175	14,286	75,488	£11,650	£862	£(12,375)	£(20,606)	£(10,189)	
Consolidated Reserves	(1) & (2)	126,806	170,744	168,230	159,548	144,373	£130,087	£54,698	£43,048	£42,186	£54,561	£75,167	
Notes:													
1	Estimates for 2025 are based on budgets for the year. Caution has been applied in estimating income, particularly membership renewals. The budgeted loss for 2025 is a result of the investment to be made in Events (£20,000) together with the costs of corporate development work (£21,000).												
2	Consolidated results exclude provisions for inter-company indebtedness.												
3	For every 100 drop in membership renewals there is a reduction of Membership Contribution of approximately £2,000												

AG explained that hard work in a 'cost saving mode' had created reserves of approximately £200k enabling investment again - and that this was a good position to be back in. It is costing approximately £23k-£24k per year to run events, which is a significant investment.

The Association will be looking for investment from outside the industry in a wider sponsorship community, such as the car and wind energy sectors. This was based on a 'speculate to accumulate' mindset but with the understanding that sponsorship is difficult to get.

NH explained that a newsletter was going out to all members to seek contacts at PLC level for possible sponsors outside of the industry, from 2026. Dan Charlish is skilled in this area and helps BKSA strategically.

NH asked for the accounts to be formally adopted. Proposed by Mike Ridsdill Smith and seconded by Gemma Soloman.

AG described how membership retention is challenging for all NGBs with a current 4.5k membership level for the Association. In its heyday this was at 5.45k reducing to 4.9k post Covid and sadly slipping ever since.

The Association recognises the need to drive membership via events, where participants need to be members of BKSA (although for wingfoil we will accept RYA insurance.)

Board Meeting Attendance

Meeting Date	Meeting 1 January 23 rd 14.00	Meeting 2 July 2 nd 14.00	Meeting 3 October 28 th 14.00
Meeting Type	Remote	Remote	Remote
Board Member			
Andy Gratwick	Y	y	Y
Dan Charlish	n	y	N
Peter Stephens	n	y	Y
Will Richardson	Y	y	Y
Phil Revill	Y	Y	y
Sylwia Zeleszkiewicz	n/a	Y	Y
Richard Stoneman	Y	n	Y
Guest Neil Harper	n	y	y



AG explained that there were four meetings last year, not the three shown on the slide, that it needed an extra column!

Elections

Elections

There are 2 clear AGM's between each re-election.

No Directors are up for re election in 2025

Current Board

William Richardson – Chairman
Daniel Charlish
Sylwia Zeleszkiewicz
Phil Revil
Andy Gratwick – CEO
Peter Stephens

Wider team

Neil Harper - Web
Louise Ives - Membership
Paul Sweeney –Schools
Russell Farrington -Events
Gemma Soloman - Social media
Richard Stoneman - Finance



AG explained that no nominations had been received and there were no re-elections needed this year.

Special Resolution

Special Resolution

The strategic decision was taken in December to pursue sport englands tier 3 governance code. To this end we have had help from Roger Sheridan to overhaul our Articles to bring us inline with the correct level of governance. The Articles have therefore been updated.

LINK:

<https://britishkitesports.org/wp-content/uploads/2025/03/BKSA-Articles-British-Kitesports-Association-FINAL-March-2025.pdf>

AG signposted members to a substantial document on the Association's website that details the Tier 3 Compliance work that has been going on in the background. This is in relation to BKSA being governed by Sport England and needing to prove that everything is run properly under the governance code. AG explained that a huge amount of committee work and paperwork has been driven by this requirement to ensure compliance. As a result, the BKSA Articles have been modified with help from Surfing England and one of their consultants.

AG explained that potentially long-term partnership funding opportunities for all sectors of sport existed. With kite sports being an Olympic level and widely practised sport around the country, the opportunities could be substantial.

AG asked for a proposer to adopt the special resolution. Proposed by Steve Sinnhuber and seconded by Martin Anderson. All other members present were in favour.

Events in 2024

Events 2024

- Wingfoil Racing, King of the roads, Mylor, Cornwall
- Wingfoil Racing, Wingfest, Sandbanks, Dorset
- Freestyle Greatstone, Kent
- Wavemasters Rhosneigr
- PUKL BIG AIR Portland Dorset
- EVENTS 2025



AG ran through the events held in 2024 and explained that all the information about them can be found on the event 'tiles' on the website and in the associated promotional documents. He invited questions but none were forthcoming. NH reiterated the fact that all the information is on the website and socials and encouraged schools and their clients to get involved.

Clubs and Schools

Clubs & Schools

- Affiliated Clubs structure healthy, 26 clubs currently
- Recognised Schools process in place and functioning, 42 Currently
- Busiest time of the year is NOW for both with Invoicing, re-affiliations and subscriptions going out throughout April



AG ran through the information on the slide and explained the workings of the £5 rebate system for affiliated clubs.

NH explained the automated inclusion processes for clubs and schools on the website list.

Membership

Membership

- Membership has slipped from 2023 to 2024 marginally
- 2024 4533
- 2025 4354
- Our target in 2024 was to stabilize the slippage by 2025.....failed on this.....not alone on this, reason for stepping up
- Our insurance we are in a long term partnership for the next 3 years with an std inflationary rise plus IPT this still includes wingfoiling
- We have new membership benefits scheme which gives discounts and offers on 100's of products coming soon
- Nikolay Grekho claim overturned
- First Sport England movement fund grant submitted this week for a youth kite and wing taster tour



AG suggested that there must be 8-10k kitesurfers in the UK? And that BKSA must surely represent 50% of the people who identify as kitesurfers?

He explained that insurance is a hook for association membership in our sport and we are desperately trying to reverse the trend of slipping membership levels, as seen in the past year. Membership 'auto renew' is in place and it is the default setting.

NH explained plans to work on a growth initiative for schools, with a membership benefit system about to be launched.

AG described a situation where a kitesurfing member had damaged an aerial on a private property and how AG representing BKSA had worked tirelessly to sort it out with insurers and minimise reputational damage.

AG noted the importance of local taster sessions and how these can really help build interest.

Social Media

Social Media

- Great tool of communication, complimenting our newsletters & website news posts to keep our members, schools and instructors up to date on the general kite sports industry
- Actively growing our socials over the last couple of years. +300 followers in the last 12 months
- Celebrating world class events as well as individual achievements & showcasing our own events circuit and national participants & athletes
- It's a promotional tool for you as instructors, schools, members. Send us content and collaborative requests
- media@britishkitesports.org

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GS gave an insight for the past 6 to 7 months regarding overall growth in engagement and following and described her personal aim of having BKSA socials promoting everyone from all of the schools. She explained that 1-2 years of paper advertising had shown no return and it was very expensive, so the decision was taken to instead focus on social media.

The Year Ahead

THE YEAR AHEAD

- VERY EXCITING
- Biggest events series in years
- Taking major steps towards real growth and maturity of the association
- CEO FORUM
- CWSA
- First Sport England Movement fund grant submitted
- Tier 3 Governance code on track
- Investing in the next strategic stage of kitesports

AG covered the points on the slide regarding 'growth sector' engagement. He explained that GS would be going to Westminster the following week to state firmly that it was just **not acceptable** to pump raw storage into our sports areas. Strategically, the aim of the Association is to grow as an NGB.

AOB and Thanks

A question was posed about university clubs being possible areas of growth? AG said that yes this is an area of existing focus, working very much on a local school basis to make sure that it is handled appropriately.

AG thanked all present and the meeting closed. 17.08pm