



October 2017

Dear Member,

Bowls Scotland AGM 2017

We are delighted to notify you of the Bowls Scotland AGM, to be held at the Edinburgh Capital Hotel, 187 Clermiston Road, Edinburgh, EH12 6UG on Wednesday 22nd November 2017. Registration opens in the Main Hall at 11.30hrs. Main meeting commences at 13.00hrs closing approximately at 15.00hrs or before.

In your AGM pack you will see:-

1. Notice of the AGM
2. Annual Report for 2017
3. Financial Statement for 2017
4. Proxy form
5. Authorised representative appointment sheet

All other useful documents will be available at www.bowlsscotland.com

Fixed Fee Capitation

The Board will be proposing fixed fee capitation for club returns to be introduced in 2018 and the subsequent years thereafter. There are a number of reasons why the Board has decided to put this new system forward to the membership and we have outlined a brief explanation on the attached sheet as to why this new system would be beneficial to your club and Bowls Scotland. Can I ask you to carefully read through this sheet before submitting your proxy or indeed attending the AGM. If you have any further questions on the proposal, please do not hesitate to call the office on 01292 294 623.

In an attempt to save time at the AGM, if you have any questions that you wish to be brought up under AOCB, can you please send these in either by e-mail- info@bowlsscotland.com or by letter marked- FAO Graham Cole. Please mark your club and designation within the club. The questions must reach the office by Friday 17th November 2017 at 1200 hrs. We will endeavour to answer all questions.

Please note that all authorised representative forms must be presented on the day and only authorised representatives will be allowed access to the meeting.

Kind Regards

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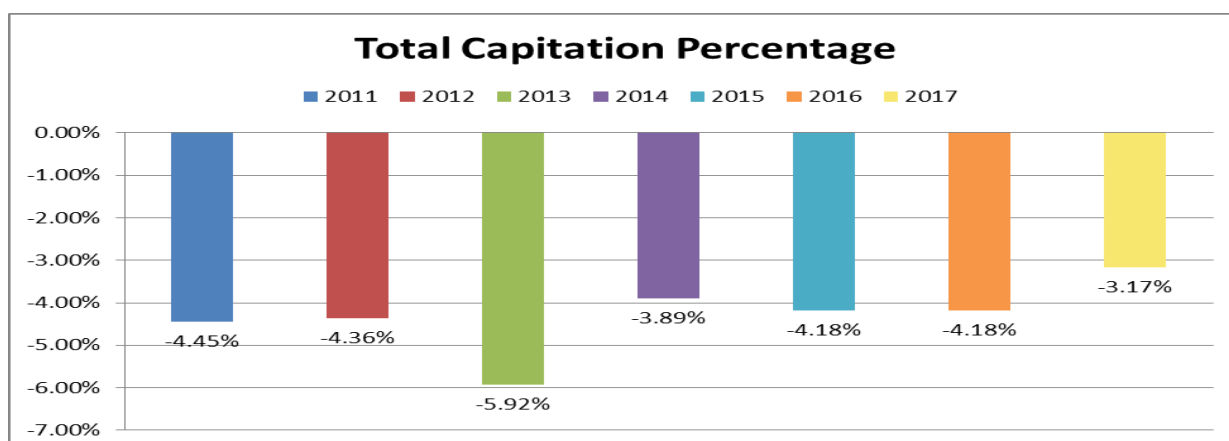
Bowls Scotland is a limited company incorporated in Scotland under Company Number SC386410



Fixed Fee Capitation Proposal

• Current Capitation System

- Each club pays a capitation fee of £3 based on the number of eligible playing members- e.g. those who are authorised to play on your green.
- Since 1998 (men's returns only- there has been a decline in lady members since 2009) there has been a year on year decline in membership as well as in clubs numbers;
 - 1998 919 clubs 81,891 male players
 - 2017 856 clubs 42,359 male players
- We are not alone in experiencing falling of members and clubs. This is happening in many other countries including those that are investing heavily in bringing new people into our sport.
- Viewing the table below, it should be noted that the hard work of many volunteers/clubs with support from our Development team appears to be starting to pay dividends with an encouraging decrease in membership losses in 2017 returns. Directly linked to this decrease in club membership there has been a decrease in Bowls Scotland's membership income.



- In order to continue and further support this 1% improvement and give clubs greater flexibility in how they offer membership packages the Board wish to put forward a proposal to move to a Fixed Fee Capitation system.
- **Fixed Fee Capitation**
 - The capitation for your club will be fixed at the figure you paid in 2017 for your capitation return.
 - There will be no increase in this fee until 2021- meaning you pay the same up to and including 2020 as you did in 2017, therefore there would subsequently have been no overall increase in capitation since 2014.
 - Any future increase will only be inflationary and based on the Consumer Price Index (CPI) set in August prior to the year the returns are due e.g. any increase in 2021 will be based on any CPI figure in August 2020 and in the subsequent August announcement thereafter.
 - If the proposal is successful the new system will be introduced for returns in January 2018.
- **Benefits of the new system**
 - This new system can assist clubs in creating new membership opportunities, new membership schemes for non bowlers and other local community groups.
Any club (which is not currently a Member Club) applying to become a Member Club of Bowls Scotland will be required to pay capitation fees as determined by the Board.
 - Bowls Scotland will be able to maintain the services currently provided, without increasing the current capitation fee.
 - Collation of accurate playing and membership figures which will assist with future funding applications.
 - Clubs increasing membership will therefore not require to pay any additional fees for the increase in its membership.
- **Other useful Information**
 - Consistent with resources over the last 5 years, Bowls Scotland will implement a support package for clubs who show a major decrease in members or have concerns around their membership figures.
 - If there is a material change in the circumstances of Bowls Scotland the Board may consider it to be in the best interests of Bowls Scotland to put in place measures required to counteract such a material change.

The Board asks for your club's support for this proposal.