

MINUTES OF ANNUAL GENERAL MEETING

The Argyle, Greville Street, London EC1N 8PQ
17:00 on Wednesday 16th October 2024

Those present at the AGM – 17:30 – 18:30

Committee	
Jess Nutt (JN)	Gerald Eve
Alice Cattee (AC)	Spring4
Ollie Lee (OL)	Carter Jonas
Shaun Heywood (SH)	Stoneway Real Estate
Liam Carvalho (LC)	Fisher German
Louise Oliver (LO)	SR Events
Members (attended)	
James Portugal	James Portugal
Nick McCalmont-Woods	McCalmont-Woods Real Estate
Michael Pain	Carter Jonas
Neville Forrest	Ovington
Bav Shah	Business Property Solutions
Andrew Farquhar	Heyford Masons
Anna Gammon	Gerald Eve
Annabel Dickson	Spring4
Ed Tinney	Spring4
Nigel Harrison	Harrison Leggett

Agenda
<p>1. Welcome and Introductions</p> <p>JN welcomed all members to the AGM and thanked Louise Oliver for organising a fantastic venue.</p>
<p>2. Apologies</p> <p>Committee Apologies: Louise Oliver</p>
<p>3. Minutes of 2023 AGM / Adoption</p> <p>Minutes of 2023 AGM are agreed and adopted.</p>
<p>4. Chairperson's Report / Events Update</p> <p>As attached.</p> <p>Key areas discussed:</p> <ul style="list-style-type: none"> • Management Committee Composition • Events Programme • Membership, c. 80 members, introduction of half price fees for those joining between July – December and the need to push for recruitment including the targeting of larger firms such as Knight Frank, Cushman & Wakefield, JLL etc. • Cost of membership • Social Media engagement and advertising

- Change of TRADS Bank account
- JN would be stepping down from role as chairperson but would remain on Committee

Report adopted and proposed by and seconded by

5. Treasurer's Report

As attached.

Key areas discussed:

- Major item – TRADS are in the process of transferring over to Metro Bank from Barclays Bank, whereby we will have the advantage to add and remove signatories in branch. Alice Catee will be a cosignatory with Shaun Heywood on the account.
- Accounts showed a net loss of £1,612, largely due to increased expenses from admin costs and a reduction in memberships.
- Reserves on balance sheet are still healthy, with £16,133 at the end of the accounting period.
- Subs remain at £75 per person and £40 per graduate, with the addition of half price costs if new members joined mid-year. It was raised whether we should look to increase the cost of memberships.
- Committee recognises the need to recruit more members.

Report adopted and proposed by and seconded by

6. Questions to Committee Members

Michael Pain (MP) – thanked JN on her commitment to TRADS and her time as Chairperson.

Membership fees

There were mixed feelings within the room. Some suggesting that we should try and keep the membership fee fixed for the current financial year and then perhaps looking to increase it the following year, with a focus on growing revenue through increased membership numbers. Several others suggested that the membership fee was very reasonable given the events and forum TRADS offers and that they would be happy to pay more (but keeping it under £100 pp). There was also a corporate membership offer discussed for the larger firms such as Knight Frank, C&W etc, this would encourage these firms to join as they currently may feel that they do not get the full benefit due to graduate rotations.

Events

Nick McCalmont-Woods suggested that we could propose some open/free events to encourage people to join TRADS. There were concerns over the importance of attracting the right people to TRADS, but the room recognised that the open events are about getting the TRADS name out there.

Bav Shah suggested the 2 main benefits of TRADS are CPD and networking, which was the general consensus in the room.

Andrew Farquhar suggested that the online webinars are not as good as the in-person ones, JN suggested having a chairperson when doing online webinars to encourage engagement from TRADS members.

It was proposed that TRADS should consider doing some thought leadership pieces, TRADS could take a panel to CASS/Reading etc for discussion with students.

The TRADS away day is recognised as a great selling point, it can be used to attract some of the younger generation to TRADS.

Marketing/Social Media

Michael Pain highlighted that members should look to incorporate the TRADS logo more where possible. For example including the TRADS logo in email signatures and pitches (although this may be dependent on each members' firms policies). Members agreed to look at doing this on their individual emails.

Annabel Dickson suggested we need to push LinkedIn engagement more and suggested members should use @TRADS and #TRADS to increase engagement and online presence. Everyone agreed that this was a good idea.

It was also suggested that the TRADS LinkedIn page could post deals that a TRADS member had completed.

We could also do some sort of digital marketing campaign, e.g. 12 days of Christmas and a different post or announcement etc every day for 12 days.

7. Adoption of financial statements (accounts for Year End 31st March 2024)

Accounts adopted and proposed by and seconded by

8. Management Committee Nominations

Liam Carvalho – General Member - proposed by OL and seconded by JN

Ollie Lee – General Member – proposed by LC and seconded by JN

Alice Cattee – Chairperson - proposed by SH and seconded by OL

Shaun Heywood – Treasurer – proposed by AC and seconded by LC

Jess Nutt – General Member - proposed by SH and seconded by OL

Annabel Dickson – Social Media Officer – proposed by AC and seconded by SH

Anna Gammon – Social Media Officer – proposed by JN and seconded by LC

9. Any other business

None

10. Close

AGM closed and thanks was given to all those in attendance.