



TRANSEUROPE MARINAS

Minutes for a meeting held online 14:00 hours WET / 15:00 CET / 16:00 EET on Tuesday, 23rd November 2021.

1.0 Jean-Michel Gagné welcomed everyone to the online meeting.

2.0 Attendees:

NAME	MARINA
Jean-Michel Gagné (Chairman) (JMG)	
Amanda Daniel (AD)	Beaulieu River Buckler's Hard
Maarten Desloovere (MD)	VY Nieuwpoort
Rob Vandenberg (RV)	Vrije Noordzeezeilers Blankenberge
Clinton Lyon (CL)	Gillingham Marina
Chris Aldous	Gillingham Marina
Mieke Vleugels (MV)	Jachthaven Wetterwille
Covadonga Rodríguez	Puerto Deportivo Gijón
Melanie Symes (Secretary) (MS)	

Apologies.

These were sent in from Julien Lebas (Le Havre), Nienke Zetzema (Waterland), Mike Braidey (Castle Marinas), Monica de Vast (Delta Marina), Katy Ednay (Cowes Yacht Haven), Wendy Stowe (Buckler's Hard), Falk Morgenstern (MNA), Roberto Perocchio (Marina Cavallino) and Stuart Jones (Penarth Marina).

3.0 The Minutes of the last meeting held on 5th October 2021 were approved.

4.0 Membership Matters

4.1 **Members.** MS reminded members that Dart, Universal and Liverpool Marina would not be continuing in 2022 for various reasons, but that Calais had submitted a membership application, which had been sent to members with the meeting details and approved by flank marinas Dunkerque and Boulogne-sur-Mer. Members voted unanimously in favour of accepting Calais.

MS described that with the addition of Calais and the loss of those mentioned previously, the current number of members for 2022 stood at 80 marinas. MD commented that this was a significant number and comprised a strong voice within the marina industry.

- 4.2. **Membership fees.** On the topic of subscriptions fees, JMG proposed raising the fees, given the lack of change over recent years and rising inflation. ICOMIA had voted to raise contributions to 3% and suggested that we could increase membership rates by 3%. MD asked if this was necessary, and JMG replied that current expenses were creating a deficit of 3000€ each year, which was eating into savings. MV agreed that an increase of 15€ would be sustainable, but this wouldn't quite cover the deficit and so an increase needed to be justifiable. Due to low attendance at the meeting, it was finally decided to postpone both this decision and any amendments to the Terms and Conditions until the boot Düsseldorf AGM
- 4.3. **Digital membership.** Unfortunately, due to a low signal, MS wasn't able to share this document, but explained that Marketing and Development committee members RV, MD and NZ, had worked with Pick a Pier to agree some orientational wording for communication purposes, both within marinas and more universally. This can be found as Appendix 1. No further agreements had been set with Pick a Pier and so any more news would be sent on to members prior to the Düsseldorf meeting. Pick a Pier had kindly offered to help with designing new promotional material, such as a landing page.
CL asked whether Pick a Pier was receiving payment from TransEurope since the constant phone calls inciting marinas to adopt other features was becoming rather tiresome. JMG confirmed that Pick a Pier did indeed receive 2000€ a year, has had been agreed in previous meetings and shown in the accounts. MD explained that other members also shared similar feelings and so this was being communicated to Pick a Pier along with a far simpler arrangement for creating membership profiles for berth-holders.
- 4.4. On the topic of promotional material, MS explained that instead of brochures, postcards would be produced for those that wanted them, with a QR code linking to the new landing page. It was agreed that considering savings made in the printing of brochures and sending heavy parcels, that the new style of more ecological flags could be adopted despite the increase in cost of some 300€. MS thanked RV for sending over photos of berth-holders with their TransEurope burgees.
- 5.0 **Düsseldorf boot.** JMG said that despite there was some doubt about the show in the light of the rise in recent COVID infections, but he hoped that it would go ahead. MS relayed that MNA expected to have a small stand with the chance for TEM to include a roll-up. This was agreed by members. All were reminded that the EBI breakfast meeting would take place on the 25th January at 09:00. This is the link to sign up:
- 6.0 **Any other business:** JMG commented that he wished to revisit the discount scheme as efforts made by Pick a Pier had revealed that not all members were respecting the Terms and Conditions and offering the discount equitably to visitors. He explained that he was working on a paper, a draft of which would be delivered with the invitation to the Düsseldorf meeting for members to review.
- 7.0 **Date and place of next meeting.** It was decided to meet at boot Düsseldorf on the same 25th January at 13:00, allowing for attendance at the EBI meeting at 15.30. JMG said that he would ask ICOMIA for a meeting room. JMG wished everyone a happy and enjoyable Christmas!

