

IVYBRIDGE TOWN COUNCIL

Minutes of The Watermark Committee meeting held at The Watermark On 18th July 2022 at 6.30 pm

Present: Cllr M Cade
Cllr Dredge (In the Chair)
Cllr A Rea

In Attendance: Mr J Parsons (Town Clerk)
Mr R Bibby (Watermark Manager)
Mrs P Cleal (Senior Finance Officer)

WM22/09 **APOLOGIES:** Apologies were received from Cllr Munro and Cllr Parsons.

WM22/10 **INTERESTS TO BE DECLARED:** No interests were declared.

WM22/11 **TRADING INFORMATION:** Members considered the income and expenditure information for month 2 of 2022-23 (report previously circulated). Cllr Dredge informed Members that although the figures on the Information Area were below budget there was a timing difference regarding some items as a stock order for walking and cycling guides has been placed. Room bookings although down on budget are showing positive signs of recovery after the pandemic. The Watermark Manager informed Members that a large booking has just been secured for the autumn which is also a previous client. Cllr Dredge continued regarding the cinema which although shows a good profit to date it includes significant advanced ticket sales. Live Artists were at breakeven which is in line with budget and the bar which supports the income for live events is positive. Catering and Coffee Shop is currently below budget. The building is over budget as there had been a delay in electricity invoices which had to be estimated and the Erme Court Service charge covers the period April to September. The Business Centre is slightly ahead of budget. Cllr Dredge mentioned to Members that the new Coffee Machine has now been purchased.

It was **RESOLVED** to receive the trading information.

WM22/12 **WATERMARK MANAGER REPORT:** The Committee considered the Watermark Manager's report (copy previously circulated). The Watermark Manager informed Members that there had been some recent issues which required repairing such as a shattered window at the side of the building and a door needed repairing. Investigation is continuing with regard to the solar panels.

There have been issues with teenagers with a number of incidents where the police needed to be called and they have been very helpful investigating and actioning some of the incidents and are monitoring the

situation. The College to be contacted with regard to clarifying rumours they close their toilet facilities in the afternoon which may be a contributing factor to the rise in teenagers entering the building after 3pm.

The Watermark Manager mentioned that the new Coffee machine has been installed and all staff and customers are very happy, he thanked the Council for approving this purchase. He will also look into the possibility of selling the previous Coffee Machine.

The Watermark Manager informed members that the Jubilee weekend had been very positive and the Downton Abbey lunch was sold out and the cream teas were excellent and very popular, this was a great team effort. With regard to live events Richard Digance and Los Pacaminos did not sell as well as hoped but sales on the bar were good. He mentioned that he was investigating managing events in-house and looking at possible events such as a Jazz and Gin evening and maybe other events bi-monthly. Cllr Rea added some people may still be nervous to attend large events which may also be a reason numbers have been less for live events.

Room hire is growing from last year but a lot of businesses are still attending meetings remotely although some previous clients are now booking, as mentioned earlier in the meeting a large booking has been secured and a regular booking for the meeting room upstairs has commenced potentially for the remainder of the financial year. Catering is down as the cost of food has increased and this will need to be monitored incase prices need to be adjusted.

Cllr Cade enquired if Dartmoor National Park have been contacted to see if we could work with them in some way to encourage people into the town and the Watermark. The Town Clerk added there is a lack of accommodation in Ivybridge but this is an area which could be investigated further and advertise we are the start point of the Two Moors Way and Dartmoor Way.

It was **RESOLVED** to note and receive the report.

The meeting closed at 7.13pm.

Signed: Dated:
Chairman