

1. The meeting was convened at 10:00 A.M. by Hon. Gen. Secretary Managing Committee Mr. Harsharan Singh. However due to lack of quorum, meeting was adjourned and reconvened at the same place at 10:30 A.M.

2. The Following members were present on the dais:-

Mr. Vinoo Raina, Hon. Chairman, Board of Trustees
Dr. K.P. Sheriff, Hon. Secretary, Board of Trustees
Mr. Kamlesh Thakkar, Hon. Treasurer, Board of Trustees
Mr. Kanhaiya Lal Boob, Hon. Advisor, Board of Trustees
Mr. Rajesh Poojari, Hon. Advisor, Board of Trustees
Mr. A.K. Sinha, Hon. Advisor, Board of Trustees
Mr. Shashi Pandey, Hon. President, Managing Committee
Mr. Dhananjay Vanmali, Hon. Vice President, Managing Committee
Mr. Harsharan Singh, Hon. Gen. Secretary. Managing Committee
Mr. B.P. Mantri, Adviser and Member, Managing Committee

Mr. Harsharan Singh, Hon. Gen. Secretary Managing Committee welcomed the members of the Gymkhana to 19th Annual General Body Meeting and introduced all present on the dais.

3. Agenda No.1:

Reading and confirming of the Minutes of the Meeting of the last AGBM held on 20th December 2015.

Mr. Harsharan Singh, Hon. Gen. Secretary Managing Committee informed the member's present that as per the mandate of the last AGBM the minutes of the last AGBM and the annual reports had been made available for all members to read in the website. As per the request of Brigadier Dharamprakash (F-338), the Hon. Gen. Secretary Managing Committee, Mr. Harsharan Singh read out the salient point of the minutes.

The minutes were proposed to be passed by Mr. Ilen Lodhavia (F - 190) & seconded by Brigadier Dharamprakash (F-338)

4. Agenda No.2:

To receive and adopt the Annual Report for 2015-2016

Mr. Harsharan Singh, Hon. Gen. Secretary Managing Committee informed that the annual report 2015- 16 was also uploaded in the Nerul Gymkhana website, and member's present unanimously opined that there is no need to read it. Annual report was proposed for adoption by Col Umar Anwar (F-366) and the same was seconded by Mr. Kishore Shetty (F-68).

Post the adoption; a presentation on the developments, general activities, present facilities and achievements in the Gymkhana from December 2015 till date was made by Mr. B.P. Mantri– Adviser and Member, Managing Committee and Mr. Shashi Pandey – Hon. President, Managing Committee.

Mr. B.P. Mantri, Adviser and Member, Managing Committee informed that the passion gym is currently operated by the Gymkhana itself. Nerul Gymkhana had floated tenders and the following parties had quoted for the same: (a) YFC (b) Talwarkars (c) Pro-Fitness of Zaheer Khan. However, the deal could not be finalized due to various reasons.

Captain Rahul Bhargav (L-691) wanted to know the details of YFC and the reasons as to why the Gymkhana was not being able to close a deal with them to manage the Passion –Gym? In response to the query by the Captain, Mr. Shashi Pandey, Hon. President, Managing Committee informed the members present that YFC stands for Your Fitness Club, which is a of the leading brands in the world of fitness and is present in number of locations. In the negotiations that were held with YFC, Nerul Gymkhana had sought Bank Guarantee to secure the interest of the gymkhana. However, YFC was not comfortable with this clause and so the negotiations had broken down.

Mr. Seshadri Viswanathan (L-921); advised that Nerul Gymkhana ought to engage a sports consultant for this activity and also in general to help it run it smoothly.

Captain Rahul Bhargav (L-691), opined that we should try and work things out with Talwalkars as they are professional in the area of Fitness and Gym and a very big brand

Mr. Shashi Pandey – Hon. President, Managing Committee informed about the terms of Talwalkars:- (a) Investing approximately 5 crore rupees in the gym (b) Demolish the existing gym and interior as per their design (c) Have a 15 year lock in period. He further added "The Managing Committee was of the opinion that Demolishing of the existing structure to set up something new and to have a 15 year lock in period with any agency would not be in the interest of the gymkhana and so declined the deal."

Captain Rahul Bhargav (L-691), stated that in his opinion, a 15 year lock in period was not a very long period. The Managing Committee should work out exit clauses and go ahead with Talwalkars, as the health club was already making losses.

Mr. Shashi Pandey, Hon. President, Managing Committee stated the following:- Keeping all the points mentioned in view, if the august body still feels that Managing Committee should initiate negotiations with Talwalkars again, it would be done. He further informed that the Managing Committee is looking for a maximum of 5 years lock in period with any agency, a bank guarantee or a sizeable deposit to secure the interest of the organisation.

Mr. Seshadri Viswanathan (L-921), suggested that we need a brand and investment to get us moving and this could be better achieved if we were to engage a sports consultant for this activity.

Mr. Satish Chandok (L-362): Stated that he concurred with the views shared above. We should explore the Build Operate Transfer model (BOT). If Talwalkars is good, we should explore the methods of working with them. However, we should not allow any structural changes. Rather than waiting for Talwalkars to revert to us with any proposal, we ought to work out the same and submit a proposal to them, and let them revert.

Mr. Shashi Pandey Hon. President, Managing Committee stated that we will try and work with Talwalkars however we will need financial securities as already stated, so that the interest of Nerul Gymkhana is not compromised.

Mr. Prem Prakash (F-1857) gave a feedback on the restaurant that for the last 2 years the food in the restaurant was not of good quality.

Mr. Vinoo Raina – Hon. Chairman, Board of Trustees and Mr. A.K. Sinha – Hon. Trustee, requested the members to visit the restaurant and provide feedbacks and suggestions on the same and assured action based on their feedbacks and suggestions.

Mr. Shashi Pandey – Hon. President, Managing Committee informed all that the facelift was stuck due to lack of funds.

Mr. K R Venkateswaran (F-436) requested all members present to desist from bad mouthing the gymkhana outside and requested all to be true to the gymkhana by paying dues on time and talking good about the place and create a positive environment

Mr. Satish Chandok (L-362) stated that, having an extensive professional experience with L&T and Reliance in the field of Construction (engineering) he would be more than willing to help the gymkhana in any way that is possible as and when help is sought from him.

Mr. Parag Merchant – F-104: asked about the plans w.r.t. swimming pool.

Mr. Vinoo Raina Hon. Chairman, Board of Trustees replied that the same would be taken up in length post the presentation. He then went on to share the following with all the members present. He said as on date 66% of the total member (this includes Sr. Citizen's also) had paid their dues. In spite of the resolution of the suspension, there are still 35% of the members who have not yet paid their dues, leading to a total outstanding of Rs. 5.9 crores as on date. This being the state of affairs, it would be extremely difficult for the gymkhana to sustain & function. He then appealed to all members to pay their dues.

Brigadier Dharamprakash (F-338), stated this is critical issue and at the same time a very sensitive issue. We need to handle it very carefully and if handled correctly has the potential to see the club through it's bad phase.

Mr. Girish Kulkarni – F-1400: said that he was a defaulter and showed interest in paying the dues with penalty however, requested amnesty if possible.

Mr. Shashi Pandey, Hon. President, Managing Committee replied that most of the members have already paid their dues with penalty and it would not be fair to them to give amnesty on either the amount or the penalty and more over it is a previous AGBM decision and cannot be revised.

Mr. Girish Kulkarni (F-1400): opined that while the gymkhana has been working on developing sports like, Box Football, Cricket, Swimming, Passion gym, the same attention may be paid to the Tennis Courts, whose condition has deteriorated and needs attention.

Mr. Shashi Pandey – Hon. President, Managing Committee: replied that in the case of Box Football, we had partnered with an outside Agency, which had put in the finances upfront. And for the Cricket we had received a sponsorship of Rs. 25 lakhs and so the revamp of the same had been engaged and as for the Swimming and Passion Gym, repairs and maintenance have been carried out with the inhouse resources. In the case of Tennis, the managing committee is well aware of the same and that the funds are stuck with the defaulting members. As soon as we are able to recover the same we will be able to pay attention not only to the tennis courts but all other activities.

Mr. Parag Merchant (F-104): suggested that the gymkhana is unable to collect the dues as the members are not visiting the club. Once they start visiting and using they will automatically pay the dues. For this we need a Unique Selling Point (USP) which will attract families. We need to focus on this single USP.

Mr. Vinoo Raina – Hon. Chairman, Board of Trustees requested Parag to provide precise steps that can be taken, in his opinion to build this USP.

Mr. Parag Merchant (F-104): Suggested that a Sunday morning Brunch can be started, may be snacks can be served in the lawn, tambola can be started for member's family.

Mr. Shashi Pandey, Hon. President, Managing Committee Informed members that we are working towards the same and should be able to start the same by end of the rains.

Mr. Satish Chandok – L-363: said that it is time we wake up the members and activated them. We need to initiate some activity to wake them up.

Mr. Harsharan Singh Hon. Gen. Secretary. Managing Committee thanked all the members for a very vibrant discussion and sought advise on what should be the next steps in order to collect the dues.

Mr. B.P. Mantri, Adviser and Member, Managing Committee informed that the gymkhana has organised a Ghazal night on the 15th October 2016, Saturday on the occasion of the 19th Anniversary of the gymkhana which falls on the 19th October 2016, Wednesday. He further informed, that the celebration of the 19th Anniversary would continue on the 19th October 2016, Wednesday in form of Members Day where in members may use any facility of the Gymkhana, except the restaurant, free of charge for up to 30 mins.

Mr. Shashi Pandey – Hon. President, Managing Committee then felicitated the Administrator of Nerul Gymkhana – Mrs. Deepali Gopalakrishnan and acknowledged her for the following:- (a) efforts in streamlining administration issues in the gymkhana on a daily basis (b) Establishing proper communication channels with members and (c) ensuring collection of the dues.

5. Agenda No.3:

To receive & adopt the Audited Statement of Accounts and Balance Sheet along with annexure for the year 2015-2016

Mr. Harsharan Singh Hon. Gen. Secretary. Managing Committee informed that no letter was received w.r.t. the same and no queries from the members. The members unanimously decided to adopt the audited balance sheet for the F.Y. 2015-16. The audited balance sheet was proposed to be passed and the same was proposed by Mr. R.R. Podar (F-622) and the same was seconded by Mr. Ram Bishnoi (L-501)

6. Agenda No. 4:

Appointment of Auditor for the financial year 2016-2017 by the AGBM

Mr. Kanhaiya Lal Boob, Hon. Advisor, Board of Trustees Informed that in the AGBM held on the 20th December 2015, Sunday, it had been mandated to change the current auditor for the next financial year. As a result, the Trust and the Managing Committee had floated an advertisement in the newspaper for the same in addition to requesting personal contacts for help in appointing the auditor. Word was also spread by way of personal contacts.

In response to the above measures only M/s. Hawa & Co. had quoted for the same. Mr. Kanhaiya Lal Boob, Hon. Advisor, Board of Trustees requested the august body to advice whether to continue with the same auditor or not.

Brigadier Dharamprakash (F-338) recommended to retain the auditor for the year 2016 -2017. The house unanimously adopted the appointment of M/s. Hawa & Co. as the auditor for the F.Y. 2016-2017.

7. Agenda No.5 :

Status of arrears of members and the action plan for recovery of the same.

Mr. Harsharan Singh Hon. Gen. Secretary. Managing Committee enumerated the steps taken by the gymkhana to increase the collections of the dues from the members by sending (a) Regular SMS (b) Regular e-mails (c) Person sent to individual homes. The above have resulted in a net collection of approximately Rs. 50 lakhs only. He then requested the august body to advice, what else can be done to ensure that the collections are increased.

Mr. Shashi Pandey Hon. President, Managing Committee: Stated that the option of instalment payment should be considered while thinking of the solutions.

Mr. Vinoo Raina – Hon. Chairman, Board of Trustees: He defined the constraints within which the members may please provide solutions. A total of 65% of the members have paid out of which 35% have paid with penalties. So the limitation is that we cannot waive off penalties as it would not be fair to the 35% who have paid their penalties in full and can't revoke decision of previous AGBM.

Mr. Seshadri Viswanathan (L-921), said that waiving of penalty was out of the question as it would be injustice to those who have paid the same. However, one could consider an EMI option for those willing to pay and finding it difficult to pay as the amount is huge.

Mr. Sridhar Bodhe (L-357): opined that the government of India has introduced Amnesty schemes. We should also start something similar. We should minimise penalties. If the defaulters pay in 3-6 months then penalty should be waived off.

Mr. Girish Kulkarni F-1400: suggested Gymkhana may look at providing an EMI option to the defaulting members to pay their dues.

Mr. Parag Merchant (F-104): Gymkhana may explore the option of not charging the penalty and may provide the members who have paid the penalty with vouchers to the effect of the penalty paid.

Mr. Harsharan Singh – Hon. Gen. Secretary. Managing Committee: asked Mr. Parag Merchant (F-104), if the solution suggested by him were to be adopted, how is the gymkhana to answer the members who have paid on time as issuing vouchers in lieu of the penalty would seem to be rewarding those who defaulted.

Col. Anwar Umar (F-366): Said Gymkhana should explore the option of EMI and should communicate to all the suspended members that their membership shall be regularised.

Mr. Satish Chandok (L-362): Said that he was not aware of the various charges. The Non-Defaulters ought be rewarded.

Mr. A.K. Sinha Hon. Advisor, Board of Trustees: expressed his opinion that the Gymkhana ought to compliment the persons who had paid, 1 years' time then on suitable action to be initiated.

Captain Rahul Bhargav (L-691), said that the gymkhana should revoke the suspension if the payments are received by March 2017, failing which the defaulters should be terminated.

Mr. R.R. Podar (F-662): said that the list of all the defaulters should be put up on the website as "Pending Dues" / "Dues Pending"

Mr. A.K. Sinha Hon. Advisor, Board of Trustees: said that a post can be given in the Vashi Times, stating that if the dues are not paid on time by the defaulting members then, their membership will be terminated.

Brigadier Dharamprakash (F-338): said as stated earlier this is a critical time. We need to deliver. We took a call a few years back and opted for maintenance charges. Similarly, we need to take a call today. We cannot dilly dally any more. We need to follow the directions issued by the AGBM

last year. We need to implement the decisions taken. We cannot give indefinite extensions else it sends wrong message.

Mr. Seshadri Viswanathan (L-921): We need to challenge the rising over dues and low footfalls. For this we can explore the possibilities of issuing coupons. This would lead to increase of Foot falls.

Mr. Harsharan Singh, Hon. Gen. Secretary Managing Committee: Requested that a definition of the defaulter be made. This is to insure that one year defaulter membership may not be terminated.

Mr. A.K. Sinha Hon. Advisor, Board of Trustees: The definition of defaulter is the same for all and cannot be changed to accommodate any specific category.

Mr. Yogesh Pakhale (L-494): What benefit is being provided by Gymkhana to the members? The facilities being provided need to be improved. Taekwondo needs to be handled more carefully.

Mr. Shashi Pandey – Hon. President, Managing Committee: As soon as the money comes in, we would be working on what needs to be done with the facilities.

Mr. Satish Chandok (L-362): We need to develop the gymkhana even more. We need to Plan the revenue model for the development of the club.

Mr. Shashi Pandey – Hon. President, Managing Committee: As soon as 6 Crore maintenance arrears comes in, then the needful will be done.

Mr. Shashi Pandey – Hon. President, Managing Committee suggested the following:- (a) Post Dated Cheques (PDCs) could be accepted within a month, (b) In case the dues are collected then the suspension would be revoked (c) In case the dues are not collected by 31st March 2017, effective 1st April 2017, the memberships may be terminated.

Mr. Rajesh Poojari, Hon. Advisor, Board of Trustees: Suggested the following:- (a) We can ask the defaulters to pay the Basic amount in 3 months (b) The interest on the basic amount will stop accumulating the day first cheque is honoured (c) The penalty can be paid in EMI without interest from the date of payment of 100% of Basic amount (d) If the penalty is not paid in the defined time frame, interest will be applicable from day of receipt of the final basic amount on the 100% of the penalty due. (e) This all should be completed by March 2017.

Mr. Vinoo Raina, Hon. Chairman Board of Trustees thanked the members for their valuable suggestions and presented the draft resolution to be implemented as follows :-

RESOLVED UNANIMOUSLY BY THE MEMBERS PRESENT:-

“THE DEFAULTING SUSPENDED MEMBER WILL BE GIVEN A LAST OPPORTUNITY TO PAY THE PENDING DUES BY 31ST MARCH 2017. IT IS FURTHER RESOLVED THAT THE SUSPENDED MEMBER WILL BE ALLOWED PAYMENT OF DUES IN EQUAL INSTALMENTS TILL 31ST MARCH 2017 AND ON PAYMENT OF FIRST INSTALMENT THE INTEREST AND PENALTY LEVIABLE WILL BE FROZEN TILL 31ST MARCH 2017. THE SUSPENDED MEMBERS WILL NOT BE ELIGIBLE TO ATTEND ANY GBMS NEITHER HAVE VOTING RIGHTS NOR STAND FOR ELECTION TILL HE /SHE PAY’S ALL PENDING DUES”

Ram Bishnoi – L-501: Stated that we the members should compliment the Managing Committee for running the gymkhana in such stressful times and conditions. W.r.t. a facelift–contributions should be taken from members to complete the phase II of the building. The building will definitely lead to a major facelift of the gymkhana.

Mr. Vinoo Raina Hon. Chairman, Board of Trustees: Informed all that it will require Rs. 22 crores to the build the Building.

Mr. A.K. Sinha Hon. Advisor, Board of Trustees: Suggested that instead of asking for contribution from the members, we should seek refundable deposits without interest.

Brigadier Dharamprakash F-338: We need to call for an EOGBM to get the option interest free refundable deposit passed and implemented within the next 3 months.

Mr. Vinoo Raina – Hon. Chairman, Board of Trustees: Opined that the EOGBM may be called in January 2017. He further informed the august gathering that M/s. S.K. Sales & Marketing had been engaged to market the Nerul Gymkhana Membership with the difference being that last time marketing team was engaged at 22% as the commission of the deal this time it was finalised for 18%.

Mr. Mohan Yadav (F-346) informed the meeting:- (a) He resides in village and not in Navi Mumbai or Mumbai. (b) He therefore cannot use the facilities of the gymkhana (c) Financially also it is not viable for him to sustain the membership (d) He was being followed up for his dues

Mr. Vinoo Raina Hon. Chairman, Board of Trustees: Advised the Managing Committee to look in to the case as the gentleman is a senior citizen and not liable to pay maintenance charges.

8. Agenda No. 6:

Status of boundary wall vis-s-vis the contribution from members

Mr. Vinoo Raina – Hon. Chairman, Board of Trustees: Informed the gathering that in the last AGBM held on the 20th December 2015, Sunday it was finalised that a contribution towards construction of the boundary wall be collected from the members. Till date only Rs. 30 lakhs had been received on this account. The current status is that the wall is under construction in the rear of the gymkhana. This is because we were facing lot of repeated thefts. The expense details are as follows:- (a) Rs. 11 lakhs already spent on the wall that has been constructed (b) Rs. 9 lakhs worth of order has already been placed for another part of the wall. (c) Rs. 10 lakhs is balance and available with us.

The boundary wall be fully constructed within one year. The same is necessary for the following reasons (a) Security (b) Cleanliness (c) Visibility

9. Agenda No. 7:

Any other Item with the permission of the chair

Mr. A.K. Sinha Hon. Advisor, Board of Trustees: suggested that gymkhana should contribute towards the Swacch Bharat Abhiyaan. We can join hands with Rotary and do something in Navi Mumbai City.

Brigadier Dharamprakash F-338: There is a lot of apprehension in the minds of the members w.r.t. Phase 2. This need to be addressed on a war footing and therefore it is requested that the Chairperson please explain the same.

Mr. Vinoo Raina – Hon. Chairman, Board of Trustees: replied that Gymkhana had tied up with 2 different builders for the construction of the Building of Phase II (a) Satra Builder, who invested around Rs. 4.5 crores and then had to exit due to his financial problems (b)Rupa Builder, who have invested Rs. 2.2 crores to complete upto plinth.

Effectively a total of Rs. 6-7 crores is yet unpaid, if the bills are raised then we will be compelled to pay the TDS on the same which we are not in a position to do currently. Thanks to the good office of Mr. Shashi Pandey – Hon. President, Managing Committee we are still contacting various parties to ensure that the project is completed. We also need the members to contribute towards the construction of the building.

Mr. Shashi Pandey – Hon. President, Managing Committee informed the gathering that some of the parties have suggested certain design changes. These points are being debated internally. Also there is a group of individuals which is looking to contribute towards the construction of 6 indoor badminton courts at the expense of Rs. 6 crores. These individuals will contribute only towards the construction of the badminton courts. This effort is being led by Mr. Samir Nair and from the Trustees side, Mr. Anil Kartha is co-ordinating the same.

Brigadier Dharamprakash (F-338) asked if any of the builders was on board with the gymkhana or not, currently.

Mr. Shashi Pandey – Hon. President, Managing Committee answered yes, and we are still negotiating the terms with them.

Brigadier Dharamprakash (F-338): Stated that getting the proposal of the deposit from members cleared by the EOGBM will be time consuming process. We should not be dependent on this one option alone and should opt for the first available option.

Mr. Rajesh Poojari, Hon. Advisor, Board of Trustees: Suggested that:-“We should give opportunity to members of 60 years and above and or holding the membership for a period of minimum 15 years to transfer the membership to their kith and kin at the minimum transfer fees as decided by the trustees”. This suggestion was passed by the august body unanimously with the members present directing the trustees to discuss & implement the idea in the interest of Nerul Gymkhana.

Mr. A.K. Sinha Hon. Advisor, Board of Trustees: Gave the vote of thanks.

The meeting was concluded with the singing of the National Anthem.