



COMMITTEE PACK

MARCH 2022

PRIVATE & CONFIDENTIAL



ROYAL BRIGHTON YACHT CLUB INC.

Financial Reports

for the eight months ended

28th February 2022

16/03/2022

Royal Brighton Yacht Club
253 Esplanade, Middle Brighton
VIC, 3186

Dear Board Members,

RE: Royal Brighton Financial Results – February 2022

Below is a summary of the Club's financial results for February 2022 as well as accompanying commentary.

Financial Results February 2022:

The financial reports for the period have been prepared on a calendar month basis for the period from 1st February to 28th February 2022.

February was a great recovery month compared to prior months with the total revenue exceeding budget by \$45k. All major operation areas have outperformed budget. The main contributor was the Catering revenue with a \$39k. Membership revenue has improved from month to month with a \$1.6k over budget this month, Marina, Hardstand & Sailing has exceeded budget by a total of \$5.3k.

From an expenditure perspective, the majority of the expenses have been kept to a minimum but the overall total expenses have exceeded budget by a total of \$48k, this was due to a \$23k over budget under the Repairs & Maintenance in Marina for various repair work done at the Club. Furthermore, the Regatta Expenses for Sail Melbourne event under Sailing expenses was \$7k over budget. The total occupancy cost also exceeded the budget by \$23k due to cleaning bills for prior months being received and recorded in February.

The total employment cost expenses are in line with budget however the employment cost ratio has improved sitting at 38% whereas budgeted at 41%. Also for further analysis, the employment cost ratio is on par when compared to last year's results.

The venue's cash balance for the month has been reduced by \$147k compared to last month, the cash outflow is mainly driven by large payments to the ATO for the December-21 BAS and January-22 Super that had been paid in full.

In summary, the Club has generated \$57.9k Operating Profit for the month, which is \$30.4k below budget. Overall the year-to-date operating profit stands at \$565k against a budget of \$430k.

Please see the table below, the total employment cost ratio to total revenue (excluding government grants) for the last three months as well as last year.

Dec-21	Jan-22	Feb-22
43%	50%	38%

Dec-20	Jan-21	Feb-21
38%	53%	38%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
FY20-21 Payroll Tax	\$12,078.93	07/06/2022
Feb-22 IAS	\$26,533.00	21/03/2022
Feb-22 Super	\$14,696.40	28/03/2022
Mar-22 GST payable (running balance)	\$37,369.75	26/05/2022
Total	\$90,678.08	

The Balance Sheet of the Club reflects the latest known financial position as at the end of February 2022 and I can confirm that the Club is up to date with all statutory payments and lodgements.

As always, I encourage queries and discussion over the financial accounts. Please feel free to contact me should you have any queries or wish to discuss it.

Kind Regards,



Freddie Deegan

Director – On Tap Hospitality

RBVC Financial Results February 2022

In February 2022, the Club recorded a net operating surplus of \$56k, \$30k below budget, and a net deficit of \$25k compared to a budgeted deficit of \$3k. The result is a lot more promising than would first appear. As the Club transitions to a more “normal” trading environment, total income increased in February to \$525k, which was \$45K above budget. Catering revenue rebounded strongly and was \$39K above budget with patronage from members and the public up 27% from January while functions, for the first time this year, were in line with budget. Marina and hardstand income was \$12k above budget. Other revenue categories were in line with budget. Total expenses were \$48k higher than budget due primarily to higher than budgeted maintenance expenditure and the payment of \$30K in cleaning expenses resulting from the delayed presentation of the monthly invoices. Over expenses, including employment expenses were in line with budget. The total employment cost to income ratio fell to 38% compared with 53% in January. The year to date net deficit is \$160k, which is just over \$204k better than projected. A breakdown of the net deficit across the major club functions sees catering contributing +\$54k, marina and hardstand +\$248k, while sailing and membership reported “deficits” of \$44k and \$419k respectively. The cash balance at the end of February was \$1.21m, a fall of \$147k during the month. As at 21st March the cash balance remained at \$1.22m. Allowing for the ongoing maintenance requirements and one off cleaning invoice, February was a strong month for the Club. Revenue growth was impressive and, allowing for the ongoing COVID impacts on staff availability and costs, expenses are in line with budget and the total employment to total income ratio was similar to last year.

Royal Brighton Yacht Club Profit & Loss - Summary

	February 2022			Year to Date		
	Actual \$	Budget \$	Variance \$	Actual \$	Budget \$	Variance \$
Income						
Catering Revenue	322,155	283,000	39,155	1,275,679	1,968,700	-693,021
Membership Income	69,743	68,150	1,593	517,679	545,200	-27,521
Marina, Hstand & Storage	109,881	97,486	12,395	732,570	759,816	-27,246
Sailing Income	6,184	15,350	-9,166	44,404	65,200	-20,796
OTB Income	11,075	8,933	2,142	92,000	93,367	-1,366
Other Revenue	6,406	7,183	-777	372,482	57,788	314,694
Total Income	525,443	480,103	45,341	3,034,814	3,490,071	-455,256
Catering Cost Of Sales	120,455	92,636	27,819	501,110	648,071	-146,961
Gross Profit	404,988	387,467	17,521	2,533,704	2,842,000	-308,295
Expenses						
General Operating Expenses	24,461	25,807	-1,346	140,230	194,884	-54,654
Professional Fees	6,802	7,450	-648	50,260	59,600	-9,340
Equipment Expenses	1,393	2,400	-1,007	19,309	19,950	-641
Insurances, Licenses & Rego	11,519	14,923	-3,404	88,045	119,898	-31,853
Advertising & Promotions	2,312	3,210	-898	30,026	25,680	4,346
Occupancy Costs	59,783	36,700	23,083	175,729	303,100	-127,371
Debt Recovery Costs	0	700	-700	-10,840	20,600	-31,440
Maintenance & Repairs	28,260	4,829	23,431	220,543	143,673	76,870
Internal Club Expenses	681	725	-44	1,123	5,800	-4,677
Sailing Expenses	12,975	5,175	7,800	47,817	35,525	12,292
Employment Expenses	198,857	197,118	1,739	1,196,020	1,482,679	-286,659
Total Expenses	347,042	299,036	48,006	1,968,662	2,411,390	-442,727
Operating Surplus	57,946	88,430	-30,485	565,042	430,610	134,432
Total Other Income	0	35	-35	10	304	-294
Total Other Expenses	82,852	91,611	-8,759	725,170	795,056	-69,886
Net Surplus/(Deficit)	-24,906	-3,146	-21,760	-160,118	-364,142	204,024

Other Financial Metrics	Feb. 2022 \$	Jan. 2022 \$	Feb. 2021 \$
CAPEX	0	0	4,358
Cash at Bank	1,211,653	1,358,177	1,101,192

Royal Brighton Yacht Club Profit & Loss by Operating Function – Year to Date, February 2022

	Catering \$	Marina, Hardstand & Storage \$	Sailing & OTB \$	Membership , Admin & Other \$	Total \$
Income					
Catering Revenue	1,275,679	0	0	0	1,275,679
Membership Income	0	0	0	517,679	517,679
Marina, Hstand & Storage	0	732,570	0	0	732,570
Sailing Income	0	0	44,404	0	44,404
OTB Income	0	0	92,000	0	92,000
Other Revenue	165,393	0	21,147	185,942	372,482
Total Income	1,441,072	732,570	157,551	703,621	3,034,814
Catering Cost Of Sales	501,110	0	0	0	501,110
Gross Profit	939,962	732,570	157,551	703,621	2,533,704
Expenses	0	0	0	0	0
General Operating Expenses	73,414	0	1,464	65,353	140,230
Professional Fees	0	0	0	50,260	50,260
Equipment Expenses	5,701	0	0	13,608	19,309
Insurances, Licenses & Rego	0	0	0	88,045	88,045
Advertising & Promotions	332	0	0	29,694	30,026
Occupancy Costs	59,861	523	523	114,822	175,729
Debt Recovery Costs	0	0	0	-10,840	-10,840
Maintenance & Repairs	0	171,628	22,438	26,478	220,543
Internal Club Expenses	0	0	0	1,123	1,123
Sailing Expenses	0	0	14,818	32,998	47,817
Employment Expenses	746,248	0	107,822	341,950	1,196,020
Total Expenses	885,556	182,550	147,065	753,491	1,968,662
Operating Surplus	54,406	550,020	10,486	-49,870	565,042
Total Other Income	0	0	0	10	10
Total Other Expenses	0	301,600	54,836	368,734	725,170
Net Surplus/(Deficit)	54,406	248,421	-44,350	-418,594	-160,118

Royal Brighton Yacht Club Cash Flow Summary – Year to Date, February 2022

	\$
Operating Profit	\$565,864.53
Net Change in Working Capital	-\$234,644.43
Net Operating Cash flow	<u>\$331,220.10</u>
(Increase)/Decrease in fixed Assets	-\$43,342.99
Net Cash flow from Investing	<u>-\$43,342.99</u>
Interest Income	\$10.08
Interest Paid	-\$41,215.81
Increase/(Decrease) in Other finance	-\$161,158.86
Net Cash flow from financing	<u>-\$202,364.59</u>
Opening Cash Balance	\$1,126,140.35
Net change in cash flow	<u>\$85,512.52</u>
Closing Cash Balance	<u>\$1,211,652.87</u>

Royal Brighton Yacht Club Balance Sheet - Summary

Account Name	December 2021 \$	January 2022	February 2022
Assets			
Current Assets			
Total Trading Bank Accounts	1,432,480	1,410,602	1,204,855
Total Floats	2,623	2,870	3,027
Total Clearing Accounts	-9,561	-51,172	6,158
Total Debtors	288,824	251,397	250,715
Total Receivables	-330	4,086	-2,599
Total Prepayments	118,515	101,417	85,995
Total Stock	66,095	67,669	77,973
Fixed Assets			
Total Property	5,008,677	4,966,449	4,927,513
Total Marina & Hardstand	817,320	784,262	754,403
Total Plant & Equipment	262,240	258,230	254,641
Total Boats	285,040	278,599	272,785
Total Intangible Assets	0	0	0
Total Assets	8,271,923	8,074,409	7,835,467
Liabilities			
Total Trade Creditors	157,851	128,180	136,196
Total Accruals	79,578	73,090	81,644
Total GST and Statutory Liabilities	85,526	141,085	78,626
Total Employee Provisions	146,030	163,077	172,452
Total Bonds & Other Liabilities	38,404	38,404	38,404
Total Deferred Income- Members	433,227	385,080	319,386
Total Deferred Income- Marina	597,342	534,444	466,488
Total Bank Loans	1,027,118	997,021	966,662
Total Other Finance	777,069	758,993	745,482
Total Liabilities	3,342,144	3,219,375	3,005,339
Net Assets	4,929,779	4,855,034	4,830,128
Total Equity	4,929,779	4,855,034	4,830,128

Peter Demura
Honorary Treasurer
21st March 2022

Balance Sheet [Multi-Period]

December 2021 To February 2022

		December	January	February
1-0000	Assets			
1-1000	Trading Bank Accounts			
1-1010	BOM- Business Chq Acc**157544	\$30,736.52	\$30,606.37	\$14,787.01
1-1015	BOM- MbrShp Marina Acc**098419	\$1,379,931.57	\$1,358,184.05	\$1,168,255.70
1-1020	BOM Coll Term Deposit x043	\$17,073.72	\$17,073.72	\$17,073.72
1-1025	BOM- Yachting Foundation x141	\$2,263.23	\$2,263.23	\$2,263.23
1-1031	BOM-Business Access Saver x391	\$2,474.97	\$2,474.99	\$2,475.00
	Total Trading Bank Accounts	\$1,432,480.01	\$1,410,602.36	\$1,204,854.66
1-1100	Floats			
1-1105	Cash on Hand	\$1,000.00	\$1,000.00	\$1,000.00
1-1110	Till Floats	\$1,400.00	\$1,400.00	\$1,400.00
1-1125	Petty Cash	\$222.60	\$469.80	\$627.40
	Total Floats	\$2,622.60	\$2,869.80	\$3,027.40
1-1200	Clearing Accounts			
1-1210	Cash Clearing	-\$12,992.04	-\$53,154.75	\$4,250.50
1-1220	Account Clearing	\$143.20	\$0.00	\$0.00
1-1250	Eftpos Clearing	\$3,288.12	\$1,982.50	\$1,907.70
	Total Clearing Accounts	-\$9,560.72	-\$51,172.25	\$6,158.20
1-1300	Debtors			
1-1310	Trade Debtors	\$19,634.75	\$29,016.33	\$33,515.50
1-1330	Other Debtors	\$277,605.90	\$230,797.51	\$225,616.72
1-1340	Provision for Doubtful Debts	-\$8,416.78	-\$8,416.78	-\$8,416.78
	Total Debtors	\$288,823.87	\$251,397.06	\$250,715.44
1-1350	Receivables			
1-1355	Members Control Account	-\$330.20	\$4,086.36	-\$2,598.56
1-1370	Cruising Group Account	\$45,085.52	\$45,055.52	\$45,055.52
1-1375	Cruising Group Clearing Acc	-\$45,085.52	-\$45,055.52	-\$45,055.52
1-1380	Icebergers Clearing Account	\$371.95	\$371.95	\$21.95
1-1390	Icebergers Group Account	-\$371.95	-\$371.95	-\$21.95
	Total Receivables	-\$330.20	\$4,086.36	-\$2,598.56
1-1400	Prepayments			
1-1410	Prepayments - General	\$68,230.10	\$58,531.97	\$50,508.96
1-1420	Prepaid Insurance	\$28,191.51	\$21,143.63	\$14,095.75
1-1425	Prepaid Workcover	\$20,686.16	\$20,686.16	\$20,686.16
1-1430	Prepaid Interest	\$1,407.37	\$1,055.54	\$703.69
	Total Prepayments	\$118,515.14	\$101,417.30	\$85,994.56
1-1600	Stock			
1-1610	Inventory- Beverage	\$41,688.25	\$42,033.26	\$51,721.27
1-1611	Inventory-Beverage non-alcohol	\$6,297.29	\$6,104.66	\$5,611.32
1-1630	Inventory- Food	\$11,328.58	\$9,596.16	\$9,710.75
1-1650	Inventory- Clothing & Merch	\$6,781.02	\$9,935.06	\$10,929.90
	Total Stock	\$66,095.14	\$67,669.14	\$77,973.24
1-1710	Property			
1-1713	Club House Leasehold at Cost	\$9,177,675.22	\$9,177,675.22	\$9,177,675.22
1-1714	Amortisation Club House Imp	-\$4,849,777.04	-\$4,883,687.16	-\$4,914,315.66
1-1715	Yard Leasehold Imp at Cost	\$180,929.18	\$180,929.18	\$180,929.18
1-1716	Amortisation Leasehold Yard	-\$175,614.08	-\$175,715.97	-\$175,808.01
1-1717	ROU Assets - Parks Victoria	\$185,477.28	\$180,840.34	\$176,203.40
1-1718	Amortisation Parks Victoria	-\$111,286.33	-\$111,286.33	-\$111,286.33
1-1719	ROU Assets - Bayside City Council	\$687,169.24	\$683,590.24	\$680,011.24
1-1720	Amortisation Bayside City Council	-\$85,896.38	-\$85,896.38	-\$85,896.38

Balance Sheet [Multi-Period]

December 2021 To February 2022

		December	January	February
	Total Property	\$5,008,677.09	\$4,966,449.14	\$4,927,512.66
1-1721	Marina & Hardstand			
1-1723	Marina Leasehold Imp at Cost	\$7,938,844.32	\$7,938,844.32	\$7,938,844.32
1-1724	Amortisation Leasehold Marina	-\$7,140,546.14	-\$7,173,233.33	-\$7,202,757.24
1-1725	Hardstand Leasehold at Cost	\$764,292.96	\$764,292.96	\$764,292.96
1-1726	Amortisation Hardstand Imp	-\$745,271.42	-\$745,642.12	-\$745,976.95
	Total Marina & Hardstand	\$817,319.72	\$784,261.83	\$754,403.09
1-1740	Plant & Equipment			
1-1742	Furniture, Plant & Equipment	\$1,307,934.11	\$1,307,934.11	\$1,307,934.11
1-1744	Accum Depreciation Plant etc	-\$1,173,905.82	-\$1,176,592.54	-\$1,178,984.88
1-1750	Marina & HStand Equip at Cost	\$476,220.43	\$476,220.43	\$476,220.43
1-1755	Marina & HStand Equip Acc Depn	-\$348,008.25	-\$349,332.50	-\$350,528.60
	Total Plant & Equipment	\$262,240.47	\$258,229.50	\$254,641.06
1-1800	Boats			
1-1810	Rescue & Work Boats at Cost	\$736,668.37	\$736,668.37	\$736,668.37
1-1815	Accum Depreciation Rescue Boat	-\$533,807.10	-\$538,527.59	-\$542,790.57
1-1825	OTB Sailing Boats at Cost	\$222,082.29	\$222,082.29	\$222,082.29
1-1830	Accum Depreciation OTB Boats	-\$139,903.64	-\$141,624.34	-\$143,174.91
	Total Boats	\$285,039.92	\$278,598.73	\$272,785.18
1-1900	Intangible Assets			
1-1910	Designs at Cost	\$16,057.23	\$16,057.23	\$16,057.23
1-1920	Amortisation Designs	-\$16,057.23	-\$16,057.23	-\$16,057.23
	Total Intangible Assets	\$0.00	\$0.00	\$0.00
	Total Assets	\$8,271,923.04	\$8,074,408.97	\$7,835,466.93
2-0000	Liabilities			
2-1000	Trade Creditors			
2-1100	Trade Creditors	\$157,851.11	\$128,180.19	\$136,195.50
	Total Trade Creditors	\$157,851.11	\$128,180.19	\$136,195.50
2-2000	Accruals			
2-2005	Deposits Received in Advance	\$3,625.00	\$7,625.00	\$6,875.00
2-2110	Accruals- General	\$38,180.38	\$23,813.96	\$33,174.18
2-2130	Accrual- Workcover	\$7,946.17	\$10,230.32	\$12,082.48
2-2140	Accrual- Payroll Tax	\$29,826.45	\$31,420.94	\$29,512.27
	Total Accruals	\$79,578.00	\$73,090.22	\$81,643.93
2-3000	GST and Statutory Liabilities			
2-3110	GST Collected	\$79,024.22	\$111,771.46	\$70,347.01
2-3120	GST Paid	-\$36,039.08	-\$50,311.33	-\$32,950.26
2-3130	PAYG Withholding Payable	\$28,442.00	\$61,100.00	\$26,533.00
2-3150	Superannuation Payable	\$14,098.63	\$18,524.79	\$14,696.40
	Total GST and Statutory Liabilities	\$85,525.77	\$141,084.92	\$78,626.15
2-4000	Employee Provisions			
2-4010	Annual Leave Payable	\$60,209.21	\$69,242.06	\$74,952.42
2-4015	Leave Loading Payable	\$10,542.52	\$12,121.09	\$13,120.21
2-4020	Long Service Leave - Current	\$32,265.00	\$32,481.00	\$32,599.00
2-4021	Long Service Leave Non-current	\$31,330.00	\$35,757.00	\$37,335.00
2-4022	On-Cost for A/L & L/Loading	\$11,283.27	\$12,975.55	\$14,045.56
2-4031	Employee Deductions	\$400.00	\$500.00	\$400.00
	Total Employee Provisions	\$146,030.00	\$163,076.70	\$172,452.19
2-5000	Bonds & Other Liabilities			
2-5010	29er's Bond Account	\$1,000.00	\$1,000.00	\$1,000.00

Balance Sheet [Multi-Period]

December 2021 To February 2022

		December	January	February
2-5020	RBYC Auxiliary	\$24,608.77	\$24,608.77	\$24,608.77
2-5030	Aust. Sports Foundation C.Acc	\$12,794.76	\$12,794.76	\$12,794.76
	Total Bonds & Other Liabilities	\$38,403.53	\$38,403.53	\$38,403.53
2-6000	Deferred Income- Members			
2-6010	Subscription Income Deferred	\$377,508.37	\$316,050.62	\$261,459.44
2-6060	Other Income in Advance	\$55,718.35	\$69,029.83	\$57,926.12
	Total Deferred Income- Members	\$433,226.72	\$385,080.45	\$319,385.56
2-7000	Deferred Income- Marina			
2-7010	Marina 1 Year Licence	\$474,891.75	\$439,043.26	\$396,328.62
2-7020	Marina 20 Year Lease	\$8,482.39	-\$2,362.67	-\$13,207.73
2-7030	Hardstand - Rental	\$44,150.58	\$36,848.63	\$31,873.75
2-7050	OTB Maintenance Income	\$69,816.96	\$60,914.87	\$51,493.33
	Total Deferred Income- Marina	\$597,341.68	\$534,444.09	\$466,487.97
2-8000	Bank Loans			
2-8030	Commercial Bill S331 300243100	\$189,575.99	\$159,479.43	\$129,119.71
2-8031	Commercial Bill - Non Current	\$837,542.00	\$837,542.00	\$837,542.00
	Total Bank Loans	\$1,027,117.99	\$997,021.43	\$966,661.71
2-9000	Other Finance			
2-9010	Equipment Loan	\$25,242.78	\$21,151.78	\$17,044.42
2-9011	Equipment Loan - Non Current	\$38,772.00	\$38,772.00	\$38,772.00
2-9020	Insurance Premium Funding	\$9,718.85	\$0.00	\$0.00
2-9021	Current Liability - Parks Victoria	\$28,721.98	\$23,969.84	\$19,203.84
2-9022	Current Liability - Bayside City Council	\$17,486.72	\$14,593.33	\$11,691.50
2-9023	Non-Current Liability - Parks Victoria	\$47,755.89	\$47,755.89	\$47,755.89
2-9024	Non-Current Liability-Bayside City Council	\$608,627.33	\$608,627.33	\$608,627.33
2-9036	Credit Card P Hall x271	-\$16.27	\$3,257.32	\$1,695.59
2-9037	Credit Card - Sammy Dobby	\$760.10	\$865.77	\$691.80
	Total Other Finance	\$777,069.38	\$758,993.26	\$745,482.37
	Total Liabilities	\$3,342,144.18	\$3,219,374.79	\$3,005,338.91
	Net Assets	\$4,929,778.86	\$4,855,034.18	\$4,830,128.02
3-0000	Equity			
3-1000	Accumulated Funds	\$5,239,895.19	\$5,239,895.19	\$5,239,895.19
3-2000	Yachting Foundation No2 Reserv	\$17,785.73	\$17,785.73	\$17,785.73
3-2010	Members Reserve	\$202,265.50	\$202,265.50	\$202,265.50
3-3000	Retained Earnings	-\$469,700.09	-\$469,700.09	-\$469,700.09
3-9000	Current Earnings	-\$60,467.47	-\$135,212.15	-\$160,118.31
	Total Equity	\$4,929,778.86	\$4,855,034.18	\$4,830,128.02

Royal Brighton Yacht Club

Finance Sub-Committee Meeting

Minutes of meeting of Finance Sub-Committee held Thursday 16th December 2021 at RBYC

Committee Member Present: Peter Demura, Peter Strain, Phil Hall, Niesje Hees, Paul Jenkins and Brett Heath. **Apologies:** John Mooney, Keith Badger

Meeting opened at 5.10pm

1. Minutes of previous meeting – Peter Demura moved that they be approved, Seconded by Niesje Hees. Minutes approved.
2. Overview of Accounts and Club Activity.
 - a. Discussion of November financial results and noted the following:
 - Overview as per December GC Finance Report – not too bad considering the poor weather affecting Saturday sailing and twilights and COVID Marshalls are not productive
 - Cost of Goods Sold have settled down around 33% of sales.
 - PD to check Association Fees – only 50% of Budget.
 - Electricity – we have a fixed amount contract for 12 months to guarantee supply and a large proportion, 60%, is a network charge and this explains why savings have not yet kicked in. Technical problems with the app recording power generation and usage are being addressed
 - b. Trading:
 - Catering is a balancing act between numbers and quality of food and service. Bookings are being limited to ensure that staff are not overworked and quality suffers.
 - Chefs, including the Sous Chef, are being moved from casual to permanent employment
 - Pressure on hospitality operations and there is a need for understanding from members and guests.
 - Food costs and wastage are being monitored, recorded and managed.
 - Menu is under constant review to ensure meeting customer's expectations
 - Supply chain problems are impacting some areas of the Club and in particular timber supplies..
3. Risk Register
 - a. Work underway to develop a plan and process to ensure a consistent outcome across the Club and importantly not to duplicate the work already done – not progressed by Peter Demura since last month.
 - b. Follow up with Geoff Brewster
 - c. Sail Melbourne risk management plan has been reviewed by the Club.

4. Asset Management

a. Discussion of Marina Management Fees and Expenses

- Options – it is too detailed to account for each expense
- Capital has already been expensed e.g. cranes and dredging
- Marina Reserve Account has been removed
- Overall – need to look at the broad contribution of the marina and hardstand but only so far as we can attribute expenses.

Meeting Closed at 5.50pm.

Next Meeting at 5.00pm Monday 31st January 2022 at RBYC.

Peter Demura
Honorary Treasurer
27th January 2022

GENERAL MANAGER'S REPORT MARCH 2022

- OH & S – There have been no reports with outstanding issues. Brendon Fisher may be submitted a work cover claim in relationship to a slip where he may have hurt his back.
- I am pleased to advise that I have employed Colin Burgess as Boating Manager commencing on Tuesday 26th April 2022.
- There has been an oversight in recording Function Beverage, we will need to journal some income from Restaurant Beverage to Function Beverage.
- Peter Strain, Laura Thomson & I met with Fergus Stewart and parents to establish a return to the club pathway for the 2 boys that have recently been suspended. They will not be returning to the quest program but have been offered a pathway to commence training in a 29er.
- I have registered to attend Marina22 conference from May 22nd to May 25th, 2022.
- Attached is the incident report pertaining to the incident that took place on December 19th 2021 – discussion point.
- Also attached a diagram to form part of the By-Laws that sets out the membership privileges & access levels as required.
- Public Holiday Opening Hours - 15% public holiday surcharge applies

Anzac Day, Monday 25th April 2022

Anzac Service held in the Members' Bar at 11.30am.

Olympic Restaurant & Bar 8am - 5pm?

Members' Bar 4pm - 7pm

Note: Liquor License restrictions - alcohol cannot be served until 12 noon.

Easter Trading Hours

Restaurant

Good Friday 15th April- CLOSED

Saturday 16th April - 8am - 9pm approx. (last dinner booking 7.30pm)

Sunday 17th April - 8am - 5pm

Easter Monday 18th April - CLOSED

Sailing office

Good Friday - Easter Monday - CLOSED - Emergencies 0437 454998

Members' Bar

Good Friday 15th April - CLOSED

Saturday 16th April - 4pm - 7pm

Sunday 17th April - 4pm - 7pm

Easter Monday 18th- 4pm - 7pm

Phil Hall

General Manager

Sailing 2032

The Strategic Plan for Australian Sailing 2022-2032

SAILING 2032 is the platform from which Australian Sailing and our key partners will make exciting changes to what we do, when we do it, how we do it, where we do it, and who we do it with.

Our Purpose

To grow sailing by leading, inspiring, and supporting sailors and their communities.

Our People

The future of Australian Sailing lies in our people. We will proactively attract, train, support and retain people who love Sailing and are committed to achieving our purpose.

Our Culture

Our values define our character and guide how we behave as we collectively do what is right for Sailing.

R **Respect**
We value each other's experience and knowledge

I **Integrity**
We act honestly and take responsibility

T **Teamwork**
We work as one crew to help each other perform

E **Excellence**
We exceed expectations and strive for the best

Our Strategic Focus Areas

Our drive to deliver on our strategic plan and achieve our purpose will be focused on three key strategic pillars and six strategic foundations.

OUR STRATEGIC PILLARS



SUPPORT
An enhanced Sailing delivery system delivering positive and rewarding Sailing experiences.



OUR GOAL
» All clubs and Centres access Australian Sailing programs and support to help them deliver Sailing to their communities and achieve their goals



GROW
More people on the water, in more ways, more often.



OUR GOAL
» Sailing is safer, more visible, accessible, relevant and rewarding for all



WIN
#1 Olympic Sailing nation in the world, uniting and inspiring Australia.



OUR GOALS
» Consistently winning multiple medals
» Produce and retaining a pipeline of athlete and coach talent
» Have a positive influence on retaining and growing our Sailing community

OUR STRATEGIC FOUNDATIONS



FUTURE FOCUS
Our cultural, governance and integrity, operating and financial frameworks are best practice and perfectly placed to support our organisation and Sailing's delivery system into the future.



ENVIRONMENTAL SUSTAINABILITY
With the ocean, lakes and rivers as our playground, Sailing and the environment are intrinsically connected. We play an active role in ensuring all Australians have clean and safe waterways on which to sail.



DIVERSITY AND INCLUSION
Sailing is a great way to show how diverse and inclusive we can be as a nation. We want to see Sailing reflecting our communities. Inclusive sport = inclusive communities, and Sailing is part of this.



INNOVATION
We are open to new ideas and will continually challenge our assumptions to improve the way we operate.



SAFETY
We promote a Sailing safety culture.



PARTNERSHIPS
We positively partner with all elements of the Australian Sailing community for the benefit of Sailing.

Forecast

Apr-22

Date	Function name	Pax	Food Per head	Total food	Room hire	AV
01.04.22	BNI	50	\$ 30.00	\$ 1,500.00		N/A
01.04.22	PIF	150	\$ 50.00	\$ 7,500.00	\$ 500.00	N/A
02.04.22	JENNY PEARCE BIRTHDAY	140		\$ 12,880.00		N/A
03.04.22	WEDDING CEREMONY & RECEPTION	75		\$ 9,369.00	\$ 1,800.00	
04.04.22	PROBUS MEETING	30	\$ 30.00	\$ 900.00	\$ 500.00	N/A
07.04.22	BNI Prestige	40	\$ 30.00	\$ 1,200.00		N/A
07.04.22	ROTARY	30	\$ 35.00	\$ 1,050.00		N/A
08.04.22	BNI	50	\$ 35.00	\$ 1,750.00		
08.04.22	FIRST FRIDAY	30	\$ 30.00	\$ 900.00		
09.04.22	ELLA MUSIC NIGHT			\$ -	\$ 500.00	
14.04.22	BNI Prestige	40	\$ 30.00	\$ 1,200.00		N/A
14.04.22	ROTARY	30	\$ 35.00	\$ 1,050.00		
19.04.22	Soroptimist Ladies dinner	30	\$ 40.00	\$ 1,200.00		N/A
21.04.22	BNI Prestige	40	\$ 30.00	\$ 1,200.00		
21.04.22	Rotary	30	\$ 35.00	\$ 1,050.00		
22.04.22	BNI	50	\$ 30.00	\$ 1,500.00		
27.04.22	BGS	70	\$ 55.00	\$ 3,850.00		
28.04.22	BNI Prestige	40	\$ 30.00	\$ 1,200.00		N/A
28.04.22	ROTARY	30	\$ 35.00	\$ 1,050.00		
29.04.22	BNI	50	\$ 30.00	\$ 1,500.00		
29.04.22	JOAN OF ARC SCHOOL LUNCH	160	\$ 55.00	\$ 8,800.00		

Beverage cost	Total function	NOTES
\$250	\$2,000	Confirmed
On consumption	\$ 8,000.00	Confirmed
\$1,440	\$ 14,320.00	CORKAGE
	\$ 11,169.00	20% SUR CHARGE
On consumption	\$ 1,400.00	Confirmed
\$250	\$ 1,450.00	Confirmed
On consumption	\$ 1,050.00	Confirmed
\$250	\$ 2,000.00	Confirmed
On consumption	\$ 900.00	Confirmed
On consumption	\$ 500.00	
On consumption	\$ 1,200.00	Confirmed
On consumption	\$ 1,050.00	Confirmed
	\$ 1,200.00	Confirmed
\$250	\$ 1,450.00	Confirmed
	\$ 1,050.00	
\$250	\$ 1,750.00	Confirmed
	\$ 3,850.00	Confirmed
\$250	\$ 1,450.00	Confirmed
	\$ 1,050.00	Confirmed
\$250	\$ 1,750.00	Confirmed
\$500	\$ 9,300.00	Confirmed
	\$ -	Confirmed
		Confirmed
		Confirmed

REPORT FOR THE GC J Apr-22

POS SPEND BY MEMBERSHIP TYPE - February 2022

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior Special	\$1,771.25	\$126.52	14	9
Senior Family	\$13,453.07	\$116.98	115	70
Gym	\$6,369.51	\$89.71	71	49
40 Year	\$1,074.77	\$89.56	12	7
Honorary Life	\$599.15	\$85.59	7	6
Senior	\$28,981.20	\$81.64	355	204
Crew Plus	\$1,651.09	\$66.04	25	11
50 Year	\$2,063.40	\$54.30	38	16
Social	\$14,812.25	\$53.86	275	127
Aquatic	\$5,593.53	\$50.39	111	74
TPI	\$99.65	\$49.83	2	2
Crew	\$5,953.74	\$49.20	121	64
60 Year +	\$1,583.65	\$46.58	34	13
Senior Country	\$420.37	\$32.34	13	4
Senior Absentee	\$511.50	\$16.50	31	3
Social extra	\$906.02	\$12.08	75	18
Intermediate 18-29	\$443.33	\$4.48	99	14
Junior family	\$136.20	\$3.68	37	3
Youth	\$0.00	\$0.00	77	0
	\$86,423.68			694

Membership count July 21 - June 22

	Jun-21	Jul-21	-/+	Aug-21	-/+	Sep-21	-/+	Oct-21	-/+	Nov-21	-/+	Dec-21
Senior	356	342	-3.93%	341	-0.29%	341	0.00%	354	3.81%	356	0.56%	353
Senior Family	103	95	-7.77%	95	0.00%	95	0.00%	106	11.58%	107	0.94%	111
Senior Special	15	14	-6.67%	14	0.00%	14	0.00%	14	0.00%	14	0.00%	14
40 Year	12	13	8.33%	13	0.00%	13	0.00%	12	-7.69%	12	0.00%	12
50 Year	39	38	-2.56%	38	0.00%	38	0.00%	38	0.00%	38	0.00%	38
60 Year +	34	36	5.88%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36
Honorary Life	6	6	0.00%	6	0.00%	6	0.00%	7	16.67%	7	0.00%	7
Senior Country	13	13	0.00%	13	0.00%	13	0.00%	14	7.69%	15	7.14%	14
Senior Absentee	37	33	-10.81%	33	0.00%	33	0.00%	32	-3.03%	32	0.00%	32
Crew	140	130	-7.14%	129	-0.77%	129	0.00%	129	0.00%	129	0.00%	130
Crew Plus	28	26	-7.14%	26	0.00%	26	0.00%	26	0.00%	27	3.85%	28
Youth U18	97	93	-4.12%	89	-4.30%	86	-3.37%	81	-5.81%	84	3.70%	86
Intermediate 18-29	119	100	-15.97%	101	1.00%	100	-0.99%	100	0.00%	103	3.00%	103
Gym	78	77	-1.28%	75	-2.60%	74	-1.33%	71	-4.05%	72	1.41%	72
Social	255	249	-2.35%	250	0.40%	249	-0.40%	258	3.61%	262	1.55%	265
Social Extra	73	76	4.11%	75	-1.32%	74	-1.33%	77	4.05%	77	0.00%	77
Junior Family	31	30	-3.23%	30	0.00%	30	0.00%	31	3.33%	31	0.00%	31
Aquatic	114	111	-2.63%	111	0.00%	112	0.90%	106	-5.36%	108	1.89%	111
TPI	2	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2
Sponsors	4	4	0.00%	4	0.00%	4	0.00%	4	0.00%	4	0.00%	4
TOTAL	1556	1488	-4.37%	1481	-0.47%	1475	-0.41%	1498	1.56%	1516	1.20%	1526

-/+	Jan-22	-/+	Feb-22	-/+	
-0.84%	355	0.57%	355	0.00%	
3.74%	114	2.70%	115	0.88%	
0.00%	14	0.00%	14	0.00%	
0.00%	12	0.00%	12	0.00%	
0.00%	38	0.00%	38	0.00%	
0.00%	35	-2.78%	34	-2.86%	
0.00%	7	0.00%	7	0.00%	
-6.67%	14	0.00%	13	-7.14%	
0.00%	31	-3.13%	31	0.00%	
0.78%	125	-3.85%	121	-3.20%	
3.70%	24	-14.29%	25	4.17%	
2.38%	85	-1.16%	77	-9.41%	
0.00%	105	1.94%	99	-5.71%	
0.00%	73	1.39%	71	-2.74%	
1.15%	269	1.51%	275	2.23%	
0.00%	77	0.00%	75	-2.60%	
0.00%	32	3.23%	37	15.63%	
2.78%	112	0.90%	111	-0.89%	
0.00%	2	0.00%	2	0.00%	
0.00%	4	0.00%	4	0.00%	
0.66%	1528	0.13%	1516	-0.79%	

Membership - February 2022

		TOTALS	TOTAL %
Senior	355		
Senior Family	115		
Senior Special	14		
40 Year	12		
50 Year	38		
60 Year +	34		
Honorary Life	7		
Senior Country	13		
Senior Absentee	31	619	41%
Total Senior			
Crew	121		
Crew Plus	25	146	10%
Total Crew			
Intermediate 18-29	99	99	7%
Youth	77	77	5%
Gym	71	71	5%
Social	275	275	18%
Social extra	75	75	5%
Junior family	37	37	2%
Aquatic	111	111	7%
TPI	2	2	0%
sponsors	4	4	0%
TOTAL	1516	1516	100%

	June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	End February 2022
Senior	368	347	324	336	335	356	355
Senior Family	96	93	89	92	92	103	115
Senior Special	17	17	16	16	13	15	14
40 Year	18	14	12	12	12	12	12
50 Year	45	45	44	44	43	39	38
60 Year +	39	42	42	38	32	34	34
Honorary Life	7	7	6	6	6	6	7
Senior Country	12	16	16	15	13	13	13
Senior Absentee	55	49	40	38	36	37	31
Crew	184	149	143	155	156	140	121
Crew Plus	31	27	22	21	26	28	25
Intermediate 18-29	67	66	77	99	75	97	99
Youth U18	106	141	136	148	150	119	77
Gym	75	75	65	78	74	78	71
Social	242	233	212	207	207	255	275
Social Extra	79	77	64	64	63	73	75
Junior Family	14	19	22	28	25	31	37
Aquatic	75	79	78	73	81	114	111
TPI	0	1	1	3	3	2	2
Sponsors	11	2	4	4	4	4	4
TOTAL	1541	1499	1413	1477	1446	1556	1516

Members to be ratified 28.03.22

Kate Duke	Senior
Steven Parry	Senior
Benot Falletti	Senior Family
Diana Falletti	Senior Family
Anton Van Wyk	Crew Plus
Peter Wilson	Gym
Laura Hahn	Aquatic
Caroline Connor	Aquatic
Emma Gronow	Aquatic
Sue McCarthy	Aquatic
Andrew McLaughlin	Aquatic
Denes Van Wyk	Intermediate
Steven Putt	Social
Fleur Ryder	Social
Janelle Dancer	Social
Hugh Meggitt	Social
Scott Livingstone	Social
Sandy Caust	Social
Magdalena Falletti	Junior family
Gabriel Falletti	Junior family

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Overview - Marina / Hardstand / Undercroft

Month: Mar-22

	OTB	Hardstand	Marina	Combined	Available	Occupied	Total Vacant	Club Vacant	Owned Vacant
Mar-22	96.30%	94.44%	73.48%	86.12%	425	366	59	43	6
Feb-22	96.3	94.44	73.59	86.56	424	367	57	43	6

Marina

Size	Club Owned	Occupied	Occ %	Mem Owned	Occupied	Occ %	Total Pens	Total Occ	Total Occ %	Vacant Club Owned
10M	80	51	63.75%	15	13	86.67%	95	64	67.37%	29
12M	56	37	66.07%	16	13	81.25%	72	50	69.44%	19
13M	6	4	66.67%	0	0	0.00%	6	4	66.67%	2
15M	19	17	89.47%	16	12	75.00%	35	29	82.86%	2
18M	15	15	100.00%	7	7	100.00%	22	22	100.00%	0
	176	124	70.45%	54	45	83.33%	230	169	73.48%	52

OTB Dinghy Storage

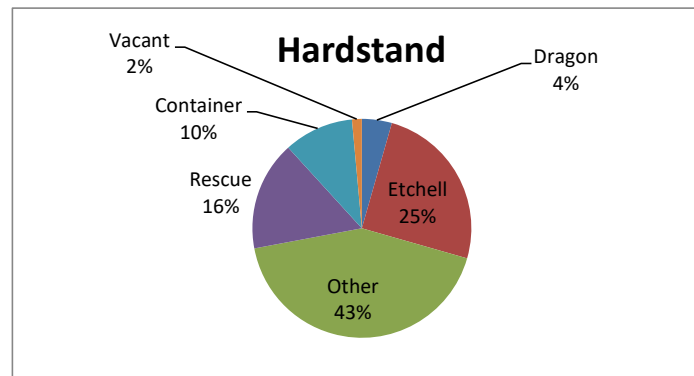
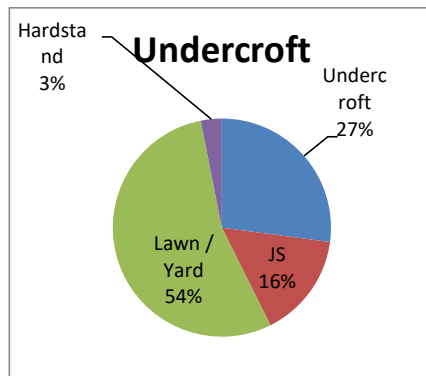
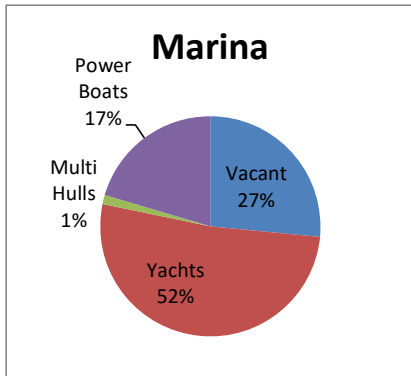
	Undercroft	JS	Lawn / Yard	Hardstand	Total of 134
Total Pens	35	20	70	4	129
Occupancy	75.00%	90.00%	95.00%	100.00%	96.30%

Marina Boat Types

Totals	Vacant	Yachts	Multi Hulls	Power Boats
230	61	119	3	47
100.00%	27%	52%	1%	17%

Hardstand

	Dragon	Etchell	Other	Rescue	Container	Vacant	Total 72
Occupied	3	17	29	11	7	1	68
Ratio %	4.2%	23.6%	40.3%	15.3%	9.7%	1.4%	94.4%



Minutes - RBYC Sailing Sub Committee

Meeting Date	Thursday 17th February 2022 at 7:00pm.			
Meeting Venue	RBYC Committee Room			
Attendance	Brett Heath (BH), Peter Gebhardt (PG), Denis McConnell(DM), Phil Bedlington(PB),Chad Humphrey (CH), Murray Cowdell (MC), Kenn Williamson (KW), John Spencer (JS), Marnie Irving (MI),			
Apologies	John Spencer (JS), Paul Pascoe(PP), Phil Hall (PH),			
<i>Item</i>	<i>Topic</i>	<i>Support Paper</i>	<i>Action By</i>	<i>Complete Date</i>
1.0	OPENING – Brett Heath			
1.1	<p><i>Minutes of the previous meeting be adopted. Discussed notes below and Carried PG & PP</i></p> <p><u>Sailing Results:</u> CH is also working with Richard Geake-Ransom (RGR) to improve Handicap records, particularly entry of new boats to club. Although also reviewing existing boats from PHS perspective to reflect boat and crew capabilities more accurately. JS noted need to understand when such changes are made, particularly for winning boats. CH – Recommended having Richard write how handicaps are determined and modified for skippers. PG – Noted need for boat name to be presented on results page on mobiles. Action: Chad to look at tick boxes – Done and Paul to review URL’s sent specifically related to Mobile devices who seem to have the problem.</p> <p><u>OTB W-Flag removal & Sail At on Risk Flag</u> Action: Last committee did request the sign be added to gate and publicise the update. All request this urgently be addressed. Both now complete – Done</p> <p><u>Shallow spot, Rock, or Debris in Pond</u> KW- Noted the OTB had complained of something in the pond needing identification and removal if possible. Action: Get more details from OTB – KW & CH then have Diver Dan investigate too.</p>		CH	
2.0	MATTERS ARISING			
2.1	<p>Review of Sailing to date BH – Range Series and Brighton Championship Medium Passage had lovely weather. Unfortunately, Div 1 boats down a bit with Schuss not being active anymore, sad story of lightning strike when on hardstand at SYC. All best given to Denis. A few other boats were away, but Div 2 had a large Fleet which was very good to see. KW – 6 lasers and windsurfers both out last Thursday even though conditions weren’t great. BH – Biggest issue for twilight season has been poor weather and blowouts. PG – Very nice to get radio announcements last week. PB asked that this becomes a weekly radio announcement as done by other clubs. Action: PRO to announce courses once course has been decided each day.</p>			

			PRO	
2.2	<p><u>Mark for rock of our tower start</u> – awaiting a suitable day being sort for Diver Dan and Chad to go out identify and document where the rock is and just as importantly what it is.</p> <p>Paul’s sign on, boat register and handicap discussed, CH noted clean-up of Members and Boats details was ongoing, with many skippers actively coming forward to learn the system and clean-up any issues they are having. Particularly since the introduction of the 3-point SCP penalty has been introduced.</p> <p>Action : Spoken with Diver Dan several times and awaiting on call for a day to get out and find the rock.</p>		CH	
2.3	<p>Calendar</p> <p>BH: Etchells, VxOnes and 2.4mRs all have a full calendar and appears to be going well.</p> <p>CH: VxOne not arriving on time for starts, all agreed if they don’t rock up just continue with race cycle.</p>			
2.4	<p>Volunteers – training</p> <p>BH – Asked where are with new volunteers.</p> <p>CH – Niesje Hees has implemented sending CH a list of new members and interests in volunteering. Laura has sent through documentation on how to train new volunteers. Really need to sit down with Murray, rest of rescue boat team and race management team to organise some workshops to a schedule of training for specific items.</p> <p>JS – Asked MC if we have the documentation etc of previous courses that where provided. MC – said he does and will look and had done so in past but the previous sailing office lacked any real interest in items.</p> <p>KW – Asked if this covers OTB, JS responded it covers all Race Management and Operations of Club boats eg. Craning in boats, use of rescues etc with videos.</p> <p>Action: BH asked CH to create a schedule in next 2 weeks and send to every new member who signs up with some interest in volunteering onshore or offshore and potentially start adding to the newsletter.</p> <p>Action: MC and JS to see if they have copies of the documentation for above and provide to CH.</p> <p>KW – Asked if there were any specific numbers being targeted and group explained that it was more the need to get any keen volunteers not just setting a target of a certain number.</p> <p>MC - Noted need to train the coaches.</p>		CH MC & JS	
2.5	<p>VX One Nationals in mid Jan 2024</p> <p>BH – Noted that several members petitioned desire to sail the regatta out of RBYC and we were successful. We have 5 on hardstand now and 40 participants attended the last nationals, and the fleet is growing as they are bought as soon as they are sold. Boat doesn’t require super skills with families now competing against others.</p>			
2.6	<p>Redeemer crew requirements</p> <p>MC – There was an accident on Redeemer, the first incident ever. With the ages of the 70plus males on board the a lady & gentlemen both fell over and a gash to his arm, a lady had to require attendance to hospital as a result of knee injury.</p>			

	<p>Action: Needed is younger & stronger volunteers as existing to old. Alternatively, you need a minimum of 4 people on board in the short term. Also need new driver in the new year. MC & PB: Discussion held about using a couple of Ribs.</p>		CH	
2.7	<p>New container for race management BH – Has spoken to General Committee and this is budgeted for next year and will be replaced entirely with a new container then.</p>			
2.8	<p>VSSA rhib pontoons quote BH – Was in budget for last year and we're happy to proceed as funds are available. MC – Noted best to we fix up VSSA as we have a person ready to purchase it currently. Action: Happy for Phil to order a new Rhib immediately</p>		PH	
2.9	<p>Association Cup team – 20th March BH - Have two entries so far in Martini Racing and BKT Jamhu. Looking for a two more boats to compete. Reverie, Rush ,Hartbreaker, Coco, and Serious Yahoo going to be put forward. PB – Also put forward a joint entry on Ikon. Action: BH to put manage entries.</p>		BH	
3.0	SAFETY INITIATIVES			
3.1	<p>Sign on / sign off / results / Volunteers app BH – Noted the sign on /off appears to have been working. CH – Noted that some boats are signing on with no or few crew. KW - Raised a concern about liability by the club, Paul explained that we don't have liability we have the details for those signed on to assist Medical responders with their emergency contact details and any known medical issues. CH asked is there a difference between training racing on Thursdays versus Race Managed Racing. JS – questioned cruising group and BH having spoken to Australian Sailing and cruising doesn't constitute racing. Action: Chad to provide BH with weekly report of who isn't signing on and he'll follow up on serial offenders. CH -will see if RGR and PP can assist with a report of some kind. Action: Chad to publicise Sign On requirement in stand-alone newsletter noting scoring penalty for Official Racing and Can also be used by Training sessions too, where a trainer is present.</p>		CH/ BH CH	
3.2	<p>Audit of Safety Category's BH – Noted safety audit at club captains meeting has been deferred several times and we're still waiting, noting cat 5 & 6</p>			
4.0	<p>OTB REPORT BH - Brett asked that KW summarise his lengthy report. KW - Be nice if everyone read the report. Noted Laura's report was excellent. PB - Noted everyone has read the report. PP - suggested that all the feedback be sent to KW and aggregated the feedback. Good to see one taking charge.</p>		KW	

	BH - There has been a lot of interest in this particularly with RMYS and race. KW - Is aware and will follow up. Noting the Stonehaven will now be hosted by RMYS next year. BH – noted it was to be discussed this evening but if decision has already been made so be it.			
5.0	CRUISING REPORT PG – On water events Bass Strait cruising group starting with the 26 th Feb heading down the Queenscliff with about 6 boats. Gone for about 2 weeks. Ingenuer racing quiet well with a few ring ins and everyone is enjoying it. Aside from that several social events noted in newsletter. BH – noted SYC had advertised its motorboat event and cruising group was going to look at something like that. PP noted it was a navigation event and another club at Williamstown possibly Royal Victoria Motor Yacht squadron might be worth approaching as they normally only invited those who have attended in the past. PG – Noted they are trying to get a motor boar representative into the cruising group. Unfortunately, the past person nominated was killed in a car accident in NSW. PG will keep working on it. CH - Noted some feedback to group from motorboat involved in potential incident and how apologetic they are to all involved and willingness to take on advice and training from some motor skilled trainers at the club.		PG	
6.0	RESCUE BOAT WORKING GROUP REPORT MC - Working group have been very diligent of late, we must supply some knives and space blankets, otherwise nothing missing. Have discussed with Phil and Laura the state of boats is being left in and for the staff to let us know with any issues and it will be resolved.		MC	
7.0	RACE MANAGEMENT TEAM INITIATIVES			
	JS – Noted that if we can resolve the volunteers’ issues discussed above we’re all good.			
8.0	REGATTAS			
	Sail Melbourne – Review Lot’s of discussions held. The report may be confidential. Financials not wonderful but was a good advertisement for the club. BH – noted we had 186 entries and 237 athletes compared to 2017 where we had 347 entries and 447 athletes. PP – noted that would also included 100 Opti entries which has been removed for a reason.			
	VXOne & 2,4mR States – 10-11 March			
	Easter Regatta – One design – 16, 17 & 18 April – Cancelled due to lack of resources			
	2022 SAILING Champions League BH – two RBYC teams competed and hoping to build on that and have more next year. Need to look at qualifications for intermediate members from Mark so more can get involved. BH & PB discussed potential entries but has a funding issue of \$12k. KW – noted that the Social Committee hasn’t been endorsed to raise funds yet, its awaiting GC approval. PB - suggested the club should be doing more here but BH explained team was created of AS not just RBYC Coaches. Unfortunately, COVID prevented us from holding a qualifying event open to all RBYC members.			
9.0	AOB			

	PP- Noted that Sorento sailing club has a low budget team racing event in jubilees and would be worth seeing how it goes. 2 on 2 team racing and may come to RBYC just before winter and aimed at our intermediates.			
Next Meeting 8 th March 2022				

FUTURE MEETINGS	COMMITTEE	FOCUS AREAS
8 th March 2022	Sailing Committee	
12 th April 2022	Sailing Committee	
10 th May 2022	Sailing Committee	
14 th June 2022	Sailing Committee	

2019/20 MEMBERS			
Chairman: Brett Heath	sailing@bretttheathconsulting.com	Ken Williamson	kenndo@bigpond.com
Denis McConnell	denismcconnell63@gmail.com	Phil Beddington	philthesportsphysio@gmail.com
Murray Cowdell	mcowdell@yahoo.com	John Spencer	ejohn.spencer@gmail.com
Phil Hall	boatingmanager@rbyc.org.au	Peter Gebhardt	peter.gebhardt70@gmail.com
Marni Irving	m.irving@bigpond.net.au	Paul Pascoe	paulpascoe55@gmail.com

OTHERS AS REQUIRED			
Peter Coleman	peter.coleman@entire.com.au		discoversailing@rbyc.org.au



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GENERAL COMMITTEE MINUTES

Monday 28th March 2022, via Zoom

- **PRESENT:** Peter Strain, Paul Jenkins, Brett Heath, Peter Demura, Niesje Hees, Kalpana Merrett, Murray Cowdell, Peter Gebhardt, Marnie Irving, John Mooney Philip Hall.
- **APOLOGIES:** Cath Hurley
- **PREVIOUS MINUTES:**
Correct typographic errors '9' '4/\$' & Half Yearly GM
True and accurate record
MOVED: Murray Cowdell **SECONDED:** Paul Jenkins **CARRIED**
- **CORRESPONDENCE:**
Parks Victoria – Standard Lease terms & conditions. Commodore PS updated the committee on the recent meeting with Parks Vic in relation to the seabed lease renewal.
- **OH & S RISK MANAGEMENT**
PD submitted a report for risk management identifying the high level business risks. The next step will be to have the GC rate the level and likely occurrence of these risks to establish the risk matrix.
- **FINANCE REPORT:** Taken as read.
 - PD summarised the accounts and noted that the club traded strongly in February with expenses controlled. Further issues were apparent in March which will be identified once reports are received.
 - The questions from the ½ Yearly General meeting were discussed in relation to the department income expenses report and the treatment of undistributed expenses. PG experience is that there are 4 key areas of undistributed expense that need to be excluded for operational reports to make them meaningful. On-Tap Hospitality agree. It was agreed to continue to look at the report and accept that there are different opinions on the matter.

Motion: Finance Report be accepted



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MOVED: Peter Demura

SECONDED: Peter Strain

CARRIED

- **GENERAL MANAGER'S REPORT:** taken as read.
 - Regarding the incident that took place on 19th December 2021. It was determined that PS communicate with Jim Leckie outlining a summary of the report.
 - The table of members rights & privileges was deferred to the next general committee meeting.
- **SAILING MINUTES & REPORT:** taken as read
 - BH updated the GC regarding the questions from the ½ Yearly Annual General Meeting. Simon Tedstone' s comments were noted. PS also had had a subsequent conversation with ST. It was agreed by the General Committee that the objective of the club, as detailed below is the primary purpose of the club.

Purposes

The objectives of the Club shall be the promotion and encouragement of the sport of yachting generally, and racing between sailing yachts in particular, and the doing of all things incidental to or not inconsistent with the foregoing. The Club's income and property shall be exclusively applied in the promotion of the objectives of the Club.

- The obstruction near the fixed mark start line was discussed. The sailing office will have a chart in the office with the obstruction marked. PS will use his chart plotter to get a Latitude & Longitude **(in the vicinity of)** which will be published in the newsletter. Ultimately, we will endeavour to mark the obstruction with a buoy.
- **MEMBERSHIP REPORTS:** taken as read
 - New members to be approved Proposed CH seconded PJ – Carried
 - The overall reason new members are joining was that the club is a friendly environment.
- **CRUISING GROUP REPORT:** taken as read
 - Rod Cuthbert from the motor boat 'Halycon' has joined the cruising group sub committee.
 - Titanic Night proceeding Friday 20th May 2022.



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- Dustin Marshall guest speaker 18 March 2022 was successful but to a small audience. Contact with Monash University research group has been re-established.
- **AQUATIC REPORT:**
 - Follow up on honour board signwriting.
- **IDAG MINUTES:** Taken as read.
 - Next meeting 4th April 2022.
- **STRATEGIC ASSET SUB COMMITTEE**
 - Asset management Pro has been installed on computers at the club with further installations imminent.
- **MARINA AND ATTENUATOR STEERING GROUP**
 - First meeting scheduled for 21st April 2022
- **SOCIAL**
 - Congratulations to Social group for recent events.
 - 30th April Cerberus Trophy gathering on hard stands.
 - Cocktail Party and Presentation Night date to be determined
- **CLEANER SAILING:**
 - Nil to report

GENERAL BUSINESS:

- Disciplinary Sub Committee - The committee thanked KM for her work on this group.
- Next Generation Strategy – A discussion was held regarding looking ahead to the future leaders of the club. The flow chart is from Grass Roots > Interaction Point s> Anchor Points > Leadership Which translates over time to retention of membership & engagement.
- A discussion was held regarding the Community Engagement Program that the club interacts with the local community. It is important to document these interactions



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and include them when lease negotiations are being held. It is also important to let the membership know when we interact with community partners.

- The committee agreed to revisit the Strategic Plan as a reminder to set long term strategies to address challenges in the club demographics.
- The welcome pack for new members was discussed. It was proposed that crew register details were included in the pack.
- MC asked that the ac unit in the Members Bar be addressed as it has not worked for a period of time.
- MC noted that he will prepare a document for the GC regarding containers on the hard stand.
- JM suggested advertising in the newsletter for odd-job volunteers who may like to contribute to the club.
- JM re-introduced the potential for advertising sponsors at the club, after a policy had been developed regarding companies with common values. BH suggested that we develop a marketing plan first over the winter months.
- PD discussed the donation tin that appeared in the Members lounge. It was agreed to establish a web page to direct potential donation to a single source. The committee agreed that cash donations would be discontinued as there is no accountability of these transactions. Social Committee to budget expenses. KM will research Minor Gaming permits re raffles etc. in the not for profit sector.
- ToR for Social Sub Committee carried forward until CH return
- PG - It was agreed that face to face meetings would be held once per quarter. PG apology for April meeting.

MEETING CLOSED: 8:45 pm NEXT MEETING: **Tuesday 26th April 2022** Zoom