



# Royal Brighton Yacht Club

The Sailors' Club

## GENERAL COMMITTEE MINUTES

Monday 28 November 2022, 6.00 PM RBYC Committee Room

- **PRESENT** - Niesje Hees, Peter Gebhardt, Brett Heath, Murray Cowdell, Peter Coleman, Cath Hurley, Neil Sargeant, Marnie Irving, Nick Barber, Phil Hall.

- **APOLOGIES** - Peter Demura

- **PREVIOUS MINUTES**

True and accurate record;

**MOVED:** Murray Cowdell

**SECONDED:** Niesje Hees

**CARRIED**

- **MATTERS ARISING FROM PREVIOUS MINUTES**

- To be followed up in sub-committee reports

- **CORRESPONDENCE**

- Nil

- **RISK MANAGEMENT**

- **FINANCE REPORT**

- Term Deposits should be set up from today. CH asked if investing funds will have any impact on expenditure for dredging or driveway. These funds are being invested for 6 & 12 months; therefore will have no impact as funds will be available when needed.
- Reporting from On-Tap is accurate however the Balance Sheet needs some tidy up between non-current & current assets & liabilities. PH to follow up
- We are proceeding with a semi-automated system of receiving and entering invoices. PH will manage implementation.

**MOVED:** Murray Cowdell

**SECONDED:** Peter Gebhardt

**CARRIED**

- **GENERAL MANAGER REPORT – tabled**

A motorboat enquiring for a 12mtr pen and membership was specifically approved by the committee



# Royal Brighton Yacht Club

## The Sailors' Club

Online booking form for sub-committee meeting to be developed.

- **SAILING MINUTES – tabled**

BH elaborated on the successful Range Series race conducted last weekend.

The Sailing Committee has reconsidered the position regarding holding Sail Melbourne in January 2024 and January 2025 and report to the General Committee that we are unable to hold these regattas as we are committed to other regattas that prioritise the One Design classes of boats that are active at the club. The General Committee unanimously endorsed this decision.

A plan to add Australian Sailing/Discover Training Centre keelboat training to the clubs' programs was tabled. It was discussed at length and given that it is consistent with our primary purpose we should proceed.

It was proposed by Niesje Hees, seconded by Peter Coleman that we authorised capital expenditure to a maximum of \$20,000 to purchase a suitable keelboat to conduct these courses. Carried unanimously.

Further details of packaging crew membership with training will be explored as a marketing tool.

- **MEMBERSHIP**

- New members be approved to membership

**MOVED:** Niesje Hees **SECONDED:** Peter Coleman **CARRIED**

It was noted that Social members are very active in the spend per category report.

- **CRUISING – minutes tabled**

It was agreed that the recent Cruising talk combined with Social activity worked well. Many of the Cruising group are travelling next year so may find coordination difficult.

The risk assessment for the Bass Straight Cruise to be finalised, likely to be Cat 2 audited.

- **IDAG – demographic graphs noted**



# Royal Brighton Yacht Club

## The Sailors' Club

- **ASSETS** – quotes on the Marina gate are still being finalised
- **AQUATIC MEMBERS** – **nothing to report**
- **SOCIAL COMMITTEE** – 2 proposals; Christmas Wishing Tree & Farewell & Fairwinds both accepted. Invitations for the 16 Dec Fairwell & Fairwinds event to be sent to skippers competing in the Sydney-Hobart and Melbourne-Hobart ocean races, for them to forward on to their crews. All other club members to be invited via the newsletter.
- **CLEANER SAILING** – **nothing to report**
- **GENERAL BUSINESS**
  - CH social committee are working on a Movie night proposal & a return to sailing theme for next year.
  - NS flagged a BBQ proposal for Summer Wednesday twilights. PH to view & make recommendations.
  - PC asked: why the Honour Board were not updated? Can the members bar open earlier if racing is cancelled on Saturdays? Is redeemer or RB9 being replaced?
  - PG noted the growth on Youth membership
  - PC indicated that YRSA was sponsoring the Bliss regatta.
- **MEETING CLOSED:** 8:07PM
- **NEXT MEETING:** 19.12.2022 6pm RBYC Committee Room inc Christmas Dinner



ROYAL BRIGHTON YACHT CLUB INC.

Financial Reports

For the month ended

31<sup>st</sup> October 2022

21/11/2022

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

Dear Board Members,

**RE: Royal Brighton Financial Results – October 2022**

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

**Financial Results October 2022:**

The financial reports for the period have been prepared on a calendar month basis from 1<sup>st</sup> October to 31<sup>st</sup> October 2022. The Club traded as usual throughout the month, trading for all 31 days.

The October financials have been compared to the corresponding period in 2019, due to the affects of COVID-19 in 2021 and 2020.

When examining Revenue against October 2019, the Club's performance has declined, representing a \$18k reduction over the comparative period. The decline in Revenue can be attributed to a \$36k decrease in Sailing Income, and an \$8k decrease in Catering Revenue. Operational departments that performed well throughout the month include, Membership Income which increased significantly by \$16k, and Marina, Hardstand and Storage Income which climbed \$9k. Overall, the Club generated a total of \$443k in Revenue for October.

When compared to October 2019, expenditure has increased by \$15k. The significant increase in Expenses can be attributed to a \$16k increase in Employment Costs. The rise of Employment Costs can be attributed to, the \$6k increase in Superannuation Expenses is due to the 0.5% increase in the superannuation guarantee scheme, and the \$9k increase in Function Wages due to the increased demand, which is reflected in the improved Functions Revenue. Additionally, there was a \$9k increase in Repairs and Maintenance, and a \$6k increase in Operating Expenses. However, there were decreases in Expenses reported for Occupancy Costs and Sailing Expenses, which decreased \$11k and \$6k, respectively. In total, the Club's Expenses amount to \$340k for October.

In summary, the Club's Operating Profit for October was \$56k. The Year to Date Operating Profit sits at \$97K.

As OTH have not yet received the budgeted figures for FY23, we have not undertaken a budget analysis for October.

When reviewing the financials for October, please take note of the following:

- The Venue has not provided a food stocktake for October, OTH have been advised to carry over the figure from the prior month.

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.

Aug-22	Sept-22	Oct-22
45%	49%	51%

Aug-19	Sept-19	Oct-19
56%	57%	46%

Please note the upcoming statutory liabilities listed below:

<b>Upcoming Liabilities</b>	<b>Amount</b>	<b>Due Date</b>
October-22 IAS (paid)	\$39,326.00	21/11/2022
October-22 Super Contribution (paid)	\$20,322.78	28/11/2022
<b>Total</b>	<b>\$59,648.78</b>	

The Balance Sheet of the Club reflects the latest known financial position as at the end of October 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*

## RBYC Financial Results October 2022

Profit & Loss Report October 2022						
	Oct-22			Year to Date		
	Actual \$	Budget \$	Variance \$	Actual \$	Budget \$	Variance \$
<b>Income</b>						
Total Catering Revenue	255,520	230,000	25,520	854,822	828,000	26,822
Total Membership Income	69,207	70,000	-793	262,138	267,000	-4,862
Total Marina, Hstand & Storage Inc	98,485	102,928	-4,443	367,420	372,928	-5,508
Total Sailing Income	2,017	9,650	-7,633	4,653	28,000	-23,347
Total OTB Income	9,738	9,550	188	40,219	22,600	17,619
Total Other Revenue	8,421	8,705	-284	41,751	34,822	6,929
<b>Total Income</b>	<b>443,388</b>	<b>430,833</b>	<b>12,555</b>	<b>1,571,006</b>	<b>1,553,349</b>	<b>17,657</b>
<b>Total Catering Cost Of Sales</b>	<b>45,851</b>	<b>80,500</b>	<b>-34,649</b>	<b>272,044</b>	<b>289,800</b>	<b>-17,756</b>
<b>Gross Profit</b>	<b>397,537</b>	<b>350,333</b>	<b>47,204</b>	<b>1,298,962</b>	<b>1,263,549</b>	<b>35,413</b>
Total General Operating Expenses	23,449	25,437	-1,988	89,931	89,038	893
Total Professional Fees	7,494	7,450	44	28,440	29,800	-1,360
Total Equipment Expenses	6,393	2,600	3,793	13,027	10,400	2,627
Total Insurances, Licenses & Rego	12,728	13,230	-502	51,269	52,536	-1,267
Total Advertising & Promotions	2,431	6,210	-3,779	9,453	24,840	-15,387
Total Occupancy Costs	28,144	27,130	1,014	108,525	108,820	-295
Total Debt Recovery Costs	0	1,000	-1,000	12,076	4,000	8,076
Total Repairs, Servicing & Maintenanc	19,329	22,250	-2,921	79,155	124,250	-45,095
Total Internal Club Expenses	174	725	-551	2,132	2,900	-768
Total Marina Expenses	3,891	0	3,891	3,891	0	3,891
Total Sailing Expenses	7,692	4,725	2,967	20,786	12,875	7,911
Total Employment Expenses	229,100	193,875	35,225	793,245	699,007	94,238
Total Expenses	340,824	385,132	-44,307	1,211,935	1,448,266	-236,331
Operating Profit	56,713	45,702	11,012	87,027	105,084	-18,057
Total Other Income	2	0	2	7		7
Total Other Expenses	90,571	90,000	571	359,087	360,000	-913
Net Profit	-33,856	-124,798	90,942	-272,053	-544,716	272,663

## Cash Flow

FY 22-23	
	Oct-22
<b>Operating Profit</b>	56,713
Net Change in Working Capital	4,010
<b>Net Operating Cash flow</b>	<b>60,723</b>
(Increase)/Decrease in fixed Assets	-5,641
<b>Net Cash flow from Investing</b>	<b>-5,641</b>
Interest Income	2
Interest Paid	-37,665
Increase/(Decrease) in Other finance	-11,901
<b>Net Cash flow from financing</b>	<b>-49,565</b>
Opening cash balance	1,887,558
Net change in cash flow	5,517
<b>Closing Cash balance</b>	<b>1,893,075</b>

**RBVC Accounts rehash by operating function - year-to-date results to October 2022**

<b>Account Name</b>	<b>Catering</b>	<b>Marina, Hardstand &amp; Storage</b>	<b>Sailing &amp; OTB</b>	<b>Membership Admin &amp; Other</b>	<b>Total</b>
<b>Income</b>					
Total Catering Revenue	854,822.97	-	-	-	854,822.97
Total Membership Income	-	-	-	262,138.82	262,138.82
Total Marina, Hstand & Storage Inc	-	367,420.76	-	-	367,420.76
Total Sailing Income	-	-	4,653.33	-	4,653.33
Total OTB Income	-	-	40,219.05	-	40,219.05
Total Other Revenue	-	-	-	41,751.52	41,751.52
Total Income	854,822.97	367,420.76	44,872.38	303,890.34	1,571,006.45
Total Catering Cost Of Sales	272,043.85	-	-	-	272,043.85
Gross Profit	582,779.12	367,420.76	44,872.38	303,890.34	1,298,962.60
<b>Expenses</b>					
Total General Operating Expenses	41,393.55	-	44.20	48,493.88	89,931.63
Total Professional Fees	-	-	-	28,440.94	28,440.94
Total Equipment Expenses	4,669.03	-	-	8,358.13	13,027.16
Total Insurances, Licenses & Rego	-	-	62.74	51,206.32	51,269.06
Total Advertising & Promotions	361.64	-	-	9,091.59	9,453.23
Total Occupancy Costs	41,546.63	365.40	365.40	66,248.33	108,525.76
Total Debt Recovery Costs	-	-	-	12,076.79	12,076.79
Total Repairs, Servicing & Maintenanc	-	28,510.47	22,045.36	28,599.52	79,155.35
Total Internal Club Expenses	-	-	-	2,132.50	2,132.50
Total Marina Expenses	-	3,891.27	-	-	3,891.27
Total Sailing Expenses	-	-	12,205.91	8,580.27	20,786.18
Total Employment Expenses	541,601.92	32,519.70	61,280.92	157,843.03	793,245.57
Total Expenses	629,572.77	65,286.84	96,004.53	421,071.29	1,211,935.44
Operating Profit	(46,793.65)	302,133.92	(51,132.15)	(117,180.95)	87,027.16
Total Other Income	-	-	-	7.13	7.13
Total Other Expenses	-	149,144.30	27,117.14	182,825.99	359,087.43
Net Profit/(Loss)	(46,793.65)	152,989.62	(78,249.30)	(299,999.81)	(272,053.14)



RBVC Balance Sheet Summary

	August	September	October
<b>Assets</b>			
Total Trading Bank Accounts	\$1,939,557.35	\$1,877,619.58	\$1,925,255.96
Total Floats	\$3,400.00	\$2,997.60	\$2,819.85
Total Clearing Accounts	(\$290.40)	\$5,280.35	(\$31,193.45)
Total Debtors	\$422,681.02	\$375,010.10	\$302,684.99
Total Receivables	\$237.45	\$2,505.64	(\$1,659.18)
Total Prepayments	\$153,469.94	\$142,946.54	\$123,765.58
Total Stock	\$92,657.41	\$81,853.25	\$137,406.14
Total Property	\$4,695,979.42	\$4,673,172.61	\$4,631,103.31
Total Marina & Hardstand	\$558,811.47	\$526,995.95	\$494,119.92
Total Plant & Equipment	\$235,401.17	\$231,533.96	\$227,537.80
Total Boats	\$235,655.20	\$229,653.49	\$227,978.01
Total Intangible Assets	\$2,765.00	\$8,235.00	\$9,270.98
<b>Total Assets</b>	<b>\$8,340,325.03</b>	<b>\$8,157,804.07</b>	<b>\$8,049,089.91</b>
<b>Liabilities</b>			
Total Trade Creditors	\$161,375.80	\$156,105.96	\$144,813.86
Total Accruals	\$55,959.07	\$115,037.98	\$111,430.67
Total GST and Statutory Liabilities			
Total Employee Provisions			
Total Bonds & Other Liabilities	\$38,403.53	\$38,403.53	\$38,403.53
Total Deferred Income- Members	\$672,394.06	\$617,507.32	\$573,084.59
Total Deferred Income- Marina	\$703,651.29	\$641,183.41	\$598,133.66
Total Bank Loans	\$786,890.28	\$757,719.80	\$728,533.89
Total Other Finance	\$673,979.28	\$657,914.90	\$651,480.86
<b>Total Liabilities</b>	<b>\$3,488,765.46</b>	<b>\$3,399,763.33</b>	<b>\$3,324,906.19</b>
<b>Net Assets</b>	<b>\$4,851,559.57</b>	<b>\$4,758,040.74</b>	<b>\$4,724,183.72</b>
<b>Total Equity</b>	<b>\$4,845,569.04</b>	<b>\$4,752,050.21</b>	<b>\$4,718,193.19</b>



## Balance sheet report

31 Oct 2022

	Actual	Total	
		Last Year	Variance \$
<b>1-0000 Assets</b>			
<b>1-1000 Trading Bank Accounts</b>			
1-1010 BOM- Business Chq Acc**157544	35,502.05	14,158.38	21,343.67
1-1015 BOM- MbrShp Marina Acc**098419	1,867,929.89	1,521,464.54	346,465.35
1-1020 BOM Coll Term Deposit x043	17,079.64	17,065.12	14.52
1-1025 BOM- Yachting Foundation x141	2,264.41	2,262.67	1.74
1-1031 BOM-Business Access Saver x391	2,479.97	2,474.93	5.04
<b>Total Trading Bank Accounts</b>	<b>1,925,255.96</b>	<b>1,557,425.64</b>	<b>367,830.32</b>
<b>1-1100 Floats</b>			
1-1105 Cash on Hand	1,000.00	1,000.00	0.00
1-1110 Till Floats	1,400.00	1,400.00	0.00
1-1125 Petty Cash	419.85	36.14	383.71
<b>Total Floats</b>	<b>2,819.85</b>	<b>2,436.14</b>	<b>383.71</b>
<b>1-1200 Clearing Accounts</b>			
1-1210 Cash Clearing	(32,465.63)	(44,269.80)	11,804.17
1-1250 Eftpos Clearing	1,272.18	10,581.87	(9,309.69)
<b>Total Clearing Accounts</b>	<b>(31,193.45)</b>	<b>(33,687.93)</b>	<b>2,494.48</b>
<b>1-1300 Debtors</b>			
1-1310 Trade Debtors	27,902.00	11,038.80	16,863.20
1-1330 Other Debtors	283,199.77	350,319.92	(67,120.15)
1-1340 Provision for Doubtful Debts	(8,416.78)	(8,416.78)	0.00
<b>Total Debtors</b>	<b>302,684.99</b>	<b>352,941.94</b>	<b>(50,256.95)</b>
<b>1-1350 Receivables</b>			
1-1355 Members Control Account	(1,659.18)	567.43	(2,226.61)
1-1370 Cruising Group Account	50,378.36	45,172.52	5,205.84
1-1375 Cruising Group Clearing Acc	(50,378.36)	(45,172.52)	(5,205.84)
1-1380 Icebergers Clearing Account	(2,873.02)	371.95	(3,244.97)
1-1390 Icebergers Group Account	2,873.02	(371.95)	3,244.97
<b>Total Receivables</b>	<b>(1,659.18)</b>	<b>567.43</b>	<b>(2,226.61)</b>
<b>1-1400 Prepayments</b>			
1-1410 Prepayments - General	56,907.16	58,846.12	(1,938.96)
1-1420 Prepaid Insurance	47,008.24	42,287.27	4,720.97
1-1425 Prepaid Workcover	19,850.18	20,686.16	(835.98)
1-1430 Prepaid Interest	0.00	2,111.07	(2,111.07)
<b>Total Prepayments</b>	<b>123,765.58</b>	<b>123,930.62</b>	<b>(165.04)</b>
<b>1-1600 Stock</b>			
1-1610 Inventory- Beverage	56,911.66	37,485.42	19,426.24
1-1611 Inventory-Beverage non-alcohol	8,335.41	4,196.69	4,138.72
1-1630 Inventory- Food	57,040.00	8,363.04	48,676.96

	Total		
	Actual	Last Year	Variance \$
1-1650 Inventory- Clothing & Merch	15,119.07	8,481.28	6,637.79
<b>Total Stock</b>	<b>137,406.14</b>	<b>58,526.43</b>	<b>78,879.71</b>
<b>1-1710 Property</b>			
1-1713 Club House Leasehold at Cost	9,215,699.22	9,177,675.22	38,024.00
1-1714 Amortisation Club House Imp	(5,182,248.01)	(4,783,050.67)	(399,197.34)
1-1715 Yard Leasehold Imp at Cost	39,830.75	180,929.18	(141,098.43)
1-1716 Amortisation Leasehold Yard	(35,483.92)	(175,413.58)	139,929.66
1-1717 ROU Assets - Parks Victoria	139,108.74	194,751.16	(55,642.42)
1-1718 Amortisation Parks Victoria	(111,286.33)	(111,286.33)	0.00
1-1719 ROU Assets - Bayside City Council	651,379.24	694,327.24	(42,948.00)
1-1720 Amortisation Bayside City Council	(85,896.38)	(85,896.38)	0.00
<b>Total Property</b>	<b>4,631,103.31</b>	<b>5,092,035.84</b>	<b>(460,932.53)</b>
<b>1-1721 Marina &amp; Hardstand</b>			
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	0.00
1-1724 Amortisation Leasehold Marina	(7,460,111.51)	(7,076,226.18)	(383,885.33)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	0.00
1-1726 Amortisation Hardstand Imp	(748,905.85)	(744,541.97)	(4,363.88)
<b>Total Marina &amp; Hardstand</b>	<b>494,119.92</b>	<b>882,369.13</b>	<b>(388,249.21)</b>
<b>1-1740 Plant &amp; Equipment</b>			
1-1742 Furniture, Plant & Equipment	1,038,963.25	1,307,934.11	(268,970.86)
1-1744 Accum Depreciation Plant etc	(928,156.41)	(1,168,496.97)	240,340.56
1-1750 Marina & HStand Equip at Cost	477,811.81	476,220.43	1,591.38
1-1755 Marina & HStand Equip Acc Depn	(361,080.85)	(345,402.46)	(15,678.39)
<b>Total Plant &amp; Equipment</b>	<b>227,537.80</b>	<b>270,255.11</b>	<b>(42,717.31)</b>
<b>1-1800 Boats</b>			
1-1810 Rescue & Work Boats at Cost	703,460.52	736,668.37	(33,207.85)
1-1815 Accum Depreciation Rescue Boat	(541,822.92)	(524,489.52)	(17,333.40)
1-1825 OTB Sailing Boats at Cost	222,082.29	222,082.29	0.00
1-1830 Accum Depreciation OTB Boats	(155,741.88)	(136,517.75)	(19,224.13)
<b>Total Boats</b>	<b>227,978.01</b>	<b>297,743.39</b>	<b>(69,765.38)</b>
<b>1-1900 Intangible Assets</b>			
1-1910 Designs at Cost	25,328.21	16,057.23	9,270.98
1-1920 Amortisation Designs	(16,057.23)	(16,057.23)	0.00
<b>Total Intangible Assets</b>	<b>9,270.98</b>	<b>0.00</b>	<b>9,270.98</b>
<b>Total Assets</b>	<b>8,049,089.91</b>	<b>8,604,543.74</b>	<b>(555,453.83)</b>
<b>2-0000 Liabilities</b>			
<b>2-1000 Trade Creditors</b>			
2-1100 Trade Creditors	144,813.86	61,482.09	83,331.77
<b>Total Trade Creditors</b>	<b>144,813.86</b>	<b>61,482.09</b>	<b>83,331.77</b>
<b>2-2000 Accruals</b>			
2-2005 Deposits Received in Advance	54,727.28	3,625.00	51,102.28
2-2110 Accruals- General	40,755.10	18,127.41	22,627.69
2-2130 Accrual- Workcover	7,493.18	4,186.08	3,307.10
2-2140 Accrual- Payroll Tax	8,455.11	38,197.95	(29,742.84)
<b>Total Accruals</b>	<b>111,430.67</b>	<b>64,136.44</b>	<b>47,294.23</b>
<b>2-3000 GST and Statutory Liabilities</b>			
2-3110 GST Collected	260,544.20	189,864.19	70,680.01
2-3120 GST Paid	(58,528.55)	(43,756.36)	(14,772.19)

	<b>Total</b>		
	<b>Actual</b>	<b>Last Year</b>	<b>Variance \$</b>
2-3130 PAYG Withholding Payable	66,286.00	24,468.00	41,818.00
2-3150 Superannuation Payable	20,322.78	8,348.17	11,974.61
<b>Total GST and Statutory Liabilities</b>	<b>288,624.43</b>	<b>178,924.00</b>	<b>109,700.43</b>
<b>2-4000 Employee Provisions</b>			
2-4010 Annual Leave Payable	84,198.64	59,636.84	24,561.80
2-4015 Leave Loading Payable	14,742.10	10,442.45	4,299.65
2-4020 Long Service Leave - Current	23,626.00	37,204.00	(13,578.00)
2-4021 Long Service Leave Non-current	51,352.00	27,077.00	24,275.00
2-4022 On-Cost for A/L & L>Loading	16,181.96	11,176.03	5,005.93
2-4031 Employee Deductions	300.00	0.00	300.00
<b>Total Employee Provisions</b>	<b>190,400.70</b>	<b>145,536.32</b>	<b>44,864.38</b>
<b>2-5000 Bonds &amp; Other Liabilities</b>			
2-5010 29er's Bond Account	1,000.00	1,000.00	0.00
2-5020 RBYC Auxiliary	24,608.77	23,859.29	749.48
2-5030 Aust. Sports Foundation C.Acc	12,794.76	12,794.76	0.00
<b>Total Bonds &amp; Other Liabilities</b>	<b>38,403.53</b>	<b>37,654.05</b>	<b>749.48</b>
<b>2-6000 Deferred Income- Members</b>			
2-6010 Subscription Income Deferred	509,567.04	467,989.67	41,577.37
2-6060 Other Income in Advance	63,517.55	74,678.74	(11,161.19)
<b>Total Deferred Income- Members</b>	<b>573,084.59</b>	<b>542,668.41</b>	<b>30,416.18</b>
<b>2-7000 Deferred Income- Marina</b>			
2-7010 Marina 1 Year Licence	432,532.59	537,505.65	(104,973.06)
2-7020 Marina 20 Year Lease	31,354.26	30,172.51	1,181.75
2-7030 Hardstand - Rental	57,865.57	54,710.73	3,154.84
2-7050 OTB Maintenance Income	76,381.24	85,021.63	(8,640.39)
<b>Total Deferred Income- Marina</b>	<b>598,133.66</b>	<b>707,410.52</b>	<b>(109,276.86)</b>
<b>2-8000 Bank Loans</b>			
2-8030 Commercial Bill S331 300243100	(109,008.11)	249,530.47	(358,538.58)
2-8031 Commercial Bill - Non Current	837,542.00	837,542.00	0.00
<b>Total Bank Loans</b>	<b>728,533.89</b>	<b>1,087,072.47</b>	<b>(358,538.58)</b>
<b>2-9000 Other Finance</b>			
2-9010 Equipment Loan	(16,196.33)	33,375.96	(49,572.29)
2-9011 Equipment Loan - Non Current	38,772.00	38,772.00	0.00
2-9020 Insurance Premium Funding	0.00	38,875.28	(38,875.28)
2-9021 Current Liability - Parks Victoria	(19,426.77)	38,184.84	(57,611.61)
2-9022 Currenrt Liability - Bayside City Council	(11,858.20)	23,249.07	(35,107.27)
2-9023 Non-Current Liability - Parks Victoria	47,755.89	47,755.89	0.00
2-9024 Non-Current Liability-Bayside City Council	608,627.33	608,627.33	0.00
2-9036 Credit Card P Hall x271	3,806.94	899.59	2,907.35
2-9037 Credit Card - Sammy Doddy	0.00	590.84	(590.84)
<b>Total Other Finance</b>	<b>651,480.86</b>	<b>830,330.80</b>	<b>(178,849.94)</b>
<b>Total Liabilities</b>	<b>3,324,906.19</b>	<b>3,655,215.10</b>	<b>(330,308.91)</b>
<b>Net Assets</b>	<b>4,724,183.72</b>	<b>4,949,328.64</b>	<b>(225,144.92)</b>
<b>3-0000 Equity</b>			
3-1000 Accumulated Funds	5,239,895.19	5,239,895.19	0.00
3-2000 Yachting Foundation No2 Reserv	17,785.73	17,785.73	0.00
3-2010 Members Reserve	202,265.50	202,265.50	0.00
3-3000 Retained Earnings	(469,700.09)	(469,700.09)	0.00

	Total		
	Actual	Last Year	Variance \$
3-9000 Current Earnings	(272,053.14)	(40,917.69)	(231,135.45)
<b>Total Equity</b>	<b>4,718,193.19</b>	<b>4,949,328.64</b>	<b>(231,135.45)</b>

Royal Brighton Yacht Club  
Finance Sub-committee Meeting  
24<sup>th</sup> October 2022

**Attendees:**

Murray Cowdell, Niesje Hees, Peter Demura, Brett Health & Phil Hall

**Apologies:**

Keith Badger

Meeting commenced at 5:00

Minutes from the previous September meeting of the Finance Sub-committee were presented by Peter Demura and accepted as an accurate record of the meeting

1. A review of the finances was presented by the Honorary Treasurer. Various questions were raised over several expenses. These included the cost of cleaning and what was seen as negative wages. The negative 'Staff Leave Expense' was due to an accounting procedure, whereby staff took annual leave, and the 'Staff Leave Expense' was credited in that month. Comparisons were made against last year's figures by "On Tap". The comparisons were irrelevant due to the Club just coming out of Covid-19. Also, the Council provided a period of rent relief.
2. The GM gave an overview of the Club Trading for the month which was satisfactory. Phil highlighted that there are still staff shortages, and the club will be getting a new head chef.
3. The risk management finance matrix is not finished and is a work in progress by the Commodore
4. The proposed short term cash investments were agreed upon and would be taken to the GC for approval.
5. Murray, Phil and Brett are to meet with "On Tap"; to discuss the report that the Club is receiving. The aim is to get a more meaningful report
6. The discretionary expenditure report was discussed, and amendments were made. This will be presented to the GC for ratification.
7. The marina pens long term leases finishing early next year and a few the following years were discussed at length. It was agreed that due to the fact there was no seabed lease in place, members who had a current lease would receive an annual agreement. When the seabed lease was finalised, a new agreement would then be implemented.

Meeting closed at 5:50pm

## **GENERAL MANAGER'S REPORT NOVEMBER 2022**

- OH & S – There have been no reports with outstanding issues.
- The recarpeting of the Members Bar has now been completed. The billiard table has been dismantled, re-assembled and levelled. I was advised that the cloth should last approximately 2 years.
- Daniel Kennedy has settled well into the role of Head Chef.
- We are in the process of assessing quotes to replace the Marina Gate.
- The power to the Race Control tower has been cut. Park Vic have been advised. We are awaiting an outcome. We are also seeking the assistance of Telstra to contact Parks Vic as their tower also has no power.
- The planning permission application for the driveway appears has gone through without any objections.
- Note for Sub Committees. Please ensure that you place bookings meeting rooms if required.
- Specific permission requested to house a 35' Chaparral Power Boat (12mtr pen) Joe Edwards. If successful would apply for membership.

Phil Hall

General Manager

## Minutes - RBYC Sailing Committee

<b>Meeting Date</b>		<b>Tuesday 8<sup>th</sup> November 2022 at 7:00pm.</b>		
<b>Meeting Venue</b>		<b>RBYC Regatta Office</b>		
<b>Attendance</b>		Brett Heath(BH), Marnie Irving(MI), Pete Robson(PR), Rod McKenna(RM), Paul Pascoe(PP), Peter Gebhart(PG) and introducing Glen Ferguson(GF)		
<b>Apologies</b>		Phil Bedlington(PB), Tony Cuscheri(TC), and Murray Cowdell(MC) – Resigned.		
<i>Item</i>	<i>Topic</i>	<i>Support Paper</i>	<i>Action By</i>	<i>Complete Date</i>
1.0	<p><b>OPENING – Brett Heath</b>            Introduced Glen Ferguson(GF) who will be taking over from MC who is now the treasurer and a very busy man. GF is the leader of the Thursday working group and a great addition to the Sailing Committee.            Also noted was Denis McConnell resignation as DIV 2 representative skipper, so BH is now looking for a suitable replacement. BH would like to also cover each division and CB will represent OTB.</p>			
1.1	<i>Minutes of the previous meeting be adopted. – Carried CB &amp; PG</i>			
2.0	<b>MATTERS ARISING</b>			
2.1	<p>Review of Sailing to date            - Good Fleet on weekend and well run by RM &amp; PP. Ingenuie only had 3 entries so need to try improving numbers. Discussion held on benefits of (C/T)centre course start tower finish versus (T) tower start/finish. Tower starts have been avoided due to length of the line and distracting from Centre course starts.            Lack of interest in Lipton Cup by One Design has required us to put on a Tower start for Dragons and sprint racing for Etchells and possibly 2.4mR's. CB has notified people in weekly newsletter.            VXOnes also doing training day given last weekends Metung regatta.            CB – OTB has been well received and PP using the BuoyZone very successful, only concern need to get OTB sort out their sail numbers. This will support proper results throughout series. Need to get skippers to notify the race management team on the day preferably ahead of time in writing. Need to educate them.            CB – CH Organise a post Thursday race OTB skippers briefing to run through need for sail numbers and use of Sailing Results Sign-On system.</p>		<b>CH</b>	
2.2	<p>Calendar – Sunday keelboats no participants and or race officers available, so SC all agreed to remove the 2-handed and Social Pursuit from the Calendar. Carried – BH &amp; PG            CH – to update calendar appropriately. <b>Done</b></p>		<b>CH</b>	11/11/22
2.3	<p>Keelboat basic/racing training program            CB – Would like to buy a S80 and just noticed last one has been sold. Ideally to train individuals to learn to sail/race and be able to progress into racing on a regular basis. Needs to be a Australian Sailing qualified training boat. All agreed S80 is the right boat to support this endeavour. General discussion had amongst group to source a boat including Fareast 28 footer.</p>			



	Next step is creating a Training Membership for 12 months then progress to another category of membership. Presenting to the next general committee meeting.			
2.4	Radio communication pre start BH – Noted we should be more talkative on radio as per all the other clubs to encourage better sailing by all competitors. Eg. 10-minute warning of Course number but not necessarily the actual course marks. Skippers need to have downloaded the latest documentation NOR/SI and be aware of the rules of sailing. PP – Showed the revised Course board he's prepared for Harry T to assist the skippers. Showing the courses per division in addition to announcing them on the radio. All assuming the wind conditions are consistent.			
2.5	Stonehaven Cup & 12 Cadet Dinghy Centenary Australian Championships 3-7 <sup>th</sup> Jan 2024 CB – we'll be running the Cadet's at the same time as the Stonehaven Cup. 2023 is at RMYS and Laura is looking for Quest participants. CB – To come back to us from Stonehaven Council on updates.		<b>CB</b>	
2.6	Sail Melbourne 2024 & 2025 Long discussion was held if we could facilitate the next couple of years Sail Melbourne however given the plan to grow RBYC's own classes with 2.4mR, VXOne's, Etechells regattas and not forgetting the Optis. <b>All agreed unable to support Sail Melbourne 2024/205 request considering current commitments in 2024 and Etechells Worlds 2025 !</b>		<b>BH</b>	
<b>3.0</b>	<b>SAFETY INITIATIVES</b>			
3.1	Sign on / Sign off / results / Volunteers app All discussed a number for concerns with PP particularly with single person vessels. PP addressed some of the concerns at the time. If a single person registered to boat automatic signon of boat & skipper; CH – To hold a Thursday Night OTB Skippers forum to address their concerns. Discussion also held about skippers being able to choose which race they are participating in. Seemed some skippers are getting different experiences. Single person OTB boats don't get to choose the person sailing so BH had to for example had to go back in and add himself to his boat.		<b>PP</b> <b>CH</b>	
3.2	Audit of Safety Category's - Club Equipment Auditor course can be accessed via the <a href="#">AS Course Finder</a>			
3.3	Independent Safety Audit – Mandatory Discussion held about getting auditors ready for independent audits of boats to be deferred to March 2023 and it should be remembered that this will cover them for 12months. This will allow season to get under way and have the auditors ready to start in March 2023.			
<b>4.0</b>	<b>ONE DESIGN Racing</b>		<b>PR</b>	
<b>5.0</b>	<b>OTB REPORT</b> OTB safety rating should be OTB rather than category 7. CH to update in the calendar. <b>Done</b>		<b>CB</b> <b>CH</b>	11/11/22

6.0	<p><b>CRUISING REPORT</b></p> <p>PG – Not much happening. CB &amp; PG been talking to power boat owners to volunteer or bring their boats onto the water to watch the yachts racing.</p> <p>General discussion held about how to increase the numbers of Cruising. Core group of existing cruising members seem to have changed their interests. Caravanning seems to be of more interest to them.</p> <p>Few more boats entering the racing, but skippers seem to be centred on a destination rather than just go out for a cruise on the water.</p> <p>CH – Raised getting people on the water for a social short cruise. PG to investigate and see if this will lead to long cruises and the establishment of new friendships.</p> <p>CB – Also noted that race boats may also wish to do a day cruise for a luncheon at another club.</p>		PG	
7.0	<p><b>RESCUE BOAT WORKING GROUP REPORT</b></p>		GF	
7.1	<p>GF – New slings replaced and the new pontoon for the VSSA is now replaced too. Fixed aerial on Murray C. Peter Austin O-Rings seem to be the problem with steering looking at replacing more components to get this sorted. Peter Reid is also waiting new steering parts. Outstanding is taking strops of front of RB9 and place in container. Movement of the contents of old container to new container. Issue with one rhib not starting for next week review.</p> <p>CB - Recovering a couple of boats seats. Arrived and back on now 11<sup>th</sup> Nov.</p> <p>CB - Covers for Rhibs? New product to provide UV protection and remove need for covers. PP agreed that not worth it and UV fabric product would be on 24/7 so much better than covers or chaps.</p> <p>Overall, only the Grey Rhib is out of action, whose float needs replacing and can't find tubes, so decide to get rid of it. Possibly get another VSR but in meantime move it on.</p> <p>RB9 needs a replacement via a business case.</p> <p>General discussion also had about replacing Redeemer, awaiting oil analysis with say a smaller cat. PP to send details of boat he's using this weekend at Royals. BH noted we can't replace everything at once. CB suggested we get a business case together in preparation.</p>		CB  PP	
8.0	<p><b>RACE MANAGEMENT TEAM INITIATIVES</b></p>			
8.1	<p>Volunteers – training</p> <p>CH – have had a few new volunteers but we still need more to cover gaps. Social members should also be approached. CB – noted let's get some people on the water as an experience before hitting them up to regular volunteering. Also, worth approaching the interviewers of new members who show an interest.</p> <p>BH - Need a marketing campaign. CB to action the campaign.</p> <p>GF – noted that he really enjoys volunteering as it gives him a great appreciation of the effort required to run a raise and its complexities.</p> <p>BuoyZone – noted as a great tool to help new volunteers to feel less pressured to get on the water and add some valuable contribution.</p> <p>RM – noted he's started a once-a-month Race Officers get together to discuss things race related and use the Tower as a training place for future race officers.</p>		CB	

	BH – noted that the centre course ensures that we don't have issues on the start line versus the Tower where safety can be an issue for all weather conditions. PP – also noted that having people sign on helps lay a proper start line length.		
<b>9.0</b>	<b>REGATTAS</b>		
	Sail Melbourne – 14-18 <sup>th</sup> Jan 2023 PP- most of the Key persons in place and seems to be all heading in the right direction.		<b>PP/CB</b>
	RS100 Nationals – 27-29 <sup>th</sup> Jan 2023 - need to start looking at volunteers.		
	Etchells States – 11-13 <sup>th</sup> March 2023 - NOR received from Niesje Hees		
	George Mac Regatta – 25-26 <sup>th</sup> March 2023 Thursday OTB need to look for volunteers going forward. PP noted this is a biggest logistical challenge when it comes to volunteers. CB – Almost ready to release the NOR etc.		
	VxOne nationals – 13-19 <sup>th</sup> Jan 2024		
	2.4mR nationals – 16-18 <sup>th</sup> Feb 2024		
	Etchells worlds – Jan 2025		
	National Optimist Class Association with the view to holding the Opti Nationals at RBYC		<b>PP</b>
<b>10.0</b>	<b>AOB</b>		
BH – Move the meeting to 1 <sup>st</sup> Thursday of the month going forward. All Agreed 😊 and at 6:30pm RM - Raised general discussion of order of One Design class start times, BH explained the safety reasons to spread the classes out across the water had proved very successful to date.			
<b>Next Meeting</b> 8 <sup>th</sup> December 2022 @ 6:30pm			

<b>FUTURE MEETINGS</b>	<b>COMMITTEE</b>	<b>FOCUS AREAS</b>
8 <sup>th</sup> December 2022 @ 6:30pm	Sailing Committee	
9 <sup>th</sup> February 2023 @ 6:30pm	Sailing Committee	
9 <sup>th</sup> March 2023 @ 6:30pm	Sailing Committee	
13 <sup>th</sup> April 2023 @ 6:30pm	Sailing Committee	

<b>2022-23 MEMBERS</b>			
Chairman: Brett Heath	<a href="mailto:sailing@bretttheathconsulting.com">sailing@bretttheathconsulting.com</a>	Peter Robson	<a href="mailto:peter@amorini.co.uk">peter@amorini.co.uk</a>
Glenn Ferguson	<a href="mailto:gferg57@icloud.com">gferg57@icloud.com</a>	Phil Beddington	<a href="mailto:philthesportsphysio@gmail.com">philthesportsphysio@gmail.com</a>
Colin Burgess	<a href="mailto:boatingmanager@rbyc.org.au">boatingmanager@rbyc.org.au</a>	Peter Gebhardt	<a href="mailto:peter.gebhardt70@gmail.com">peter.gebhardt70@gmail.com</a>
Marnie Irving	<a href="mailto:m.irving@bigpond.net.au">m.irving@bigpond.net.au</a>	Paul Pascoe	<a href="mailto:paulpascoe55@gmail.com">paulpascoe55@gmail.com</a>
Rod McKenna	<a href="mailto:rod@rodmckenna.com.au">rod@rodmckenna.com.au</a>	Chad Humphrey	<a href="mailto:sailing@rbyc.org.au">sailing@rbyc.org.au</a>

<b>OTHERS AS REQUIRED</b>			
Peter Coleman	<a href="mailto:peter.coleman@entire.com.au">peter.coleman@entire.com.au</a>		
Tony Cuschieri	<a href="mailto:tony@martiniracing.com.au">tony@martiniracing.com.au</a>		

Overview - Marina / Hardstand / Undercroft

Month: Nov-22

	OTB	Hardstand	Marina	Combined	Available	Occupied	Total Vacant	Club Vacant	Owned Vacant
Nov-22	96.30%	97.22%	77.16%	<b>88.94%</b>	425	378	47	43	11
Sep-22	96.3	94.4	75.9	88.24	425	375	50	43	11

Marina

Size	Club Owned	Occupied	Occ %	Mem Owned	Occupied	Occ %	Total Pens	Total Occ	Total Occ %
10M	80	55	68.75%	15	13	86.67%	95	68	71.58%
12M	56	37	66.07%	16	13	81.25%	72	50	69.44%
13M	6	6	100.00%	0	0	0.00%	6	6	100.00%
15M	20	19	95.00%	15	12	80.00%	35	31	88.57%
18M	17	17	100.00%	7	7	100.00%	24	24	100.00%
	<b>179</b>	<b>134</b>	<b>74.86%</b>	<b>53</b>	<b>45</b>	<b>84.91%</b>	<b>232</b>	<b>179</b>	<b>77.16%</b>

OTB Dinghy Storage

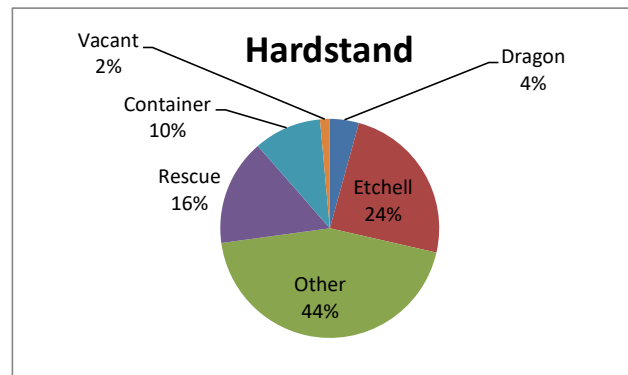
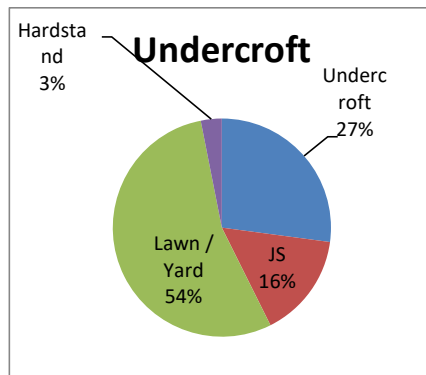
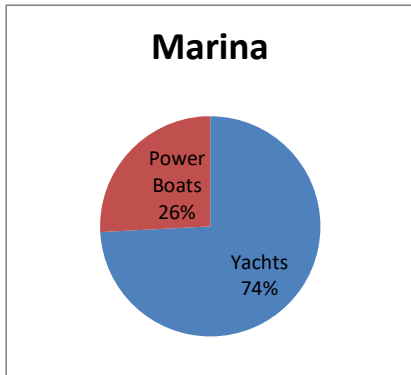
	Undercroft	JS	Lawn / Yard	Hardstand	Total of 134
Total Pens	35	20	70	4	129
Occupancy	75.00%	90.00%	95.00%	100.00%	<b>96.30%</b>

Marina Boat Types

Total	Vacant	Yachts	Power Boats	Multi Hull
232	53	129	45	5
100.00%	22.8%	55.6%	19.4%	2.2%

Hardstand

	Dragon	Etchell	Other	Rescue	Container	Vacant	Total 72
Occupied	3	17	31	11	7	1	70
Ratio %	4.2%	23.6%	43.1%	15.3%	9.7%	1.4%	97.2%



# Expansion of RBYC Discover Sailing Centre (DSC) to include Keel Boat Training

Colin Burgess  
Boating Manager

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# Proposal

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- RBYC general committee approve the capital expenditure of \$20,000 to allow the DSC to deliver official Australian Sailing Keel Boat Courses
  - Keel Boat Crew
  - Keel Boat Helm
  - Keel Boat Spinnaker
  - Keel Boat Racing



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## Aims

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- 1: Help introduce new sailing members to the club
- 2: Allow RBYC to be competitive in the sail training market on the bay
- 3: Provide quality training for members and new members alike
- 4: Provide suitable crew to skippers to help them build their crew
- 5: Provide suitably trained crew for boats that are not currently racing to help them get on the water





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# Requirements

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## Infrastructure :

The sailing school is already set up from a management aspect with full access to RevSport and manning.

## Staff:

AS qualified instructors will need to be sourced. Some of the older current instructors may want to expand their skill set.

As this grows may need to look at Senior Instructor who will also manage bookings and paperwork

## Equipment:

Suitable keelboat that has been approved by AS and the associated equipment.

Marina berth







## Costs

### Sailing Course

Instructors \$560 per course Based on \$40 per hr at 14 hrs/per course

AS course fees. \$18pp

### Boat/Equipment:

Insurance \$1000 (added to club insurance)

Annual Slipping & Antifoul \$3000

Safety Equipment(3 yr.) \$150 (flares/First Aid)

Marina Fee \$7500 (N/A as pens vacant)

General Maintenance: unsure at this stage but if the vessel is looked after this should be minimal (allow \$5000 until the annual review)

NB: Estimates will be revisited annually

*Responsibility for management of maintenance is held with the Boating Manager and sailing office*



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## Income

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Sailing Course fee: \$370pp

Number of participants per course: 4

The income per course is \$1480

Nov – May approx. 20 courses

The course runs over 2 days (consecutive Sat or Sun). Approx 4 courses a month



# Packaged Crew/Training Membership (TM)

- Concept:  
To provide an enticing membership to attract new sailing members Valid for 12 months once only. \$1400 PA
- The Offer: Crew Membership (Plus)  
AS Adult Dinghy  
AS Adult Keel Boat  
AS Power Boat Handling  
Race Management Training (join the volunteer roster )  
Coaching via Twilight Racing
- Discount on Radio, First Aid etc
- Priority for Wednesday and Saturday\*\* racing of training

*Mentor Program: Have a current Senior member assigned as a mentor to help introduce them to the club.*

*\*\* must have completed AS Crew and Spinnaker*

**New Members to Be Ratified 28.11.22**

James Pattinson	Senior
Matt Blakey	Senior
Ryan Epstein	Senior
Simon Saint-John	Senior
Jonathan Elam	Senior
Ian Dalgleish	Senior
Raymond Holt	Senior
James Walker	Senior Family
Anita Kalnina	Senior Family
Hayden Spencer	Crew Plus
Beata Silber	Crew Plus
Juan Vargas	Crew
Anais Moller	Crew
Grant Hailes	Crew
Corey O'Gorman	Gym
Chris Kenny	Gym
James Lie	Aquatic
Roy Norris	Aquatic
Charlie Dowling	Intermediate
Archie Emiris-Cohen	Intermediate
Janet Byrne	Social
Mark Johnston	Social
Lucy Smy	Social
Paul Kenny	Social
Peter Robinson	Senior
Stuart Ingram	Social
Naomi Thomson	Social
Renato Cenedese	Social
Deena Zraicat	Social Spouse

## Membership count July 22 - June 23

	Jun-22	Jul-22	-/+	Aug-22	-/+	Sep-22	-/+	Oct-22	-/+
Senior	368	353	-4.08%	353	0.00%	355	0.57%	361	1.69%
Senior Family	127	124	-2.36%	123	-0.81%	121	-1.63%	124	2.48%
Senior Special	12	11	-8.33%	11	0.00%	10	-9.09%	10	0.00%
40 Year	12	14	16.67%	14	0.00%	14	0.00%	14	0.00%
50 Year	38	36	-5.26%	36	0.00%	36	0.00%	36	0.00%
60 Year +	33	36	9.09%	36	0.00%	37	2.78%	37	0.00%
Honorary Life	7	7	0.00%	7	0.00%	7	0.00%	7	0.00%
Senior Country	14	15	7.14%	14	-6.67%	14	0.00%	14	0.00%
Senior Absentee	31	33	6.45%	34	3.03%	34	0.00%	34	0.00%
Crew	123	113	-8.13%	113	0.00%	117	3.54%	118	0.85%
Crew Plus	24	27	12.50%	29	7.41%	28	-3.45%	31	10.71%
Youth U18	81	67	-17.28%	68	1.49%	73	7.35%	92	26.03%
Intermediate 18-29	102	95	-6.86%	94	-1.05%	97	3.19%	101	4.12%
Gym	74	66	-10.81%	67	1.52%	70	4.48%	70	0.00%
Social	288	281	-2.43%	289	2.85%	295	2.08%	297	0.68%
Social Extra	78	75	-3.85%	77	2.67%	78	1.30%	79	1.28%
Junior Family	40	41	2.50%	44	7.32%	44	0.00%	44	0.00%
Aquatic	132	134	1.52%	131	-2.24%	131	0.00%	132	0.76%
TPI	2	2	0.00%	2	0.00%	2	0.00%	2	0.00%
<b>TOTAL</b>	<b>1586</b>	<b>1530</b>	<b>-3.53%</b>	<b>1542</b>	<b>0.78%</b>	<b>1563</b>	<b>1.36%</b>	<b>1603</b>	<b>2.56%</b>



### POS SPEND BY MEMBERSHIP TYPE - October 2022

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior Special	\$1,410.55	\$141.06	10	8
Gym	\$7,608.13	\$108.69	70	44
40 Year	\$1,414.77	\$101.06	14	8
Senior	\$27,780.38	\$76.95	361	218
Senior Family	\$9,036.01	\$72.87	124	75
60 Year +	\$2,248.70	\$60.78	37	17
Honorary Life	\$359.40	\$51.34	7	5
50 Year	\$1,804.49	\$50.12	36	17
Social	\$14,248.38	\$47.97	297	120
Aquatic	\$6,299.39	\$47.72	132	82
Crew Plus	\$1,360.90	\$43.90	31	18
Crew	\$4,829.35	\$40.93	118	58
Senior Country	\$286.45	\$20.46	14	5
Intermediate 18-29	\$1,069.18	\$10.59	101	19
Social extra	\$792.80	\$10.04	79	14
Senior Absentee	\$252.90	\$7.44	34	3
Junior family	\$122.25	\$2.78	44	2
Youth	\$4.90	\$0.05	92	1
TPI	\$0.00	\$0.00	2	0
<b>Totals</b>	<b>\$80,928.93</b>		<b>0</b>	<b>714</b>

## Membership - October 2022

		TOTALS	TOTAL %
Senior	361		
Senior Family	124		
Senior Special	10		
40 Year	14		
50 Year	36		
60 Year +	37		
Honorary Life	7		
Senior Country	14		
Senior Absentee	34	<b>Total Senior</b>	<b>637</b>
Crew	118		
Crew Plus	31	<b>Total Crew</b>	<b>149</b>
Intermediate 18-29	101	<b>101</b>	<b>6%</b>
Youth	92	<b>92</b>	<b>6%</b>
Gym	70	<b>70</b>	<b>4%</b>
Social	297	<b>297</b>	<b>19%</b>
Social extra	79	<b>79</b>	<b>5%</b>
Junior family	44	<b>44</b>	<b>3%</b>
Aquatic	132	<b>132</b>	<b>8%</b>
TPI	2	<b>2</b>	<b>0%</b>
sponsors	0	<b>0</b>	<b>0%</b>
<b>TOTAL</b>	<b>1603</b>	<b>1603</b>	<b>100%</b>

	June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	End October 2022
Senior	368	347	324	336	335	356	368	<b>361</b>
Senior Family	96	93	89	92	92	103	127	<b>124</b>
Senior Special	17	17	16	16	13	15	12	<b>10</b>
40 Year	18	14	12	12	12	12	12	<b>14</b>
50 Year	45	45	44	44	43	39	38	<b>36</b>
60 Year +	39	42	42	38	32	34	33	<b>37</b>
Honorary Life	7	7	6	6	6	6	7	<b>7</b>
Senior Country	12	16	16	15	13	13	14	<b>14</b>
Senior Absentee	55	49	40	38	36	37	31	<b>34</b>
Crew	184	149	143	155	156	140	123	<b>118</b>
Crew Plus	31	27	22	21	26	28	24	<b>31</b>
Intermediate 18-29	67	66	77	99	75	97	81	<b>101</b>
Youth U18	106	141	136	148	150	119	102	<b>92</b>
Gym	75	75	65	78	74	78	74	<b>70</b>
Social	242	233	212	207	207	255	288	<b>297</b>
Social Extra	79	77	64	64	63	73	78	<b>79</b>
Junior Family	14	19	22	28	25	31	40	<b>44</b>
Aquatic	75	79	78	73	81	114	132	<b>132</b>
TPI	0	1	1	3	3	2	2	<b>2</b>
Sponsors	11	2	4	4	4	4	0	<b>0</b>
<b>TOTAL</b>	<b>1541</b>	<b>1499</b>	<b>1413</b>	<b>1477</b>	<b>1446</b>	<b>1556</b>	<b>1586</b>	<b>1603</b>



# Minutes of RBYC Cruising Group Sub-committee Meeting Held at RBYC Clubrooms, Tuesday, November 8<sup>th</sup>, 2022 at 7.00pm

## **PRESENT:**

Geoff Brewster (Chair)

Barbara Burns, Terry Frankham (Secretary), Rob Hurrell, Pam Merritt, Peter Strain.

## **APOLOGIES:**

Rod Cuthbert, Sue Drummond, Peter Gebhardt (Sailing Committee Meeting conflict).

**MINUTES:** Of last meeting, held on 4<sup>th</sup> Oct, 2022, were confirmed

## *MATTERS ARISING from MINUTES*

- Nil

## **CORRESPONDENCE:**

### Out:

- 2 Nov: Email to Peter & Karen Johns, thanking them for agreeing to be guest speakers at the Nov 18<sup>th</sup> Dinner.
- 4 Nov: Email to Commodore QCYC, regarding use of facilities at commencement of Bass Strait Cruise
- 4 Nov: Email to Commodore RYCV, regarding 2023 Birthday Cruise (15<sup>th</sup> Jan)

### In:

- 2 Nov: Email from Peter Johns, with photo and information to promote Guest Speaker Dinner.
- 5 Nov: Email from Commodore QCYC, saying we were welcome to use their facilities for the Bass Strait Cruise.
- 8 Nov: Email from Michael Neumann, Manager RYCV, welcoming Cruising Group to RYCV on 15<sup>th</sup> Jan for the Birthday Cruise.

## **FINANCES:**

- Nothing new to report.

## **GENERAL BUSINESS:**

1. **Chairman's Report** (Geoff Brewster)
  - Nothing new to report.
2. **Report From General Committee**
  - Nothing new to report. (Peter Gebhardt apology - at Sailing Committee meeting)
3. **Sailing Committee Rep**
  - Nothing new to report. (Peter Gebhardt apology - at Sailing Committee meeting)
4. **Social Committee Rep** – (Sue Drummond apology).
  - Nothing new to report.

5. **Newsletter** – (Barbara Burns)

- Once again, not many articles received
- Further discussion around viability of monthly publication, including relevance in current day and age of multiple digital communications channels from the club.
- Committee decided to make Newsletter bi-monthly, instead of monthly, with next edition to be in December after Hardstand Party.
- Barbara suggested a “Skippers Tips” section C

6. **On Water Events:**

Future Program:

- Sunday 15<sup>th</sup> January, 2023, **Birthday Cruise to Royals.**
  - + RYCV OK with the day
  - + Geoff Brewster to co-ordinate
- Saturday February 25<sup>th</sup> – Monday March 13<sup>th</sup> 2023: - **Bass Strait Cruise**
  - + QCYC OK with use of their facilities for commencement of cruise.
  - + Information Night scheduled for Friday 9<sup>th</sup> Dec at 6:30pm – Peter Strain and Rob Hurrell to present
  - + Terry Frankham to co-ordinate cruise.

7. **Guest Speaker Dinners / Social Events:**

Review of Progressive Dinner – Oct 21<sup>st</sup> 2022

- 42 Participants (24 boat owners, 18 guests, including 3 social members).
- Receipts for the dinner @ \$20 per person: \$840.00
- Expenses: Reimbursements for meals on Boats:
  - Mains \$315.00, Desserts: \$192.00.
  - Chocolates & Port Glasses: \$45.00
  - Total Expenses: \$552.00
- Net Profit: \$288, to be banked at club.
- Excellent turnout and evening, despite weather.
- Thanks to Club Management for facilitating a Plan B in case of inclement weather (not needed).

Future Program:

- Friday November 18<sup>th</sup>, 2022
  - Peter & Karen Johns, “*Joie de Vivre V goes to Europe*”
  - Peter Strain to bring a lightening to HDMI connector for the evening
- **Hardstand Christmas Party.** Previously scheduled for Saturday, Dec 3<sup>rd</sup>, 2022. However, many not able to make that night, so committee agreed to reschedule to Sat 10<sup>th</sup> Dec, 2022.
  - T.F. to publicise date change.

- Friday 17<sup>th</sup> February, 2023 Guest Speaker Dinner - TBA
  - G.B. to investigate a talk on Iridium Go Sat phones.
  - Discussion around Starlink 5G?
  
- Possible future speakers:
  - Mark Stranger – Hobart Yachts, who run Cruises in Tasmania – Rod C contact.
  - Neil Blake, Port Phillip Bay-keeper
  - Prof Peter Cooke – Energy Transition Hub?
  - Speaker from the BOM? – T.F. to follow up.
  - A Boat Broker? Buying and selling contracts, surveys, etc
  - Jesse Martin – Rod C to get contact info.
  - “Interview” format evening with one or more senior members with long and illustrious history of sailing.

G.B floated question as to whether we would be prepared to pay transportation and accommodation to bring good speakers in from interstate. Committee decided to not pursue this at this point in time.

Discussion around whether the current cost of meals (\$40.00pp) at the Guest Speaker Dinners was deterring attendance. Options canvassed included:

- Having main meal only (rather than dinner and dessert) to reduce cost.
- Holding the talk at 8:00pm, with no cost, with those who wish to eat, make booking for ala carte in the Restaurant beforehand (with guest speaker to be hosted by chairperson at dinner in the Restaurant)

## **8. CG Donation Proposals**

- Pam Merritt will follow up with SYC re sourcing mast trolleys / mast stands for hardstand
- Peter Strain / Geoff Brewster to talk to Brett Heath re an upgrade options for the Bayview Room Audio Visual system.

## **9. Dinner for past CG Chairpersons**

- Committee agreed to still hold this, but to defer until mid-late 1Q 2023.
- Farewell to Paul Jenkins, and also to recently retired, long standing CG committee meeting members, Jenny Collins and Pam Merritt. Invite past chairpersons and current committee, along with their partners.

## **10. Risk Management**

Risk Assessments for on Water Cruising activities and Boat Safety Audits:

*Waiting on further direction from GC.*

## **11. Other business**

- a) Committee voted thanks to Pam Merritt, who is retiring from the Cruising Group Committee after 17 years of service, including long stints as Secretary and as Newsletter editor.

- b) T.F raised question regarding composition and functioning of Cruising Group Committee in 2023, given many committee members seemed to have extended cruising planned in 2023. Following will be away in 2023:
  - Barbara Burns – from ~ May, up to 6 months – New Caledonia Cruise
  - Geoff Brewster – from ~ May, up to 6 months – New Caledonia Cruise
  - Sue Drummond – from ~ May, up to 6 months – New Caledonia Cruise
  - Rob Hurrell – from ~ May, up to 3-6 months to QLD, perhaps New Caledonia
  - Peter Strain – from ~ May, up to 3-6 months to QLD,

Given this will leave only 3 current committee members in Melbourne for an extended period, consideration needs to be given to the Chairperson position, and the recruitment of new committee members. To be addressed by end 1Q '23.

**Meeting Closed at 8:30pm.**

~

**NEXT MEETING: 7:00pm, Tuesday 6<sup>th</sup> December, 2022 at RBYC Clubrooms**

Chair: \_\_\_\_\_ Secretary: \_\_\_\_\_

Date: \_\_\_\_\_ Date: \_\_\_\_\_

# Royal Brighton Yacht Club Cleaner Sailing Committee Meeting Minutes

Monday 3<sup>rd</sup> October 2022, 7.30 pm via Zoom

1. Confirmation of members present

Andrew Merrett (AM), Kalpana Raghunathan (KR), Peter Demura (PD), Kirsten Mitchell (KM)

2. Apologies

Jenny Pascoe (JP)

3. Correspondence received: Nil

4. Review of minutes from the last meeting, Monday 8th August.

Acceptance of previous minutes- as circulated

Moved: Andrew Merrett Seconded: Kalpana Raghunathan: CARRIED

5. Business arising from the previous minutes

Sail recycling – There is a lack of a separate and dedicated collection point for Doyle to collect sails submitted for recycling. The program may not be successful without a well-defined collection space. There is a need to investigate a separate area. CSC recognise need for a dedicated locker for the old sails to be stored until collection. Potential areas include the underground car park. PD to look into options.

Flotsam Bin and Scoop – The bin is being used and emptied. The system appears to be successful and may benefit from more bins. There is a need to track /monitor how frequently and how much rubbish is emptied as well as type of rubbish to allow worthwhile data to be reported back to the GC and for Clean Marina accreditation.

Clean Marina accreditation- Level 3 accreditation. CSC needs to follow up with GM on progress. CSC needs to find out how frequently the battery skip on the hard stand is emptied. Murray C. is aware of the system in place. Funds from battery recycling support purchase of tools for general maintenance.

Life jacket recycling- Appears to be successful with several old jackets collected. The project allows new migrant women employment to make the bags with the profit from sales going towards Marine Rescue on the Bay. CSC will continue to place newsletter reminders to members. It may be worth publishing a short piece on what happens behind the scenes with the old jackets to generate further interest and to remind members of the program.

## RBYC Cleaner Sailing Committee

Bottle and plastic recycling deposit scheme- the scheme hasn't started in Victoria as yet. We could have a trial bin set up to get people into the habit. Maybe trial it at the marina. Once the deposit scheme starts, we can discuss details of how it is managed and who benefits from the proceeds. In future we can look at food waste as well, E.g., Second Bite. KM can follow-up when we are ready.

Clean Regatta- Green team to help during regatta. Part of Cleaner Sailing. Registering with Sailors of the Sea. Need to follow up with the Club GM.

Beach patrol- CSC needs to find out when the next scheduled clean is to be conducted and whether that can coincide with Sail Melbourne with a cleaning day before the regatta.

### General business

Report back from GC meetings- PD to provide report for CSC with an update on progress on registration of Clean Regatta, bottle deposit and Doyle sails collection.

Responsibility for getting Cleaner Sailing message out to Sail Melbourne via the Regatta Director and organising authority (RBYC). Clean Regatta information should be included in the Notice of Race -Sail Melbourne. The GS agrees that we can directly approach the Regatta Director. PD to update the GC.

### 7. General Discussion

Focus on Cleaner Sailing – Clean Marina and Clean Regatta.

### 8. Date of next meeting

Monday October 17th- 7.30 pm via Zoom

Focus on Clean regatta meeting.

AM to invite Paul Pascoe for the meeting to discuss Sail Melbourne.

### 9. Meeting closure 8.20 pm

## 150<sup>th</sup> Anniversary book - Update for GC – 24 Nov 2022

<b>Project</b>	<b>RBYC 150th Year Anniversary Book</b>
<b>Deliverable: Must</b>	Produce a quality Book commemorating the 150th Anniversary of the RBYC.
<b>Opportunities</b>	The Book Provides a Celebration of the History of the Club, honoring it & its members
	The Book Provides a Historical Souvenir of the Club in 2025 - a reference for further generations to look back on in 50 or 100 years.
	Engagement with all stakeholders to provide a sense of shared ownership in the book production and celebrations
<b>Dependency:</b>	RBYC staff and volunteers assistance with researching archives, communications or related facilities usages
	Continual engagement, content design & copy development, and reviews by key project members
<b>Sponsor / Key Stakeholders</b>	Niesje Hees – Commodore, and RBYC General Committt
	RBYC Members and Staff - past & present
<b>Book Audience</b>	Yacht Club Members present & Past
	Yachting fraternity
	Local Community
<b>In Scope</b>	Quality book commemorating the 150th Anniversary of the RBYC.
	Engagement with key stakeholders in production process to foster shared ownership
	Research & Sourcing materials including print copy & visuals
	Book Layout Design in digital format
	Book Print supply
<b>Out of Scope</b>	Celebrations Event Organisation outside direct material sourcing interview, workshops or direct communications
	Book Print supply costs
	Event organisational costs
<b>Project Key Members</b>	Niesje Hees - Commodore, Lead approver, Advisory
	Don Warner, Research & Authoring
	John Scanlon, Graphic Design Layout & Photographic Editor

# RBYC 150 commemorative book

PROJECT TITLE RBYC 150 Book  
 PROJECT MANAGER John Scanlon

COMPANY NAME RBYC  
 LAST UPDATE 24/11/22

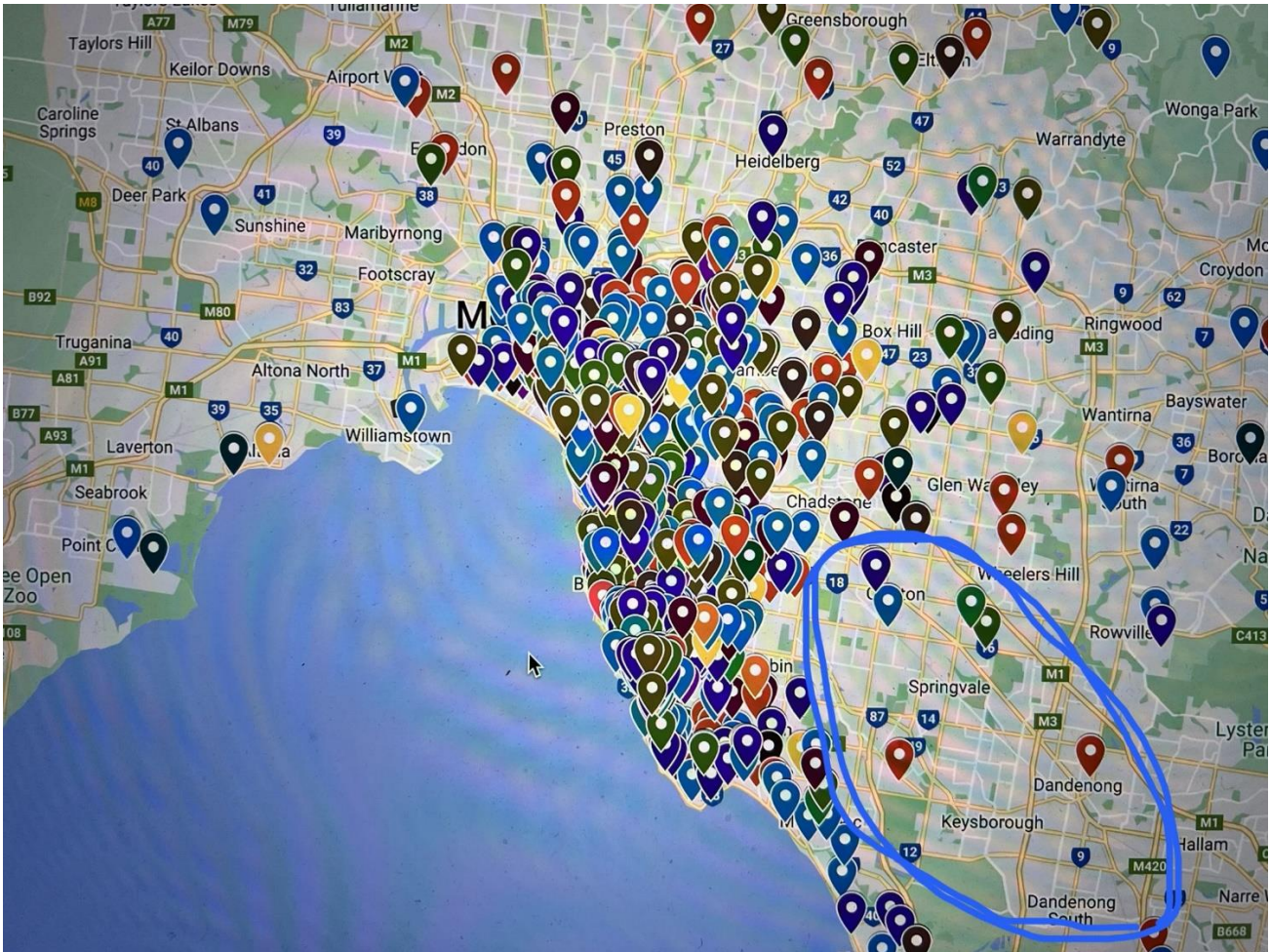
PHASE	DETAILS	2022			2023				2024				2025				
		Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
PROJECT WEEK: WHO Enter the date of the first Monday of each month →		2	9	16	23	30	6	13	20	27							
<b>Milestones</b>		G.C. Approval			*payment ' ===>		Finalise stakeholder list		TOC Structure for review		*payment		Draft Complete		Final complete		*final payment
<b>Project Management</b>		<ul style="list-style-type: none"> <li>- Project Objectives</li> <li>- Plan Review</li> <li>- Status update &amp; reporting</li> <li>- Stakeholder lists</li> <li>- Communications Engage Plan</li> </ul>															
<b>Research &amp; Sourcing</b>		<ul style="list-style-type: none"> <li>- Material sourcing</li> <li>- Interviews</li> <li>- Cataloging &amp; further research</li> <li>- Key Stakeholder Editorial</li> </ul>															
<b>Engagement &amp; Comms</b>		<ul style="list-style-type: none"> <li>- engagement execution</li> <li>- comms execution</li> </ul>															
<b>Content Development</b>		<ul style="list-style-type: none"> <li>- Design Layout template builds</li> <li>- Content Collection</li> <li>- Content Visual Build</li> <li>- Content Copy Authoring</li> </ul>															
<b>Finalization &amp; Approvals</b>		<ul style="list-style-type: none"> <li>- Design Layout completed</li> <li>- Content Visual Optimized</li> <li>- Copy Editorialized</li> <li>- Draft sample print</li> </ul>															
<b>Release &amp; Marketing</b>		<ul style="list-style-type: none"> <li>- Printing</li> <li>- Release plan</li> <li>- Release</li> <li>- Marketing</li> </ul>															



<b>Item</b>	<b>Risk/Issue</b>	<b>Mitigation</b>			
Low engagement leading to content irrelevance	Risk	Develop list of stakeholders against categories and plans to engage them for feedback			
Content not in line with audience	Risk	Develop advisory or feedback groups with key stakeholder representations guiding content areas & structure			
Book quality not aligned	Risk	Pre-approve digital layouts and pre-print working sample before bulk prints			
Book print is late, missing dead line	Risk	Develop plan with realistic time line and in built contingency for appropriate milestone dates			
Key team members become unwell	Risk	Ensure key research material is in shared repository that another person can pickup or leverage if required			
Club members disenfranchised	Risk	Ensure all key stakeholder groups are noted, aware and sign off on the communication plans			
Archival material is lost	Risk	Ensure backups or copies for all materials where possible			
Elderly members knowledge bank is lost	Risk	Identifying key elderly members and engaged for input and interview at earliest			
Book author & design editor are not sailors, potentially creating content not aligned with Yachting culture	Risk	Ensure key stakeholders review and advise on material, including editorial process			

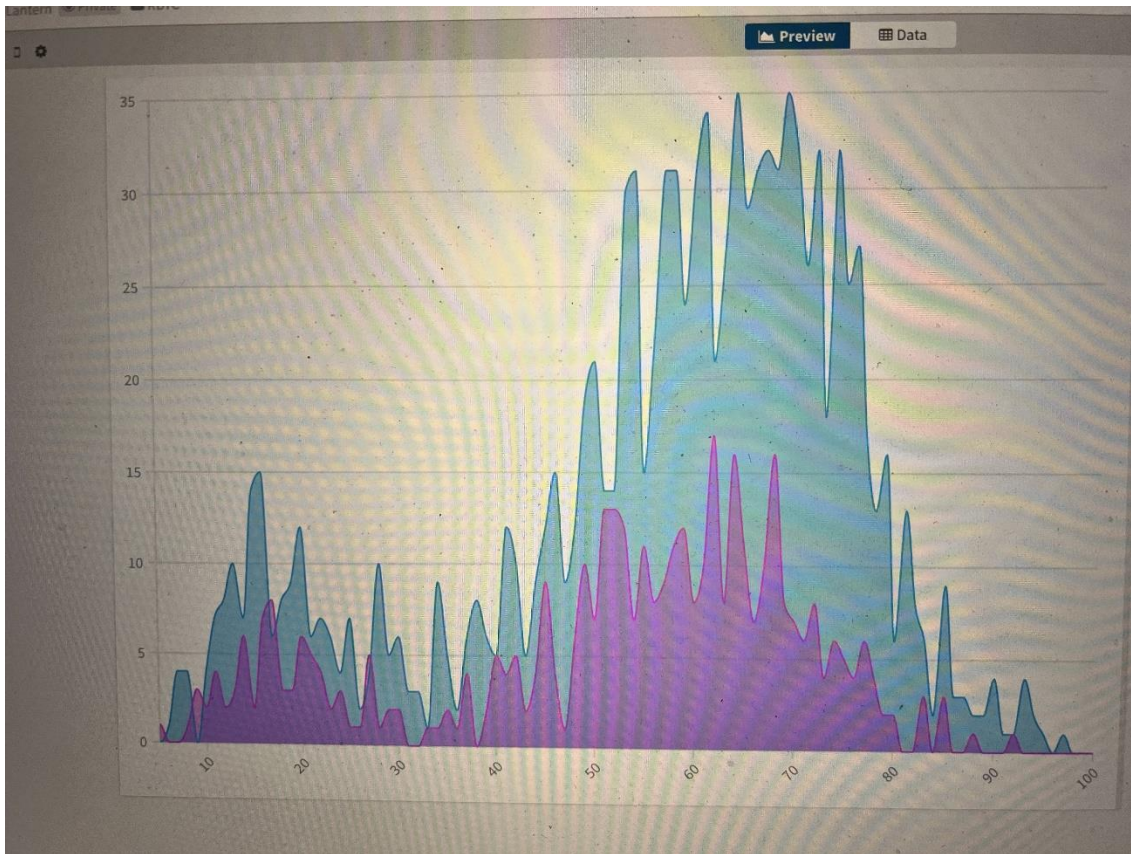
IDAG – for noting - GC 28 Nov 2022 – membership information (further analysis underway)

Location of members





## Gender by Age



## Gender by membership type

