



Royal Brighton Yacht Club

The Sailors' Club

GENERAL COMMITTEE MINUTES

Monday 6 February 2023, 6.00 PM Zoom

- **PRESENT** - Niesje Hees, Peter Demura, Peter Gebhardt, , Murray Cowdell, Peter Coleman, Cath Hurley, Neil Sargeant, Marnie Irving, Nick Barber, Phil Hall.
- **APOLOGIES** - Brett Heath
- **PREVIOUS MINUTES**
True and accurate record;
MOVED: Cath Hurley **SECONDED:** Murray Cowdell **CARRIED**
- **MATTERS ARISING FROM PREVIOUS MINUTES**
 - Nil
- **FINANCE SUB COMMITTEE**
Report tabled - updated figures attached to these minutes including budget performance.
A discussion was held regarding preparation of the ½ yearly report and the need to present clear concise & transparent information to the members.
Note marina gate quote has been finalised. What is outstanding is finalising timing of installation with the supplier.
- **MEMBERSHIP REPORTS**
New members be approved to membership
MOVED: Niesje Hees **SECONDED:** Neil Sargeant **CARRIED UNANIMOUSLY**
- **GENERAL MANAGER REPORT** – tabled, taken as read
The additional of a power boat owned by Tony Fenton was approved to be housed in the marina.



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- **SOCIAL SUB COMMITTEE / proposals**

- (1) Cocktail of the week – approved
- (2) Food Specials be named after boats celebrating success.- approved
- (3) Movie Night to conduct a viewing of Netflix John Bertrand movie – not approved pending Netflix permission.
- (4) Winners & Grinners – approved
- (5) St Patricks Day – approved PH to deconflict any issues with PIF regatta on the same day.

The GC thanks the Social Subcommittee for the initiatives.

- **GENERAL BUSINESS**

- Discussion on analysis provided to the Committee by Jim Lecky.
Sailing Participation

The committee recognised that participation in keelboat racing on Saturdays and Wednesdays is not high. The following points were made.

These statistics do not include one design classes 2.4s, Etchells, VXOnes, Dragons.

This view of participation is quite narrow – there is plenty of other ways people enjoy their boats.

The number of boats participating in Christmas and January racing events is high – 51 skippers across keelboat and OTB events.

A boat broker has indicated far more cruising boats being sold than racing boats.

We need to understand what our boat owners want and meet their needs. Forums have been part of this in the past. Revisit the sailing program each season.

Action – find out which boats owners would be interested in participating in racing if they had an experienced skipper on board to provide some mentoring. Neil has offered to assist with this.

- *Membership and impact on percentage of eligible voters*

The point was made that we have more sailing members than the stats indicate – if all crew sailing on RBYC boats joined as members then that would increase the number of eligible voters also. There has always been a natural conflict between enforcing membership (rather than just day pass) vs making it easier for skippers to find crew. Need to work through a reasonable balance.

In the past we have captured the reasons for members discontinuing their membership.



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Action – We will resume exit reason statistics and make available to GC.

Need to get better at ensuring crew join the club (details to be worked through with Sailing Committee)

Types of yachts in marina

Powerboats over 10% are now approved by GC

Sailboats have priority for high demand pens (ie. larger pens) but smaller pens are in good supply so not an issue.

Once a Powerboat joins the club they are welcomed, and more effort is currently being made to involve them in club activities.

Financial Reporting

The financial report presented to the AGM did include depreciation costs for catering based on the assets register (though not a proportion of building costs). This followed advice from the Finance Committee, and was supported by GC.

Action – ensure financial reports are transparent and that assumptions are clear.

- PG questioned the messaging sent to skippers on the cancellation of last Saturday's racing. Some boats were entered even though they hadn't yet registered. PH to speak with sailing office.
- NS indicated that there is a lengthy process (6 months) to obtain a building permit for the driveway (though we have a planning permit). We should continue on this process even if we are not progressing with the work immediately. Working Group to be established. Neil has offered to be part of this group.
- PD Indicated the dredging of the Marina is urgent for this winter. Quotes are currently being obtained.
- PD thanked the social committee for the continuing ideas and effort in this area.
- MI thanked YRSA for the sponsorship for Bliss Regatta and training. It was proposed to include men in the training camp. Please ensure anybody who is interested in the training registers without delay.
- MC asked about the free to air coverage received by Sail Melbourne. The point was made that the event competed with other major events happening at the same time.
- PH indicated that AS are looking at changing the dates of Sail Melbourne to early December and received a positive response from the Committee.
- Committee Dinner scheduled for Wednesday 5th April 2023 – committee room.



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- MEETING CLOSED: 8:07PM
- NEXT MEETING: 27 Feb 2023 - 6pm RBYC Committee Room.

Profit & Loss Report December 2022

	Dec-22			Year to Date		
	Actual \$	Budget \$	Variance \$	Actual \$	Budget \$	Variance \$
Income						
Total Catering Revenue	355,587	350,000	5,587	1,582,374	1,478,000	104,374
Total Membership Income	80,625	70,000	10,625	419,909	407,000	12,909
Total Marina, Hstand & Storage Inc	106,384	102,928	3,456	569,999	578,783	-8,784
Total Sailing Income	2,356	5,350	-2,994	15,975	43,200	-27,225
Total OTB Income	23,539	31,817	-8,278	87,784	65,267	22,517
Total Other Revenue	10,468	8,705	1,763	70,502	52,232	18,270
Total Income	578,959	568,800	10,159	2,746,542	2,624,482	122,060
Total Catering Cost Of Sales	123,000	122,500	500	562,969	517,300	45,669
Gross Profit	455,959	446,300	9,659	2,183,573	2,107,182	76,391
Total General Operating Expenses	28,029	32,437	-4,408	143,449	148,903	-5,454
Total Professional Fees	6,313	7,450	-1,137	41,066	44,700	-3,634
Total Equipment Expenses	3,646	4,850	-1,204	25,994	18,150	7,844
Total Insurances, Licenses & Rego	13,524	13,005	519	77,521	78,545	-1,024
Total Advertising & Promotions	2,922	3,710	-788	24,373	34,760	-10,387
Total Occupancy Costs	28,227	27,230	997	166,803	163,180	3,623
Total Debt Recovery Costs	0	1,000	-1,000	12,077	6,000	6,077
Total Repairs, Servicing & Maintenanc	6,174	21,850	-15,676	97,767	167,650	-69,883
Total Internal Club Expenses	782	725	57	2,682	4,350	-1,668
Total Marina Expenses	0	0	0	9,125	0	9,125
Total Sailing Expenses	2,927	7,025	-4,098	29,981	24,925	5,056
Total Employment Expenses	228,654	255,960	-27,306	1,264,270	1,181,017	83,253
Total Expenses	321,198	375,242	-54,044	1,895,108	1,872,181	22,928
Operating Profit	134,761	71,058	63,703	288,465	235,002	53,463
Total Other Income	4	50	-46	14	300.00	-287
Total Other Expenses	89,767	100,000	-10,233	540,992	600,000	-59,008
Net Profit	44,999	-28,892	73,891	-252,514	-364,698	112,185



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GENERAL COMMITTEE AGENDA

Monday 6th February 2023, 6PM

- Present -
- Apologies -
- Previous Minutes – as attached:
- Finance Report
- Membership Reports
- General Manager's Report:
- Sailing Report:
- Cruising Group Report :
- Aquatic Reports:
- General Business
 - Analysis by Jim Leckey

MEETING CLOSED:

NEXT MEETING:
TBA

20/01/2023

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

Dear Board Members,

RE: Royal Brighton Financial Results – December 2022

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

Financial Results December 2022:

The financial reports for the period have been prepared on a calendar month basis from 1st December to 31st December 2022. The Club traded as usual throughout the month, trading for 28 days (not including Christmas and Boxing Day Public Holidays).

When examining Revenue against FY2022 (December 2021), the Club's performance has improved, showing a significant increase of \$122k over the comparative period. Departments which Revenue declined includes Sailing income which declined by \$3k and Other Revenue which declined by \$2k, primarily due to the decline in Grants & Sponsorship Income. Noteworthy increases in Revenue include the \$145k increase in Catering Income, an \$11k increase in Membership Income, and a \$10k increase in Marina, Hardstand & Storage Income. Overall, the Club generated a total of \$578k in Revenue for December.

In comparison to December 2021, monthly spending has grown by \$34k. The increase in expenditure is primarily due to a \$30k rise in Employment Expenses, due to higher Kitchen wages and additional staff in Sailing Casual, a \$17k increase in Occupancy Costs due higher Electricity costs and Cleaning costs accrual, and a \$4k increase in Operating Expenses. However, decreases in Expenses were reported in Repairs and Maintenance, which reduced by \$22k in comparison to the same period in 2021. In total, the Club's Expenses amount to \$321k for December.

In summary, the Club's Operating Profit for December was \$134k. The Year to Date Operating Profit sits at \$253k.

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

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

- On the balance sheet, OTH reallocated amounts from Non-Current Liabilities to Current Liabilities for the Commercial Bill.
- Rent Relief for K2 Health from 21st November 2022 for up to 2 months, as per Phil's email dated 8th November 2022.

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.

Oct-22	Nov-22	Dec-22
51%	40%	39%

Oct-21	Nov-21	Dec-21
33%	43%	43%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
December-22 IAS	\$33,284.00	21/02/2023
December-22 Super Contribution	\$18,220.06	28/01/2023
Total	\$51,422.57	

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

Finance Sub-Committee Minutes

Meeting 28th November 2022

Meeting commenced at 1700 hrs

Apologies: Peter Demura

The Honorary Treasurer opened the meeting and welcome Keith Badger, back to the meetings as Keith had been overseas.

It was pointed out that there were some incorrect coding. There has been a number of staff changes at "On Tap" and in the interest expense there was a yearly figure in stead of the monthly figure. This error has been corrected and the corrected P&L has been forwarded to all Sub Committee Members.

There was discussion concerning the account treatment of the loan account between current and non-current.

There were other discussion including the treatment of leases as a long term liability, negative liabilities being an asset.

The accounting reports have also been amended since the meeting with the On Tap.

The draft Risk matrix has been updated and Commodore has requested that members review prior to the next meeting. Commodore explained that each area of the Club will eventually have a risk matrix.

Financial Results October 2022

Monthly Revenue

Actual \$443,388 Budget \$430,833 Variance \$12,555

Year to Date Revenue

Actual \$1,571,006 Budget \$1,553,349 Variance \$17,657

Monthly Expenses

Actual \$340,824 Budget \$385,132 Variance - \$44,307

Year to Date Expenses

Actual \$1,483,974 Budget \$1,448,266 Variance \$35,708

The full results have been sent and will be attached to theses minutes

Murray Cowdell

Honorary Treasurer

RBVC – Finance committee Meeting 6 February 2023

December Meeting

Agenda:

1. Apologies
2. Investments
3. Financial Results
4. Future Capital Outlay
5. Update with Parks
6. Credit Cards
7. New Invoice system

Good evening All

Please find attached the Finance Reports from On Tap. As a bonus the Excel Reports now contain the formulas. This will enable some eye pleasing reports in the future with graphs and charts.

Investments:

I can report that the investments of excess cash have been made.

- \$1,000,000 Rate 3.35% maturing on the 18th of January 2024
- \$4000,000 Rate 3.87% matures 18th July 2023

Financial Results

	December 2022	December 2021	Year to Date
Total Income	\$578,959	\$456,113	\$1,618,924
Cost of Sales	\$45,852	\$102,038	\$336,777
Groff Profit	\$455,960	\$354,075	\$1,82,148
Total Expense	\$321,198	\$287,030	\$1,028,932
Operating Profit	\$134,762	\$67,045	\$252,216
Other Expenses	\$89,768	\$90,839	\$272,477
Net Profit/(loss)	\$44,998	(\$23,794)	(\$44,998)

The employment cost ratio is 39%.

What must be remembered was the fact that, due to Christmas Day and New Year's Day falling on a Sunday there was a perceived loss of revenue. There were also additional public holidays. There was no coffee service on Boxing Day. I hope next year that will not be the case.

I can report that there is now, no agency staff in the operations of catering.

From January 1st, 2023, the majority of berths in the marina have reverted to an annual fee.

Although the fee issued was for a six month period, with the annual fee still to be determined. The fee to be determined in June,2023. Approximately 20 berths revert to an annual payment of fees in April.

Some vessel owners are or have moved to smaller berths.

The new fee for marina berthing will be determined only after due diligence and comparisons with like marinas.

In terms of capital expenditure, the club is still awaiting a final costing for the replacement of the gate to the hard stand.

Finally, a review of rescue vessels has been instigated. Initial discussions have been held with interested parties concerning what is need and the options for financing any new rescue vessels. On a personal note I will be sending a message to the Club Captain to reverse the Sailing Committee's decision not to have covers, used on the Club's rhibs.

Murray Cowdell

Honorary Treasurer



Balance sheet report

Accrual mode

Oct 2022 - Dec 2022

	Oct-22	Nov-22	Dec-22
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	35,502.05	55,211.99	2,439.52
1-1015 BOM- MbrShp Marina Acc**098419	1,867,929.89	1,786,434.54	1,832,491.00
1-1020 BOM Coll Term Deposit x043	17,079.64	17,079.64	17,079.64
1-1025 BOM- Yachting Foundation x141	2,264.41	2,264.41	2,266.38
1-1031 BOM-Business Access Saver x391	2,479.97	2,482.05	2,484.37
Total Trading Bank Accounts	1,925,255.96	1,863,472.63	1,856,760.91
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	419.85	563.40	329.85
Total Floats	2,819.85	2,963.40	2,729.85
1-1200 Clearing Accounts			
1-1210 Cash Clearing	(32,465.63)	634.13	(2,538.22)
1-1220 Account Clearing	0.00	103.60	0.00
1-1250 Eftpos Clearing	1,272.18	132.40	7,519.90
Total Clearing Accounts	(31,193.45)	870.13	4,981.68
1-1300 Debtors			
1-1310 Trade Debtors	27,902.00	92,735.43	73,543.78
1-1330 Other Debtors	283,199.77	242,264.76	330,106.47
1-1340 Provision for Doubtful Debts	(8,416.78)	(8,416.78)	(8,416.78)
Total Debtors	302,684.99	326,583.41	395,233.47
1-1350 Receivables			
1-1355 Members Control Account	(1,659.18)	(981.01)	1,442.69
1-1370 Cruising Group Account	50,378.36	50,674.27	50,674.27
1-1375 Cruising Group Clearing Acc	(50,378.36)	(50,674.27)	(50,694.72)
1-1380 Icebergers Clearing Account	(2,873.02)	(2,873.02)	(2,873.02)
1-1390 Icebergers Group Account	2,873.02	2,873.02	2,873.02
Total Receivables	(1,659.18)	(981.01)	1,422.24
1-1400 Prepayments			
1-1410 Prepayments - General	56,907.16	47,940.50	37,466.75
1-1420 Prepaid Insurance	47,008.24	39,173.53	31,338.82
1-1425 Prepaid Workcover	19,850.18	19,850.18	19,850.18
Total Prepayments	123,765.58	106,964.21	88,655.75
1-1600 Stock			
1-1610 Inventory- Beverage	56,911.66	65,714.98	65,668.72
1-1611 Inventory-Beverage non-alcohol	8,335.41	5,568.77	6,773.64
1-1630 Inventory- Food	57,040.00	25,386.52	18,188.27

	Oct-22	Nov-22	Dec-22
1-1650 Inventory- Clothing & Merch	15,119.07	12,651.50	13,864.84
Total Stock	137,406.14	109,321.77	104,495.47
1-1710 Property			
1-1713 Club House Leasehold at Cost	9,215,699.22	9,215,699.22	9,215,699.22
1-1714 Amortisation Club House Imp	(5,182,248.01)	(5,214,872.88)	(5,248,550.78)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(35,483.92)	(35,580.63)	(35,680.56)
1-1717 ROU Assets - Parks Victoria	139,108.74	134,471.80	129,834.86
1-1718 Amortisation Parks Victoria	(111,286.33)	(111,286.33)	(111,286.33)
1-1719 ROU Assets - Bayside City Council	651,379.24	647,800.24	644,221.24
1-1720 Amortisation Bayside City Council	(85,896.38)	(85,896.38)	(85,896.38)
Total Property	4,631,103.31	4,590,165.79	4,548,172.02
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	(7,460,111.51)	(7,491,568.34)	(7,523,852.77)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(748,905.85)	(749,264.53)	(749,635.17)
Total Marina & Hardstand	494,119.92	462,304.41	429,649.34
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,038,963.25	1,038,963.25	1,038,963.25
1-1744 Accum Depreciation Plant etc	(928,156.41)	(930,709.17)	(933,196.08)
1-1750 Marina & HStand Equip at Cost	477,811.81	479,765.44	479,765.44
1-1755 Marina & HStand Equip Acc Depn	(361,080.85)	(362,386.44)	(363,743.85)
Total Plant & Equipment	227,537.80	225,633.08	221,788.76
1-1800 Boats			
1-1810 Rescue & Work Boats at Cost	703,460.52	703,460.52	703,460.52
1-1815 Accum Depreciation Rescue Boat	(541,822.92)	(546,319.93)	(550,914.01)
1-1825 OTB Sailing Boats at Cost	222,082.29	222,082.29	222,082.29
1-1830 Accum Depreciation OTB Boats	(155,741.88)	(157,268.48)	(158,845.97)
Total Boats	227,978.01	221,954.40	215,782.83
1-1900 Intangible Assets			
1-1910 Designs at Cost	25,328.21	28,833.21	31,379.46
1-1920 Amortisation Designs	(16,057.23)	(16,057.23)	(16,057.23)
Total Intangible Assets	9,270.98	12,775.98	15,322.23
Total Assets	8,049,089.91	7,922,028.20	7,884,994.55
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	144,813.86	197,802.20	78,122.67
Total Trade Creditors	144,813.86	197,802.20	78,122.67
2-2000 Accruals			
2-2005 Deposits Received in Advance	54,727.28	55,452.28	52,327.28
2-2110 Accruals- General	40,755.10	63,071.76	74,361.44
2-2130 Accrual- Workcover	7,493.18	9,500.29	11,512.73
2-2140 Accrual- Payroll Tax	8,455.11	6,857.89	6,883.59
Total Accruals	111,430.67	134,882.22	145,085.04
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	260,544.20	78,217.74	137,754.57
2-3120 GST Paid	(58,528.55)	(29,449.13)	(40,983.54)
2-3125 ATO Liability	0.00	187,244.00	169,420.88

	Oct-22	Nov-22	Dec-22
2-3130 PAYG Withholding Payable	66,286.00	33,222.00	33,284.00
2-3150 Superannuation Payable	20,322.78	18,140.57	18,220.06
Total GST and Statutory Liabilities	288,624.43	287,375.18	317,695.97
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	84,198.64	88,785.75	90,740.95
2-4015 Leave Loading Payable	14,742.10	15,635.62	16,023.42
2-4020 Long Service Leave - Current	23,626.00	23,845.00	24,078.00
2-4021 Long Service Leave Non-current	51,352.00	50,007.00	50,671.00
2-4022 On-Cost for A/L & L>Loading	16,181.96	17,078.33	17,461.53
2-4031 Employee Deductions	300.00	0.00	0.00
Total Employee Provisions	190,400.70	195,351.70	198,974.90
2-5000 Bonds & Other Liabilities			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	24,608.77	25,211.85	25,211.85
2-5030 Aust. Sports Foundation C.Acc	12,794.76	12,794.76	12,794.76
Total Bonds & Other Liabilities	38,403.53	39,006.61	39,006.61
2-6000 Deferred Income- Members			
2-6010 Subscription Income Deferred	509,567.04	452,964.52	398,383.17
2-6060 Other Income in Advance	63,517.55	54,721.12	44,854.96
Total Deferred Income- Members	573,084.59	507,685.64	443,238.13
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	432,532.59	386,982.08	489,716.10
2-7020 Marina 20 Year Lease	31,354.26	20,903.09	10,451.92
2-7030 Hardstand - Rental	57,865.57	56,356.80	48,302.61
2-7050 OTB Maintenance Income	76,381.24	69,370.67	77,853.23
Total Deferred Income- Marina	598,133.66	533,612.64	626,323.86
2-8000 Bank Loans			
2-8030 Commercial Bill S331 300243100	(109,008.11)	(138,279.48)	193,890.04
2-8031 Commercial Bill - Non Current	837,542.00	837,542.00	476,270.10
Total Bank Loans	728,533.89	699,262.52	670,160.14
2-9000 Other Finance			
2-9010 Equipment Loan	(16,391.04)	18,064.46	15,042.28
2-9011 Equipment Loan - Non Current	38,772.00	0.00	0.00
2-9021 Current Liability - Parks Victoria	(19,426.77)	23,438.20	18,547.28
2-9022 Currenrt Liability - Bayside City Council	(11,858.20)	32,087.00	29,079.24
2-9023 Non-Current Liability - Parks Victoria	47,755.89	0.00	0.00
2-9024 Non-Current Liability-Bayside City Council	608,627.33	561,732.00	561,732.00
2-9036 Credit Card P Hall x271	3,806.94	(2,061.26)	3,132.32
2-9037 Credit Card - Sammy Doddy	0.00	0.00	66.63
Total Other Finance	651,286.15	633,260.40	627,599.75
Total Liabilities	3,324,711.48	3,228,239.11	3,146,207.07
Net Assets	4,724,378.43	4,693,789.09	4,738,787.48
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	(271,858.43)	(302,447.77)	(257,449.38)
Total Equity	4,718,387.90	4,687,798.56	4,732,796.95

Balance sheet report

Accrual mode

Dec 2022 - Dec 2022

	Dec-22			
	Actual	Last Year	Variance \$	Variance %
1-0000 Assets				
1-1000 Trading Bank Accounts				
1-1010 BOM- Business Chq Acc**157544	2,439.52	30,736.52	(28,297.00)	-92
1-1015 BOM- MbrShp Marina Acc**098419	1,832,491.00	1,379,931.57	452,559.43	33
1-1020 BOM Coll Term Deposit x043	17,079.64	17,073.72	5.92	0
1-1025 BOM- Yachting Foundation x141	2,266.38	2,263.23	3.15	0
1-1031 BOM-Business Access Saver x391	2,484.37	2,474.97	9.40	0
Total Trading Bank Accounts	1,856,760.91	1,432,480.01	424,280.90	29.60%
1-1100 Floats				
1-1105 Cash on Hand	1,000.00	1,000.00	0.00	0
1-1110 Till Floats	1,400.00	1,400.00	0.00	0
1-1125 Petty Cash	329.85	222.60	107.25	48
Total Floats	2,729.85	2,622.60	107.25	4.10%
1-1200 Clearing Accounts				
1-1210 Cash Clearing	(2,538.22)	(12,992.04)	10,453.82	80
1-1220 Account Clearing	0.00	143.20	(143.20)	-100
1-1250 Eftpos Clearing	7,519.90	3,288.12	4,231.78	129
Total Clearing Accounts	4,981.68	(9,560.72)	14,542.40	152.10%
1-1300 Debtors				
1-1310 Trade Debtors	73,543.78	19,634.75	53,909.03	275
1-1330 Other Debtors	330,106.47	277,605.90	52,500.57	19
1-1340 Provision for Doubtful Debts	(8,416.78)	(8,416.78)	0.00	0
Total Debtors	395,233.47	288,823.87	106,409.60	36.80%
1-1350 Receivables				
1-1355 Members Control Account	1,442.69	(330.20)	1,772.89	537
1-1370 Cruising Group Account	50,674.27	45,085.52	5,588.75	12
1-1375 Cruising Group Clearing Acc	(50,694.72)	(45,085.52)	(5,609.20)	-12
1-1380 Icebergers Clearing Account	(2,873.02)	371.95	(3,244.97)	-872
1-1390 Icebergers Group Account	2,873.02	(371.95)	3,244.97	872
Total Receivables	1,422.24	(330.20)	1,752.44	530.70%
1-1400 Prepayments				
1-1410 Prepayments - General	37,466.75	68,230.10	(30,763.35)	-45
1-1420 Prepaid Insurance	31,338.82	28,191.51	3,147.31	11
1-1425 Prepaid Workcover	19,850.18	20,686.16	(835.98)	-4
1-1430 Prepaid Interest	0.00	1,407.37	(1,407.37)	-100
Total Prepayments	88,655.75	118,515.14	(29,859.39)	-25.20%
1-1600 Stock				
1-1610 Inventory- Beverage	65,668.72	41,688.25	23,980.47	58

Dec-22				
	Actual	Last Year	Variance \$	Variance %
1-1611 Inventory-Beverage non-alcohol	6,773.64	6,297.29	476.35	8
1-1630 Inventory- Food	18,188.27	11,328.58	6,859.69	61
1-1650 Inventory- Clothing & Merch	13,864.84	6,781.02	7,083.82	104
Total Stock	104,495.47	66,095.14	38,400.33	58.10%
1-1710 Property				
1-1713 Club House Leasehold at Cost	9,215,699.22	9,177,675.22	38,024.00	0
1-1714 Amortisation Club House Imp	(5,248,550.78)	(4,849,777.04)	(398,773.74)	-8
1-1715 Yard Leasehold Imp at Cost	39,830.75	180,929.18	(141,098.43)	-78
1-1716 Amortisation Leasehold Yard	(35,680.56)	(175,614.08)	139,933.52	80
1-1717 ROU Assets - Parks Victoria	129,834.86	185,477.28	(55,642.42)	-30
1-1718 Amortisation Parks Victoria	(111,286.33)	(111,286.33)	0.00	0
1-1719 ROU Assets - Bayside City Council	644,221.24	687,169.24	(42,948.00)	-6
1-1720 Amortisation Bayside City Council	(85,896.38)	(85,896.38)	0.00	0
Total Property	4,548,172.02	5,008,677.09	(460,505.07)	-9.20%
1-1721 Marina & Hardstand				
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	0.00	0
1-1724 Amortisation Leasehold Marina	(7,523,852.77)	(7,140,546.14)	(383,306.63)	-5
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	0.00	0
1-1726 Amortisation Hardstand Imp	(749,635.17)	(745,271.42)	(4,363.75)	-1
Total Marina & Hardstand	429,649.34	817,319.72	(387,670.38)	-47.40%
1-1740 Plant & Equipment				
1-1742 Furniture, Plant & Equipment	1,038,963.25	1,307,934.11	(268,970.86)	-21
1-1744 Accum Depreciation Plant etc	(933,196.08)	(1,173,905.82)	240,709.74	20
1-1750 Marina & HStand Equip at Cost	479,765.44	476,220.43	3,545.01	1
1-1755 Marina & HStand Equip Acc Depn	(363,743.85)	(348,008.25)	(15,735.60)	-4
Total Plant & Equipment	221,788.76	262,240.47	(40,451.71)	-15.40%
1-1800 Boats				
1-1810 Rescue & Work Boats at Cost	703,460.52	736,668.37	(33,207.85)	-4
1-1815 Accum Depreciation Rescue Boat	(550,914.01)	(533,807.10)	(17,106.91)	-3
1-1825 OTB Sailing Boats at Cost	222,082.29	222,082.29	0.00	0
1-1830 Accum Depreciation OTB Boats	(158,845.97)	(139,903.64)	(18,942.33)	-14
Total Boats	215,782.83	285,039.92	(69,257.09)	-24.30%
1-1900 Intangible Assets				
1-1910 Designs at Cost	31,379.46	16,057.23	15,322.23	95
1-1920 Amortisation Designs	(16,057.23)	(16,057.23)	0.00	0
Total Intangible Assets	15,322.23	0.00	15,322.23	-
Total Assets	7,884,994.55	8,271,923.04	(386,928.49)	-4.70%
2-0000 Liabilities				
2-1000 Trade Creditors				
2-1100 Trade Creditors	78,122.67	157,851.11	(79,728.44)	-50
Total Trade Creditors	78,122.67	157,851.11	(79,728.44)	-50.50%
2-2000 Accruals				
2-2005 Deposits Received in Advance	52,327.28	3,625.00	48,702.28	1344
2-2110 Accruals- General	74,361.44	38,180.38	36,181.06	95
2-2130 Accrual- Workcover	11,512.73	7,946.17	3,566.56	45
2-2140 Accrual- Payroll Tax	6,883.59	29,826.45	(22,942.86)	-77
Total Accruals	145,085.04	79,578.00	65,507.04	82.30%
2-3000 GST and Statutory Liabilities				

	Dec-22			
	Actual	Last Year	Variance \$	Variance %
2-3110 GST Collected	137,754.57	79,024.22	58,730.35	74
2-3120 GST Paid	(40,983.54)	(36,039.08)	(4,944.46)	-14
2-3125 ATO Liability	169,420.88	0.00	169,420.88	-
2-3130 PAYG Withholding Payable	33,284.00	28,442.00	4,842.00	17
2-3150 Superannuation Payable	18,220.06	14,098.63	4,121.43	29
Total GST and Statutory Liabilities	317,695.97	85,525.77	232,170.20	271.50%
2-4000 Employee Provisions				
2-4010 Annual Leave Payable	90,740.95	60,209.21	30,531.74	51
2-4015 Leave Loading Payable	16,023.42	10,542.52	5,480.90	52
2-4020 Long Service Leave - Current	24,078.00	32,265.00	(8,187.00)	-25
2-4021 Long Service Leave Non-current	50,671.00	31,330.00	19,341.00	62
2-4022 On-Cost for A/L & L>Loading	17,461.53	11,283.27	6,178.26	55
2-4031 Employee Deductions	0.00	400.00	(400.00)	-100
Total Employee Provisions	198,974.90	146,030.00	52,944.90	36.30%
2-5000 Bonds & Other Liabilities				
2-5010 29er's Bond Account	1,000.00	1,000.00	0.00	0
2-5020 RBYC Auxiliary	25,211.85	24,608.77	603.08	2
2-5030 Aust. Sports Foundation C.Acc	12,794.76	12,794.76	0.00	0
Total Bonds & Other Liabilities	39,006.61	38,403.53	603.08	1.60%
2-6000 Deferred Income- Members				
2-6010 Subscription Income Deferred	398,383.17	377,508.37	20,874.80	6
2-6060 Other Income in Advance	44,854.96	55,718.35	(10,863.39)	-20
Total Deferred Income- Members	443,238.13	433,226.72	10,011.41	2.30%
2-7000 Deferred Income- Marina				
2-7010 Marina 1 Year Licence	489,716.10	474,891.75	14,824.35	3
2-7020 Marina 20 Year Lease	10,451.92	8,482.39	1,969.53	23
2-7030 Hardstand - Rental	48,302.61	44,150.58	4,152.03	9
2-7050 OTB Maintenance Income	77,853.23	69,816.96	8,036.27	12
Total Deferred Income- Marina	626,323.86	597,341.68	28,982.18	4.90%
2-8000 Bank Loans				
2-8030 Commercial Bill S331 300243100	193,890.04	189,575.99	4,314.05	2
2-8031 Commercial Bill - Non Current	476,270.10	837,542.00	(361,271.90)	-43
Total Bank Loans	670,160.14	1,027,117.99	(356,957.85)	-34.80%
2-9000 Other Finance				
2-9010 Equipment Loan	15,042.28	25,242.78	(10,200.50)	-40
2-9011 Equipment Loan - Non Current	0.00	38,772.00	(38,772.00)	-100
2-9020 Insurance Premium Funding	0.00	9,718.85	(9,718.85)	-100
2-9021 Current Liability - Parks Victoria	18,547.28	28,721.98	(10,174.70)	-35
2-9022 Currenrt Liability - Bayside City Council	29,079.24	17,486.72	11,592.52	66
2-9023 Non-Current Liability - Parks Victoria	0.00	47,755.89	(47,755.89)	-100
2-9024 Non-Current Liability-Bayside City Council	561,732.00	608,627.33	(46,895.33)	-8
2-9036 Credit Card P Hall x271	3,132.32	(16.27)	3,148.59	19352
2-9037 Credit Card - Sammy Dobby	66.63	760.10	(693.47)	-91
Total Other Finance	627,599.75	777,069.38	(149,469.63)	-19.20%
Total Liabilities	3,146,207.07	3,342,144.18	(195,937.11)	-5.90%
Net Assets	4,738,787.48	4,929,778.86	(190,991.38)	-4
3-0000 Equity				

	Dec-22			
	Actual	Last Year	Variance \$	Variance %
3-1000 Accumulated Funds	5,239,895.19	5,239,895.19	0.00	0
3-2000 Yachting Foundation No2 Reserv	17,785.73	17,785.73	0.00	0
3-2010 Members Reserve	202,265.50	202,265.50	0.00	0
3-3000 Retained Earnings	(469,700.09)	(469,700.09)	0.00	0
3-9000 Current Earnings	(257,449.38)	(60,467.47)	(196,981.91)	-326
Total Equity	4,732,796.95	4,929,778.86	(196,981.91)	-4.00%

Profit and loss report

Accrual mode

01 Oct 2022 - 31 Dec 2022

	Oct-22	Nov-22	Dec-22	Total
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	62,305.02	69,347.10	88,910.08	220,562.20
4-1010 Restaurant Food Revenue	90,721.53	100,703.88	125,137.38	316,562.79
4-1015 Members Beverage Revenue	24,697.14	25,997.82	27,436.69	78,131.65
4-1020 Members Food Revenue	14,432.64	16,018.32	16,985.34	47,436.30
4-1021 Members F&B Discounts - Revenue	5,979.03	6,418.20	6,616.30	19,013.53
4-1053 Function Food	30,012.68	87,495.10	58,186.74	175,694.52
4-1054 Function Beverage	19,130.87	51,615.02	23,781.59	94,527.48
4-1055 Private Function Revenue	740.92	4.55	9.09	754.56
4-1060 Room Hire	7,500.04	14,363.68	8,522.77	30,386.49
Total Catering Revenue	255,519.87	371,963.67	355,585.98	983,069.52
4-2000 Membership Income				
4-2105 Member's Annual Subscription	63,695.88	71,657.86	75,173.32	210,527.06
4-2110 Association Fees	4,628.10	4,628.10	4,628.10	13,884.30
4-2115 Instalment Surcharge	883.19	859.24	823.50	2,565.93
Total Membership Income	69,207.17	77,145.20	80,624.92	226,977.29
4-2500 Marina, Hstand & Storage Inc				
4-2510 Hardstand Annual Rental Income	7,233.20	8,137.35	9,213.45	24,584.00
4-2520 Marina Annual Rental Income	54,066.57	60,824.90	63,972.43	178,863.90
4-2530 Marina Long-term Rental Income	10,451.17	10,451.17	10,451.17	31,353.51
4-2540 Marina & Hstand Casual Rental	15,706.82	4,417.10	9,702.10	29,826.02
4-2545 OTB Storage	1,479.35	1,622.69	1,600.79	4,702.83
4-2550 Maintenance Fee Income	9,547.66	10,741.11	11,444.54	31,733.31
Total Marina, Hstand & Storage Inc	98,484.77	96,194.32	106,384.48	301,063.57
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	1,370.35	1,370.35	1,370.35	4,111.05
4-3111 Schools Learn to Sail Fees	0.00	1,590.91	0.00	1,590.91
4-3115 Coaching Fees	646.64	731.82	731.82	2,110.28
4-3120 Regattas Fees	0.00	5,272.73	254.55	5,527.28
Total Sailing Income	2,016.99	8,965.81	2,356.72	13,339.52
4-4000 OTB Income				
4-4100 OTB Canteen	0.00	141.82	0.00	141.82
4-4110 OTB Programme & Training Fees	4,690.51	1,462.30	4,680.34	10,833.15
4-4115 Tackers Enrolment Fees	908.00	15,147.51	9,863.09	25,918.60
4-4116 Out There Enrolment Fees	287.15	2,568.33	6,372.30	9,227.78
4-4117 Adult Enrolment Fees	3,852.51	4,288.30	2,205.87	10,346.68
4-4119 Powerboat Courses Fees	0.00	417.27	417.27	834.54
Total OTB Income	9,738.17	24,025.53	23,538.87	57,302.57

	Oct-22	Nov-22	Dec-22	Total
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	1,728.81	2,539.90	5,714.09	9,982.80
4-5120 Sub-tenant Rental Income	4,695.43	3,598.73	3,598.73	11,892.89
4-5140 Gifts & Donations Received	0.00	500.00	0.00	500.00
4-5155 Credit Card Surcharge	123.75	975.40	16.32	1,115.47
4-5160 Keys Income	1,237.27	783.63	973.64	2,994.54
4-5161 Lockers Income	64.38	64.38	64.38	193.14
4-5170 Sundry Income	571.82	9,820.00	101.25	10,493.07
Total Other Revenue	8,421.46	18,282.04	10,468.41	37,171.91
Total Income	443,388.43	596,576.57	578,959.38	1,618,924.38
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	38,590.38	52,574.09	39,447.27	130,611.74
5-2000 Costs of Sales- Food	7,260.92	115,351.62	83,552.48	206,165.02
Total Cost Of Sales	45,851.30	167,925.71	122,999.75	336,776.76
Total Catering Cost Of Sales	45,851.30	167,925.71	122,999.75	336,776.76
Gross Profit	397,537.13	428,650.86	455,959.63	1,282,147.62
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	480.75	438.48	445.42	1,364.65
6-1010 Merchant Fees	2,906.34	3,177.06	3,311.25	9,394.65
6-1011 Commission Paid	382.07	349.97	586.75	1,318.79
6-1015 Cash Discrepancies	(146.40)	(178.62)	(47.31)	(372.33)
6-1016 Walk Outs	0.00	20.10	0.00	20.10
6-1025 Software & Support	2,934.93	5,938.21	4,284.79	13,157.93
6-1030 Printing	1,200.00	3,353.31	1,428.72	5,982.03
6-1031 Postage	51.53	30.72	0.00	82.25
6-1032 Stationery	372.20	128.58	1,867.81	2,368.59
6-1035 Telephone & Internet	1,363.04	1,130.00	1,114.53	3,607.57
6-1040 Office & Admin Expenses	100.00	307.73	0.00	407.73
6-1042 Ice	0.00	176.36	(294.54)	(118.18)
6-1044 Kitchen Consumables	441.91	0.00	145.50	587.41
6-1046 Subscription - IT	1,342.17	2,380.64	3,319.43	7,042.24
6-1047 Tea Towels	0.00	508.20	421.85	930.05
6-1051 Keys Expense	2,094.54	213.64	2,272.73	4,580.91
6-1056 Staff Discounts	1,402.32	1,343.21	753.91	3,499.44
6-1060 Clothing & Merchandise Costs	1,517.92	6,027.57	548.76	8,094.25
6-1065 Entertainment Expenses	1,026.59	1,619.92	1,252.72	3,899.23
6-1070 Decorations	0.00	329.77	0.00	329.77
6-1075 General Expenses	0.00	85.00	0.00	85.00
6-1081 Members F&B Discounts	5,979.03	6,603.65	6,616.30	19,198.98
Total General Operating Expenses	23,448.94	33,983.50	28,028.62	85,461.06
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	7,493.65	6,312.52	6,312.52	20,118.69
Total Professional Fees	7,493.65	6,312.52	6,312.52	20,118.69
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	5,738.24	5,367.92	1,329.07	12,435.23
6-1410 Equipment Hire	198.08	3,149.58	2,168.63	5,516.29
6-1420 Tools & Equip - Consumables	0.00	266.23	0.00	266.23

	Oct-22	Nov-22	Dec-22	Total
6-1440 Fuel & Oil	0.00	363.68	18.33	382.01
6-1441 Freight & Courier	456.68	173.50	130.00	760.18
Total Equipment Expenses	6,393.00	9,320.91	3,646.03	19,359.94
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	4,545.46	4,545.46	4,545.46	13,636.38
6-1620 Insurances	7,834.71	7,834.71	7,834.71	23,504.13
6-1630 License Fees	347.57	347.57	1,144.10	1,839.24
Total Insurances, Licenses & Rego	12,727.74	12,727.74	13,524.27	38,979.75
6-2000 Advertising & Promotions				
6-2005 Promotions	462.17	50.00	211.82	723.99
6-2010 Advertising & Marketing	1,786.57	2,086.20	2,506.97	6,379.74
6-2015 Sponsorships & Donations	0.00	9,680.00	0.00	9,680.00
6-2016 Digital Expenses	0.00	0.00	157.95	157.95
6-2020 Vouchers Expense	181.82	181.82	45.45	409.09
Total Advertising & Promotions	2,430.56	11,998.02	2,922.19	17,350.77
6-4000 Occupancy Costs				
6-4010 Electricity	6,117.23	5,781.04	5,665.45	17,563.72
6-4020 Gas	2,051.87	1,423.57	1,910.82	5,386.26
6-4025 Rental Expense	365.51	365.51	365.51	1,096.53
6-4030 Council Rates	861.99	861.99	861.99	2,585.97
6-4040 Cleaning	8,582.31	8,582.31	8,323.00	25,487.62
6-4041 Cleaning Products	3,526.96	8,575.78	6,518.61	18,621.35
6-4045 Security	713.64	737.46	625.00	2,076.10
6-4050 Water Rates	1,469.30	1,600.00	1,600.00	4,669.30
6-4055 Pest Control	652.92	0.00	0.00	652.92
6-4060 Waste Removal	2,776.75	2,122.55	2,356.52	7,255.82
6-4070 Gardening Expenses	1,025.95	0.00	0.00	1,025.95
Total Occupancy Costs	28,144.43	30,050.21	28,226.90	86,421.54
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	5,266.94	4,997.51	3,248.85	13,513.30
6-6010 R,M&S Sailing	0.00	118.35	136.42	254.77
6-6020 R,M&S Marina	7,524.49	4,564.42	498.88	12,587.79
6-6030 R,M&S Sail Boats	6,346.69	927.08	1,118.22	8,391.99
6-6040 R,M&S Rescue Boats	190.78	1,787.64	1,172.04	3,150.46
6-6050 R,M&S Other Plant & Equipment	0.00	42.67	0.00	42.67
Total Repairs, Servicing & Maintenan	19,328.90	12,437.67	6,174.41	37,940.98
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	143.64	63.64	781.82	989.10
6-7010 General Manager Expense	30.27	0.00	0.00	30.27
6-7020 Internal Functions Expenses	0.00	(295.91)	0.00	(295.91)
Total Internal Club Expenses	173.91	(232.27)	781.82	723.46
6-7050 Marina Expenses				
6-7055 Pen Owner Credits	3,891.27	5,233.45	0.00	9,124.72
Total Marina Expenses	3,891.27	5,233.45	0.00	9,124.72
6-8000 Sailing Expenses				
6-8015 Volunteer Expenses	1,894.63	1,975.04	904.02	4,773.69
6-8021 Discovery Sailing Fees AS	998.19	0.00	229.09	1,227.28
6-8025 Training Expenses	2,457.57	0.00	0.00	2,457.57
6-8030 Trophies & Prizes	1,605.60	70.00	1,175.00	2,850.60

	Oct-22	Nov-22	Dec-22	Total
6-8035 Honour Boards	0.00	320.00	0.00	320.00
6-8040 Sailing Expenses	672.71	0.00	119.09	791.80
6-8050 OTB Expenses	63.27	0.00	28.19	91.46
6-8051 OTB Canteen Expense	0.00	61.95	0.00	61.95
6-8060 Regatta Expenses	0.00	0.00	472.02	472.02
6-8080 First Aid Equipment	0.00	280.45	0.00	280.45
Total Sailing Expenses	7,691.97	2,707.44	2,927.41	13,326.82
6-9000 Employment Expenses				
6-9005 Wages- Management	14,423.30	11,538.64	11,538.64	37,500.58
6-9010 Wages - Administration	9,807.43	11,583.31	8,382.30	29,773.04
6-9015 Wages - Restaurant	7,337.54	6,272.83	7,215.18	20,825.55
6-9016 Wages - Restaurant Casual	43,082.88	48,420.26	50,947.00	142,450.14
6-9017 Wages - Clubhouse	4,850.68	4,721.54	3,654.74	13,226.96
6-9018 Wages - Kitchen	46,547.57	37,600.09	36,725.25	120,872.91
6-9019 Wages - Kitchen Casual	7,880.93	8,976.85	11,605.70	28,463.48
6-9020 Wages - Sailing	10,166.36	9,569.65	8,081.22	27,817.23
6-9021 Wages - Sailing Casual	10,531.90	11,732.84	14,522.72	36,787.46
6-9022 Wages - Marina	7,673.19	8,038.57	6,577.02	22,288.78
6-9024 Wages - Members Casual	4,225.01	4,165.63	3,055.02	11,445.66
6-9025 Wages - Function	12,871.03	11,192.20	11,486.43	35,549.66
6-9026 Wages - Function Casual	7,397.99	15,561.58	8,988.48	31,948.05
6-9027 Wages - Kitchen Chef Casual	0.00	2,503.05	0.00	2,503.05
6-9030 External Wages- Contractors	12,739.27	15,983.82	14,655.30	43,378.39
6-9050 Staff Leave Expense	(871.81)	4,354.63	3,240.00	6,722.82
6-9051 Provision for Annual Leave	(1,229.88)	896.37	383.20	49.69
6-9055 Superannuation	20,247.78	18,140.57	18,160.06	56,548.41
6-9060 Payroll Tax Expense	8,455.11	6,857.88	6,883.55	22,196.54
6-9065 Workcover Expense	2,338.00	2,007.11	2,012.44	6,357.55
6-9075 Staff Training Expenses	34.95	367.28	90.00	492.23
6-9085 Staff Uniforms - Restaurant & Functions	579.60	1,813.47	397.54	2,790.61
6-9090 Other Employer Expenses	10.90	72.73	51.96	135.59
Total Employment Expenses	229,099.73	242,370.90	228,653.75	700,124.38
Total Expenses	340,824.10	366,910.09	321,197.92	1,028,932.11
Operating Profit	56,713.03	61,740.77	134,761.71	253,215.51
8-0000 Other Income				
8-0500 Interest Income	1.88	2.08	4.29	8.25
Total Other Income	1.88	2.08	4.29	8.25
9-0000 Other Expenses				
9-0200 Depreciation	77,005.58	74,419.05	76,448.79	227,873.42
9-0400 Amortisation	8,215.94	8,215.94	8,215.94	24,647.82
9-0500 Loss/Gain on Asset Disposal	0.00	4,694.11	0.00	4,694.11
9-0600 Interest Expense	3,365.07	2,939.69	3,335.00	9,639.76
9-0601 Lease Interest Expense	1,790.63	2,063.40	1,767.88	5,621.91
Total Other Expenses	90,377.22	92,332.19	89,767.61	272,477.02
Net Profit	(33,662.31)	(30,589.34)	44,998.39	(19,253.26)

Profit and loss report

Accrual mode

01 Dec 2022 - 31 Dec 2022

	Total			
	Actual	Last Year	Variance \$	Variance %
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	88,910.08	81,049.48	7,860.60	10
4-1010 Restaurant Food Revenue	125,137.38	95,354.63	29,782.75	31
4-1015 Members Beverage Revenue	27,436.69	21,392.22	6,044.47	28
4-1020 Members Food Revenue	16,985.34	15,643.32	1,342.02	9
4-1021 Members F&B Discounts - Revenue	6,616.30	5,705.19	911.11	16
4-1053 Function Food	58,186.74	25,971.83	32,214.91	124
4-1054 Function Beverage	23,781.59	2,177.72	21,603.87	992
4-1055 Private Function Revenue	9.09	18.18	(9.09)	-50
4-1060 Room Hire	8,522.77	2,045.47	6,477.30	317
Total Catering Revenue	355,585.98	249,358.04	106,227.94	42.60%
4-2000 Membership Income				
4-2105 Member's Annual Subscription	75,173.32	62,918.08	12,255.24	20
4-2110 Association Fees	4,628.10	3,636.36	991.74	27
4-2115 Instalment Surcharge	823.50	781.09	42.41	5
Total Membership Income	80,624.92	67,335.53	13,289.39	19.70%
4-2500 Marina, Hstand & Storage Inc				
4-2510 Hardstand Annual Rental Income	9,213.45	7,358.43	1,855.02	25
4-2520 Marina Annual Rental Income	63,972.43	58,031.60	5,940.83	10
4-2530 Marina Long-term Rental Income	10,451.17	10,845.06	(393.89)	-4
4-2540 Marina & Hstand Casual Rental	9,702.10	6,743.18	2,958.92	44
4-2545 OTB Storage	1,600.79	1,435.23	165.56	12
4-2550 Maintenance Fee Income	11,444.54	11,704.50	(259.96)	-2
Total Marina, Hstand & Storage Inc	106,384.48	96,118.00	10,266.48	10.70%
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	1,370.35	3,970.40	(2,600.05)	-66
4-3115 Coaching Fees	731.82	1,795.46	(1,063.64)	-59
4-3120 Regattas Fees	254.55	45.45	209.10	460
Total Sailing Income	2,356.72	5,811.31	(3,454.59)	-59.40%
4-4000 OTB Income				
4-4110 OTB Programme & Training Fees	4,680.34	2,494.27	2,186.07	88
4-4115 Tackers Enrolment Fees	9,863.09	13,216.92	(3,353.83)	-25
4-4116 Out There Enrolment Fees	6,372.30	5,975.67	396.63	7
4-4117 Adult Enrolment Fees	2,205.87	2,463.46	(257.59)	-10
4-4119 Powerboat Courses Fees	417.27	0.00	417.27	-
Total OTB Income	23,538.87	24,150.32	(611.45)	-2.50%
4-5000 Other Revenue				

	Total			
	Actual	Last Year	Variance \$	Variance %
4-5105 Clothing & Merchandise Sales	5,714.09	1,425.83	4,288.26	301
4-5120 Sub-tenant Rental Income	3,598.73	1,739.64	1,859.09	107
4-5150 Grants & Sponsorship Income	0.00	10,000.00	(10,000.00)	-100
4-5155 Credit Card Surcharge	16.32	1,706.29	(1,689.97)	-99
4-5160 Keys Income	973.64	651.82	321.82	49
4-5161 Lockers Income	64.38	106.04	(41.66)	-39
4-5170 Sundry Income	101.25	(2,290.01)	2,391.26	104
Total Other Revenue	10,468.41	13,339.61	(2,871.20)	-21.50%
Total Income	578,959.38	456,112.81	122,846.57	26.90%
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	39,447.27	42,936.44	(3,489.17)	-8
5-2000 Costs of Sales- Food	83,552.48	59,101.14	24,451.34	41
Total Cost Of Sales	122,999.75	102,037.58	20,962.17	20.50%
Total Catering Cost Of Sales	122,999.75	102,037.58	20,962.17	20.50%
Gross Profit	455,959.63	354,075.23	101,884.40	29
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	445.42	470.45	(25.03)	-5
6-1010 Merchant Fees	3,311.25	2,551.71	759.54	30
6-1011 Commission Paid	586.75	480.53	106.22	22
6-1015 Cash Discrepancies	(47.31)	22.89	(70.20)	-307
6-1025 Software & Support	4,284.79	5,909.42	(1,624.63)	-28
6-1030 Printing	1,428.72	0.00	1,428.72	-
6-1031 Postage	0.00	20.81	(20.81)	-100
6-1032 Stationery	1,867.81	2.87	1,864.94	64980
6-1035 Telephone & Internet	1,114.53	1,070.43	44.10	4
6-1042 Ice	(294.54)	340.00	(634.54)	-187
6-1043 Restaurant Consumables	0.00	478.02	(478.02)	-100
6-1044 Kitchen Consumables	145.50	309.62	(164.12)	-53
6-1046 Subscription - IT	3,319.43	1,213.69	2,105.74	174
6-1047 Tea Towels	421.85	0.00	421.85	-
6-1051 Keys Expense	2,272.73	1,163.18	1,109.55	95
6-1056 Staff Discounts	753.91	1,494.85	(740.94)	-50
6-1060 Clothing & Merchandise Costs	548.76	941.38	(392.62)	-42
6-1065 Entertainment Expenses	1,252.72	0.00	1,252.72	-
6-1070 Decorations	0.00	108.19	(108.19)	-100
6-1075 General Expenses	0.00	1,447.50	(1,447.50)	-100
6-1081 Members F&B Discounts	6,616.30	5,705.19	911.11	16
Total General Operating Expenses	28,028.62	23,730.73	4,297.89	18.10%
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	6,312.52	6,042.80	269.72	4
6-1230 Consulting Fees	0.00	1,995.45	(1,995.45)	-100
Total Professional Fees	6,312.52	8,038.25	(1,725.73)	-21.50%
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	1,329.07	0.00	1,329.07	-
6-1410 Equipment Hire	2,168.63	1,179.72	988.91	84
6-1440 Fuel & Oil	18.33	811.81	(793.48)	-98

	Total			
	Actual	Last Year	Variance \$	Variance %
6-1441 Freight & Courier	130.00	5.00	125.00	2500
Total Equipment Expenses	3,646.03	1,996.53	1,649.50	82.60%
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	4,545.46	3,636.36	909.10	25
6-1620 Insurances	7,834.71	7,047.88	786.83	11
6-1630 License Fees	1,144.10	141.23	1,002.87	710
Total Insurances, Licenses & Rego	13,524.27	10,825.47	2,698.80	24.90%
6-2000 Advertising & Promotions				
6-2005 Promotions	211.82	0.00	211.82	-
6-2010 Advertising & Marketing	2,506.97	1,960.00	546.97	28
6-2016 Digital Expenses	157.95	0.00	157.95	-
6-2020 Vouchers Expense	45.45	25.99	19.46	75
Total Advertising & Promotions	2,922.19	1,985.99	936.20	47.10%
6-4000 Occupancy Costs				
6-4010 Electricity	5,665.45	2,732.74	2,932.71	107
6-4020 Gas	1,910.82	654.72	1,256.10	192
6-4025 Rental Expense	365.51	956.54	(591.03)	-62
6-4030 Council Rates	861.99	986.86	(124.87)	-13
6-4040 Cleaning	8,323.00	(464.50)	8,787.50	1892
6-4041 Cleaning Products	6,518.61	0.00	6,518.61	-
6-4045 Security	625.00	721.58	(96.58)	-13
6-4050 Water Rates	1,600.00	1,850.39	(250.39)	-14
6-4055 Pest Control	0.00	212.17	(212.17)	-100
6-4060 Waste Removal	2,356.52	3,190.01	(833.49)	-26
Total Occupancy Costs	28,226.90	10,840.51	17,386.39	160.40%
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	3,248.85	1,910.60	1,338.25	70
6-6010 R,M&S Sailing	136.42	126.99	9.43	7
6-6020 R,M&S Marina	498.88	20,359.77	(19,860.89)	-98
6-6030 R,M&S Sail Boats	1,118.22	0.00	1,118.22	-
6-6031 R,M&S Quests	0.00	3,515.73	(3,515.73)	-100
6-6040 R,M&S Rescue Boats	1,172.04	2,683.03	(1,510.99)	-56
Total Repairs, Servicing & Maintenan	6,174.41	28,596.12	(22,421.71)	-78.40%
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	781.82	22.36	759.46	3396
6-7020 Internal Functions Expenses	0.00	79.09	(79.09)	-100
Total Internal Club Expenses	781.82	101.45	680.37	670.60%
6-8000 Sailing Expenses				
6-8015 Volunteer Expenses	904.02	1,746.87	(842.85)	-48
6-8021 Discovery Sailing Fees AS	229.09	95.45	133.64	140
6-8030 Trophies & Prizes	1,175.00	675.73	499.27	74
6-8040 Sailing Expenses	119.09	60.23	58.86	98
6-8050 OTB Expenses	28.19	0.00	28.19	-
6-8051 OTB Canteen Expense	0.00	62.73	(62.73)	-100
6-8060 Regatta Expenses	472.02	0.00	472.02	-
Total Sailing Expenses	2,927.41	2,641.01	286.40	10.80%
6-9000 Employment Expenses				
6-9005 Wages- Management	11,538.64	12,077.11	(538.47)	-4

	Total			
	Actual	Last Year	Variance \$	Variance %
6-9010 Wages - Administration	8,382.30	10,042.66	(1,660.36)	-16
6-9015 Wages - Restaurant	7,215.18	10,262.84	(3,047.66)	-30
6-9016 Wages - Restaurant Casual	50,947.00	48,702.46	2,244.54	5
6-9017 Wages - Clubhouse	3,654.74	4,746.96	(1,092.22)	-23
6-9018 Wages - Kitchen	36,725.25	13,715.36	23,009.89	168
6-9019 Wages - Kitchen Casual	11,605.70	10,540.62	1,065.08	10
6-9020 Wages - Sailing	8,081.22	8,089.77	(8.55)	-0
6-9021 Wages - Sailing Casual	14,522.72	10,260.27	4,262.45	42
6-9022 Wages - Marina	6,577.02	0.00	6,577.02	-
6-9024 Wages - Members Casual	3,055.02	2,910.51	144.51	5
6-9025 Wages - Function	11,486.43	16,565.35	(5,078.92)	-31
6-9026 Wages - Function Casual	8,988.48	8,377.94	610.54	7
6-9027 Wages - Kitchen Chef Casual	0.00	15,448.09	(15,448.09)	-100
6-9030 External Wages- Contractors	14,655.30	10,681.27	3,974.03	37
6-9050 Staff Leave Expense	3,240.00	(5,762.46)	9,002.46	156
6-9051 Provision for Annual Leave	383.20	(182.36)	565.56	310
6-9055 Superannuation	18,160.06	14,038.63	4,121.43	29
6-9060 Payroll Tax Expense	6,883.55	5,668.48	1,215.07	21
6-9065 Workcover Expense	2,012.44	1,923.28	89.16	5
6-9075 Staff Training Expenses	90.00	0.00	90.00	-
6-9085 Staff Uniforms - Restaurant & Functions	397.54	58.18	339.36	583
6-9090 Other Employer Expenses	51.96	109.09	(57.13)	-52
Total Employment Expenses	228,653.75	198,274.05	30,379.70	15.30%
Total Expenses	321,197.92	287,030.11	34,167.81	11.90%
Operating Profit	134,761.71	67,045.12	67,716.59	101
8-0000 Other Income				
8-0500 Interest Income	4.29	0.58	3.71	640
Total Other Income	4.29	0.58	3.71	639.70%
9-0000 Other Expenses				
9-0200 Depreciation	76,448.79	77,565.32	(1,116.53)	-1
9-0400 Amortisation	8,215.94	8,215.94	0.00	0
9-0600 Interest Expense	3,335.00	3,015.52	319.48	11
9-0601 Lease Interest Expense	1,767.88	2,042.47	(274.59)	-13
Total Other Expenses	89,767.61	90,839.25	(1,071.64)	-1.20%
Net Profit	44,998.39	(23,793.55)	68,791.94	289

Membership count July 22 - June 23

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

Oct-22	-/+	Nov-22	-/+	Dec-22	-/+
361	1.69%	362	0.28%	369	1.93%
124	2.48%	125	0.81%	125	0.00%
10	0.00%	10	0.00%	10	0.00%
14	0.00%	14	0.00%	14	0.00%
36	0.00%	36	0.00%	36	0.00%
37	0.00%	37	0.00%	36	-2.70%
7	0.00%	7	0.00%	7	0.00%
14	0.00%	14	0.00%	14	0.00%
34	0.00%	34	0.00%	34	0.00%
118	0.85%	120	1.69%	120	0.00%
31	10.71%	31	0.00%	31	0.00%
92	26.03%	88	-4.35%	91	3.41%
101	4.12%	101	0.00%	102	0.99%
70	0.00%	70	0.00%	70	0.00%
297	0.68%	302	1.68%	307	1.66%
79	1.28%	79	0.00%	79	0.00%
44	0.00%	46	4.55%	47	2.17%
132	0.76%	132	0.00%	130	-1.52%
2	0.00%	2	0.00%	2	0.00%
1603	2.56%	1610	0.44%	1624	0.87%

Member Age Breakdown Report

Royal Brighton Yacht Club

Excluding non-member types

Membership Type	Age Group															
	Unknown DOB		Upto 25		26 - 35		36 - 45		46 - 55		56 - 65		66 - 75		75 Up	
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
Senior	6	1			7	1	33	3	73	9	107	18	84	7	17	2
Senior Family	1	5					4	9	21	13	24	18	14	11	4	3
Senior Special													1		9	
40 Year											3		6		5	
50 Year											5		23		8	
60 Year +													9		27	
Honorary Life									1				1		3	2
Senior Country					1				3		2		4	1	3	
Senior Absentee					1		3	2	7		11	1	6		3	
Crew	1	1			7		7	1	21	5	38	2	25	3	8	1
Crew Plus					4	1	3	2	6		7	1	4	1	3	
YouthU18	1	1	66	28												
Intermediate 18-29			52	18	24	10										
Gym	1				1		7	2	10		6	2	25	4	12	
Social	5	5	1		2	2	11	5	23	21	44	38	71	30	38	14
Social Extra	1	3				1		5	1	17	3	24	2	18	1	5
Junior Family		1	27	19												
Aquatic	4	3			1		11	6	15	18	35	11	23	3	3	
TPI															2	
Totals	20	20	146	65	48	15	79	35	181	83	285	115	298	78	146	27

POS SPEND BY MEMBERSHIP TYPE - December 2022

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior Special	\$1,638.90	\$163.89	10	8
Gym	\$7,642.60	\$109.18	70	46
Honorary Life	\$693.35	\$99.05	7	6
Senior	\$31,592.26	\$85.62	369	200
Senior Family	\$10,689.50	\$85.52	125	72
40 Year	\$1,130.25	\$80.73	14	6
Crew Plus	\$2,343.70	\$75.60	31	18
Aquatic	\$9,259.85	\$71.23	130	87
Social	\$21,756.16	\$70.87	307	125
60 Year +	\$2,074.10	\$57.61	36	16
50 Year	\$1,825.00	\$50.69	36	17
Crew	\$5,037.95	\$41.98	120	53
Senior Country	\$416.90	\$29.78	14	2
Social extra	\$693.85	\$8.78	79	16
Intermediate 18-29	\$784.65	\$7.69	102	19
Junior family	\$93.00	\$1.98	47	2
Youth	\$83.85	\$0.92	91	3
Senior Absentee	\$0.00	\$0.00	34	0
TPI	\$0.00	\$0.00	2	0
	\$97,755.87		0	696

Members to be ratified at Committee

Pierre Kouvelis	Senior
Julien Reipert	Senior Family
Eliza Newton	Senior Family
Dylan Shaw	Crew Plus
Harry Atkinson	Crew
Mohammad Mohaimiw	Intermediate
Zack Wang	Intermediate
Edward Bourke	Social
Geoff Tempest	Social
Christian Wright	Social
Dianne Allan	Social
Katherine Ramsay	Social
Jamie Catlin	Social
Susy Artico	Social

GENERAL MANAGER'S REPORT JANUARY 2022

- OH & S – We have had reports of minor injuries, related to Sail Training. There have been no reports with outstanding issues.
- Summary of Conversion of 20-year leases
 - We had 55 pens with active 20-year leases
 - 37 (67%) have renewed with Annual Leases
 - 3 (5%) have leases which expire 25th April 2025
 - 1 (2%) have renewed in a smaller pen
 - 14 (25%) have not renewed.
 - Of the 14 that have not renewed 10 pens have been resold on Annual leases and 1 has been sold on a casual basis as the vessel is for sale.
- The Marina has seen some new boats with some of the 20yr leases becoming available. All the large pens are occupied. We have a request for Tony Fenton to bring a 10mtr power boat Riviera Bluewater 35 motor cruiser.
- Update: Parks Vic electrician Kennedys re-inspected the issues with the power. The cabling from the damaged section to the tower is intact. I have asked parks for a further update.
- The planning permission application for the driveway required an arborist report which has been supplied. The permit for the works was issued just prior to Christmas, we have 2 years to start the project.
- Repairs of the sewer pipe from the Marina have were completed at a cost of \$8450.
- Sail Melbourne was very successful all volunteers have been thanked. The profit & loss statement is still being determined.
- Sammy is currently on annual leave (February). Caroline will assume responsibility for the restaurant in her absence.

Phil Hall

General Manager

Overview - Marina / Hardstand / Undercroft

Month: Dec-22

	OTB	Hardstand	Marina	Combined	Available	Occupied	Total Vacant	Club Vacant	Owned Vacant
Jan-23	96.30%	97.22%	86.58%	93.88%	425	399	26	25	1
Dec-22	96.3	97.2	81.4	91.30	425	388	37	33	4

Marina

Size	Club Owned	Occupied	Occ %	Mem Owned	Occupied	Occ %	Total Pens	Total Occ	Total Occ %
10M	93	75	80.65%	0	0	0.00%	93	75	80.65%
12M	71	62	87.32%	1	0	0.00%	72	62	86.11%
13M	6	5	83.33%	0	0	0.00%	6	5	83.33%
15M	33	32	96.97%	2	2	100.00%	35	34	97.14%
18M	25	24	100.00%	0	0	0.00%	25	24	96.00%
	228	198	86.84%	3	2	66.67%	231	200	86.58%

OTB Dinghy Storage

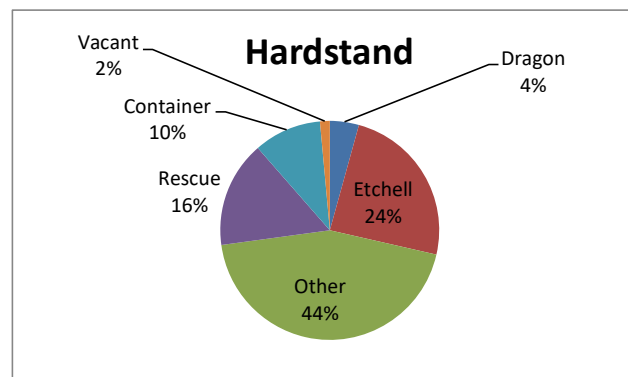
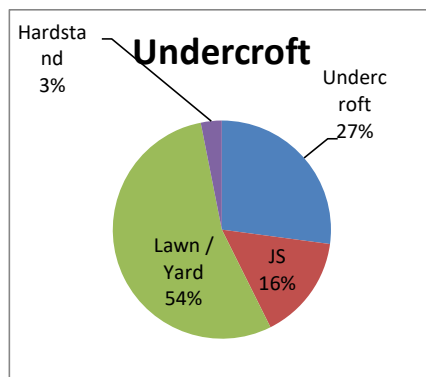
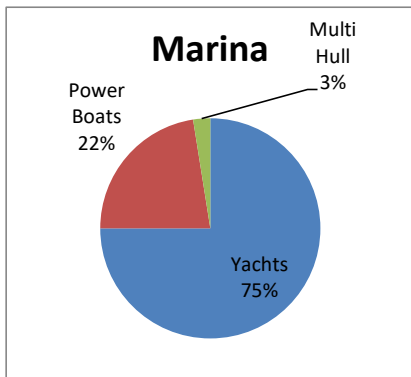
	Undercroft	JS	Lawn / Yard	Hardstand	Total of 134
Total Pens	35	20	70	4	129
Occupancy	75.00%	90.00%	95.00%	100.00%	96.30%

Marina Boat Types

Total	Vacant	Yachts	Power Boats	Multi Hull
231	31	150	45	5
100.00%	13.4%	64.9%	19.5%	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%



RBYC Social Committee (SC)

Minutes: Thurs Jan 19th 2023

Present: Karen Johns, Marg Rowe, Kenn Williamson, Jacqui Provis, Cath Hurley, Sue Cassidy & Karen Mc Closkey.

Apologies: George Henderson & Brooksy.

Next meeting: Wed 8th Feb- TBC

Assessment of Farewell & Fairwinds event

The event was a great success and feedback was v positive across the board, good turn-out and fun atmosphere.

The slides were enjoyed by all and attendees liked the skippers giving a quick talk. Chad did a splendid job of introducing all and settling the scene.

The SC agreed this should be an annual event

Feedback on (last minute) Welcome Home get together in members bar - Melbourne Hobart/Sydney Hobart boats

This was a great spontaneous idea (thanks Karen J) & the members bar was packed, lots of storytelling, backslapping & high fives. A real win-win as far as member engagement and camaraderie goes. The only down point was that the kitchen was closed so lots of hungry sailors headed to the Baths for food.

SC agreed this is another event we should consider doing each year.

Feedback from Lighthouse charity Xmas appeal

RBYC members raised a total of \$720 which was gratefully received and we'll receive an official certificate soon. On hindsight more of a call to action was needed about scanning the barcodes on the Xmas Tree tags. Next year we'll have more time to plan and communicate with members but overall a success we will build on.

Cocktail of the week

GC have agreed to start in Feb (as per Niesjie's update 25/1)

Movie Night - Sun 5th March. Untold: The Race of the Century

Pending decision (Netflix legal issue)

In meantime we discussed – the need for an easy/ cut down menu. Everyone would need to pre- register with club so catering numbers are known. We'd like the Commodore to contact J Bertrand and invite him to attend/present & Colin to do a poster. With JB's keen interest in youth sailing it would be great to reach out to local a youth sailing groups & invite along, this could be good for promoting membership for this cohort.

Gilligan's Island - Return to Sailing Season BBQ- 4th Feb

All ready for action & approved. Our annual BBQ on hardstand to celebrate opening the season.

We'd like Paul Pascoe to lend his flags (KJ) , KM is bringing table cloths/bunting etc from cancelled Cerberus 22 event. All SC members are asked to help get the event ready on the hardstand please.

- Can we provide pre-order food & drinks to be brought out to hardstand?
- Consider moving to Bayview if weather turns nasty.TBC
- Karaoke machine - Jacqui arranging
- Flags -KJ
- Invite adult sailing participants- KJ
- Poster – share Colin's excellent poster on club socials? KM/KW

Single Sailors night

Discuss at next meeting

Art exhibition 2023

Ken is on the case -will update at next meeting

Friday night specials/Happy Hour

Discuss at next meeting

St Patricks Day 17th March 2023

Karen M to do proposal this week & get to GC before their next meeting.

Club Clean up

Clash of dates- discuss for 2024

Pontoon in Pond event 2023

George to investigate & update ASAP

Royal Brighton Yacht Club

Proposal for General Committee submitted 20th January 2023

Cocktail of the week

Background and Purpose

Celebrate the successes of boats / crews at events

Options Considered

Option 1 - Boat name for the cocktail

Advantages/ benefits

- *Recognises the successes our sailors have had at events. Brings attention to the sport to the general public who eat and drink in the cafe.*
- *Members - see the successes of the boats they may not have realised have competed recently.*

Disadvantages/ Risks

- *Too many successes for the cocktail list!*

Conclusion – *Each week, the catering staff liaison with the sailing department to be able to name the cocktail. An A4 poster to be displayed on the bar or electronic notice board advertising the drink, or in the menu with a note “in honour of Triad winning Etchell National Championships”*

It can be the same cocktail each week, if that is easier for the staff. E.g. white wine spritz or Rose spritz.

They are easy to make from ingredients readily available at both bars, upstairs and downstairs.

Suggested names: Triad Tonic - etchell success

Cyan Moon sunset - Winner of the PHS division of S2H.

Etchellente elegance - Still in hope of winning something!

Boat skippers advised of the cocktail will be named in their honour.

Quotes obtained (if applicable);

- *Glass of white wine is \$8.00. The cocktail of the week could potentially sell for \$10 - \$12*
- *Ingredients: white / rose wine, ice, soda.*

Resources Required

- *Bar staff to mix the drink as ordered*
- *Catering to talk to sailing office, to obtain latest results to enable the cocktail of the week success.*
- *Either catering or sailing to name the drink & create flyer for the bars.*

Timeline: *Would be nice to have in place soon as so many boats have recently competed in January.*

Recommendation

Asking the committee to support the idea of weekly / or even monthly recognition for the members successes.

I would like this to start a conversation amongst the public who use our great club to hopefully get into sailing. If 1 person asks “I would like to do that” then we have achieved a success at very little cost.

Also encourages members to know what is happening at their club.

Royal Brighton Yacht Club

Proposal for General Committee *21st January 2023*

Special events / regattas supported via the cafe menu

Background and Purpose

Special sailing events or regattas held at RBYC , incorporate many areas of the club to make the event a success. An area where it could be enhanced is the cafe menu.

Name dishes after the regatta, to get the general public & members involved; asking questions about what is happening. Hopefully , how they can get involved or even participate.

It would be a very simple but highly seen action.

The idea is to get the general public who use of experienced club for other reasons than sailing.

If one child or parent reading the menu ask, what does 'Etchells hamburger with the lot" mean. Then we have achieved a great deal.

It will also, advise members what is happening on their club if they have missed the newsletter.

Options Considered

Sail Melbourne regatta

Name dishes without changing the menu after events. No limited to main course, dessert can be included.

Examples below:

The 2.4 hot chips

Kite foli Curry

Tasar steak

RS100' flounder.

49er's meat pie

Disadvantages - limitation of names

Changing the menu stationary each regatta.

Quotes obtained (if applicable);

- *NO cost to the club on a large way, only paper & ink for the printer.*

Resources Required *Catering to liaise with the sailing office for upcoming sailing events and regattas, which they already do. The social committee would be more than happy to assist the catering department (if needed) with naming the dishes per event/ regatta.*

Timeline *this is indefinite idea, can start as soon as RBYC holds the next regatta.*

Recommendation.

Etchells States: Long weekend in March.

Get the menu altered prior to 10th March.

Royal Brighton Yacht Club

Template for Proposal for General Committee

When a proposal is put to General Committee (big or small) a proposal document should be produced covering the following topics. Not all topics will be applicable, but each should be considered when preparing the proposal. The length of the proposal could be half a page or several pages depending on the nature of the proposal (it should be fit for purpose).

Proposal for General Committee 20/1/23

Movie evening for all members to be held at RBYC –

- Untold, the story of Australia II victory
 - Date- Sunday March 5th, 2023
 - Significance – Weekend prior to long weekend and Etchells States at RBYC
 - Time – 5pm – 8pm
 - Venue – RBYC Bayview Room
-

Background and Purpose

Membership engagement has been considered critical in the development of the RBYC Strategy”.

The social committee is committed to this vision and seeks to host events that are inclusive and welcoming, that best utilise the facilities, foster enjoyment and participation and a reason to appreciate and build community.

Options Considered

Advantages of a Movie Screening – “Untold Story – Story of Australia 11”

- Value add experience to members and an interesting event for all age groups and abilities
- Personal learnings from fellow RBYC Member – John Bertram – enhances pride in our sailing history
- Raise awareness as a prequel event to Ethcells Nationals being hosted at RBYC the following week
- Utilising the excellent facilities for hosting a COVID safe large gathering in the Bayview Room
- Socialising over food and discussion of an incredible, inspiring historical sailing achievement

- Provision for active engagement that not only fosters enjoyment at the screening but ongoing participation in the sailing community

- Financial benefit for the club

Disadvantage/Risks

The movie is available on Netflix.

We would need someone, perhaps the club manager to open an account so the movie can be streamed

Quotes obtained (if applicable);

- *Netflix account*

Resources Required (*what they are doing and how much of their time it will take*)

- *Commodore to write to John Bertram and invite him to speak prior to the screening of the movie*
- *Sailing manager to complete poster to add to the weekly news letter*
- *Sailing manager to advise what youth groups we could invite to hear Johns speak*
- *Catering to provide a cut down menu of food that can be purchased on Sunday afternoon*
- *People wishing to attend need to register with the office so we have an idea of how many people*
- *AV support will be needed. Need to do a test run the week prior to the event*
- *Decorate room with boxing kangaroo flags*

Timeline (*who is doing what by when – key milestones*)

Initial conversation with JB re event, completed

Bayview room booked for 5th March Completed

Need to confirm access to Netflix by GM January 2023

Letter to JB from Commodore, January 2023

Once we have confirmation of JB attending Colin to complete poster and advertise in weekly newsletter

Menu from catering, Feb 2023

Recommendation

The movie screening event creates a memorable and cohesive event for members with minimal outlay that builds community, a learning culture and enjoyment for all

Royal Brighton Yacht Club

Template for Proposal for General Committee

When a proposal is put to General Committee (big or small) a proposal document should be produced covering the following topics. Not all topics will be applicable, but each should be considered when preparing the proposal. The length of the proposal could be half a page or several pages depending on the nature of the proposal (it should be fit for purpose).

Proposal for General Committee 20/1/23

Winners and Grinners

Friday night 10th Feb an event to celebrate the participation and success in January holiday sailing events

Background and Purpose

Recognition by the club of the achievements of RBYC sailors

An opportunity to gather as a group to celebrate these achievements

We held a small private event on Sunday 8th January for cyan Moon and Rush that was attended by over 50 members and guests

Options Considered *(may not be applicable but ask the question)*

Need to confirm with the sailing office events and participation of RBYC

Events to consider, but not exclusive are

Sydney to Hobart

Melbourne to Hobart

Etchells Nationals

420s

VXOne Nationals

Australian Para Sailing Championships

Stonehaven Cup

Quotes obtained (if applicable);

- *Normal Friday night*

Resources Required *(what they are doing and how much of their time it will take)*

- *Colin to make poster to advertise*
- *Info via weekly newsletter*
- *Need a slide show, there is plenty to chose from. Colin to do this*
- *Invitation to skippers and crews from GC to attend event*

Timeline *(who is doing what by when – key milestones)*

Approval 24th January

Advertising and poster for the event 31st January

Invitations to skippers 31st January

Decorate room with flags 10th Feb

Recommendation

Event to celebrate RBYC sailors in National events over the January holiday period

Agenda Item for Discussion – analysis by Jim Leckey

Long term club member Jim Leckey has completed some analysis and has requested that this be shared with GC for discussion. Jim has expressed concerns as summarised below.

Sailing Participation (refer attachment on Keelboat participation)

Jim believes that the focus of the Club is not on the sailing members and particularly not on the Racing Keel Boat fraternity.

He strongly believes that Rule 2 of our club rules must be our focus.

2. 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.

In regards keel boat sailing, attached is a summary of keel boat activity in the top end of the bay provided by Jim, indicating relatively poor participation by RBYC boats.

In addition to this Jim is concerned that we have negligible youth sailing. He points out that we do have a good laser and 2.4 fleet, while Etchells look to be struggling and even cruising numbers are way down.

Membership

Refer Membership stats attachment which is a summary of membership over the past 20 years. Jim points out that while membership numbers are up, active sailing numbers are steadily declining and we have significant member turnover.

In the year to Nov 2021 we had 261 new members join the Club but our membership only increased by 123. This implies that we lost 138 members and the loss was most significant in under 18s and Crew membership.

Meeting requirements of our rules for voting in elections

Our club rules have provision for ensuring 60 percent of our membership is entitled to vote in a club election. At present only 56% of our membership is entitled to vote. This number has been declining by 1% per year.

Division 1 Membership

7. Minimum number of members

(1) The number of Members in any or all categories may be restricted by the Committee.

(2) If the number of Senior Members falls below 60% of the total Membership of the Club, excluding temporary or Honorary Members who are Members only by reason of reciprocal arrangements with another Club then one or more of the following classes of Members shall successively in the priority listed below be added as Members entitled to vote until the number of Members entitled to vote for the election of the Committee is not less than 60% of the total membership.

Classes of Members:

1. Crew Members
2. Intermediate Members

Melbourne Keelboat Sailing Participation Melbourne

(Top end of bay as per published club results)

Below is the sum of all keelboats racing, not one design or OTB

This tally allocates one point for each race started, if a boat races in 3 divisions only 1 point is allocated, if a boat starts 2 races in a day 2 points are allocated
RYCV and HBYC are combine due to their sharing of resources

		RBVC	SYC	RMYS	RYCV/H BYC
Date					
November 2021	Total	90	298	188	105
February 2022	Total	126	367	204	193
May 2022	Total	35	132	159	154
October 2022	Total	73	289	139	272

The following table provides a conceptual breakdown of the profit and loss statement by major club functions: catering, marina and hardstand, sailing and membership and administration. As expected, in the year to June 2022, the main sources of “surplus” were catering \$64k, marina and hardstand \$589k, while sailing and membership reported “deficits” of \$31k and \$626k respectively. With the continued disruption to activities during the pandemic, these figures are best indicative of the contribution of each area to the Club’s performance and we will need to wait for a “normal” year before reaching any robust conclusions.

Income and Expenditure Analysis by Department	Catering \$'000	Marina & Hardstand \$'000	Sailing & OTB \$'000	Membership & Admin \$'000	Total \$'000
Total Income	2,498	1,255	266	1,070	5,089
Cost of Goods Sold	-892				-892
Gross Profit	1,606	1,255	266	1,070	4,197
Expenses	-1,530	-217	-215	-1,159	-3,121
Operating Surplus (Deficit)	76	1,038	51	-89	1,087
Total Other Expenses	-12	-450	-82	-537	-1,081
Net Surplus (Deficit)	64	588	-31	-626	-5

BAR & CATERING

The Club’s catering and hospitality operations were severely affected by the lockdowns in the in the second half of 2021 and by high levels of COVID related absenteeism in 2022. This is reflected in the revenue breakdown where just less than 70% of the total catering revenue was earned in the six months to June 2022. Contributing to the volatility is the revenue from function with no revenue earned in the period when the Victoria was lockdown from mid August 21 to late October 2021. Nevertheless, as the departmental segmentation indicates, the catering operations make a significant contribution to the Club’s cash flow.

In the 2022 financial the Club received support totalling \$288k from the local and state governments under programs including the Licensed Hospitality Venue Fund and Outdoor Eating and Entertainment Package.

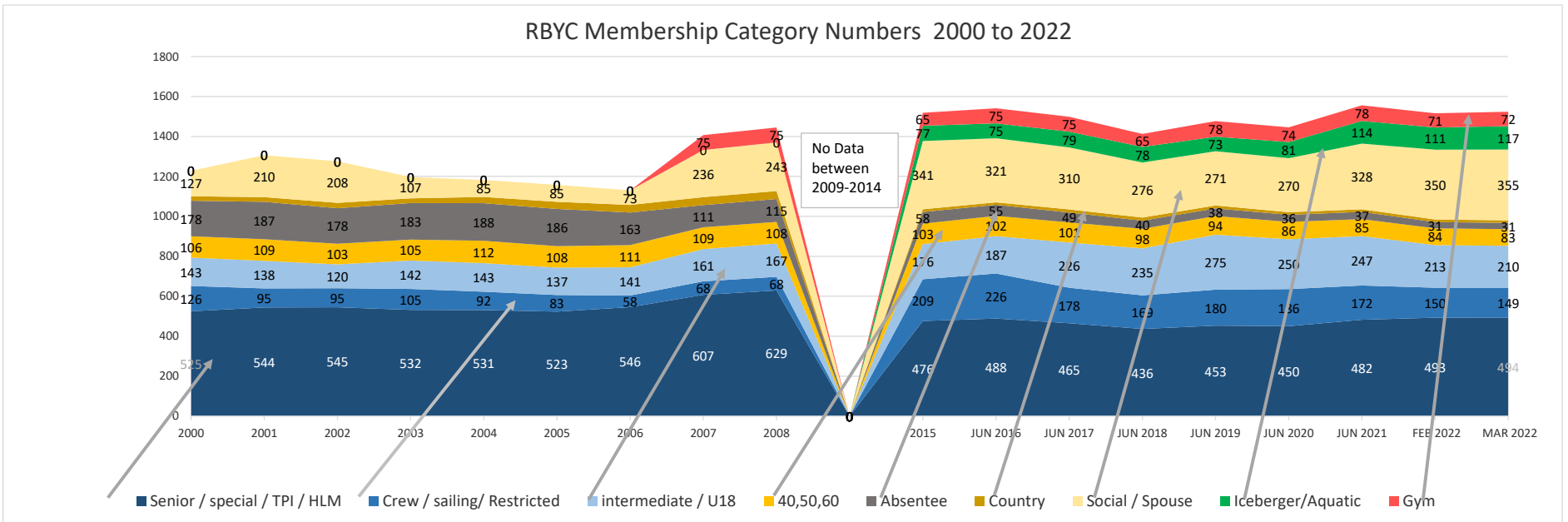
MARINA AND HARDSTAND

The combined occupancy of the marina, hardstand and OTB storage at the end of June 2022 was 86% (Marina 74%, Hardstand 94% and OTB storage 96%) and revenue increased 5.4% following a similar increase in the previous year. There has been a considerable amount of funds devoted to the maintenance of the marina and the Club made a voluntary contribution, in good faith, to the cost of dredging the Eastern Channel in late 2021. In early 2023, the Club will resume ownership of the marina pens under long-term lease arrangements, but unfortunately until a new seabed lease is in place, the Club will only be able to offer one year licenses. This will generate an increase in marina revenue, but this need to be carefully managed, as in short term the Club faces significant dredging and maintenance costs while in the not too distant future, a decision will be made on a replacement for the ageing attenuator.

RBYC Membership Category Numbers 2000 to 2022

	2000	2001	2002	2003	2004	2005	2006	2007	2008		2015	JUN 2016	JUN 2017	JUN 2018	JUN 2019	JUN 2020	JUN 2021	FEB 2022	MAR 2022
Senior / special / TPI / HLM	525	544	545	532	531	523	546	607	629		476	488	465	436	453	450	482	493	494
Crew / sailing/ Restricted	126	95	95	105	92	83	58	68	68		209	226	178	169	180	186	172	150	149
intermediate / U18	143	138	120	142	143	137	141	161	167		176	187	226	235	275	250	247	213	210
40,50,60	106	109	103	105	112	108	111	109	108		103	102	101	98	94	86	85	84	83
Absentee	178	187	178	183	188	186	163	111	115		58	55	49	40	38	36	37	31	31
Country	23	23	27	23	31	36	38	40	40		14	12	16	16	15	13	13	13	13
Social / Spouse	127	210	208	107	85	85	73	236	243		341	321	310	276	271	270	328	350	355
Iceberger/Aquatic	0	0	0	0	0	0	0	0	0		77	75	79	78	73	81	114	111	117
Gym	0	0	0	0	0	0	0	75	75		65	75	75	65	78	74	78	71	72
TOTAL	1228	1306	1276	1197	1182	1158	1130	1407	1445		1519	1541	1499	1413	1477	1446	1556	1516	1524

	2000	2001	2002	2003	2004	2005	2006	2007	2008		2015	JUN 2016	JUN 2017	JUN 2018	JUN 2019	JUN 2020	JUN 2021	FEB 2022	MAR 2022
Senior / special / TPI / HLM	43%	42%	43%	44%	45%	45%	48%	43%	44%		31%	32%	31%	31%	31%	31%	31%	33%	32%
Crew / sailing/ Restricted	10%	7%	7%	9%	8%	7%	5%	5%	5%		14%	15%	12%	12%	12%	13%	11%	10%	10%
intermediate / U18	12%	11%	9%	12%	12%	12%	12%	11%	12%		12%	12%	15%	17%	19%	17%	16%	14%	14%
40,50,60	9%	8%	8%	9%	9%	9%	10%	8%	7%		7%	7%	7%	7%	6%	6%	5%	6%	5%
Absentee	14%	14%	14%	15%	16%	16%	14%	8%	8%		4%	4%	3%	3%	3%	2%	2%	2%	2%
Country	2%	2%	2%	2%	3%	3%	3%	3%	3%		1%	1%	1%	1%	1%	1%	1%	1%	1%
Social / Spouse	10%	16%	16%	9%	7%	7%	6%	17%	17%		22%	21%	21%	20%	18%	19%	21%	23%	23%
Iceberger/Aquatic	0%	0%	0%	0%	0%	0%	0%	0%	0%		5%	5%	5%	6%	5%	6%	7%	7%	8%
Gym	0%	0%	0%	0%	0%	0%	0%	5%	5%		4%	5%	5%	5%	5%	5%	5%	5%	5%
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%		100%	100%	100%	100%	100%	100%	100%	100%	100%

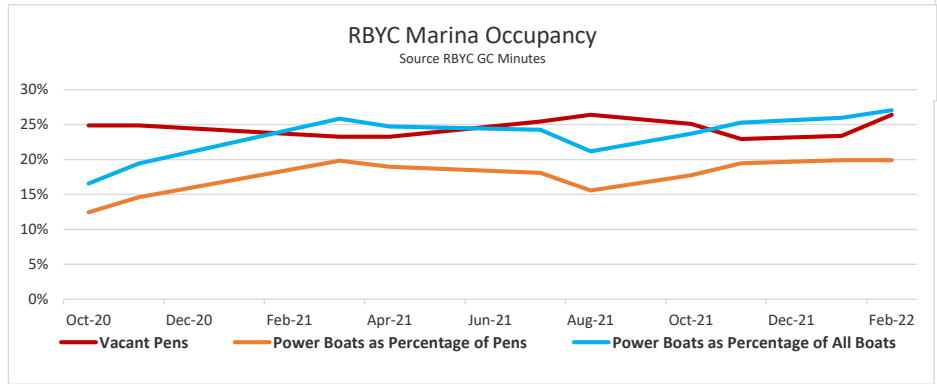


Marina Occupancy and Usage

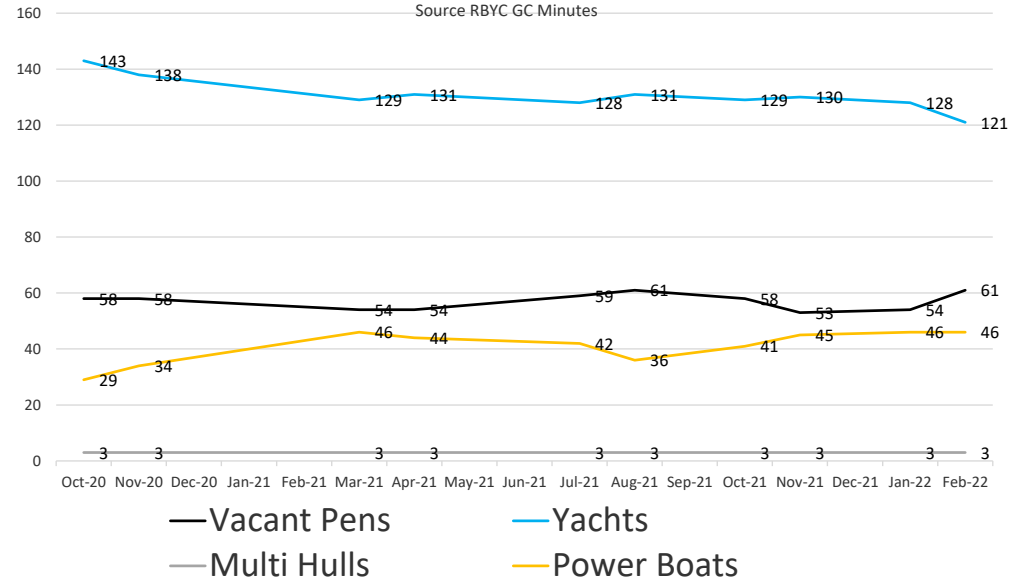
	Oct-20	Nov-20	Mar-21	Apr-21	Jul-21	Aug-21	Oct-21	Nov-21	Jan-22	Feb-22
Vacant Pens	58	58	54	54	59	61	58	53	54	61
Yachts	143	138	129	131	128	131	129	130	128	121
Multi Hulls	3	3	3	3	3	3	3	3	3	3
Power Boats	29	34	46	44	42	36	41	45	46	46
TOTAL	233	233	232	232	232	231	231	231	231	231

	Oct-20	Nov-20	Mar-21	Apr-21	Jul-21	Aug-21	Oct-21	Nov-21	Jan-22	Feb-22
Vacant Pens	25%	25%	23%	23%	25%	26%	25%	23%	23%	26%
Yachts	61%	59%	56%	56%	55%	57%	56%	56%	55%	52%
Multi Hulls	1%	1%	1%	1%	1%	1%	1%	1%	1%	1%
Power Boats	12%	15%	20%	19%	18%	16%	18%	19%	20%	20%
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

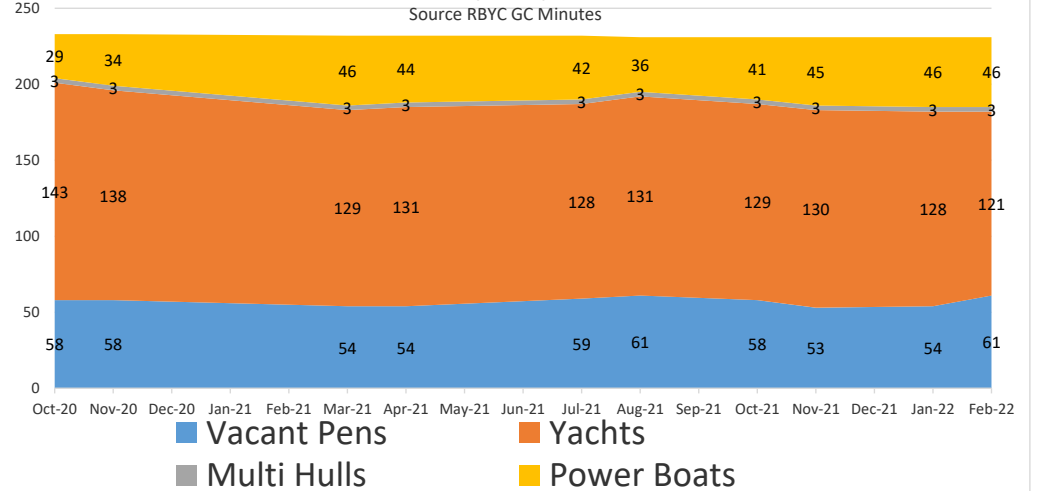
	Oct-20	Nov-20	Mar-21	Apr-21	Jul-21	Aug-21	Oct-21	Nov-21	Jan-22	Feb-22
Vacant Pens	25%	25%	23%	23%	25%	26%	25%	23%	23%	26%
Power Boats as Percentage of Pens	12%	15%	20%	19%	18%	16%	18%	19%	20%	20%
Power Boats as Percentage of All Boats	17%	19%	26%	25%	24%	21%	24%	25%	26%	27%



RBYC Marina Occupancy Oct 20 to Feb 22



RBYC Marina Occupancy Oct 20 to Feb 22



Royal Brighton Yacht Club Inc

Rules as of 28th September 2021

Division 1 Powers of Committee

42. Role and powers

(6) The number of Members' powerboats berthed in the RBYC marina must be not more than 10% of the total number of berths normally available within the marina. This number may only be exceeded by Committee giving specific permission for each specific powerboat that is in excess of the limit.

RBVC Financial Analysis Q1, Q2 FY 2022

Results from July, Aug, Sept, Nov Dec Jan Feb 2021&22

RBVC Financial Analysis Q1, Q2 FY 2022

The Clubs Financials report YTD but this hides trends. LHS as per clubs accounts, Centre MY monthly numbers and RHS is if we allocate expenses on an equitable basis. I appreciate that there are many options to allocate expenses. This allocation is base on floor space, other methods may be revenue raised. But primarily the club bowwed circa \$2mil to fund the upgrade to facilities. The most significant upgrade areas are now used for catering.

IF WE TREAT ALL AREAS THE SAME

RBVC YTD Numbers

	Catering	Marina	Sailing	Member, A Total	
Jul-21 Revenue	134	79	4	63	280
Other Revenue	0	0	0	25	25
GP	75	79	4	88	246
Maintenance	0	1	0	10	11
Op Surplus	-38	79	-11	5	34
Total Other Exp	0	40	7	49	96
Net Surplus	-38	39	-18	-44	-62
Aug-21 Revenue	168	161	8	123	460
Other Revenue	0	0	0	128	128
GP	88	161	8	251	508
Maintenance	0	2	9	12	23
Op Surplus	-81	160	-19	96	156
Total Other Exp	0	80	15	99	194
Net Surplus	-82	79	-34	-3	-40
Dec-21 Revenue	724	523	81	380	1708
Other Revenue	165	0	21	167	353
GP	594	523	103	548	1768
Maintenance	0	122	17	20	159
Op Surplus	19	391	17	65	492
Total Other Exp	0	229	42	280	551
Net Surplus	19	161	-24	-215	-59
Jan-22 Revenue	954	623	119	448	2144
Other Revenue	165	0	21	180	366
GP	738	623	140	627	2128
Maintenance	0	153	17	21	191
Op Surplus	12	458	20	16	506
Total Other Exp	0	267	49	327	643
Net Surplus	12	191	-28	-311	-136
Feb-22 Revenue	1276	733	136	518	2663
Other Revenue	165	0	21	186	372
GP	940	733	158	704	2535
Maintenance	0	172	22	26	220
Op Surplus	54	550	10	-50	564
Total Other Exp	0	302	55	369	726
Net Surplus	54	248	-44	-418	-160
Mar-22 Revenue	1590	853	202	591	3236
Other Revenue	165	0	21	195	381
GP	1137	853	223	785	2998
Maintenance	0	176	23	34	233
Op Surplus	81	665	53	-76	723
Total Other Exp	0	339	62	415	816
Net Surplus	81	325	-9	-490	-93

RBVC Monthly Numbers

	Catering	Marina	Sailing	Member, A Total	
Jul-21 Revenue	134	79	4	63	280
Other Revenue	0	0	0	25	25
GP	75	79	4	88	246
Maintenance	0	1	0	10	11
Op Surplus	-38	79	-11	5	34
Total Other Exp	0	40	7	49	96
Net Surplus	-38	39	-18	-44	-62
Aug-21 Revenue	34	82	4	60	180
Other Revenue	0	0	0	103	103
GP	13	82	4	163	262
Maintenance	0	1	9	2	12
Op Surplus	-43	81	-8	91	122
Total Other Exp	0	40	8	50	98
Net Surplus	-44	40	-16	41	22
Dec-21 Revenue	249	96	30	67	442
Other Revenue	0	0	0	13	13
GP	147	96	30	81	354
Maintenance	0	20	6	2	28
Op Surplus	-12	76	2	2	68
Total Other Exp	0	37	7	46	90
Net Surplus	-12	38	-4	-44	-22
Jan-22 Revenue	230	100	38	68	436
Other Revenue	0	0	0	13	13
GP	144	100	37	79	360
Maintenance	0	31	0	1	32
Op Surplus	-7	67	3	-49	14
Total Other Exp	0	38	7	47	92
Net Surplus	-7	30	-4	-96	-77
Feb-22 Revenue	322	110	17	70	519
Other Revenue	0	0	0	6	6
GP	202	110	18	77	407
Maintenance	0	19	5	5	29
Op Surplus	42	92	-10	-66	58
Total Other Exp	0	35	6	42	83
Net Surplus	42	57	-16	-107	-24
Mar-22 Revenue	314	120	66	73	573
Other Revenue	0	0	0	9	9
GP	197	120	65	81	463
Maintenance	0	4	1	8	13
Op Surplus	27	115	43	-26	159
Total Other Exp	0	37	7	46	90
Net Surplus	27	77	35	-72	67

RBVC YTD Numbers with 50% Dep to Catering

	Catering	Marina	Sailing	Member, A Total	
Jul-21 Revenue	134	79	4	63	280
Other Revenue	0	0	0	25	25
GP	75	79	4	88	246
Maintenance	0	1	0	10	11
Op Surplus	-38	79	-11	5	34
Total Other Exp	24.5	40	7	24.5	96
Net Surplus	-62.5	39	-18	-19.5	-62
Aug-21 Revenue	168	161	8	123	460
Other Revenue	0	0	0	128	128
GP	88	161	8	251	508
Maintenance	0	2	9	12	23
Op Surplus	-81	160	-19	96	156
Total Other Exp	49.5	80	15	49.5	194
Net Surplus	-130.5	80	-34	46.5	-38
Dec-21 Revenue	724	523	81	380	1708
Other Revenue	165	0	21	167	353
GP	594	523	103	548	1768
Maintenance	0	122	17	20	159
Op Surplus	19	391	17	65	492
Total Other Exp	140	229	42	140	551
Net Surplus	-121	162	-25	-75	-59
Jan-22 Revenue	954	623	119	448	2144
Other Revenue	165	0	21	180	366
GP	738	623	140	627	2128
Maintenance	0	153	17	21	191
Op Surplus	12	458	20	16	506
Total Other Exp	163.5	267	49	163.5	643
Net Surplus	-151.5	191	-29	-147.5	-137
Feb-22 Revenue	1276	733	136	518	2663
Other Revenue	165	0	21	186	372
GP	940	733	158	704	2535
Maintenance	0	172	22	26	220
Op Surplus	54	550	10	-50	564
Total Other Exp	184.5	302	55	184.5	726
Net Surplus	-130.5	248	-45	-234.5	-162
Mar-22 Revenue	1590	853	202	591	3236
Other Revenue	165	0	21	195	381
GP	1137	853	223	785	2998
Maintenance	0	176	23	34	233
Op Surplus	81	665	53	-76	723
Total Other Exp	207.5	339	62	207.5	816
Net Surplus	-126.5	326	-9	-283.5	-93

Figures above show Net Surplus if equitable allocation

My Question is what makes up Total Other Expenses and why none of these expenses are allocated to catering
 Why is Catering treated differently to other functional areas

When

Catering generates 44% of all revenue, and occupies 75% (my estimate) of the Club House** BUT let assume Just 50%

Based on an allocation of 50% of non sailing or marina Expenses I have recalculated the March 22 Figures below

WHY is there no Depreciation, the Catering Chairs will need replacing as will the kitchen equipment.

WHY is there no maintenance expenditure, surley we have had to repair ovens etc

Mar-22	Revenue	1590	853	202	591	3236
YTD	Other Rever	165	0	21	195	381
	GP	1137	853	223	785	2998
	Maintenanc	0	176	23	34	233
	Op Surplus	81	665	53	-76	723
	Total Other	208	339	62	208	816
	Net Surplus	-127	326	-9	-284	-93

NOT The \$366k shown in other revenue was due to Government COVID Wage subsidy
 Accounting Standards would allocate this to Extrodinary income as it is not due to normal business

Further Analysis

Obviously if we did not have catering income we would still have to meet interest costs excetera

But the Depreciation and Ammortisation are not cash costs but are ensuring we prepare for asset replacement

Though given the cateing performance I question how this area is running and why particularly as Yachting is our core purpose

These numbers are also distorted by government grants and support, shown as Other revenue in the Clubs Accounts. Accounting Standards would show this below the line as Extraordinary Income

Given RBYC is unlikley to receive additional Government grants and support, what is the plan fo next year??

The summer season is our key revenue earning period and we are loosing money in catering, what is the plan??

The operating surplus for catering (ie what the function is earning) per month is

Monthly	Operating Surplus \$	Cat Rev\$	Mem POS \$	%
July	-38	134	49	37%
August	-43	34	49	144%
Septeml	99	19	10	53%
October	7	61	34	56%
Novemb	6	227		
Decemb	-12	249	79	32%
January	-7	230	60	26%

What percentage of Catering Revenue comes from Members?