



# Royal Brighton Yacht Club

The Sailors' Club

## GENERAL COMMITTEE MINUTES

Monday 29<sup>th</sup> May 2023, 6.00 PM Zoom

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

**APOLOGIES** - Peter Demura

### PREVIOUS MINUTES

- True and accurate record;

**MOVED:** Peter Gebhardt      **SECONDED:** Neil Sargeant      **CARRIED**

### BUSINESS ARISING

- Nil

### CORRESPONDENCE

- Letters/Correspondence provided by Louise Bricknell regarding Member behaviour. The committee discussed the behaviours shown by members to members and agreed that this behaviour was shocking and will not be tolerated.  
Action Items – signage to be displayed in the gym area advising members that if there is behaviour inconsistent with our values it needs to be reported in a timely manner so that CCTV footage can be preserved (noting that CCTV footage is currently not deleted but is overwritten after approximately 2 weeks). Members to be sent Code of Conduct as part of subscription renewal indicating that members must adhere to the Code. PH to respond to L. Bricknell informing her of the actions agreed as well as referencing the Code of Conduct, Member Protection Policy and the Rules of the Club to deal with disorderly conduct. NH recently highlighted the importance of our “Shared Values” in the newsletter, but this needs to be continually reinforced.
- Letter from Mark Turnbull congratulating RBYC’s participation in the National Sailing League.



# Royal Brighton Yacht Club

The Sailors' Club

## FINANCE SUB COMMITTEE

- Minutes of previous meeting tabled.
- The Finance subcommittee has noted that revenue is high, back to pre-COVID levels. However, costs of goods and wages are also high. Cost of goods is considered manageable. Wages costs are the main issue to be resolved. This will be addressed through some team restructuring and reducing the use of contractors. Other ways of providing less expensive service will be explored (eg use of QR codes). The restaurant will be closed on Wednesday nights during June and July.
- To bring people to the club during winter, special events are planned which will be advertised to members as well as to the broader community, including a wine tasting, Chef's Challenge special menus, a cinema night and a Women's World Cup event.
- Noted that invoices with letter to members indicating fee increase going out Monday 5 June.

## MEMBERSHIP REPORTS

- Noted that membership number have reached 1700 members.
- Accept new members as listed.

### Members to be Ratified by Committee - May meeting

Peter Langhorne	Senior
Daniel Brown	Senior
Jabin Hallihan	Crew Plus
Barbara Hille	Aquatic
Samantha Dix	Aquatic
James Westh	Aquatic
Peter Robson	Aquatic
Jack Stephens	Intermediate
Marian Black	Social
Mandy Henderson	Social
Louise Paynter	Social Extra
Marlene Langhorne	Social Extra



# Royal Brighton Yacht Club

## The Sailors' Club

**MOVED:** Cath Hurley **SECONDED:** Peter Coleman **CARRIED UNANIMOUSLY**

### GENERAL MANAGER REPORT –

- The written report was tabled.
- It was confirmed that the Restaurant will not operate on Wednesday nights during June & July.
- Marina Gate - installation commencing tomorrow (Tuesday 30 May)
- Forecourt Redevelopment - preparation of tender document on track for end July.
- Seabed Lease - Hydrographic survey completed by Farron Group – to be sent to Parks Victoria to enable Valuation
- Dredging - Sediment sampling results completed by Water Technology – next step is to obtain a MACA permit.
- Carpark – drainage to be installed

### SAILING REPORT

- BH asked for nominations in the following to be emailed to him prior to 7th June 2023.
  - J Herlein Award for Yachtsperson of the Year
  - Phil Bedlington Award for Outstanding Achievement in Sailing at National & International Level
  - Adam Stevenson Memorial Youth Encouragement Award
  - John Crosbie Memorial Trophy for Clubman of the Year
- The skipper forum for each division of sailing went well with some small adjustments to the program being suggested. In future we should rename these meetings to encourage crew members to attend. Communication of the different sailing courses to be improved.



# Royal Brighton Yacht Club

The Sailors' Club

## **IDAG REPORT**

- No report this month

## **ASSET REPORT**

- No report this month (Assets updates covered verbally and minuted as part of GM report)

## **CSC REPORT**

- No report this month

## **CRUISING GROUP**

- Meetings have moved to Bi-monthly. Newsletter to highlight where cruising yachts are now. Cruising dinner with Cyan Moon was well attended.

## **SOCIAL SUB COMMITTEE / proposals**

- Minutes of recent meeting were distributed
- Noted Friday nights featuring sections of the club monthly, with the 2.4 fleet featured on 2 June
- A proposal to incorporate Bastille Day into the presentation night was declined noting that invitations have already gone out to guests
- It was proposed that the proceeds of this year's Oaks Day function be donated to Sailing Lifts  
Your Spirits – proposed by NH, Seconded by MC    CARRIED

## **GENERAL BUSINESS**

- NH asked that the Committee make an effort to support the different activities that are planned over winter.
- Terry Spasevski (volunteer) has suggested that we compile a profile of club boats including the background behind the boat's name. It was agreed that this could initially be published on our web site. NH to work with Terry to on an action plan.



# Royal Brighton Yacht Club

## The Sailors' Club

- BH highlighted that Mornington YC had recently had some issues with inappropriate boat names. It was agreed that our code of conduct is sufficient to reject inappropriate boat names.
  - NS suggested that since we don't charge a joining fee we should highlight this on our Membership forms.
  - NH asked all committee members to read the latest version of the Risk Management Plan document, and we will seek endorsement of the document via email in the coming days.
  - PH informed the committee that NH & PH are meeting with Australian Sailing on Friday 2nd Jun. It was requested that we discuss the changes to Race Officials qualifications.
  - Noted that NH and MC will attend the Australian Sailing Summit on Saturday 3 June and report back to the GC.
- MEETING CLOSED: 7:40PM
- NEXT MEETING: 26<sup>th</sup> June 2023 - 6pm Committee Room.



## Balance sheet report

Accrual mode

Feb 2023 - Apr 2023

	Feb-23	Mar-23	Apr-23
<b>1-0000 Assets</b>			
<b>1-1000 Trading Bank Accounts</b>			
1-1010 BOM- Business Chq Acc**157544	14,580.69	14,775.21	23,396.71
1-1015 BOM- MbrShp Marina Acc**098419	246,408.04	27,633.59	9,030.21
1-1020 BOM Coll Term Deposit x043	17,079.64	17,079.64	17,079.64
1-1025 BOM- Yachting Foundation x141	2,266.38	2,274.85	2,274.85
1-1031 BOM-Business Access Saver x391	2,489.03	2,491.77	2,494.53
1-1032 BOM - Term Deposit x983	1,000,000.00	1,000,000.00	1,000,000.00
1-1033 BOM - Term Deposit x967	400,000.00	400,000.00	400,000.00
<b>Total Trading Bank Accounts</b>	<b>1,682,823.78</b>	<b>1,464,255.06</b>	<b>1,454,275.94</b>
<b>1-1100 Floats</b>			
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	652.20	700.60	365.60
<b>Total Floats</b>	<b>3,052.20</b>	<b>3,100.60</b>	<b>2,765.60</b>
<b>1-1200 Clearing Accounts</b>			
1-1210 Cash Clearing	(4,112.75)	(3,061.99)	(34,842.40)
1-1220 Account Clearing	1,123.74	1,200.74	3,601.47
1-1250 Eftpos Clearing	1,850.40	5,372.65	20,496.57
<b>Total Clearing Accounts</b>	<b>(1,138.61)</b>	<b>3,511.40</b>	<b>(10,744.36)</b>
<b>1-1300 Debtors</b>			
1-1310 Trade Debtors	48,053.37	68,195.33	48,241.43
1-1320 Accrued Income	0.00	12,766.01	15,519.43
1-1330 Other Debtors	725,269.14	690,350.70	648,205.85
1-1340 Provision for Doubtful Debts	(8,416.78)	(8,416.78)	(8,416.78)
<b>Total Debtors</b>	<b>764,905.73</b>	<b>762,895.26</b>	<b>703,549.93</b>
<b>1-1350 Receivables</b>			
1-1355 Members Control Account	(1,972.07)	86.67	3,645.10
1-1356 Members Control Account (O. Debtors)	(452,664.29)	(452,664.29)	(452,664.29)
1-1370 Cruising Group Account	50,708.37	50,687.92	50,687.92
1-1375 Cruising Group Clearing Acc	(50,708.37)	(50,687.92)	(50,694.74)
1-1380 Icebergers Clearing Account	(2,873.02)	(2,873.02)	(3,054.84)
1-1390 Icebergers Group Account	2,873.02	2,873.02	2,873.02
<b>Total Receivables</b>	<b>(454,636.36)</b>	<b>(452,577.62)</b>	<b>(449,207.83)</b>
<b>1-1400 Prepayments</b>			
1-1410 Prepayments - General	45,942.09	35,848.58	25,379.19
1-1420 Prepaid Insurance	15,669.40	7,942.87	98,820.30
1-1425 Prepaid Workcover	19,850.18	19,850.18	19,850.18
<b>Total Prepayments</b>	<b>81,461.67</b>	<b>63,641.63</b>	<b>144,049.67</b>

	Feb-23	Mar-23	Apr-23
<b>1-1600 Stock</b>			
1-1610 Inventory- Beverage	53,714.43	66,579.49	59,848.57
1-1611 Inventory-Beverage non-alcohol	11,231.64	6,421.34	8,248.61
1-1630 Inventory- Food	25,989.98	21,623.40	21,247.65
1-1650 Inventory- Clothing & Merch	12,965.31	14,532.27	18,992.20
<b>Total Stock</b>	<b>103,901.36</b>	<b>109,156.50</b>	<b>108,337.03</b>
<b>1-1710 Property</b>			
1-1713 Club House Leasehold at Cost	9,249,639.22	9,249,639.22	9,249,639.22
1-1714 Amortisation Club House Imp	(5,316,223.74)	(5,346,972.74)	(5,379,807.08)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(35,880.40)	(35,970.67)	(36,067.38)
1-1717 ROU Assets - Parks Victoria	120,560.92	115,923.92	111,287.84
1-1718 Amortisation Parks Victoria	(111,286.33)	(111,286.33)	(111,286.33)
1-1719 ROU Assets - Bayside City Council	637,063.24	633,484.24	629,905.24
1-1720 Amortisation Bayside City Council	(85,896.38)	(85,896.38)	(85,896.38)
<b>Total Property</b>	<b>4,497,807.28</b>	<b>4,458,752.01</b>	<b>4,417,605.88</b>
<b>1-1721 Marina &amp; Hardstand</b>			
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	7,938,844.32
1-1724 Amortisation Leasehold Marina	(7,583,483.37)	(7,611,302.36)	(7,640,037.74)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(750,376.47)	(750,671.83)	(750,978.16)
<b>Total Marina &amp; Hardstand</b>	<b>369,277.44</b>	<b>341,163.09</b>	<b>312,121.38</b>
<b>1-1740 Plant &amp; Equipment</b>			
1-1742 Furniture, Plant & Equipment	1,044,513.25	1,054,724.63	1,054,724.63
1-1744 Accum Depreciation Plant etc	(938,169.90)	(940,150.83)	(941,988.33)
1-1750 Marina & HStand Equip at Cost	479,765.44	481,801.44	481,801.44
1-1755 Marina & HStand Equip Acc Depn	(366,447.71)	(367,476.30)	(368,661.23)
<b>Total Plant &amp; Equipment</b>	<b>219,661.08</b>	<b>228,898.94</b>	<b>225,876.51</b>
<b>1-1800 Boats</b>			
1-1810 Rescue & Work Boats at Cost	703,460.52	740,460.52	740,460.52
1-1815 Accum Depreciation Rescue Boat	(560,102.17)	(564,267.82)	(568,751.59)
1-1825 OTB Sailing Boats at Cost	222,082.29	223,969.90	223,969.90
1-1830 Accum Depreciation OTB Boats	(162,000.95)	(163,425.77)	(164,952.36)
<b>Total Boats</b>	<b>203,439.69</b>	<b>236,736.83</b>	<b>230,726.47</b>
<b>1-1900 Intangible Assets</b>			
1-1910 Designs at Cost	35,579.46	36,468.21	36,468.21
1-1920 Amortisation Designs	(16,101.82)	(16,186.68)	(16,229.83)
<b>Total Intangible Assets</b>	<b>19,477.64</b>	<b>20,281.53</b>	<b>20,238.38</b>
<b>Total Assets</b>	<b>7,490,032.90</b>	<b>7,239,815.23</b>	<b>7,159,594.60</b>
<b>2-0000 Liabilities</b>			
<b>2-1000 Trade Creditors</b>			
2-1100 Trade Creditors	155,407.23	107,321.93	257,229.65
2-1101 Overpayment of Debtors	22,503.49	22,503.49	22,503.49
<b>Total Trade Creditors</b>	<b>177,910.72</b>	<b>129,825.42</b>	<b>279,733.14</b>
<b>2-2000 Accruals</b>			
2-2005 Deposits Received in Advance	26,335.00	19,235.00	15,280.00
2-2110 Accruals- General	55,331.78	44,443.08	19,551.26
2-2130 Accrual- Workcover	15,876.47	17,922.47	20,229.54
2-2140 Accrual- Payroll Tax	6,369.02	7,042.60	8,302.23

	Feb-23	Mar-23	Apr-23
<b>Total Accruals</b>	<b>103,912.27</b>	<b>88,643.15</b>	<b>63,363.03</b>
<b>2-3000 GST and Statutory Liabilities</b>			
2-3110 GST Collected	77,489.21	117,286.62	147,796.96
2-3120 GST Paid	(35,077.45)	(59,087.53)	(81,423.10)
2-3125 ATO Liability	136,841.08	120,253.00	103,569.35
2-3130 PAYG Withholding Payable	28,336.00	33,279.00	67,924.00
2-3150 Superannuation Payable	18,342.58	19,136.75	22,980.53
<b>Total GST and Statutory Liabilities</b>	<b>225,931.42</b>	<b>230,867.84</b>	<b>260,847.74</b>
<b>2-4000 Employee Provisions</b>			
2-4010 Annual Leave Payable	93,449.55	88,276.32	93,754.67
2-4015 Leave Loading Payable	16,358.02	15,452.78	16,411.33
2-4020 Long Service Leave - Current	33,451.00	33,779.00	34,196.00
2-4021 Long Service Leave Non-current	46,995.00	46,470.00	49,233.00
2-4022 On-Cost for A/L & L>Loading	17,959.25	16,965.10	18,017.87
<b>Total Employee Provisions</b>	<b>208,212.82</b>	<b>200,943.20</b>	<b>211,612.87</b>
<b>2-5000 Bonds &amp; Other Liabilities</b>			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	25,271.85	25,271.85	25,271.85
2-5030 Aust. Sports Foundation C.Acc	12,794.76	12,794.76	12,794.76
<b>Total Bonds &amp; Other Liabilities</b>	<b>39,066.61</b>	<b>39,066.61</b>	<b>39,066.61</b>
<b>2-6000 Deferred Income- Members</b>			
2-6010 Subscription Income Deferred	295,833.72	235,123.28	168,088.47
2-6060 Other Income in Advance	32,938.34	25,417.46	17,716.01
<b>Total Deferred Income- Members</b>	<b>328,772.06</b>	<b>260,540.74</b>	<b>185,804.48</b>
<b>2-7000 Deferred Income- Marina</b>			
2-7010 Marina 1 Year Licence	373,317.46	299,963.77	217,269.97
2-7030 Hardstand - Rental	37,212.80	30,568.21	22,656.57
2-7050 OTB Maintenance Income	58,487.30	46,733.32	33,629.74
<b>Total Deferred Income- Marina</b>	<b>469,017.56</b>	<b>377,265.30</b>	<b>273,556.28</b>
<b>2-8000 Bank Loans</b>			
2-8030 Commercial Bill S331 300243100	135,355.10	106,157.68	76,529.73
2-8031 Commercial Bill - Non Current	476,270.10	476,270.10	476,270.10
<b>Total Bank Loans</b>	<b>611,625.20</b>	<b>582,427.78</b>	<b>552,799.83</b>
<b>2-9000 Other Finance</b>			
2-9010 Equipment Loan	8,963.01	8,333.74	7,832.56
2-9021 Current Liability - Parks Victoria	8,692.01	3,743.51	0.00
2-9022 Currenrt Liability - Bayside City Council	23,049.48	20,007.40	16,956.67
2-9024 Non-Current Liability-Bayside City Council	561,732.00	561,732.00	561,732.00
2-9036 Credit Card P Hall x271	1,213.08	(63.30)	1,844.69
2-9037 Credit Card - Sammy Doddy	972.32	500.49	995.43
<b>Total Other Finance</b>	<b>604,621.90</b>	<b>594,253.84</b>	<b>589,361.35</b>
<b>Total Liabilities</b>	<b>2,769,070.56</b>	<b>2,503,833.88</b>	<b>2,456,145.33</b>
<b>Net Assets</b>	<b>4,720,962.34</b>	<b>4,735,981.35</b>	<b>4,703,449.27</b>
<b>3-0000 Equity</b>			
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	(463,709.56)	(463,709.56)	(463,709.56)
3-9000 Current Earnings	(275,274.52)	(260,255.51)	(292,787.59)



	Feb-23	Mar-23	Apr-23
<b>Total Equity</b>	<b>4,720,962.34</b>	<b>4,735,981.35</b>	<b>4,703,449.27</b>

19/05/2023

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

Dear Board Members,

**RE: Royal Brighton Financial Results – April 2023**

Below is a summary of the Club's financial results for April 2023, as well as accompanying commentary.

**Financial Results April 2023:**

The Club's financial performance for the April period has been analysed and compared with the previous year's figures. During the April period, the Club generated a total income of \$490k, representing a slight decrease of 6% compared to the previous year's income of \$520k. The reduction in income was primarily attributed to a decrease of \$47k in Catering Revenue and a \$7k reduction in Sailing Income. However, it's worth noting that the Club experienced notable increases in Marina income, which rose by a significant \$21k, and Membership income, which increased by \$10k compared to the same period in 2022.

On the expenditure side, the Club's expenses for the April period amounted to \$351k, indicating an increase of \$90k when compared to the corresponding period in 2022. Across various operational departments, expenses witnessed notable increases, with Employment, Repairs and Maintenance, and Debt Recovery Costs being particularly prominent. Employment Expenses rose by \$31k, primarily driven by increases in Kitchen Wages and Superannuation Expense. Repairs and Maintenance expenditure increased by \$23k, mainly due to expenses associated with the dredging of the harbor. Lastly, Debt Recovery costs increased by \$14k, reflecting the write-off of \$14k worth of bad debts.

For a comprehensive analysis, the Club's financial results were compared to the budgeted figures for the period. The Club's revenue exceeded the budgeted figures by 9%, while the cost of sales also surpassed the budget by 9%. On the other hand, the Club's expenses exceeded the budget by 17%. Overall, the Club's Operating Profit fell short of the budget, with a 23% shortfall.

In summary, the Club reported an operating profit of \$49k for April, with a year-to-date operating profit of \$577k.

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.

Feb-23	Mar-23	Apr-23
43%	42%	46%

Feb-22	Mar-22	Apr-22
38%	37%	37%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
March-23 BAS	\$159,655.00	26/05/2023
April-23 IAS	\$34,645.00	22/05/2023
April-23 Superannuation	\$21,102.65	28/05/2023
<b>Total</b>	<b>\$215,402.65</b>	

The Balance Sheet of the Club reflects the most recent financial position as of the end of April 2023, and it is confirmed that the Club is current with all statutory payments and lodgements.

As always, any queries or discussions regarding the financial accounts are welcome. If you have any questions or would like to discuss the matter further, please feel free to contact me.

Kind Regards,

A handwritten signature in black ink, appearing to read 'Freddie Deegan', written in a cursive style.

**Freddie Deegan**

*Director – On Tap Hospitality*

**Profit & Loss Report April 2023**

	Apr-23			Year to Date			Budget Full Year
	Actual \$	Budget \$	Variance \$	Actual \$	Budget \$	Variance \$	
<b>Income</b>							
Total Catering Revenue	230,076	235,000	-4,924	2,667,243	2,573,000	94,243	2,903,000
Total Membership Income	88,666	70,000	18,666	747,114	687,000	60,114	827,000
Total Marina, Hstand & Storage Inc	146,315	123,084	23,231	1,115,165	1,171,117	-55,952	1,417,286
Total Sailing Income	6,303	5,150	1,153	109,328	119,200	-9,872	128,700
Total OTB Income	13,666	5,500	8,166	150,045	113,533	36,512	114,533
Total Other Revenue	6,476	8,705	-2,229	93,486	87,050	6,436	104,465
<b>Total Income</b>	<b>491,502</b>	<b>447,439</b>	<b>44,063</b>	<b>4,882,380</b>	<b>4,750,900</b>	<b>131,480</b>	<b>5,494,984</b>
<b>Total Catering Cost Of Sales</b>	<b>90,305</b>	<b>82,250</b>	<b>8,055</b>	<b>990,543</b>	<b>900,550</b>	<b>89,993</b>	<b>1,016,050</b>
<b>Gross Profit</b>	<b>401,197</b>	<b>365,189</b>	<b>36,008</b>	<b>3,891,837</b>	<b>3,850,350</b>	<b>41,487</b>	<b>4,478,934</b>
Total General Operating Expenses	25,093	20,428	4,665	253,114	244,618	8,496	285,182
Total Professional Fees	7,494	7,450	44	68,887	74,500	-5,613	89,400
Total Equipment Expenses	3,408	2,900	508	39,988	31,600	8,388	36,750
Total Insurances, Licenses & Rego	15,524	13,005	2,519	130,864	130,630	234	156,707
Total Advertising & Promotions	1,882	3,710	-1,828	38,433	49,600	-11,167	57,020
Total Occupancy Costs	24,423	27,230	-2,807	282,520	274,100	8,420	328,560
Total Debt Recovery Costs	14,529	1,000	13,529	27,228	10,000	17,228	12,000
Total Repairs, Servicing & Maintenanc	30,342	21,550	8,792	182,377	265,500	-83,123	310,300
Total Internal Club Expenses	662	725	-63	3,564	7,250	-3,686	8,700
Total Marina Expenses	0	0		8,855	0	8,855	-
Total Sailing Expenses	3,070	1,450	1,620	71,306	64,425	6,881	66,925
Total Employment Expenses	225,131	201,348	23,783	2,207,637	2,107,907	99,730	2,472,743
<b>Total Expenses</b>	<b>351,556</b>	<b>300,796</b>	<b>50,760</b>	<b>3,314,771</b>	<b>3,260,130</b>	<b>54,641</b>	<b>3,824,287</b>
<b>Operating Profit</b>	<b>49,641</b>	<b>64,393</b>	<b>-14,752</b>	<b>577,066</b>	<b>590,220</b>	<b>-13,154</b>	<b>654,647</b>
Total Other Income	2,756	0	2,756	15,552	0.00	15,552	600
Total Other Expenses	84,929	100,000	-15,071	885,405	1,000,000	-114,595	1,200,000
<b>Net Profit</b>	<b>-32,532</b>	<b>-35,607</b>	<b>3,075</b>	<b>-292,787</b>	<b>-409,780</b>	<b>116,993</b>	<b>\$544,753</b>

**Notes**

Catering Revenue tracking above budget, April 23 lost revenue from PIF event in April 22

Membership revenue is solid

Marina Revenue budget was overstated by \$100K, we will get close to budget by the end of the year.

Sailing & OTB income & Sailing Expenses over budget by \$20K

Catering Cost of Sales has now come back to budget of 35%, still looking for further improvement. New winter menu imminent.

Employment Expenses are our focus and continue to be a challenge.

Debt recovery costs are cleaning up unrecoverable debts from previous years

Advertising & promotions are lower than budgeted however a Functions/Events campaign is about to begin

## Membership - April 2023

		TOTALS	TOTAL %
Senior	387		
Senior Family	131		
Senior Special	10		
40 Year	14		
50 Year	36		
60 Year +	35		
Honorary Life	7		
Senior Country	14		
Senior Absentee	33	<b>Total Senior</b>	<b>39%</b>
Crew	118		
Crew Plus	33	<b>Total Crew</b>	<b>9%</b>
Intermediate 18-29	112	<b>112</b>	<b>7%</b>
Youth	116	<b>116</b>	<b>7%</b>
Gym	69	<b>69</b>	<b>4%</b>
Social	313	<b>313</b>	<b>18%</b>
Social extra	86	<b>86</b>	<b>5%</b>
Junior family	47	<b>47</b>	<b>3%</b>
Aquatic	137	<b>137</b>	<b>8%</b>
TPI	2	<b>2</b>	<b>0%</b>
sponsors	0	<b>0</b>	<b>0%</b>
<b>TOTAL</b>	<b>1700</b>	<b>1700</b>	<b>100%</b>

	June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	End April 2023
Senior	368	347	324	336	335	356	368	<b>387</b>
Senior Family	96	93	89	92	92	103	127	<b>131</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>35</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>33</b>
Crew	184	149	143	155	156	140	123	<b>118</b>
Crew Plus	31	27	22	21	26	28	24	<b>33</b>
Intermediate 18-29	67	66	77	99	75	97	81	<b>112</b>
Youth U18	106	141	136	148	150	119	102	<b>116</b>
Gym	75	75	65	78	74	78	74	<b>69</b>
Social	242	233	212	207	207	255	288	<b>313</b>
Social Extra	79	77	64	64	63	73	78	<b>86</b>
Junior Family	14	19	22	28	25	31	40	<b>47</b>
Aquatic	75	79	78	73	81	114	132	<b>137</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>1700</b>

## POS SPEND BY MEMBERSHIP TYPE - April 2023

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior Special	\$1,012.76	\$101.28	10	8
Honorary Life	\$680.05	\$97.15	7	6
40 Year	\$1,236.87	\$88.35	14	7
Senior Country	\$1,014.81	\$72.49	14	7
Gym	\$4,939.94	\$71.59	69	39
Senior	\$26,945.45	\$69.63	387	204
Senior Family	\$8,116.88	\$61.96	131	65
Crew Plus	\$1,981.11	\$60.03	33	17
60 Year +	\$1,705.98	\$48.74	35	13
Aquatic	\$5,958.21	\$43.49	137	88
Social	\$12,515.64	\$39.99	313	124
50 Year	\$1,418.54	\$39.40	36	13
Crew	\$2,708.75	\$22.96	118	37
Social extra	\$1,088.24	\$12.65	86	17
Intermediate 18-29	\$897.58	\$8.01	112	16
Junior family	\$107.80	\$2.29	47	3
Senior Absentee	\$66.25	\$2.01	33	2
Youth	\$0.00	\$0.00	116	0
TPI	\$0.00	\$0.00	2	0
	\$72,394.86		1700	666

## **Treasurers Report April 2023**

### **Income**

For the month of April 2023, trading in terms of revenue was above budget. Total Income being **\$491,501** compared to budget of **\$447,430**. On a year-to-date basis the Club has a revenue figure of **\$4,882,380** compared to budgeted amount of **\$4,759,900**.

The GM has produced a colour coded table of the results which highlights aspects of the accounts. I am referring to above average income in terms of the catering activities when compared to budget.

Areas that will have to be monitored include marina income and storage. There was an error in the budgeting for this area and it has been decided not to adjust the budget. For year to date, there is an unfavourable variance \$55,952. It is anticipated that this will be rectified by the end of the year (See the GM's report). Sailing and OTB income for the month and year to date are both over budget, marginally.

### **Catering Cost of Sales**

The catering cost of sales both monthly and year to date are on target with the budget percentage. This area will continue to be monitored.

### **Gross Profit**

Gross Profit for the month (\$401,197) and year to date (\$3,891,837) are both above budget due to the higher than expected revenue.

### **Expenses**

Total expenses are above budget by \$50,760 and on a year to date bases the total expenses are above budget (\$54,641). There are, however, some expenses which will be monitored. These include equipment cost, debt recovery cost and employment costs. There have some changes in staff which has meant additional costs on a monthly base.

### **Operating Profit**

Operating profit, both monthly (\$49,641 budget \$64,393) and year to date (\$577,066 budget \$590,220) are not as well as I would like. The GM is monitoring main areas of concern.

### **Net Profit**

The net loss for the month of \$32,532 is below the budgeted loss (\$-35,607). The year-to-date net profit/(loss) of (\$292,787) is well under the budgeted profit/(loss) of (\$409,780).

In summary the club is meeting its commitments and planning for future capital expenditure.

**Murray Cowdell**

**Honorary Treasurer**

## GENERAL MANAGER'S REPORT MAY 2023

- OH & S – There have been 2 incidents where first aid was required. Staff responded in a professional manner in both incidents. No areas for improvement we noted.
- I recently had our Electricity pricing audited to see if we could get better rates. The response I received was as follows: *I just heard back from Shell Energy, good news, you're in contract till 31/12/25 on some very cheap electricity rates. I've also reviewed your small market accounts with Lumo, you're on the cheapest rates in the market, overall, you've done very well with the accounts across the board.*
- I had the pleasure of visiting Sydney for 3 days last week to represent RBYC and attend the Yacht Club Managers Group Forum. This was attended by Yacht Club Managers from the following clubs: Royal YC of Victoria, Royal Brighton YC, Sandringham YC, Royal Melbourne YS, Blairgowrie YS Sorrento Sailing Couta Boat Club, Royal Queensland YS, Southport YC, Whitsunday Sailing Club Royal Sydney YS, Cruising Yacht Club Australia, Royal Prince Alfred YC, Royal Motor YC Broken Bay Newcastle Cruising YC, Middle Harbour Yacht Club, Manly Skiff Club, Royal Motor YC Point Piper Royal Prince Edward Yacht Club, Balmain Sailing Club, Royal Perth YC, Hillarys YC, Royal Freshwater YC, Fremantle Sailing Club, Swan Yacht Club, East Fremantle Yacht Club, South of Perth Yacht Club Mandurah Offshore F & SC, Cruising Yacht Club of SA, Royal Yacht Club of Tasmania, Motor Yacht Club of Tasmania, Royal Hong Kong YC, Royal New Zealand YS, Naval Point Club (NZ), Royal Papua YC

Collectively we represented over 106,000 members in 34 clubs. The forum takes the format of managers presenting subjects to their peers and professionals invited to attend on specific specialist topics. Subjects that were covered included :- AS Strategic Summary, Benchmarking, Trends for Yacht Clubs, Yacht Racing trends, Increasing participation, Training/Youth development, Facilities development & Asset replacement, Cyber security, Insurance, Marina Maintenance & Management, General Business.

I chaired the sessions on Marina Maintenance & Management and General Business. We spend a lot of time at CYCA and studied their operations in detail.

One of the common themes that kept repeating was that in most instances decision making should be based on data analysis and that quite often clubs base these decisions on opinions rather than facts. The second common occurrence was the reluctance for change at yacht clubs and that we should all be embracing change to fix areas of concern.

The network of managers is quite extensive, and all managers have committed to share information whenever possible. I gained a lot of information that I will be using in the coming months.