



Royal Brighton Yacht Club

The Sailors' Club

GENERAL COMMITTEE MINUTES

Monday 23rd June 2023, 6.00 PM Zoom

PRESENT - Niesje Hees, Brett Heath, Peter Gebhardt, Murray Cowdell, Peter Coleman, Cath Hurley, Marnie Irving, Phil Hall.

APOLOGIES - Peter Demura, Nick Barber, Neil Sargeant

PREVIOUS MINUTES

- True and accurate record;

MOVED: Cath Hurley **SECONDED:** Murray Cowdell **CARRIED**

BUSINESS ARISING

- Nil

CORRESPONDENCE

- Nil

CLUB PERSON OF THE YEAR NOMINATION

- An open discussion was held discussing the nominations for club person of the year. Paul Jackson was confirmed as the recipient of Club Person of the Year

SOCIAL SUB COMMITTEE / proposals

- Minutes of recent meeting were distributed
- It was agreed that the will club supply a door prize for Friday nights in the Members Bar
- Glee Club proposal to proceed, initially on Sunday once every couple of months, to ascertain response from members.



Royal Brighton Yacht Club

The Sailors' Club

FINANCE SUB COMMITTEE

- Minutes of previous meeting tabled.
- The proposal to purchase a rhib to replace RB9 was confirmed.

MEMBERSHIP REPORTS

- Accept new members as listed.

New Members to be Ratified 26.06.23	
David Grealish	Senior
Jeremy Emrose	Intermediate
Tyler Emrose	Intermediate
Harrison Boys	Intermediate
Donna Osbourne	Social

MOVED: Murray Cowdell

SECONDED: Cath Hurley **CARRIED UNANIMOUSLY**

GENERAL MANAGER REPORT –

- The written report was tabled.
- The Aquatic sub committee is holding a safety briefing regarding cold water swimming for all new members.
- It was agreed that we continue with the corporate brochure.

SAILING REPORT

- BH asked for direct email promotion of Presentation Night will a call-to-action Book Now in the subject line.

IDAG REPORT



Royal Brighton Yacht Club

The Sailors' Club

- No report this month

ASSET REPORT

- The written report was tabled.
- Proposal for purchase of RB9 replacement vessel was unanimously accepted by General Committee out of session (see attached proposal).

CSC REPORT

- No report this month

CRUISING GROUP

- No report this month

GENERAL BUSINESS

- BH asked for a copy of the channel survey.
- MEETING CLOSED: 7:10PM
- NEXT MEETING: 31st July 2023 - 6pm Committee Room.



COMMITTEE PACK

JUNE 2023

PRIVATE & CONFIDENTIAL

Honorary Treasurers Report – May 2023

The financial year is almost upon us. There are many activities that are coming to fruition which will add value to the Club in many ways.

Finally, the new hardstand gate had been installed – a great capital project completed. The Club has also just acquired a new Rhib to replace RB9. This will show up in the June financials.

The May results in the main are good. The monthly net profit is a healthy \$9,770 compared to a budget of -\$60,376 There are areas to watch as the GM has pointed out. Sailing Expenses are high, which is due in the main to the fit out of the new X boat. It must be said that the first courses on the X boat have sold out which will give revenue in the next financial year. The Occupancy costs are not controllable as these relate to Council and Parks Victorian cost.

In the Bistro there is still the problem associated with wages costs. What must be remembered is there are minimum 3 hours per shift. A shift can be extended if there is a demand the staff are happy to add hours. A maximum of 11.5 hrs may be worked on any one day. The reduced operating hours in terms of the Bistro will help. If an employee is rostered work more than 10 hours on 3 consecutive days they are entitled to a break of at least 48 hours.

Year to date results are encouraging. The net loss is for the year to date of \$283,019. shows a favourable variance when compared to budget. Talking of budgets, work on next years budget has commenced. There are quite a few capital projects planned for next year including the dredging.

Finally, I would remind members to get involved in your Club

21/06/2023

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

Dear Board Members,

RE: Royal Brighton Financial Results – May 2023

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

Financial Results May 2023:

The Club's financial performance for the May period has been analysed and compared with the previous year's figures. During the May period, the Club generated a total income of \$483k, representing a slight decrease of 5% compared to the previous year's income of \$512k. The reduction in income was primarily attributed to a decrease of \$24k in Restaurant Food Revenue and a \$11k reduction in Function Beverage income. However, despite the reduction in income, the Club experienced notable increases in Marina income, which rose by a significant \$15k, and Membership income, which increased by \$12k compared to the same period in 2022.

Expenditure for the May Period totaled to \$313k, which is an increase of 3% compared to May 2022. The increase in expenses can be attributed to a \$14k increase in total Repairs, Servicing & Maintenance and a \$7k increase in Occupancy Costs. The key increases in these operational departments were a \$8k increase in R,M&S Marina and a \$4k rise in Electricity. Equipment Expenses decreased this month by \$6k which can be attributed to a \$4k reduction in Equipment Hire.

To provide a more comprehensive analysis, the financial results were compared to the budgeted figures for the period. The Club's revenue outperformed the budgeted figures by 26%, which is a great result. However, the cost of sales also exceeded the budget by 26%. Despite the expenses exceeding the budget by 15%, the Club's Operating Profit performed well and exceeded the forecasted results by 88%.

In summary, the Club reported an operating profit of \$93k for May, with a year-to-date operating profit of \$670k.

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.

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

Mar-22	Apr-22	May-22
37%	37%	41%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
May-23 IAS	\$26,235.00	21/06/2023
May-23 Superannuation	\$15,698.05	28/06/2023
Total	\$41,933.05	

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

When reviewing the financial statements for May, please note the following:

- An adjustment to the members control account has been posted due to an ongoing discrepancy relating to prior periods. This has increased the cash discrepancy for May.
- The ATO liability account has reduced significantly in May due to the March-23 BAS being overpaid. On Tap is liaising with the ATO to have this revised.

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

Royal Brighton Yacht Club

Proposal for General Committee 13 June 2023

Approval is requested to purchase a replacement mark laying boat course laying boat (currently RB9) at a cost of \$106,600 incl GST. This quote is valid if purchased before the end of the Financial Year.

Background and Purpose

An assessment of our requirements for race management and rescue boats has been conducted and identified the two highest priorities for replacement to be Redeemer, our course laying boat and RB9, our mark laying rhib, both to be replaced within the next year.

The February GC meeting provided approval to commence the search for a replacement course laying boat (currently Redeemer) at an estimated cost of \$150k, with approval to \$165k.

In the meantime, the opportunity has come up to buy a rhib to replace RB9 at a cost of \$106,600.

These types of boats don't come up often at this price. Due diligence has been completed on this vessel as outlined below and it is recommended that we take advantage of this opportunity and commit to the purchase.

Consultation

The proposal to purchase this rhib has been reviewed by;

- Working Group (including Paul Jackson, Peter Coleman, Murray Cowdell, Glenn Ferguson)
- General Manager and Boating Manager
- Sailing Committee

The rhib has been viewed by the GM, Boating Manager, Paul Jackson, Murray Cowdell and Peter Coleman.

Vessel Description

- The vessel is a Highfield Patrol 760 with a 250hp Suzuki motor (see attached quote).
- Highfield rhibs are used by Sandringham Yacht Club, Sorrento and Geelong.

Fit to Requirements

- *Size* – the Highfield Patrol 760 is approx one meter longer than RB9, which is considered suitable.
- *Speed* – this rhib with 250 hp motor will suit our needs (capable of doing 30 knots in flat water).

Note: It is acknowledged that the 250 hp engine needs to be well managed. Drivers of the rhib will be appropriately trained.

- *Capable of acting as backup rescue boat* – Yes, meets requirement
- *Offset console* – Yes, meets requirement
- *Sun protection* – Needs to be installed (T-Top included in quote)
- *Cover* – included in quote
- *Towing* - Rhib has "Targa bar" – with a bridle spliced low down, this will meet most requirements.
- *Lifting points* - included
- *Signage* – assume this will be done by club member (TBC)

Value for Money and Timing

- These types of ribs in this condition and this price point don't come up very often, and it would be good to take advantage of this opportunity.

Maintenance and Servicing

- Sundance Marine does small repairs or engages contractors.
- Motor to become part of current Suzuki servicing schedule with Leisure Sports Marine

Recommendation

All those consulted recommend proceeding with this purchase.

Profit & Loss Report May 2023

	May-23			Year to Date			Budget Full Year
	Actual \$	Budget \$	Variance \$	Actual \$	Budget \$	Variance \$	
Income							
Total Catering Revenue	223,106	175,000	48,106	2,890,349	2,748,000	142,349	2,903,000
Total Membership Income	98,008	70,000	28,008	845,122	757,000	88,122	827,000
Total Marina, Hstand & Storage Inc	151,926	123,084	28,842	1,267,091	1,294,201	-27,110	1,417,286
Total Sailing Income	4,899	5,150	-251	114,227	124,350	-10,123	128,700
Total OTB Income	-192	1,000	-1,192	149,853	114,533	35,320	114,533
Total Other Revenue	6,022	8,705	-2,683	99,508	95,755	3,753	104,465
Total Income	483,769	382,939	100,830	5,366,150	5,133,839	232,311	5,494,984
Total Catering Cost Of Sales	77,415	61,250	16,165	1,067,958	961,800	106,158	1,016,050
Gross Profit	406,354	321,689	84,665	4,298,192	4,172,039	126,153	4,478,934
Total General Operating Expenses	21,956	20,287	1,669	275,069	264,905	10,164	285,182
Total Professional Fees	7,448	7,450	-2	76,335	81,950	-5,615	89,400
Total Equipment Expenses	909	2,600	-1,691	40,897	34,200	6,697	36,750
Total Insurances, Licenses & Rego	12,937	13,070	-133	143,802	143,700	102	156,707
Total Advertising & Promotions	3,049	3,710	-661	41,482	53,310	-11,828	57,020
Total Occupancy Costs	35,162	27,230	7,932	317,681	301,330	16,351	328,560
Total Debt Recovery Costs		1,000	-1,000	27,228	11,000	16,228	12,000
Total Repairs, Servicing & Maintenanc	19,253	21,650	-2,397	201,630	287,150	-85,520	310,300
Total Internal Club Expenses	3,765	725	3,040	7,329	7,975	-646	8,700
Total Marina Expenses	-8,855	0		0	0	0	-
Total Sailing Expenses	6,866	2,250	4,616	78,172	66,675	11,497	66,925
Total Employment Expenses	210,547	172,323	38,224	2,418,184	2,280,230	137,954	2,472,743
Total Expenses	313,037	272,295	40,742	3,627,809	3,532,425	95,384	3,824,287
Operating Profit	93,317	49,394	43,923	670,383	639,614	30,769	654,647
Total Other Income	-274	0	-274	15,277	0.00	15,277	600
Total Other Expenses	83,273	100,000	-16,727	968,679	1,100,000	-131,321	1,200,000
Net Profit	9,770	-50,606	60,376	-283,019	-460,386	177,367	\$544,753

Notes

RBYC

Finance Sub Committee

Meeting: 29 May 2023

Attendees

Murray Cowdell, Brett Heath, Niesje Hees, Phil Hall

Apologies

Peter Demura, Keith Badger,

Meeting commenced at 1700 Hrs

- Finance Results were noted.
- Discussion held regarding the Catering loss (this month and YTD). The discussion is summarised as follows.

The club's restaurant has a dual purpose – one objective is to generate revenue, and it is also recognised that the restaurant brings life to the club. It provides a service to members and attracts new members, providing a “friendly face” to the community. Having said that, the restaurant should not generate a loss, and a high priority is to improve its profitability.

It is noted that revenue is high, back to pre-COVID levels. Costs are the main issue, cost of goods and wages. 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.

- \$14k write off amount is confirmed to be related to the boat that needed to be scrapped by the club (debt collection was unsuccessful and just costing the club more money to progress).
- Noted that invoices with letter to members indicating fee increase going out Monday 5 June.

Capital Works updates

- 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

The next meeting is scheduled for 26th June

Profit & Loss [Budget Analysis]

May 2023

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$41,644.49	\$175,000.00	-\$133,355.51	(76.2)%
4-1010	Restaurant Food Revenue	\$51,778.43	\$0.00	\$51,778.43	NA
4-1015	Members Beverage Revenue	\$17,225.21	\$0.00	\$17,225.21	NA
4-1020	Members Food Revenue	\$9,692.30	\$0.00	\$9,692.30	NA
4-1021	Members F&B Discounts - Revenue	\$4,974.21	\$0.00	\$4,974.21	NA
4-1053	Function Food	\$67,467.82	\$0.00	\$67,467.82	NA
4-1054	Function Beverage	\$22,777.85	\$0.00	\$22,777.85	NA
4-1055	Private Function Revenue	\$500.00	\$0.00	\$500.00	NA
4-1060	Room Hire	\$7,045.46	\$0.00	\$7,045.46	NA
	Total Catering Revenue	\$223,105.77	\$175,000.00	\$48,105.77	27.5%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$92,575.17	\$70,000.00	\$22,575.17	32.3%
4-2110	Association Fees	\$4,628.10	\$0.00	\$4,628.10	NA
4-2115	Instalment Surcharge	\$804.92	\$0.00	\$804.92	NA
	Total Membership Income	\$98,008.19	\$70,000.00	\$28,008.19	40.0%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$13,036.61	\$123,084.00	-\$110,047.39	(89.4)%
4-2520	Marina Annual Rental Income	\$112,207.14	\$0.00	\$112,207.14	NA
4-2540	Marina & Hstand Casual Rental	\$5,793.18	\$0.00	\$5,793.18	NA
4-2545	DSC Storage	\$2,260.31	\$0.00	\$2,260.31	NA
4-2550	Maintenance Fee Income	\$18,629.51	\$0.00	\$18,629.51	NA
	Total Marina, Hstand & OTB Storage Inc	\$151,926.75	\$123,084.00	\$28,842.75	23.4%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$1,370.35	\$5,150.00	-\$3,779.65	(73.4)%
4-3115	Coaching Fees	\$181.82	\$0.00	\$181.82	NA
4-3120	Regattas Income	\$3,128.89	\$0.00	\$3,128.89	NA
4-3130	Boat Hire Income	\$218.18	\$0.00	\$218.18	NA
	Total Sailing Income	\$4,899.24	\$5,150.00	-\$250.76	(4.9)%
4-4000	DSC Income				
4-4100	DSC Canteen	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
4-4115	Tackers Enrolment Fees	-\$573.98	\$0.00	-\$573.98	NA
4-4140	Adult Learn to Sail	\$254.55	\$0.00	\$254.55	NA
4-4160	School Training Fees	\$127.27	\$0.00	\$127.27	NA
	Total DSC Income	-\$192.16	\$1,000.00	-\$1,192.16	(119.2)%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$1,927.28	\$8,705.00	-\$6,777.72	(77.9)%
4-5120	Sub-tenant Rental Income	\$3,477.61	\$0.00	\$3,477.61	NA
4-5155	Credit Card Surcharge	\$8.03	\$0.00	\$8.03	NA
4-5160	Keys Income	\$514.54	\$0.00	\$514.54	NA
4-5161	Lockers Income	\$64.53	\$0.00	\$64.53	NA
4-5170	Sundry Income	\$30.00	\$0.00	\$30.00	NA
	Total Other Revenue	\$6,021.99	\$8,705.00	-\$2,683.01	(30.8)%
	Total Income	\$483,769.78	\$382,939.00	\$100,830.78	26.3%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$35,278.04	\$61,250.00	-\$25,971.96	(42.4)%
5-2000	Costs of Sales- Food	\$42,020.96	\$0.00	\$42,020.96	NA
5-3000	Costs of Sales- Clothing & Merch	\$116.14	\$0.00	\$116.14	NA

Profit & Loss [Budget Analysis]

May 2023

		Selected Period	Budgeted	\$ Difference	% Difference
Total Catering Cost Of Sales		\$77,415.14	\$61,250.00	\$16,165.14	26.4%
Gross Profit		\$406,354.64	\$321,689.00	\$84,665.64	26.3%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1001	Gain(Loss) on Asset	\$0.00	\$20,287.00	-\$20,287.00	(100.0)%
6-1005	Bank Charges	\$470.03	\$0.00	\$470.03	NA
6-1010	Merchant Fees	\$1,987.12	\$0.00	\$1,987.12	NA
6-1011	Commission Paid	\$132.44	\$0.00	\$132.44	NA
6-1015	Cash Discrepancies	\$841.15	\$0.00	\$841.15	NA
6-1016	Walk Outs	\$62.00	\$0.00	\$62.00	NA
6-1025	Software & Support	\$1,415.99	\$0.00	\$1,415.99	NA
6-1030	Printing	\$1,402.90	\$0.00	\$1,402.90	NA
6-1032	Stationery	\$107.13	\$0.00	\$107.13	NA
6-1035	Telephone & Internet	\$906.04	\$0.00	\$906.04	NA
6-1040	Office & Admin Expenses	\$1,153.00	\$0.00	\$1,153.00	NA
6-1042	Ice	-\$77.28	\$0.00	-\$77.28	NA
6-1046	Subscription - IT	\$3,718.79	\$0.00	\$3,718.79	NA
6-1047	Tea Towels	\$3,713.20	\$0.00	\$3,713.20	NA
6-1056	Staff Discounts	\$499.40	\$0.00	\$499.40	NA
6-1065	Entertainment Expenses	\$650.00	\$0.00	\$650.00	NA
6-1081	Members F&B Discounts	\$4,974.21	\$0.00	\$4,974.21	NA
Total General Operating Expenses		\$21,956.12	\$20,287.00	\$1,669.12	8.2%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$7,448.22	\$7,450.00	-\$1.78	0.0%
Total Professional Fees		\$7,448.22	\$7,450.00	-\$1.78	0.0%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$623.36	\$2,600.00	-\$1,976.64	(76.0)%
6-1410	Equipment Hire	\$198.08	\$0.00	\$198.08	NA
6-1441	Freight & Courier	\$87.72	\$0.00	\$87.72	NA
Total Equipment Expenses		\$909.16	\$2,600.00	-\$1,690.84	(65.0)%
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$4,545.46	\$13,070.00	-\$8,524.54	(65.2)%
6-1620	Insurances	\$8,244.04	\$0.00	\$8,244.04	NA
6-1630	License Fees	\$147.74	\$0.00	\$147.74	NA
Total Insurances, Licenses & Rego		\$12,937.24	\$13,070.00	-\$132.76	(1.0)%
6-2000	Advertising & Promotions				
6-2005	Promotions	\$519.69	\$3,710.00	-\$3,190.31	(86.0)%
6-2010	Advertising & Marketing	\$2,392.89	\$0.00	\$2,392.89	NA
6-2020	Vouchers Expense	\$136.36	\$0.00	\$136.36	NA
Total Advertising & Promotions		\$3,048.94	\$3,710.00	-\$661.06	(17.8)%
6-4000	Occupancy Costs				
6-4010	Electricity	\$10,356.56	\$27,230.00	-\$16,873.44	(62.0)%
6-4020	Gas	\$835.10	\$0.00	\$835.10	NA
6-4025	Rental Expense	\$1,866.13	\$0.00	\$1,866.13	NA
6-4030	Council Rates	\$861.99	\$0.00	\$861.99	NA
6-4040	Cleaning	\$10,269.43	\$0.00	\$10,269.43	NA
6-4041	Cleaning Products	\$2,140.08	\$0.00	\$2,140.08	NA
6-4045	Security	\$932.00	\$0.00	\$932.00	NA
6-4050	Water Rates	\$5,141.74	\$0.00	\$5,141.74	NA
6-4060	Waste Removal	\$2,758.48	\$0.00	\$2,758.48	NA

Profit & Loss [Budget Analysis]

May 2023

		Selected Period	Budgeted	\$ Difference	% Difference
	Total Occupancy Costs	\$35,161.51	\$27,230.00	\$7,931.51	29.1%
6-5000	Debt Recovery Costs				
6-5005	Doubtful Debts	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
	Total Debt Recovery Costs	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-6000	Repairs, Servicing & Maintenanc				
6-6005	R,M&S Clubhouse	\$4,562.02	\$21,650.00	-\$17,087.98	(78.9)%
6-6020	R,M&S Marina	\$10,430.92	\$0.00	\$10,430.92	NA
6-6030	R,M&S Keel Boats	\$3,631.00	\$0.00	\$3,631.00	NA
6-6033	R,M&S OziOptis	\$27.05	\$0.00	\$27.05	NA
6-6040	R,M&S Rescue Boats	\$602.27	\$0.00	\$602.27	NA
	Total Repairs, Servicing & Maintenanc	\$19,253.26	\$21,650.00	-\$2,396.74	(11.1)%
6-7000	Internal Club Expenses				
6-7005	Committee Expenses	\$3,136.37	\$725.00	\$2,411.37	332.6%
6-7010	General Manager Expense	\$629.06	\$0.00	\$629.06	NA
	Total Internal Club Expenses	\$3,765.43	\$725.00	\$3,040.43	419.4%
6-7050	Marina Expenses				
6-7055	Pen Owner Credits	-\$8,854.77	\$0.00	-\$8,854.77	NA
	Total Marina Expenses	-\$8,854.77	\$0.00	-\$8,854.77	NA
6-8000	Sailing Expenses				
6-8005	Race Entry Expenses	\$0.00	\$2,250.00	-\$2,250.00	(100.0)%
6-8015	Volunteer Expenses	\$3,804.18	\$0.00	\$3,804.18	NA
6-8021	Discovery Sailing Fees AS	\$32.73	\$0.00	\$32.73	NA
6-8030	Trophies & Prizes	\$1,908.95	\$0.00	\$1,908.95	NA
6-8040	Sailing Expenses	\$635.52	\$0.00	\$635.52	NA
6-8060	Regatta Expenses	\$234.90	\$0.00	\$234.90	NA
6-8080	First Aid Equipment	\$250.00	\$0.00	\$250.00	NA
	Total Sailing Expenses	\$6,866.28	\$2,250.00	\$4,616.28	205.2%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$12,556.44	\$172,323.00	-\$159,766.56	(92.7)%
6-9010	Wages - Administration	\$13,583.74	\$0.00	\$13,583.74	NA
6-9015	Wages - Restaurant	\$6,057.66	\$0.00	\$6,057.66	NA
6-9016	Wages - Restaurant Casual	\$35,663.74	\$0.00	\$35,663.74	NA
6-9018	Wages - Kitchen	\$37,046.79	\$0.00	\$37,046.79	NA
6-9019	Wages - Kitchen Casual	\$13,563.11	\$0.00	\$13,563.11	NA
6-9021	Wages - Sailing Casual	\$8,691.06	\$0.00	\$8,691.06	NA
6-9022	Wages - Marina	\$9,307.76	\$0.00	\$9,307.76	NA
6-9024	Wages - Members Casual	\$4,018.46	\$0.00	\$4,018.46	NA
6-9025	Wages - Function	\$12,546.97	\$0.00	\$12,546.97	NA
6-9026	Wages - Function Casual	\$10,529.47	\$0.00	\$10,529.47	NA
6-9027	Wages - Kitchen Chef Casual	\$2,795.89	\$0.00	\$2,795.89	NA
6-9050	Staff Leave Expense	\$18,460.22	\$0.00	\$18,460.22	NA
6-9051	Provision for Annual Leave	\$2,140.44	\$0.00	\$2,140.44	NA
6-9055	Superannuation	\$15,638.05	\$0.00	\$15,638.05	NA
6-9060	Payroll Tax Expense	\$5,326.92	\$0.00	\$5,326.92	NA
6-9065	Workcover Expense	\$1,690.41	\$0.00	\$1,690.41	NA
6-9070	Recruitment Expenses	\$321.30	\$0.00	\$321.30	NA
6-9080	Travel Expenses	\$368.18	\$0.00	\$368.18	NA
6-9086	Staff Uniforms - Sailing	\$240.91	\$0.00	\$240.91	NA
	Total Employment Expenses	\$210,547.52	\$172,323.00	\$38,224.52	22.2%
	Total Expenses	\$313,038.91	\$272,295.00	\$40,743.91	15.0%

Profit & Loss [Budget Analysis]

May 2023

		Selected Period	Budgeted	\$ Difference	% Difference
Operating Profit		\$93,315.73	\$49,394.00	\$43,921.73	88.9%
8-0000	Other Income				
8-0500	Interest Income	-\$274.47	\$0.00	-\$274.47	NA
Total Other Income		-\$274.47	\$0.00	-\$274.47	NA
9-0000	Other Expenses				
9-0200	Depreciation	\$73,299.18	\$0.00	\$73,299.18	NA
9-0400	Amortisation	\$3,674.00	\$0.00	\$3,674.00	NA
9-0600	Interest Expense	\$4,520.46	\$0.00	\$4,520.46	NA
9-0601	Lease Interest Expense	\$1,780.16	\$0.00	\$1,780.16	NA
Total Other Expenses		\$83,273.80	\$0.00	\$83,273.80	NA
Net Profit/(Loss)		\$9,767.46	\$49,394.00	-\$39,626.54	(80.2)%

Profit and loss report

Accrual mode

01 May 2023 - 31 May 2023

	Total			
	Actual	Last Year	Variance \$	Variance %
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	41,644.49	49,225.56	(7,581.07)	-15
4-1010 Restaurant Food Revenue	51,778.43	76,550.56	(24,772.13)	-32
4-1015 Members Beverage Revenue	17,225.21	19,341.90	(2,116.69)	-11
4-1020 Members Food Revenue	9,692.30	10,412.82	(720.52)	-7
4-1021 Members F&B Discounts - Revenue	4,974.21	5,714.55	(740.34)	-13
4-1052 Club Function Beverage	0.00	136.36	(136.36)	-100
4-1053 Function Food	67,467.82	54,062.74	13,405.08	25
4-1054 Function Beverage	22,777.85	34,726.91	(11,949.06)	-34
4-1055 Private Function Revenue	500.00	2,481.82	(1,981.82)	-80
4-1060 Room Hire	7,045.46	10,227.32	(3,181.86)	-31
Total Catering Revenue	223,105.77	262,880.54	(39,774.77)	-15.10%
4-2000 Membership Income				
4-2105 Member's Annual Subscription	92,575.17	80,564.64	12,010.53	15
4-2110 Association Fees	4,628.10	3,636.36	991.74	27
4-2115 Instalment Surcharge	804.92	707.59	97.33	14
Total Membership Income	98,008.19	84,908.59	13,099.60	15.40%
4-2500 Marina, Hstand & OTB Storage Inc				
4-2510 Hardstand Annual Rental Income	13,036.61	10,908.42	2,128.19	20
4-2520 Marina Annual Rental Income	112,207.14	93,820.24	18,386.90	20
4-2530 Marina Long-term Rental Income	0.00	10,845.06	(10,845.06)	-100
4-2540 Marina & Hstand Casual Rental	5,793.18	2,264.76	3,528.42	156
4-2545 DSC Storage	2,260.31	1,743.20	517.11	30
4-2550 Maintenance Fee Income	18,629.51	16,554.72	2,074.79	12
Total Marina, Hstand & OTB Storage Inc	151,926.75	136,136.40	15,790.35	11.60%
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	1,370.35	3,970.40	(2,600.05)	-66
4-3110 School Sailing Fees	0.00	2,227.27	(2,227.27)	-100
4-3115 Coaching Fees	181.82	654.55	(472.73)	-72
4-3120 Regattas Income	3,128.89	5,290.17	(2,161.28)	-41
4-3130 Boat Hire Income	218.18	2,036.36	(1,818.18)	-89
Total Sailing Income	4,899.24	14,178.75	(9,279.51)	-65.40%
4-4000 DSC Income				
4-4110 DSC Programme & Training Fees	0.00	1,032.32	(1,032.32)	-100
4-4115 Tackers Enrolment Fees	(573.98)	0.00	(573.98)	-
4-4140 Adult Learn to Sail	254.55	0.00	254.55	-
4-4160 School Training Fees	127.27	0.00	127.27	-

	Total			
	Actual	Last Year	Variance \$	Variance %
Total DSC Income	(192.16)	1,032.32	(1,224.48)	-118.60%
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	1,927.28	2,087.28	(160.00)	-8
4-5120 Sub-tenant Rental Income	3,477.61	4,695.43	(1,217.82)	-26
4-5155 Credit Card Surcharge	8.03	230.87	(222.84)	-96
4-5160 Keys Income	514.54	1,160.00	(645.46)	-56
4-5161 Lockers Income	64.53	60.59	3.94	6
4-5170 Sundry Income	30.00	4,911.97	(4,881.97)	-99
Total Other Revenue	6,021.99	13,146.14	(7,124.15)	-54.20%
Total Income	483,769.78	512,282.74	(28,512.96)	-5.60%
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	35,278.04	38,994.56	(3,716.52)	-10
5-2000 Costs of Sales- Food	42,020.96	59,052.42	(17,031.46)	-29
5-3000 Costs of Sales- Clothing & Merch	116.14	0.00	116.14	-
Total Cost Of Sales	77,415.14	98,046.98	(20,631.84)	-21.00%
Total Catering Cost Of Sales	77,415.14	98,046.98	(20,631.84)	-21.00%
Gross Profit	406,354.64	414,235.76	(7,881.12)	-2
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	470.03	443.44	26.59	6
6-1010 Merchant Fees	1,987.12	2,193.57	(206.45)	-9
6-1011 Commission Paid	132.44	61.84	70.60	114
6-1015 Cash Discrepancies	841.15	0.42	840.73	200174
6-1016 Walk Outs	62.00	72.10	(10.10)	-14
6-1025 Software & Support	1,415.99	4,233.83	(2,817.84)	-67
6-1030 Printing	1,402.90	1,233.84	169.06	14
6-1031 Postage	0.00	44.90	(44.90)	-100
6-1032 Stationery	107.13	129.80	(22.67)	-18
6-1035 Telephone & Internet	906.04	1,126.93	(220.89)	-20
6-1040 Office & Admin Expenses	1,153.00	25.00	1,128.00	4512
6-1041 Linen	0.00	40.91	(40.91)	-100
6-1042 Ice	(77.28)	0.00	(77.28)	-
6-1046 Subscription - IT	3,718.79	1,011.52	2,707.27	268
6-1047 Tea Towels	3,713.20	1,254.09	2,459.11	196
6-1051 Keys Expense	0.00	572.73	(572.73)	-100
6-1056 Staff Discounts	499.40	1,593.18	(1,093.78)	-69
6-1060 Clothing & Merchandise Costs	0.00	1,652.17	(1,652.17)	-100
6-1065 Entertainment Expenses	650.00	0.00	650.00	-
6-1075 General Expenses	0.00	61.42	(61.42)	-100
6-1081 Members F&B Discounts	4,974.21	5,714.55	(740.34)	-13
Total General Operating Expenses	21,956.12	21,466.24	489.88	2.30%
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	7,448.22	7,178.50	269.72	4
Total Professional Fees	7,448.22	7,178.50	269.72	3.80%
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	623.36	1,461.16	(837.80)	-57
6-1405 Replacement - Glassware etc	0.00	984.00	(984.00)	-100

	Total			
	Actual	Last Year	Variance \$	Variance %
6-1410 Equipment Hire	198.08	5,048.05	(4,849.97)	-96
6-1440 Fuel & Oil	0.00	(454.55)	454.55	100
6-1441 Freight & Courier	87.72	161.32	(73.60)	-46
Total Equipment Expenses	909.16	7,199.98	(6,290.82)	-87.40%
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	4,545.46	3,636.36	909.10	25
6-1620 Insurances	8,244.04	7,834.71	409.33	5
6-1630 License Fees	147.74	591.63	(443.89)	-75
Total Insurances, Licenses & Rego	12,937.24	12,062.70	874.54	7.20%
6-2000 Advertising & Promotions				
6-2005 Promotions	519.69	0.00	519.69	-
6-2010 Advertising & Marketing	2,392.89	1,910.00	482.89	25
6-2020 Vouchers Expense	136.36	77.27	59.09	76
Total Advertising & Promotions	3,048.94	1,987.27	1,061.67	53.40%
6-4000 Occupancy Costs				
6-4010 Electricity	10,356.56	5,842.24	4,514.32	77
6-4020 Gas	835.10	2,375.21	(1,540.11)	-65
6-4025 Rental Expense	1,866.13	365.51	1,500.62	411
6-4030 Council Rates	861.99	1,035.52	(173.53)	-17
6-4040 Cleaning	10,269.43	8,134.17	2,135.26	26
6-4041 Cleaning Products	2,140.08	2,878.43	(738.35)	-26
6-4045 Security	932.00	818.15	113.85	14
6-4050 Water Rates	5,141.74	2,298.50	2,843.24	124
6-4055 Pest Control	0.00	212.17	(212.17)	-100
6-4060 Waste Removal	2,758.48	2,880.17	(121.69)	-4
6-4070 Gardening Expenses	0.00	1,251.90	(1,251.90)	-100
Total Occupancy Costs	35,161.51	28,091.97	7,069.54	25.20%
6-5000 Debt Recovery Costs				
6-5010 Bad Debts - Written Off	0.00	6.55	(6.55)	-100
Total Debt Recovery Costs	0.00	6.55	(6.55)	-100.00%
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	4,562.02	1,403.37	3,158.65	225
6-6020 R,M&S Marina	10,430.92	1,603.42	8,827.50	550
6-6030 R,M&S Keel Boats	3,631.00	0.00	3,631.00	-
6-6031 R,M&S Quests	0.00	990.27	(990.27)	-100
6-6033 R,M&S OziOptis	27.05	0.00	27.05	-
6-6040 R,M&S Rescue Boats	602.27	272.73	329.54	121
6-6050 R,M&S Other Plant & Equipment	0.00	865.00	(865.00)	-100
Total Repairs, Servicing & Maintenan	19,253.26	5,134.79	14,118.47	275.00%
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	3,136.37	227.27	2,909.10	1280
6-7010 General Manager Expense	629.06	38.67	590.39	1527
6-7020 Internal Functions Expenses	0.00	275.73	(275.73)	-100
Total Internal Club Expenses	3,765.43	541.67	3,223.76	595.20%
6-7050 Marina Expenses				
6-7055 Pen Owner Credits	(8,854.77)	5,233.45	(14,088.22)	-269
Total Marina Expenses	(8,854.77)	5,233.45	(14,088.22)	-269.20%
6-8000 Sailing Expenses				

	Total			
	Actual	Last Year	Variance \$	Variance %
6-8015 Volunteer Expenses	3,804.18	1,511.02	2,293.16	152
6-8021 Discovery Sailing Fees AS	32.73	0.00	32.73	-
6-8030 Trophies & Prizes	1,908.95	250.00	1,658.95	664
6-8040 Sailing Expenses	635.52	0.00	635.52	-
6-8060 Regatta Expenses	234.90	405.16	(170.26)	-42
6-8080 First Aid Equipment	250.00	521.95	(271.95)	-52
Total Sailing Expenses	6,866.28	2,688.13	4,178.15	155.40%
6-9000 Employment Expenses				
6-9005 Wages- Management	12,556.44	12,269.42	287.02	2
6-9010 Wages - Administration	13,583.74	11,432.40	2,151.34	19
6-9015 Wages - Restaurant	6,057.66	10,424.96	(4,367.30)	-42
6-9016 Wages - Restaurant Casual	35,663.74	34,619.93	1,043.81	3
6-9017 Wages - Clubhouse	0.00	5,801.84	(5,801.84)	-100
6-9018 Wages - Kitchen	37,046.79	24,537.81	12,508.98	51
6-9019 Wages - Kitchen Casual	13,563.11	4,929.51	8,633.60	175
6-9020 Wages - Sailing	0.00	6,841.45	(6,841.45)	-100
6-9021 Wages - Sailing Casual	8,691.06	3,592.77	5,098.29	142
6-9022 Wages - Marina	9,307.76	7,673.19	1,634.57	21
6-9024 Wages - Members Casual	4,018.46	4,577.89	(559.43)	-12
6-9025 Wages - Function	12,546.97	7,269.15	5,277.82	73
6-9026 Wages - Function Casual	10,529.47	13,160.21	(2,630.74)	-20
6-9027 Wages - Kitchen Chef Casual	2,795.89	10,318.57	(7,522.68)	-73
6-9030 External Wages- Contractors	0.00	18,297.65	(18,297.65)	-100
6-9050 Staff Leave Expense	18,460.22	5,257.80	13,202.42	251
6-9051 Provision for Annual Leave	2,140.44	713.79	1,426.65	200
6-9055 Superannuation	15,638.05	17,714.41	(2,076.36)	-12
6-9060 Payroll Tax Expense	5,326.92	6,987.83	(1,660.91)	-24
6-9065 Workcover Expense	1,690.41	2,221.88	(531.47)	-24
6-9070 Recruitment Expenses	321.30	0.00	321.30	-
6-9075 Staff Training Expenses	0.00	130.00	(130.00)	-100
6-9080 Travel Expenses	368.18	124.06	244.12	197
6-9086 Staff Uniforms - Sailing	240.91	600.00	(359.09)	-60
6-9090 Other Employer Expenses	0.00	286.25	(286.25)	-100
Total Employment Expenses	210,547.52	209,782.77	764.75	0.40%
Total Expenses	313,038.91	301,374.02	11,664.89	3.90%
Operating Profit	93,315.73	112,861.74	(19,546.01)	-17
8-0000 Other Income				
8-0500 Interest Income	(274.47)	0.11	(274.58)	-249618
Total Other Income	(274.47)	0.11	(274.58)	-249618.20%
9-0000 Other Expenses				
9-0200 Depreciation	73,299.18	77,131.47	(3,832.29)	-5
9-0400 Amortisation	3,674.00	8,215.94	(4,541.94)	-55
9-0500 Loss/Gain on Asset Disposal	0.00	45.00	(45.00)	-100
9-0600 Interest Expense	4,520.46	2,539.65	1,980.81	78
9-0601 Lease Interest Expense	1,780.16	1,931.45	(151.29)	-8
Total Other Expenses	83,273.80	89,863.51	(6,589.71)	-7.30%
Net Profit	9,767.46	22,998.34	(13,230.88)	-58

Profit and loss report

Accrual mode

01 Mar 2023 - 31 May 2023

	Mar-23	Apr-23	May-23	Total
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	82,504.87	56,172.18	41,644.49	180,321.54
4-1010 Restaurant Food Revenue	112,136.05	79,155.74	51,778.43	243,070.22
4-1015 Members Beverage Revenue	28,921.20	20,557.64	17,225.21	66,704.05
4-1020 Members Food Revenue	17,329.23	11,434.50	9,692.30	38,456.03
4-1021 Members F&B Discounts - Revenue	7,092.94	5,440.33	4,974.21	17,507.48
4-1053 Function Food	44,532.70	38,260.45	67,467.82	150,260.97
4-1054 Function Beverage	12,981.22	15,073.39	22,777.85	50,832.46
4-1055 Private Function Revenue	13.64	4.54	500.00	518.18
4-1060 Room Hire	5,454.57	3,977.29	7,045.46	16,477.32
Total Catering Revenue	310,966.42	230,076.06	223,105.77	764,148.25
4-2000 Membership Income				
4-2105 Member's Annual Subscription	78,374.43	84,044.24	92,575.17	254,993.84
4-2110 Association Fees	4,628.10	3,819.01	4,628.10	13,075.21
4-2115 Instalment Surcharge	824.06	803.14	804.92	2,432.12
Total Membership Income	83,826.59	88,666.39	98,008.19	270,501.17
4-2500 Marina, Hstand & OTB Storage Inc				
4-2510 Hardstand Annual Rental Income	10,189.41	11,328.28	13,036.61	34,554.30
4-2520 Marina Annual Rental Income	99,987.93	108,634.98	112,207.14	320,830.05
4-2540 Marina & Hstand Casual Rental	10,467.22	7,415.91	5,793.18	23,676.31
4-2545 DSC Storage	1,981.57	2,120.85	2,260.31	6,362.73
4-2550 Maintenance Fee Income	15,577.78	16,814.87	18,629.51	51,022.16
Total Marina, Hstand & OTB Storage Inc	138,203.91	146,314.89	151,926.75	436,445.55
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	1,370.35	1,370.35	1,370.35	4,111.05
4-3115 Coaching Fees	1,195.45	122.72	181.82	1,499.99
4-3120 Regattas Income	26,386.49	4,809.58	3,128.89	34,324.96
4-3130 Boat Hire Income	0.00	0.00	218.18	218.18
Total Sailing Income	28,952.29	6,302.65	4,899.24	40,154.18
4-4000 DSC Income				
4-4100 DSC Canteen	89.09	0.00	0.00	89.09
4-4110 DSC Programme & Training Fees	(317.43)	1,677.02	0.00	1,359.59
4-4115 Tackers Enrolment Fees	551.55	10,263.28	(573.98)	10,240.85
4-4116 Out There Enrolment Fees	563.64	1,917.09	0.00	2,480.73
4-4117 Adult Enrolment Fees	1,296.91	(191.68)	0.00	1,105.23
4-4140 Adult Learn to Sail	0.00	0.00	254.55	254.55
4-4160 School Training Fees	0.00	0.00	127.27	127.27
Total DSC Income	2,183.76	13,665.71	(192.16)	15,657.31

	Mar-23	Apr-23	May-23	Total
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	1,288.63	2,164.55	1,927.28	5,380.46
4-5120 Sub-tenant Rental Income	2,477.61	1,477.61	3,477.61	7,432.83
4-5155 Credit Card Surcharge	1,426.42	2,186.46	8.03	3,620.91
4-5160 Keys Income	793.64	446.36	514.54	1,754.54
4-5161 Lockers Income	64.38	64.38	64.53	193.29
4-5170 Sundry Income	14.55	136.80	30.00	181.35
Total Other Revenue	6,065.23	6,476.16	6,021.99	18,563.38
Total Income	570,198.20	491,501.86	483,769.78	1,545,469.84
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	42,808.81	33,356.69	35,278.04	111,443.54
5-2000 Costs of Sales- Food	74,218.50	55,129.92	42,020.96	171,369.38
5-3000 Costs of Sales- Clothing & Merch	522.19	1,818.18	116.14	2,456.51
Total Cost Of Sales	117,549.50	90,304.79	77,415.14	285,269.43
Total Catering Cost Of Sales	117,549.50	90,304.79	77,415.14	285,269.43
Gross Profit	452,648.70	401,197.07	406,354.64	1,260,200.41
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	444.10	431.61	470.03	1,345.74
6-1010 Merchant Fees	2,728.92	2,339.78	1,987.12	7,055.82
6-1011 Commission Paid	155.54	86.27	132.44	374.25
6-1015 Cash Discrepancies	(141.37)	(27.11)	841.15	672.67
6-1016 Walk Outs	0.00	0.00	62.00	62.00
6-1025 Software & Support	2,435.14	1,909.39	1,415.99	5,760.52
6-1030 Printing	1,451.91	1,767.97	1,402.90	4,622.78
6-1031 Postage	160.85	0.00	0.00	160.85
6-1032 Stationery	511.25	291.10	107.13	909.48
6-1035 Telephone & Internet	1,123.68	1,342.94	906.04	3,372.66
6-1040 Office & Admin Expenses	26.70	0.00	1,153.00	1,179.70
6-1042 Ice	0.00	(240.91)	(77.28)	(318.19)
6-1043 Restaurant Consumables	0.00	321.18	0.00	321.18
6-1044 Kitchen Consumables	126.59	0.00	0.00	126.59
6-1046 Subscription - IT	4,310.51	4,088.92	3,718.79	12,118.22
6-1047 Tea Towels	2,567.50	3,545.30	3,713.20	9,826.00
6-1056 Staff Discounts	1,515.85	944.54	499.40	2,959.79
6-1060 Clothing & Merchandise Costs	410.11	341.94	0.00	752.05
6-1065 Entertainment Expenses	0.00	1,195.45	650.00	1,845.45
6-1075 General Expenses	0.00	366.86	0.00	366.86
6-1080 Member Expenses	0.00	946.99	0.00	946.99
6-1081 Members F&B Discounts	7,092.94	5,440.33	4,974.21	17,507.48
Total General Operating Expenses	24,920.22	25,092.55	21,956.12	71,968.89
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	6,521.52	7,493.65	7,448.22	21,463.39
Total Professional Fees	6,521.52	7,493.65	7,448.22	21,463.39
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	2,099.27	31.82	623.36	2,754.45
6-1405 Replacement - Glassware etc	78.46	3,136.77	0.00	3,215.23
6-1410 Equipment Hire	198.08	198.08	198.08	594.24

	Mar-23	Apr-23	May-23	Total
6-1440 Fuel & Oil	3,678.64	1.31	0.00	3,679.95
6-1441 Freight & Courier	64.90	39.54	87.72	192.16
Total Equipment Expenses	6,119.35	3,407.52	909.16	10,436.03
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	10,944.53	8,244.04	27,023.28
6-1630 License Fees	263.87	33.67	147.74	445.28
Total Insurances, Licenses & Rego	12,644.04	15,523.66	12,937.24	41,104.94
6-2000 Advertising & Promotions				
6-2005 Promotions	430.00	200.00	519.69	1,149.69
6-2010 Advertising & Marketing	2,226.57	651.57	2,392.89	5,271.03
6-2015 Sponsorships & Donations	0.00	300.00	0.00	300.00
6-2016 Digital Expenses	100.09	663.22	0.00	763.31
6-2020 Vouchers Expense	227.82	67.28	136.36	431.46
Total Advertising & Promotions	2,984.48	1,882.07	3,048.94	7,915.49
6-4000 Occupancy Costs				
6-4010 Electricity	6,358.51	6,772.89	10,356.56	23,487.96
6-4020 Gas	4,755.08	166.11	835.10	5,756.29
6-4025 Rental Expense	0.00	1,026.38	1,866.13	2,892.51
6-4030 Council Rates	861.99	861.99	861.99	2,585.97
6-4040 Cleaning	16,943.54	8,522.39	10,269.43	35,735.36
6-4041 Cleaning Products	3,811.96	1,807.71	2,140.08	7,759.75
6-4045 Security	1,338.63	625.00	932.00	2,895.63
6-4050 Water Rates	1,016.90	984.10	5,141.74	7,142.74
6-4055 Pest Control	0.00	692.75	0.00	692.75
6-4060 Waste Removal	3,056.88	1,787.63	2,758.48	7,602.99
6-4070 Gardening Expenses	0.00	1,175.95	0.00	1,175.95
Total Occupancy Costs	38,143.49	24,422.90	35,161.51	97,727.90
6-5000 Debt Recovery Costs				
6-5010 Bad Debts - Written Off	0.30	14,529.00	0.00	14,529.30
Total Debt Recovery Costs	0.30	14,529.00	0.00	14,529.30
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	9,385.85	9,909.14	4,562.02	23,857.01
6-6020 R,M&S Marina	1,295.76	18,549.92	10,430.92	30,276.60
6-6030 R,M&S Keel Boats	2,068.91	1,172.73	3,631.00	6,872.64
6-6031 R,M&S Quests	398.00	0.00	0.00	398.00
6-6033 R,M&S OziOptis	0.00	0.00	27.05	27.05
6-6040 R,M&S Rescue Boats	6,942.34	709.75	602.27	8,254.36
Total Repairs, Servicing & Maintenan	20,090.86	30,341.54	19,253.26	69,685.66
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	105.45	662.14	3,136.37	3,903.96
6-7010 General Manager Expense	0.00	0.00	629.06	629.06
Total Internal Club Expenses	105.45	662.14	3,765.43	4,533.02
6-7050 Marina Expenses				
6-7055 Pen Owner Credits	(269.95)	0.00	(8,854.77)	(9,124.72)
Total Marina Expenses	(269.95)	0.00	(8,854.77)	(9,124.72)
6-8000 Sailing Expenses				
6-8005 Race Entry Expenses	10,180.19	1,200.00	0.00	11,380.19
6-8015 Volunteer Expenses	3,161.47	723.73	3,804.18	7,689.38

	Mar-23	Apr-23	May-23	Total
6-8021 Discovery Sailing Fees AS	0.00	736.36	32.73	769.09
6-8025 Training Expenses	587.50	0.00	0.00	587.50
6-8030 Trophies & Prizes	20.00	160.00	1,908.95	2,088.95
6-8040 Sailing Expenses	721.60	0.00	635.52	1,357.12
6-8050 DSC Expenses	137.32	0.00	0.00	137.32
6-8060 Regatta Expenses	2,669.58	0.00	234.90	2,904.48
6-8080 First Aid Equipment	0.00	250.00	250.00	500.00
Total Sailing Expenses	17,477.66	3,070.09	6,866.28	27,414.03
6-9000 Employment Expenses				
6-9005 Wages- Management	15,145.15	12,068.08	12,556.44	39,769.67
6-9010 Wages - Administration	10,680.39	9,974.33	13,583.74	34,238.46
6-9015 Wages - Restaurant	6,649.83	6,346.15	6,057.66	19,053.64
6-9016 Wages - Restaurant Casual	55,767.08	44,439.24	35,663.74	135,870.06
6-9017 Wages - Clubhouse	260.25	780.75	0.00	1,041.00
6-9018 Wages - Kitchen	41,977.02	39,331.41	37,046.79	118,355.22
6-9019 Wages - Kitchen Casual	9,168.09	12,625.60	13,563.11	35,356.80
6-9020 Wages - Sailing	13,465.45	0.00	0.00	13,465.45
6-9021 Wages - Sailing Casual	13,797.28	21,545.74	8,691.06	44,034.08
6-9022 Wages - Marina	8,227.69	7,961.62	9,307.76	25,497.07
6-9023 Wages - Members	690.16	(690.16)	0.00	0.00
6-9024 Wages - Members Casual	4,937.03	5,504.81	4,018.46	14,460.30
6-9025 Wages - Function	12,767.20	12,449.92	12,546.97	37,764.09
6-9026 Wages - Function Casual	9,367.81	9,133.17	10,529.47	29,030.45
6-9027 Wages - Kitchen Chef Casual	1,512.44	0.00	2,795.89	4,308.33
6-9030 External Wages- Contractors	14,284.28	0.00	0.00	14,284.28
6-9050 Staff Leave Expense	(6,275.47)	9,616.90	18,460.22	21,801.65
6-9051 Provision for Annual Leave	(994.15)	1,052.77	2,140.44	2,199.06
6-9055 Superannuation	17,965.51	21,027.65	15,638.05	54,631.21
6-9060 Payroll Tax Expense	7,042.60	8,302.21	5,326.92	20,671.73
6-9065 Workcover Expense	2,046.00	2,307.07	1,690.41	6,043.48
6-9070 Recruitment Expenses	0.00	390.00	321.30	711.30
6-9075 Staff Training Expenses	614.09	0.00	0.00	614.09
6-9080 Travel Expenses	218.46	0.00	368.18	586.64
6-9085 Staff Uniforms - Restaurant & Functions	100.65	963.64	0.00	1,064.29
6-9086 Staff Uniforms - Sailing	50.00	0.00	240.91	290.91
6-9087 Staff Uniforms - Administration	283.50	0.00	0.00	283.50
Total Employment Expenses	239,748.34	225,130.90	210,547.52	675,426.76
Total Expenses	368,485.76	351,556.02	313,038.91	1,033,080.69
Operating Profit	84,162.94	49,641.05	93,315.73	227,119.72
8-0000 Other Income				
8-0500 Interest Income	12,777.22	2,756.18	(274.47)	15,258.93
Total Other Income	12,777.22	2,756.18	(274.47)	15,258.93
9-0000 Other Expenses				
9-0200 Depreciation	67,553.61	71,005.55	73,299.18	211,858.34
9-0400 Amortisation	8,300.86	8,258.23	3,674.00	20,233.09
9-0600 Interest Expense	4,390.43	3,997.93	4,520.46	12,908.82
9-0601 Lease Interest Expense	1,676.25	1,667.60	1,780.16	5,124.01
Total Other Expenses	81,921.15	84,929.31	83,273.80	250,124.26

	Mar-23	Apr-23	May-23	Total
Net Profit	15,019.01	(32,532.08)	9,767.46	(7,745.61)



Balance sheet report

Accrual mode

Mar 2023 - May 2023

	Mar-23	Apr-23	May-23
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	14,775.21	23,396.71	45,838.74
1-1015 BOM- MbrShp Marina Acc**098419	27,633.59	9,030.21	18,093.50
1-1020 BOM Coll Term Deposit x043	17,079.64	17,079.64	17,079.64
1-1025 BOM- Yachting Foundation x141	2,274.85	2,274.85	2,274.85
1-1031 BOM-Business Access Saver x391	2,491.77	2,494.53	15,532.34
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	0.00
Total Trading Bank Accounts	1,464,255.06	1,454,275.94	1,098,819.07
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	700.60	365.60	1,000.00
Total Floats	3,100.60	2,765.60	3,400.00
1-1200 Clearing Accounts			
1-1210 Cash Clearing	(3,061.99)	(34,842.40)	(585.66)
1-1220 Account Clearing	1,200.74	3,601.47	278.10
1-1250 Eftpos Clearing	5,372.65	20,496.57	(2,002.95)
1-1256 Stripe payment Clearing	0.00	0.00	(5,228.00)
Total Clearing Accounts	3,511.40	(10,744.36)	(7,538.51)
1-1300 Debtors			
1-1310 Trade Debtors	68,195.33	48,241.43	23,378.13
1-1320 Accrued Income	12,766.01	15,519.43	12,206.85
1-1330 Other Debtors	690,350.70	648,205.85	628,013.57
1-1340 Provision for Doubtful Debts	(8,416.78)	(8,416.78)	(8,416.78)
Total Debtors	762,895.26	703,549.93	655,181.77
1-1350 Receivables			
1-1355 Members Control Account	86.67	3,645.10	2,586.75
1-1356 Members Control Account (O. Debtors)	(452,664.29)	(452,664.29)	(452,664.29)
1-1370 Cruising Group Account	50,687.92	50,687.92	50,687.92
1-1375 Cruising Group Clearing Acc	(50,687.92)	(50,694.74)	(50,701.56)
1-1380 Icebergers Clearing Account	(2,873.02)	(3,054.84)	(5,363.93)
1-1390 Icebergers Group Account	2,873.02	2,873.02	2,873.02
Total Receivables	(452,577.62)	(449,207.83)	(452,582.09)
1-1400 Prepayments			
1-1410 Prepayments - General	35,848.58	25,379.19	15,266.24
1-1420 Prepaid Insurance	7,942.87	98,820.30	90,576.26
1-1425 Prepaid Workcover	19,850.18	19,850.18	19,850.18

	Mar-23	Apr-23	May-23
Total Prepayments	63,641.63	144,049.67	125,692.68
1-1600 Stock			
1-1610 Inventory- Beverage	66,579.49	59,848.57	53,177.03
1-1611 Inventory-Beverage non-alcohol	6,421.34	8,248.61	6,943.94
1-1630 Inventory- Food	21,623.40	21,247.65	24,524.44
1-1650 Inventory- Clothing & Merch	14,532.27	18,992.20	26,182.68
Total Stock	109,156.50	108,337.03	110,828.09
1-1710 Property			
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	(5,346,972.74)	(5,379,807.08)	(5,413,675.36)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(35,970.67)	(36,067.38)	(36,167.30)
1-1717 ROU Assets - Parks Victoria	115,923.92	111,287.84	111,287.84
1-1718 Amortisation Parks Victoria	(111,286.33)	(111,286.33)	(111,286.33)
1-1719 ROU Assets - Bayside City Council	633,484.24	629,905.24	626,326.24
1-1720 Amortisation Bayside City Council	(85,896.38)	(85,896.38)	(85,896.38)
Total Property	4,458,752.01	4,417,605.88	4,380,058.68
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	(7,611,302.36)	(7,640,037.74)	(7,669,730.99)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(750,671.83)	(750,978.16)	(751,294.71)
Total Marina & Hardstand	341,163.09	312,121.38	282,111.58
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,054,724.63	1,054,724.63	1,054,724.63
1-1744 Accum Depreciation Plant etc	(940,150.83)	(941,988.33)	(943,874.42)
1-1750 Marina & HStand Equip at Cost	481,801.44	481,801.44	481,801.44
1-1755 Marina & HStand Equip Acc Depn	(367,476.30)	(368,661.23)	(369,885.68)
Total Plant & Equipment	228,898.94	225,876.51	222,765.97
1-1800 Boats			
1-1810 Rescue & Work Boats at Cost	740,460.52	740,460.52	740,460.52
1-1815 Accum Depreciation Rescue Boat	(564,267.82)	(568,751.59)	(573,384.72)
1-1825 DSC Sailing Boats at Cost	223,969.90	223,969.90	223,969.90
1-1830 Accum Depreciation OTB Boats	(163,425.77)	(164,952.36)	(166,529.87)
Total Boats	236,736.83	230,726.47	224,515.83
1-1900 Intangible Assets			
1-1910 Designs at Cost	36,468.21	36,468.21	40,468.21
1-1920 Amortisation Designs	(16,186.68)	(16,229.83)	(16,324.83)
Total Intangible Assets	20,281.53	20,238.38	24,143.38
Total Assets	7,239,815.23	7,159,594.60	6,667,396.45
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	107,321.93	257,229.65	116,392.03
2-1101 Overpayment of Debtors	22,503.49	22,503.49	22,503.49
Total Trade Creditors	129,825.42	279,733.14	138,895.52
2-2000 Accruals			
2-2005 Deposits Received in Advance	19,235.00	15,280.00	9,530.00
2-2110 Accruals- General	44,443.08	19,551.26	34,694.24
2-2130 Accrual- Workcover	17,922.47	20,229.54	21,919.95

	Mar-23	Apr-23	May-23
2-2140 Accrual- Payroll Tax	7,042.60	8,302.23	5,326.92
Total Accruals	88,643.15	63,363.03	71,471.11
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	117,286.62	147,796.96	58,748.34
2-3120 GST Paid	(59,087.53)	(81,423.10)	(33,886.54)
2-3125 ATO Liability	120,253.00	103,569.35	19,126.59
2-3130 PAYG Withholding Payable	33,279.00	67,924.00	26,235.00
2-3150 Superannuation Payable	19,136.75	22,980.53	38,379.26
Total GST and Statutory Liabilities	230,867.84	260,847.74	108,602.65
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	88,276.32	93,754.67	105,159.33
2-4015 Leave Loading Payable	15,452.78	16,411.33	18,096.89
2-4020 Long Service Leave - Current	33,779.00	34,196.00	35,929.00
2-4021 Long Service Leave Non-current	46,470.00	49,233.00	52,870.00
2-4022 On-Cost for A/L & L>Loading	16,965.10	18,017.87	20,158.31
Total Employee Provisions	200,943.20	211,612.87	232,213.53
2-5000 Bonds & Other Liabilities			
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
Total Bonds & Other Liabilities	39,066.61	39,066.61	39,066.61
2-6000 Deferred Income- Members			
2-6010 Subscription Income Deferred	235,123.28	168,088.47	92,575.17
2-6060 Other Income in Advance	25,417.46	17,716.01	9,736.16
Total Deferred Income- Members	260,540.74	185,804.48	102,311.33
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	299,963.77	217,269.97	121,331.86
2-7030 Hardstand - Rental	30,568.21	22,656.57	13,036.60
2-7050 DSC Maintenance Income	46,733.32	33,629.74	18,629.50
Total Deferred Income- Marina	377,265.30	273,556.28	152,997.96
2-8000 Bank Loans			
2-8030 Commercial Bill S331 300243100	106,157.68	76,529.73	47,276.05
2-8031 Commercial Bill - Non Current	476,270.10	476,270.10	476,270.10
Total Bank Loans	582,427.78	552,799.83	523,546.15
2-9000 Other Finance			
2-9010 Equipment Loan	8,333.74	7,832.56	7,065.40
2-9021 Current Liability - Parks Victoria	3,743.51	0.00	0.00
2-9022 Currenrt Liability - Bayside City Council	20,007.40	16,956.67	14,031.00
2-9024 Non-Current Liability-Bayside City Council	561,732.00	561,732.00	561,732.00
2-9036 Credit Card P Hall x271	(63.30)	1,844.69	1,863.23
2-9037 Credit Card - Sammy Doddy	500.49	995.43	57.64
2-9038 Credit Card - Colin Burgess	0.00	0.00	325.59
Total Other Finance	594,253.84	589,361.35	585,074.86
Total Liabilities	2,503,833.88	2,456,145.33	1,954,179.72
Net Assets	4,735,981.35	4,703,449.27	4,713,216.73
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

	Mar-23	Apr-23	May-23
3-3000 Retained Earnings	(463,709.56)	(463,709.56)	(463,709.56)
3-9000 Current Earnings	(260,255.51)	(292,787.59)	(283,020.13)
Total Equity	4,735,981.35	4,703,449.27	4,713,216.73

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	-/+	Jan-23	-/+	Feb-23
361	1.69%	362	0.28%	369	1.93%	372	0.81%	379
124	2.48%	125	0.81%	125	0.00%	129	3.20%	129
10	0.00%	10	0.00%	10	0.00%	10	0.00%	10
14	0.00%	14	0.00%	14	0.00%	14	0.00%	14
36	0.00%	36	0.00%	36	0.00%	36	0.00%	36
37	0.00%	37	0.00%	36	-2.70%	36	0.00%	36
7	0.00%	7	0.00%	7	0.00%	7	0.00%	7
14	0.00%	14	0.00%	14	0.00%	14	0.00%	14
34	0.00%	34	0.00%	34	0.00%	34	0.00%	31
118	0.85%	120	1.69%	120	0.00%	120	0.00%	120
31	10.71%	31	0.00%	31	0.00%	32	3.23%	31
92	26.03%	88	-4.35%	91	3.41%	107	17.58%	115
101	4.12%	101	0.00%	102	0.99%	106	3.92%	107
70	0.00%	70	0.00%	70	0.00%	70	0.00%	70
297	0.68%	302	1.68%	307	1.66%	311	1.30%	314
79	1.28%	79	0.00%	79	0.00%	81	2.53%	82
44	0.00%	46	4.55%	47	2.17%	47	0.00%	47
132	0.76%	132	0.00%	130	-1.52%	133	2.31%	133
2	0.00%	2	0.00%	2	0.00%	2	0.00%	2
1603	2.56%	1610	0.44%	1624	0.87%	1661	2.28%	1677

-/+	Mar-23	-/+	Apr-23	-/+	Apr-23	-/+		
1.88%	381	0.53%	387	1.57%	387	0.00%		
0.00%	131	1.55%	131	0.00%	131	0.00%		
0.00%	10	0.00%	10	0.00%	10	0.00%		
0.00%	14	0.00%	14	0.00%	14	0.00%		
0.00%	36	0.00%	36	0.00%	36	0.00%		
0.00%	35	-2.78%	35	0.00%	34	-2.86%		
0.00%	7	0.00%	7	0.00%	7	0.00%		
0.00%	14	0.00%	14	0.00%	14	0.00%		
-8.82%	33	6.45%	33	0.00%	33	0.00%		
0.00%	119	-0.83%	118	-0.84%	122	3.39%		
-3.13%	33	6.45%	33	0.00%	35	6.06%		
7.48%	116	0.87%	116	0.00%	115	-0.86%		
0.94%	109	1.87%	112	2.75%	117	4.46%		
0.00%	70	0.00%	69	-1.43%	69	0.00%		
0.96%	314	0.00%	313	-0.32%	315	0.64%		
1.23%	84	2.44%	86	2.38%	86	0.00%		
0.00%	47	0.00%	47	0.00%	47	0.00%		
0.00%	136	2.26%	137	0.74%	138	0.73%		
0.00%	2	0.00%	2	0.00%	2	0.00%		
0.96%	1691	0.83%	1700	0.53%	1712	0.71%		

POS SPEND BY MEMBERSHIP TYPE - May 2023

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior Special	\$973.30	\$97.33	10	7
40 Year	\$1,041.20	\$74.37	14	8
Crew Plus	\$2,300.00	\$65.71	35	20
Senior	\$24,484.49	\$63.27	387	204
60 Year +	\$1,985.50	\$58.40	34	15
Gym	\$3,876.65	\$56.18	69	41
Senior Family	\$6,636.65	\$50.66	131	57
Honorary Life	\$333.70	\$47.67	7	5
Aquatic	\$6,430.65	\$46.60	138	95
50 Year	\$1,281.00	\$35.58	36	16
Social	\$9,513.31	\$30.20	315	111
Crew	\$3,281.95	\$26.90	122	46
Social extra	\$930.45	\$10.82	86	14
Senior Country	\$114.70	\$8.19	14	3
Junior family	\$99.00	\$2.11	47	2
Intermediate 18-29	\$185.30	\$1.58	117	9
Senior Absentee	\$0.00	\$0.00	33	0
Youth	\$0.00	\$0.00	115	0
TPI	\$0.00	\$0.00	2	0
	\$63,467.85		1712	653

New Members to be Ratified 26.06.23

David Grealish	Senior
Jeremy Emrose	Intermediate
Tyler Emrose	Intermediate
Harrison Boys	Intermediate
Donna Osbourne	Social

GENERAL MANAGER'S REPORT JUNE 2023

- OH & S – There have been no incidents to report.
- Marine Safety Victoria has recently updated the [Marine Safety Regulations 2023](#) and the [TSSCEA Infringements Regs](#) for a commencement date of 11 June 2023. For our clubs, the main points are.
 - **There will be a 5-year transition to AS4758 lifejackets.**

Marine Safety Victoria will be considering how we continue to allow high-quality ISO Lifejackets to be used in the yachting environment. Still, for most boaters on open waters, MSV are trying to drive owners to the new, improved features of AS4758 inflatables over the ISO 12402 imported jackets.

- You will now be able to use **alternatives to Flares on enclosed waters.**
- **Removal of 27Mhz Radios** on coastal waters
- You will be considered to be boating Alone if you only have children less than 12 yo on board.
- No passengers allowed on board when fuelling and starting after fuelling when located away from wharves, jetties, and piers.

Please note – The Australian Sailing Special Regulations are still required to be adhered to whilst racing. Further information can be found [HERE](#)

- Corporate Brochure - We have recently been approached to sign a 5 year agreement with the Corporate Brochure company. This would involve receiving a 50% commission on the profits that they make.
- Michael White 6-month membership renewal going overseas in Dec 2023.
- Our budget process is underway. Wages growth will continue with upward pressure. The recent announcement impact us as follows:
 - Increase in award minimum wage 5.75%,
 - Employee Superannuation Guarantee 0.50%
 - **Total increase effective 1st July 2023 6.25%**
 - The Victorian State Government Payroll Tax increase only is applicable to payrolls over \$10M.
- Update on driveway project – Quantity Surveyor, lighting consultant, irrigation to be added to vegetation plan.
- Preliminary Audit was conducted 1st & 2nd June, all appeared to go well. Final Audit 3rd & 4th August.

Phil Hall

General Manager

Overview - Marina / Hardstand / Undercroft

Month: May-23

	OTB	Hardstand	Marina	Combined	Available	Occupied	Total Vacant
May-23	96.30%	97.22%	83.19%	89.70%	437	392	45
Apr-23	96.3	97.2	84.0	89.93	437	393	44

Marina

Size	Club Owned	Occupied	Occ %				Total Pens	Total Occ	Total Occ %
10M	93	74	79.57%				93	74	79.57%
12M	72	54	75.00%				72	54	75.00%
13M	6	5	83.33%				6	5	83.33%
15M	35	34	97.14%				35	34	97.14%
18M	26	26	100.00%				26	26	100.00%
	232	193	83.19%				232	193	83.19%

OTB Dinghy Storage

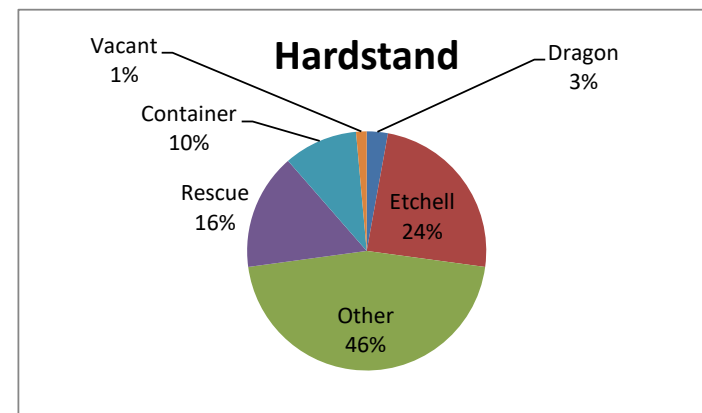
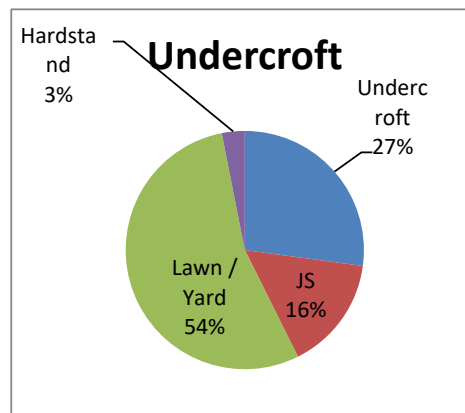
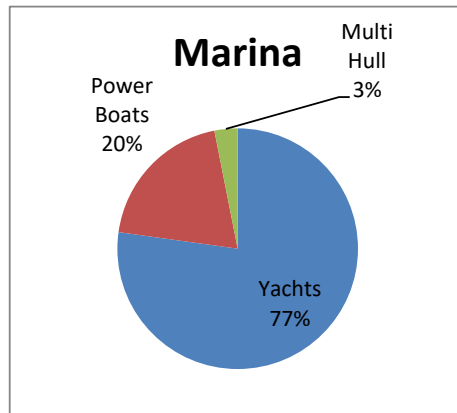
	Undercroft	JS	Lawn / Yard	Hardstand	Total of 134
Total Pens	35	20	70	4	129
Occupancy	75.00%	90.00%	95.00%	100.00%	96.30%

Marina Boat Types

Total	Vacant	Yachts	Power Boats	Multi Hull
231	38	149	38	6
100.00%	16.5%	64.5%	16.5%	2.6%

Hardstand

	Dragon	Etchell	Other	Rescue	Container	Vacant	Total 72
Occupied	2	17	32	11	7	1	70
Ratio %	2.8%	23.6%	44.4%	15.3%	9.7%	1.4%	97.2%



Assets Update for GC 26 June 2023

(next meeting of Assets Subcommittee is 3 June 2023)

Marina Gate

The new gate has been installed by Gate Automation. There were a few issues in the first week which were subsequently rectified, including providing extra protection for the sensor and adjusting the “stop” for the gate opening. For safety reasons additional mesh will be installed against the railings to the left of the gate.

Dredging

The broader range of sediment samples was taken by Water Technology and a report has been provided, showing the level of all contaminants to be within acceptable range. The next step is for Water Technology to consult the regulator with respect to obtaining the MACA consent, including whether the spoil can be deposited on the beach or must be deposited out to sea.

Seabed Lease

Peter Bailey from Farren Group has conducted a survey of the Lease and proposed Licence area which has been provided to Parks Victoria. Parks has now sent this to the Valuer for valuation.

RB9 replacement

The opportunity to purchase a good second hand rhib to replace RB9 was identified and reviewed and endorsed by Sailing Committee and the Rescue boats “Working Group”. This purchase is in line with the previously agreed plans and has been approved by General Committee (see attached proposal for details, which was approved by GC by email). The extras (T-top and cover) were completed by the dealer before the boat was delivered on 22 June 2023. RB9 will be put up for sale.

Carpark

A plumber is being engaged to address the drainage issues in the carpark. We do not yet have an schedule for the work. Glenn Norton is coordinating and has offered to drill the required holes at no charge.

Forecourt redevelopment

Scott Shelton is progressing with the tender package and has provided the General Manager and the Commodore with an update this week.

Niesje Hees

23/6/23

Social Committee meeting June 2023.

Social Committee rule:

Non-attendance to a meeting is an automatic YES vote.

Indecisive / non committal is an automatic YES vote No vote / don't agree: must come up with an alternative idea on the night

Attendance: Karen McCloskey, Margaret Rowe, Kenn, Sue Cassidy, Helen Aberdeen, Cath Hurley, Joyce Cosgrove, Greg Wallace, Sue Drummond

Apologies: George, Karen Johns, Jaqui, Rod Cuthbert Accepted minutes from last meeting.

Action list produced at each meeting. Committee members are allocated a job / task.

March action list update:

Sailing Lifts Your Spirits yacht – charity status still pending.

Cruising group dinner attended by SC members – meal nice and talk very informative.

Next Social club meeting – will be on 19th July in Williamstown.

10 member of RBYC will travel to Willy via Halcyon (courtesy of Mr & Mrs Cuthbert) to see how RVMYC do their member's draws and dinners.

Recognitions Fridays – 2.4 fleet was represented by Mark Seager (Friday 4th June) this was very successful in a crowded bar. His presentation with model boats was well received and finished at 7pm for the drawer.

Member of Australian sailing was in the bar and enjoyed the talk.

- 7th July - Ice Bergers locked in for English Channel relay teams including the trivia master Don Warner.
- 4th August - VX1's locked. Brett Bowden & David Williamson hosting.
- 1st September -Laser fleet locked
- 6th October – Rod Cuthbert to co-ordinate with cruising group 3rd November – locked in with Etchells and Dragons, Peter Stubbings & Charlie Stanton hosting.

Next years Friday night recognition calendar has been started.

2nd February – brief history of QCYC – hopefully by past commodore of QCYC & RBYC Peter Johns, yet to be confirmed.

Open Day tug-o-war Sailor vs swimmers confirmed with Icebergers.

Presentation night – will not be themed this year. GC thought cocktail function was enough.

Friday night draw – More discussion on enhancing the evening.

The bar has been utilized by the icebergers more, which is fabulous. Good to see them. SC & Icebergers are still very keen to enhance the Friday evening experience for members and guests, Suggested – A lucky door prize. In the past it has been a success. Not a raffle as members have been negative in the past about being asked for money.

Oaks Day – plans have been commenced. Total number of guests for the event still needs to be finalised for the kitchen to manager event well.

Bridge classes – 8 members have signed up. A good start to the new initiative. RBYC will be the only yacht club to offer bridge classes to members. We look forward to the success.

Social committee is very mindful of new proposals conflicts e.g. bridge lessons, dance lessons and glee club.

Iceberger social calendar update –

22nd June – Solstice swim. Evening swim with curry meal afterwards. All swimmers must register and wear lights. Weather looks good with water quality also good. 2 courses. 1) 800m 2) 1.1k. A piper and fire ceremony planned, Solstice ritual will be performed.

We wish them well & a successful evening.

6th August Johnny Loco swim. A winter swim.

Cocktail of the week – SC asks if possible; Icebergers could be included in the branded cocktails, especially as English Channel relay will be attempted very soon. Regatta branding of the menu has also been approved, in February. Yet noted at the several recent regattas no branding on menu was used.

New Business:

Don't cook Tuesday - Idea to get the more members into the club on a Tuesday evening a branded evening called Don't cook Tuesday 'Special menu with 3 choices of inexpensive meal options.

A good way for members to break up the week with a nice meal and meet friends or find crew for the coming weekend sail. A proposal will be submitted.

Perhaps a trial once a fortnight or monthly to see how it is received.

Sunday sess – Icebergers are keen for their member Marcus to have a Sunday band session in the bar towards end of August, for members entertainment.

Etchells world Championships committee for January 2025 -have asked Social committee to assist with the social events, once planned.

This was supported by the SC.

Addendum:

Suggestion – The previously use small upstairs café could be used as a small quiet members dining space, with a set table (cloth & cutlery). For those who wish to have a meal and conversation on a Friday / Saturday night when the Bayview room is not booked.

Currently, it can be arranged but is not known commonly amongst members.

2.4 fleet have offered to update the members on a Friday night in late August, once they have returned from Finland. Nasijarvi Sailing club Tampere & the Paralympics in Amsterdam.

Friday night lucky door prize – Niesje has kindly supported the idea and will talk to the relevant people re: prizes from suppliers etc. Please note this will not be a raffle.

Proposal for General Royal Brighton Yacht Club (25 May 2023)

One-line description of what is being proposed

An opportunity for all members and their friends/ guests to come to the club and sing in the members bar or Bayview room on a Sunday afternoon from approximately 4pm to 6 pm, once every couple of months.

Background and Purpose

(Any background or context information about what is trying to be achieved). If appropriate, link to one or more of the Strategic pillars.

This proposal is supported by The Social Committee in partnership with Melbourne's famous sing-a-long choir, the Glee Club ([Glee Club Melbourne's Famous Sing-A-Long Choir](#)).

Glee Club is all about making opportunities for everybody to sing! Whether you're just dipping your toe in the water or reconnecting with your inner singer, their singalongs give you the chance to let your voice out.

Their motto is "you do you": there's never any commitment to come again, there are no solos or auditions and you can hold your drink while you sing!

Each session runs for 75-90 minutes and includes a bunch of songs by the artist being celebrated as well as some trivia and lots of laughs. You don't need to prepare anything or even know the artist particularly well – they give you all the tools you need to have a fantastic night of singing.

This proposal strongly supports nearly every one the RBYC's strategic pillars and, based on evidence of Glee Club's previous successes, it is highly likely to deliver the desired outcomes of those pillars; for example, inclusive and welcoming to the whole community, enjoyment of our waterfront location, exposure to our services, supportive of all groups and interests, appealing to all members of all ages, helps members to feel comfortable as part of the RBYC community and proud to be a part of it, an enjoyable place to be, active partnership with community organization, inclusive and welcoming, a learning culture, meeting the needs of our member base with an appealing offering, an enjoyable and FUN 😊 place to be. This offering will appeal to members and is also likely to attract new members, particularly as members will be supported/ encouraged to bring along a guest/ friend.

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

This proposal has only considered one option however going forward other options may be considered based on the results of this offering; for example, running more regular sessions, partnerships with other club events and other Glee Club sessions etc.

Option 1 – Sing Sunday Once Every Couple of Months

Advantages/ benefits

The advantages/ benefits of this to the club can be seen by examining how strongly it supports the club's strategic pillars and outcomes and no extra equipment is needed.

There is no need for extra staffing or equipment. Coach, portable keyboard and pianist provided by Glee Club.

Tried and tested model at similar venues across Melbourne and the World.

Other advantages to this experience come from recognizing the numerous, formally supported, positive benefits of song which state that it dramatically improves self-esteem, helps people to be calmer and more focused, and increases enjoyment and engagement. And it is fun 😊 .

Disadvantages/ risks

The main disadvantages to the club are that it may conflict with other events however the location of the singalong and/or the date it is on are easily moved.

The low risk of this proposal failing to attract members and guests is minimized by the person who runs Glee Club (Vicky Jacobs) also sending an invitation to her existing membership to come along and join in.

Quotes obtained

Single supplier – Glee Club.

Vicky Jacobs of Glee Club (see attached summary) will run events and would charge \$18.00 for Glee Club members and a discounted price (t.b.c.) for RBYC members and guests to attend.

Resources required

Staff – at this stage no change to existing staffing is required.

Volunteers – this will be informally supported by Social Committee members

Other - I would suggest having Vicky run this event is much easier however she is happy if the club wants to run it.

She would bring her own portable keyboard and pianist.

Timeline

First session starting in June/July on a Sunday afternoon from approximately 4pm to 6 pm and then once every couple of months.

Each session runs for 75-90 minutes.

Recommendation

The General Committee is asked to approve the above proposal and immediately afterwards the social committee in unison with Vicky Jacobs will start work to put the proposal into action.

About Vicky Jacobs who runs Glee Club

As a musical director, pianist and vocal coach, Vicky has worked broadly in Australia's entertainment industry.

In recent years, Vicky has been Associate Musical Director for 'Hairspray', 'Moulin Rouge', 'Come From Away', 'Singin' In The Rain', 'Jersey Boys' and 'Beautiful: The Carole King Musical'. She has played for rehearsals and in the orchestras of some of the biggest shows to have graced the Australian stage including 'Wicked', 'Xanadu', 'Les Miserables', 'Strictly Ballroom' and Hugh Jackman's 'Broadway to Oz' to name a few.

In 2022 she was Musical Director for Melbourne Theatre Company's acclaimed new Australian play, 'The Heartbreak Choir'. She has also been Musical Director for 'Motherhood The Musical', and 'Elegies: A Song Cycle', and has been nominated for Greenroom Awards for her work on 'John and Jen' and 'Thrill Me'.

As an arranger and composer, you can find Vicky's work at [The Australian Music Vault](#) [Choir](#) project, [Total Choir Music](#) and available to purchase at [Sheet Music Plus](#).

Vicky is part of the team that developed the Number 1 Vocal Warm Up app for smartphone, [Warm Me Up](#).

Vicky has hosted community and corporate singing events around the country including Festival of Voices' 'Big Sing Bonfire' in 2018 and 2019 and is thrilled to be back in Hobart for the 2022 festival.

Most of all, Vicky enjoys making music for the fun of it so loves sharing her skills with singers and enthusiasts from all walks of life!