



# Royal Brighton Yacht Club

The Sailors' Club

## GENERAL COMMITTEE MINUTES

Monday 31st July 2023, 6.00 PM

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

**APOLOGIES** - Peter Coleman, Peter Gebhardt.

Commodore N. Hees advised the committee that Nick Barber has resigned from the committee due to personal commitments.

### PREVIOUS MINUTES

- True and accurate record;

**MOVED:** Murray Cowdell      **SECONDED:** Marnie Irving      **CARRIED**

### BUSINESS ARISING

- Nil

### CORRESPONDENCE

- Nil

### FINANCE SUB COMMITTEE

- Minutes of previous meeting tabled.
- Accounting policies regarding the treatment of the Marina Lease, Dredging Maintenance, and accruals in the balance sheet to be discussed with Auditors & OTH.
- FY23 Accounts to be available for the August meeting.
- A second term deposit of \$500k has been invested for 6 months @ 4.1%. Additional funds \$400K have been deposited in an at-call account @ 1.55%
- Observations for the currently unaudited FY23 accounts
  - Gross Profit ↑11%
  - Membership Revenue ↑12.6%



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## The Sailors' Club

- Marina & Hardstand Revenue ↑13.5%
- Catering Revenue ↑32% (last year had 2 months of Covid lockdown)
- Costs ↑ 26% which has primarily occurred in the second half of the FY.  
This is across the board in all aspects of operation.

### MEMBERSHIP REPORTS

- Accept new members as listed.

### New Members to be Ratified

Thomas Van donkelaar	Senior
Alexey Rudakov	Senior Family
Jacques Ettia	Senior Family
Paul Golding	Senior Family
Gary Williams	Crew Plus
David Juers	Crew
Adrian Hawkes	Crew
Christopher Clark	Gym
Keith Butterworth	Gym
Dan Millwood	Aquatic
Jack Bines	Intermediate
Anna Brasch	Social
Lindy Freer	Social
Jennifer Grieve	Social
Katie Kent	Social
Francesca Pavone	Social
Ralfas Jegorovas	Social
Sue Crew	Social Extra
Toby Golding	Junior Family
Leon Rudakov	Junior Family

**MOVED:** Cath Hurley

**SECONDED:** Murray Cowdell **CARRIED UNANIMOUSLY**



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### GENERAL MANAGER REPORT –

- The written report was tabled.
- It was proposed that the dates of the AGM be set for 19<sup>th</sup> September 2023 and the date for the Committee election be set for the 9<sup>th</sup> September 2023.
- Nomination forms to be returned as per notice (August 18<sup>th</sup> 2023)
- **MOVED:** Niesje Hees                      **SECONDED:** Murray Cowdell **CARRIED UNANIMOUSLY**

### SAILING REPORT

- Discussion held regarding the starting tower & possible relocation to hard stand.
- Skippers Briefing (pre-season) is a compulsory event.
- Sailing Calendar has been updated and will be published online soon.
- Frostbite regatta has been re-scheduled for 20 August.

### IDAG REPORT

- No report this month

### ASSET REPORT

- The written report was tabled.

### CSC REPORT

- The minutes of recent meeting were tabled.
- Establishment of can/bottle recycling program to be considered.
- CB & PH are controlling the Clean Marina Accreditation, further assessment is required. PH will return to committee if works are required.

### SOCIAL SUB COMMITTEE / proposals

- Minutes of recent meeting were distributed.



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- Glee Club proposal to proceed, awaiting contact from organiser.

## CRUISING GROUP

- No report this month

## GENERAL BUSINESS

- BH asked that the staff be thanked for generating a very successful presentation night.
- MH indicated that George has won a prestigious bagpipe competition. MH to provide details so this can be applauded in the newsletter.
- MEETING CLOSED: 8:43PM
- NEXT MEETING: 28<sup>th</sup> August 2023



# Royal Brighton Yacht Club

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## GENERAL COMMITTEE MINUTES

Monday 23<sup>rd</sup> June 2023, 6.00 PM Zoom

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

**APOLOGIES** - Peter Coleman, Peter Gebhardt.

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## Treasurers Report for July 2023

The Treasurers report for July 2023 shows a deficit of \$107,597, which was an increase an increase on last years deficit of \$100,643.

Total Revenue for the period of \$373,307 was above last years revenue (\$339,230) by \$39,077.

At the time of writing this report the budget for the new financial year had not been loaded into the system,

Other points to note:

- Catering revenue is almost \$20K above last year's revenue.
- Bar prices have increased due to the Governments increases in excise tax.
- Insurance costs have risen. Part of this is due to the increased value of RB2.
- Now that the Maintenance Manager is back at work there is more maintenance work being undertaken.
- Sailing expenses have increased against last year due to the fit out of both RB2 and the Clubs' training keel boat.
- Employment expenses have increase due to an increase in costs and a number of additional employees and the increased superannuation being paid.

The Club has \$1.5 million in term deposits, and we are also receiving interest from a business saver account.

The Club has also received a quote for new engines for the Clubs power boats. The finalisation of the engine replacement quote will be discussed at the Finance Sub Committee.

Amortisation of Subscription & Marina income from the Balance Sheet the P & L to be discussed.

21/08/2023

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

Dear Board Members,

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

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

**Financial Results July 2023:**

The financial reports for the period have been prepared on a calendar month basis from 1<sup>st</sup> July to 31<sup>st</sup> July 2023. The Club traded as usual throughout the month, trading for all 31 days.

The Club's financial performance for the July period has been analysed and compared with the previous year's figures. During the July period, the Club generated a total income of \$373k, representing a 11% increase compared to the previous years income of \$334k. This increase is due to a \$22k rise in Function Food and a \$20k increase in Marina Annual Rental Income.

Expenditure for the July period totalled to \$321k, which is a 11% increase compared to July 2022. The substantial increase in Expenses can be primarily attributed to the \$11k increase in Employment Expenses and Occupancy Costs and a \$9k increase in General Operating Expenses. General Operating Expenses have increased mainly due to Subscription- IT due to a \$7k invoice from Lucid IT.

As OTH have not yet received the budgeted figures for FY24, therefore budget comparisons have been left out of the analysis for July.

In summary, the Club reported an operating loss of \$31k for July.

Please see the table below, the total Employment cost ratio to total Revenue for the last three months as well as last year.

May-23	Jun-23	Jul-23
43%	40%	54%

May-22	Jun-22	Jul-22
41%	40%	56%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
July-23 IAS	\$37,050.00	21/08/2023
June-23 BAS	\$46,237.00	25/08/2023
July-23 Super Contribution	\$19,484.91	27/08/2023
<b>Total</b>	<b>\$102,771.91</b>	

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

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

- OTH has used the same Depreciation figures as June 2023 as we are waiting for the Ashfords to complete the audit and allow us to rollover the Asset Manager Pro for FY24.

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,



**Freddie Deegan**

*Director – On Tap Hospitality*

## Profit & Loss Report July 2023

	Jul-23		
	Actual \$	LY Actual \$	Variance \$
<b>Income</b>			
Total Catering Revenue	194,382	174,532	19,850
Total Membership Income	69,740	62,960	6,780
Total Marina, Hstand & Storage Inc	97,182	83,998	13,184
Total Sailing Income	1,730	-2,177	3,907
Total OTB Income	0	0	0
Total Other Revenue	10,274	14,918	-4,645
<b>Total Income</b>	<b>373,307</b>	<b>334,230</b>	<b>39,077</b>
<b>Total Catering Cost Of Sales</b>	<b>83,353</b>	<b>56,776</b>	<b>26,577</b>
<b>Gross Profit</b>	<b>289,954</b>	<b>277,454</b>	<b>12,500</b>
Total General Operating Expenses	31,816	22,504	9,312
Total Professional Fees	8,040	8,976	-936
Total Equipment Expenses	3,929	2,195	1,734
Total Insurances, Licenses & Rego	13,107	11,911	1,196
Total Advertising & Promotions	4,492	2,183	2,309
Total Occupancy Costs	33,354	24,703	8,651
Total Debt Recovery Costs	0	9,461	-9,461
Total Repairs, Servicing & Maintenan	18,141	13,404	4,737
Total Internal Club Expenses	341	29	312
Total Marina Expenses	0	0	
Total Sailing Expenses	7,699	2,738	4,960
Total Employment Expenses	200,886	189,839	11,047
<b>Total Expenses</b>	<b>321,805</b>	<b>287,944</b>	<b>33,862</b>
<b>Operating Profit</b>	<b>-31,851</b>	<b>-10,489</b>	<b>-21,362</b>
Total Other Income	3,198	0	3,198
Total Other Expenses	78,944	90,154	-11,210
<b>Net Profit</b>	<b>-107,597</b>	<b>-100,643</b>	<b>-6,954</b>

## Profit and loss report

Accrual mode

01 May 2023 - 31 Jul 2023

	May-23	Jun-23	Jul-23	Total
<b>4-0000 Income</b>				
<b>4-1000 Catering Revenue</b>				
4-1005 Restaurant Beverage Revenue	41,644.49	45,192.45	47,128.06	133,965.00
4-1010 Restaurant Food Revenue	51,778.43	64,695.47	60,503.57	176,977.47
4-1015 Members Beverage Revenue	17,225.21	18,214.56	13,045.00	48,484.77
4-1020 Members Food Revenue	9,692.30	8,716.81	5,972.30	24,381.41
4-1021 Members F&B Discounts - Revenue	4,974.21	5,314.29	4,321.06	14,609.56
4-1053 Function Food	67,467.82	34,236.83	41,352.35	143,057.00
4-1054 Function Beverage	22,777.85	14,436.47	18,822.83	56,037.15
4-1055 Private Function Revenue	500.00	4.54	9.10	513.64
4-1060 Room Hire	7,045.46	6,795.47	3,227.30	17,068.23
<b>Total Catering Revenue</b>	<b>223,105.77</b>	<b>197,606.89</b>	<b>194,381.57</b>	<b>615,094.23</b>
<b>4-2000 Membership Income</b>				
4-2105 Member's Annual Subscription	92,575.17	93,139.76	62,471.89	248,186.82
4-2110 Association Fees	4,628.10	4,628.05	4,772.73	14,028.88
4-2115 Instalment Surcharge	804.92	0.00	2,495.29	3,300.21
<b>Total Membership Income</b>	<b>98,008.19</b>	<b>97,767.81</b>	<b>69,739.91</b>	<b>265,515.91</b>
<b>4-2500 Marina, Hstand &amp; OTB Storage Inc</b>				
4-2510 Hardstand Annual Rental Income	13,036.61	13,036.60	6,305.17	32,378.38
4-2520 Marina Annual Rental Income	112,207.14	117,889.13	68,505.21	298,601.48
4-2540 Marina & Hstand Casual Rental	5,793.18	5,727.28	11,709.22	23,229.68
4-2545 DSC Storage	2,260.31	2,260.31	1,303.77	5,824.39
4-2550 Maintenance Fee Income	18,629.51	18,629.50	9,358.48	46,617.49
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>151,926.75</b>	<b>157,542.82</b>	<b>97,181.85</b>	<b>406,651.42</b>
<b>4-3000 Sailing Income</b>				
4-3105 Sailing Safety Fees	1,370.35	1,370.33	1,729.92	4,470.60
4-3115 Coaching Fees	181.82	0.00	0.00	181.82
4-3120 Regattas Income	3,128.89	0.00	0.00	3,128.89
4-3130 Boat Hire Income	218.18	0.00	0.00	218.18
<b>Total Sailing Income</b>	<b>4,899.24</b>	<b>1,370.33</b>	<b>1,729.92</b>	<b>7,999.49</b>
<b>4-4000 DSC Income</b>				
4-4115 Tackers Enrolment Fees	(573.98)	0.00	0.00	(573.98)
4-4140 Adult Learn to Sail	254.55	1,426.18	0.00	1,680.73
4-4160 School Training Fees	127.27	0.00	0.00	127.27
<b>Total DSC Income</b>	<b>(192.16)</b>	<b>1,426.18</b>	<b>0.00</b>	<b>1,234.02</b>
<b>4-5000 Other Revenue</b>				
4-5105 Clothing & Merchandise Sales	1,927.28	1,588.91	1,921.82	5,438.01
4-5120 Sub-tenant Rental Income	3,477.61	2,477.61	2,477.61	8,432.83
4-5140 Gifts & Donations Received	0.00	150.00	2.27	152.27

	May-23	Jun-23	Jul-23	Total
4-5150 Grants & Sponsorship Income	0.00	2,000.00	240.35	2,240.35
4-5155 Credit Card Surcharge	8.03	750.46	2.64	761.13
4-5160 Keys Income	514.54	579.09	937.27	2,030.90
4-5161 Lockers Income	64.53	0.00	4,666.62	4,731.15
4-5170 Sundry Income	30.00	35.00	25.00	90.00
<b>Total Other Revenue</b>	<b>6,021.99</b>	<b>7,581.07</b>	<b>10,273.58</b>	<b>23,876.64</b>
<b>Total Income</b>	<b>483,769.78</b>	<b>463,295.10</b>	<b>373,306.83</b>	<b>1,320,371.71</b>
<b>5-0000 Catering Cost Of Sales</b>				
<b>5-0005 Cost Of Sales</b>				
5-1000 Costs of Sales- Beverage	35,278.04	35,042.46	28,724.34	99,044.84
5-2000 Costs of Sales- Food	42,020.96	63,454.46	54,546.04	160,021.46
5-3000 Costs of Sales- Clothing & Merch	116.14	1,010.21	82.37	1,208.72
<b>Total Cost Of Sales</b>	<b>77,415.14</b>	<b>99,507.13</b>	<b>83,352.75</b>	<b>260,275.02</b>
<b>Total Catering Cost Of Sales</b>	<b>77,415.14</b>	<b>99,507.13</b>	<b>83,352.75</b>	<b>260,275.02</b>
<b>Gross Profit</b>	<b>406,354.64</b>	<b>363,787.97</b>	<b>289,954.08</b>	<b>1,060,096.69</b>
<b>6-0000 Expenses</b>				
<b>6-1000 General Operating Expenses</b>				
6-1005 Bank Charges	470.03	412.56	610.63	1,493.22
6-1010 Merchant Fees	1,987.12	2,471.10	4,048.75	8,506.97
6-1011 Commission Paid	132.44	609.29	233.34	975.07
6-1015 Cash Discrepancies	841.15	(10.75)	(2.42)	827.98
6-1016 Walk Outs	62.00	374.90	0.00	436.90
6-1025 Software & Support	1,415.99	1,586.01	2,731.47	5,733.47
6-1030 Printing	1,402.90	1,496.92	1,361.91	4,261.73
6-1032 Stationery	107.13	497.74	445.74	1,050.61
6-1035 Telephone & Internet	906.04	1,097.68	1,097.66	3,101.38
6-1040 Office & Admin Expenses	1,153.00	75.46	0.00	1,228.46
6-1042 Ice	(77.28)	0.00	(307.73)	(385.01)
6-1044 Kitchen Consumables	0.00	72.41	0.00	72.41
6-1046 Subscription - IT	3,718.79	4,522.21	11,466.49	19,707.49
6-1047 Tea Towels	3,713.20	3,713.20	705.10	8,131.50
6-1056 Staff Discounts	499.40	754.49	526.82	1,780.71
6-1065 Entertainment Expenses	650.00	696.21	2,319.90	3,666.11
6-1070 Decorations	0.00	0.00	250.00	250.00
6-1075 General Expenses	0.00	0.00	1,550.00	1,550.00
6-1080 Member Expenses	0.00	905.23	457.62	1,362.85
6-1081 Members F&B Discounts	4,974.21	5,314.29	4,321.06	14,609.56
<b>Total General Operating Expenses</b>	<b>21,956.12</b>	<b>24,588.95</b>	<b>31,816.34</b>	<b>78,361.41</b>
<b>6-1200 Professional Fees</b>				
6-1210 Accounting & Audit Fees	7,448.22	7,812.52	7,729.90	22,990.64
6-1220 Legal Fees	0.00	0.00	310.00	310.00
<b>Total Professional Fees</b>	<b>7,448.22</b>	<b>7,812.52</b>	<b>8,039.90</b>	<b>23,300.64</b>
<b>6-1400 Equipment Expenses</b>				
6-1401 Equipment Expenses	623.36	5,008.23	2,491.66	8,123.25
6-1405 Replacement - Glassware etc	0.00	22.10	952.72	974.82
6-1410 Equipment Hire	198.08	236.83	209.76	644.67
6-1420 Tools & Equip - Consumables	0.00	54.60	194.63	249.23
6-1441 Freight & Courier	87.72	85.68	80.00	253.40
<b>Total Equipment Expenses</b>	<b>909.16</b>	<b>5,407.44</b>	<b>3,928.77</b>	<b>10,245.37</b>

	May-23	Jun-23	Jul-23	Total
<b>6-1600 Insurances, Licenses &amp; Rego</b>				
6-1610 Australian Sailing Association Fees	4,545.46	5,728.19	4,772.73	15,046.38
6-1620 Insurances	8,244.04	9,587.68	8,135.84	25,967.56
6-1630 License Fees	147.74	33.67	153.47	334.88
6-1631 Licence Fees - Regos	0.00	59.36	45.00	104.36
<b>Total Insurances, Licenses &amp; Rego</b>	<b>12,937.24</b>	<b>15,408.90</b>	<b>13,107.04</b>	<b>41,453.18</b>
<b>6-2000 Advertising &amp; Promotions</b>				
6-2005 Promotions	519.69	650.55	119.37	1,289.61
6-2010 Advertising & Marketing	2,392.89	499.47	4,023.48	6,915.84
6-2014 Gifts	0.00	0.00	258.09	258.09
6-2020 Vouchers Expense	136.36	181.82	90.91	409.09
<b>Total Advertising &amp; Promotions</b>	<b>3,048.94</b>	<b>1,331.84</b>	<b>4,491.85</b>	<b>8,872.63</b>
<b>6-4000 Occupancy Costs</b>				
6-4010 Electricity	10,356.56	6,775.57	12,262.39	29,394.52
6-4020 Gas	835.10	835.10	(439.43)	1,230.77
6-4025 Rental Expense	1,866.13	10,852.02	3,536.61	16,254.76
6-4030 Council Rates	861.99	861.99	861.99	2,585.97
6-4040 Cleaning	10,269.43	8,414.26	9,343.27	28,026.96
6-4041 Cleaning Products	2,140.08	3,539.66	1,515.82	7,195.56
6-4045 Security	932.00	625.00	625.00	2,182.00
6-4050 Water Rates	5,141.74	2,089.82	2,147.55	9,379.11
6-4055 Pest Control	0.00	692.75	692.75	1,385.50
6-4060 Waste Removal	2,758.48	2,046.28	2,808.28	7,613.04
6-4070 Gardening Expenses	0.00	725.95	0.00	725.95
<b>Total Occupancy Costs</b>	<b>35,161.51</b>	<b>37,458.40</b>	<b>33,354.23</b>	<b>105,974.14</b>
<b>6-5000 Debt Recovery Costs</b>				
6-5015 Debt Collection Costs	0.00	1,313.85	0.00	1,313.85
<b>Total Debt Recovery Costs</b>	<b>0.00</b>	<b>1,313.85</b>	<b>0.00</b>	<b>1,313.85</b>
<b>6-6000 Repairs, Servicing &amp; Maintenan</b>				
6-6005 R,M&S Clubhouse	4,562.02	6,263.94	5,901.39	16,727.35
6-6020 R,M&S Marina	10,430.92	1,407.92	4,703.19	16,542.03
6-6030 R,M&S Keel Boats	3,631.00	6,065.17	5,043.16	14,739.33
6-6031 R,M&S Quests	0.00	131.00	0.00	131.00
6-6033 R,M&S OziOptis	27.05	0.00	0.00	27.05
6-6040 R,M&S Rescue Boats	602.27	1,524.74	2,493.64	4,620.65
<b>Total Repairs, Servicing &amp; Maintenan</b>	<b>19,253.26</b>	<b>15,392.77</b>	<b>18,141.38</b>	<b>52,787.41</b>
<b>6-7000 Internal Club Expenses</b>				
6-7005 Committee Expenses	3,136.37	0.00	145.46	3,281.83
6-7010 General Manager Expense	629.06	0.00	0.00	629.06
6-7020 Internal Functions Expenses	0.00	0.00	195.39	195.39
<b>Total Internal Club Expenses</b>	<b>3,765.43</b>	<b>0.00</b>	<b>340.85</b>	<b>4,106.28</b>
<b>6-7050 Marina Expenses</b>				
6-7055 Pen Owner Credits	(8,854.77)	0.00	0.00	(8,854.77)
<b>Total Marina Expenses</b>	<b>(8,854.77)</b>	<b>0.00</b>	<b>0.00</b>	<b>(8,854.77)</b>
<b>6-8000 Sailing Expenses</b>				
6-8015 Volunteer Expenses	3,804.18	1,369.39	1,066.39	6,239.96
6-8021 Discovery Sailing Fees AS	32.73	0.00	272.73	305.46
6-8030 Trophies & Prizes	1,908.95	1,254.53	5,676.11	8,839.59
6-8040 Sailing Expenses	635.52	178.18	81.23	894.93



	May-23	Jun-23	Jul-23	Total
6-8050 DSC Expenses	0.00	600.00	15.12	615.12
6-8060 Regatta Expenses	234.90	0.00	0.00	234.90
6-8080 First Aid Equipment	250.00	3,565.00	587.30	4,402.30
<b>Total Sailing Expenses</b>	<b>6,866.28</b>	<b>6,967.10</b>	<b>7,698.88</b>	<b>21,532.26</b>
<b>6-9000 Employment Expenses</b>				
6-9005 Wages- Management	12,556.44	13,072.17	15,695.55	41,324.16
6-9010 Wages - Administration	13,583.74	13,348.88	9,204.71	36,137.33
6-9015 Wages - Restaurant	6,057.66	6,634.58	6,735.54	19,427.78
6-9016 Wages - Restaurant Casual	35,663.74	35,076.00	38,296.47	109,036.21
6-9017 Wages - Clubhouse	0.00	260.25	4,424.25	4,684.50
6-9018 Wages - Kitchen	37,046.79	35,955.95	39,918.79	112,921.53
6-9019 Wages - Kitchen Casual	13,563.11	11,489.84	13,200.03	38,252.98
6-9021 Wages - Sailing Casual	8,691.06	6,055.94	864.06	15,611.06
6-9022 Wages - Marina	9,307.76	8,884.68	9,455.83	27,648.27
6-9024 Wages - Members Casual	4,018.46	4,508.60	5,402.41	13,929.47
6-9025 Wages - Function	12,546.97	11,864.68	14,529.86	38,941.51
6-9026 Wages - Function Casual	10,529.47	7,623.45	8,613.51	26,766.43
6-9027 Wages - Kitchen Chef Casual	2,795.89	3,744.08	6,986.34	13,526.31
6-9050 Staff Leave Expense	18,460.22	3,914.58	(1,432.25)	20,942.55
6-9051 Provision for Annual Leave	2,140.44	499.09	40.20	2,679.73
6-9055 Superannuation	15,638.05	15,154.53	19,409.91	50,202.49
6-9060 Payroll Tax Expense	5,326.92	5,132.11	7,491.38	17,950.41
6-9065 Workcover Expense	1,690.41	1,678.30	1,999.48	5,368.19
6-9070 Recruitment Expenses	321.30	1,081.30	0.00	1,402.60
6-9080 Travel Expenses	368.18	0.00	0.00	368.18
6-9085 Staff Uniforms - Restaurant & Functions	0.00	0.00	50.00	50.00
6-9086 Staff Uniforms - Sailing	240.91	0.00	0.00	240.91
<b>Total Employment Expenses</b>	<b>210,547.52</b>	<b>185,979.01</b>	<b>200,886.07</b>	<b>597,412.60</b>
<b>Total Expenses</b>	<b>313,038.91</b>	<b>301,660.78</b>	<b>321,805.31</b>	<b>936,505.00</b>
<b>Operating Profit</b>	<b>93,315.73</b>	<b>62,127.19</b>	<b>(31,851.23)</b>	<b>123,591.69</b>
<b>8-0000 Other Income</b>				
8-0500 Interest Income	(274.47)	2,766.41	3,198.37	5,690.31
<b>Total Other Income</b>	<b>(274.47)</b>	<b>2,766.41</b>	<b>3,198.37</b>	<b>5,690.31</b>
<b>9-0000 Other Expenses</b>				
9-0200 Depreciation	73,299.18	69,937.48	70,862.90	214,099.56
9-0400 Amortisation	3,674.00	3,687.90	3,687.90	11,049.80
9-0600 Interest Expense	4,520.46	2,917.30	2,736.93	10,174.69
9-0601 Lease Interest Expense	1,780.16	1,665.58	1,656.72	5,102.46
<b>Total Other Expenses</b>	<b>83,273.80</b>	<b>78,208.26</b>	<b>78,944.45</b>	<b>240,426.51</b>
<b>Net Profit</b>	<b>9,767.46</b>	<b>(13,314.66)</b>	<b>(107,597.31)</b>	<b>(111,144.51)</b>



## Balance sheet report

Accrual mode

May 2023 - Jul 2023

	May-23	Jun-23	Jul-23
<b>1-0000 Assets</b>			
<b>1-1000 Trading Bank Accounts</b>			
1-1010 BOM- Business Chq Acc**157544	45,838.74	9,012.42	17,295.24
1-1015 BOM- MbrShp Marina Acc**098419	18,093.50	455,262.42	69,996.48
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	2,286.60	2,286.60
1-1031 BOM-Business Access Saver x391	15,532.34	533.58	400,886.74
1-1032 BOM - Term Deposit x983	1,000,000.00	1,000,000.00	1,000,000.00
1-1033 BOM - Term Deposit x061	0.00	0.00	500,000.00
<b>Total Trading Bank Accounts</b>	<b>1,098,819.07</b>	<b>1,484,174.66</b>	<b>2,007,544.70</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	1,000.00	935.15	831.48
<b>Total Floats</b>	<b>3,400.00</b>	<b>3,335.15</b>	<b>3,231.48</b>
<b>1-1200 Clearing Accounts</b>			
1-1210 Cash Clearing	(585.66)	7,817.40	360.85
1-1220 Account Clearing	278.10	0.00	0.00
1-1250 Eftpos Clearing	(2,002.95)	(108.65)	2,109.15
1-1256 Stripe payment Clearing	(5,228.00)	(8,240.00)	(10,485.00)
<b>Total Clearing Accounts</b>	<b>(7,538.51)</b>	<b>(531.25)</b>	<b>(8,015.00)</b>
<b>1-1300 Debtors</b>			
1-1310 Trade Debtors	23,378.13	25,197.73	22,709.33
1-1320 Accrued Income	12,206.85	14,960.27	17,805.48
1-1330 Other Debtors	1,167,748.67	1,114,855.10	1,279,207.24
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
<b>Total Debtors</b>	<b>1,184,096.42</b>	<b>1,135,775.87</b>	<b>1,300,484.82</b>
<b>1-1350 Receivables</b>			
1-1355 Members Control Account	(19,869.03)	(725,858.95)	(29,293.64)
1-1356 Members Control Account (O. Debtors)	(969,943.61)	(969,943.61)	(517,279.32)
1-1370 Cruising Group Account	50,687.92	50,687.92	50,687.92
1-1375 Cruising Group Clearing Acc	(50,701.56)	(50,701.56)	(52,915.19)
1-1380 Icebergers Clearing Account	(5,363.93)	(5,363.93)	(5,363.93)
1-1390 Icebergers Group Account	2,873.02	2,873.02	2,873.02
<b>Total Receivables</b>	<b>(992,317.19)</b>	<b>(1,698,307.11)</b>	<b>(551,291.14)</b>
<b>1-1400 Prepayments</b>			
1-1410 Prepayments - General	15,266.24	30,192.56	80,284.38
1-1420 Prepaid Insurance	90,576.26	82,332.22	74,196.38
1-1425 Prepaid Workcover	19,850.18	19,850.18	24,902.65

	May-23	Jun-23	Jul-23
<b>Total Prepayments</b>	<b>125,692.68</b>	<b>132,374.96</b>	<b>179,383.41</b>
<b>1-1600 Stock</b>			
1-1610 Inventory- Beverage	53,177.03	50,520.54	52,556.38
1-1611 Inventory-Beverage non-alcohol	6,943.94	7,857.71	6,249.80
1-1630 Inventory- Food	24,524.44	25,767.43	22,381.65
1-1650 Inventory- Clothing & Merch	26,182.68	25,347.69	25,589.87
<b>Total Stock</b>	<b>110,828.09</b>	<b>109,493.37</b>	<b>106,777.70</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	(5,413,675.36)	(5,446,443.97)	(5,479,212.58)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(36,167.30)	(36,264.00)	(36,360.70)
1-1717 ROU Assets - Parks Victoria	166,930.26	166,930.26	166,930.26
1-1718 Amortisation Parks Victoria	(166,928.75)	(166,928.75)	(166,928.75)
1-1719 ROU Assets - Bayside City Council	669,274.09	665,695.09	662,116.09
1-1720 Amortisation Bayside City Council	(128,844.23)	(128,844.23)	(128,844.23)
<b>Total Property</b>	<b>4,380,058.68</b>	<b>4,343,614.37</b>	<b>4,307,170.06</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	(7,669,730.99)	(7,697,406.91)	(7,726,082.83)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(751,294.71)	(751,601.05)	(751,907.39)
<b>Total Marina &amp; Hardstand</b>	<b>282,111.58</b>	<b>254,129.32</b>	<b>225,147.06</b>
<b>1-1740 Plant &amp; Equipment</b>			
1-1742 Furniture, Plant & Equipment	1,054,724.63	1,056,542.81	1,056,542.81
1-1744 Accum Depreciation Plant etc	(943,874.42)	(945,679.89)	(947,499.95)
1-1750 Marina & HStand Equip at Cost	481,801.44	481,801.44	481,801.44
1-1755 Marina & HStand Equip Acc Depn	(369,885.68)	(371,100.60)	(372,285.53)
<b>Total Plant &amp; Equipment</b>	<b>222,765.97</b>	<b>221,563.76</b>	<b>218,558.77</b>
<b>1-1800 Boats</b>			
1-1810 Rescue & Work Boats at Cost	740,460.52	837,369.61	837,369.61
1-1815 Accum Depreciation Rescue Boat	(573,384.72)	(577,927.65)	(582,411.40)
1-1825 DSC Sailing Boats at Cost	223,969.90	222,082.29	222,082.29
1-1830 Accum Depreciation OTB Boats	(166,529.87)	(168,056.46)	(169,583.05)
<b>Total Boats</b>	<b>224,515.83</b>	<b>313,467.79</b>	<b>307,457.45</b>
<b>1-1900 Intangible Assets</b>			
1-1910 Designs at Cost	40,468.21	44,008.21	54,908.21
1-1920 Amortisation Designs	(16,324.83)	(16,433.73)	(16,542.63)
<b>Total Intangible Assets</b>	<b>24,143.38</b>	<b>27,574.48</b>	<b>38,365.58</b>
<b>Total Assets</b>	<b>6,656,576.00</b>	<b>6,326,665.37</b>	<b>8,134,814.89</b>
<b>2-0000 Liabilities</b>			
<b>2-1000 Trade Creditors</b>			
2-1100 Trade Creditors	116,392.03	108,310.62	193,104.75
2-1101 Overpayment of Debtors	22,503.49	22,503.49	0.00
<b>Total Trade Creditors</b>	<b>138,895.52</b>	<b>130,814.11</b>	<b>193,104.75</b>
<b>2-2000 Accruals</b>			
2-2005 Deposits Received in Advance	9,530.00	9,280.00	9,430.00
2-2110 Accruals- General	34,694.24	52,785.32	30,248.73
2-2130 Accrual- Workcover	21,919.95	23,569.39	2,157.26

	May-23	Jun-23	Jul-23
2-2140 Accrual- Payroll Tax	5,326.92	5,132.13	7,479.52
<b>Total Accruals</b>	<b>71,471.11</b>	<b>90,766.84</b>	<b>49,315.51</b>
<b>2-3000 GST and Statutory Liabilities</b>			
2-3110 GST Collected	58,748.34	78,387.16	285,229.82
2-3120 GST Paid	(33,886.54)	(57,830.46)	(79,878.20)
2-3125 ATO Liability	19,126.59	1,413.11	0.00
2-3130 PAYG Withholding Payable	26,235.00	25,680.00	62,730.00
2-3150 Superannuation Payable	38,379.26	15,214.53	23,037.86
<b>Total GST and Statutory Liabilities</b>	<b>108,602.65</b>	<b>62,864.34</b>	<b>291,119.48</b>
<b>2-4000 Employee Provisions</b>			
2-4010 Annual Leave Payable	105,159.33	107,900.99	105,064.49
2-4015 Leave Loading Payable	18,096.89	18,403.81	17,732.06
2-4020 Long Service Leave - Current	35,929.00	36,283.00	36,816.00
2-4021 Long Service Leave Non-current	52,870.00	53,382.00	54,925.00
2-4022 On-Cost for A/L & L>Loading	20,158.31	20,657.40	20,697.60
<b>Total Employee Provisions</b>	<b>232,213.53</b>	<b>236,627.20</b>	<b>235,235.15</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	92,575.17	0.00	689,633.87
2-6060 Other Income in Advance	9,736.16	1,477.47	87,348.01
<b>Total Deferred Income- Members</b>	<b>102,311.33</b>	<b>1,477.47</b>	<b>776,981.88</b>
<b>2-7000 Deferred Income- Marina</b>			
2-7010 Marina 1 Year Licence	64,743.89	(56,587.97)	696,969.38
2-7020 Marina 20 Year Lease	56,587.97	56,587.97	56,587.97
2-7030 Hardstand - Rental	13,036.60	0.00	69,356.89
2-7050 DSC Maintenance Income	18,629.50	0.00	102,943.27
<b>Total Deferred Income- Marina</b>	<b>152,997.96</b>	<b>0.00</b>	<b>925,857.51</b>
<b>2-8000 Bank Loans</b>			
2-8030 Commercial Bill S331 300243100	402,056.86	372,521.55	342,917.86
2-8031 Commercial Bill - Non Current	121,489.29	121,489.29	121,489.29
<b>Total Bank Loans</b>	<b>523,546.15</b>	<b>494,010.84</b>	<b>464,407.15</b>
<b>2-9000 Other Finance</b>			
2-9010 Equipment Loan	44,099.26	43,460.15	42,817.73
2-9011 Equipment Loan - Non Current	(37,033.86)	(37,033.86)	(37,033.86)
2-9021 Current Liability - Parks Victoria	47,755.89	47,755.89	47,755.89
2-9022 Currenrt Liability - Bayside City Council	49,936.00	46,895.75	43,846.64
2-9023 Non-Current Liability - Parks Victoria	(47,755.89)	(47,755.89)	(47,755.89)
2-9024 Non-Current Liability-Bayside City Council	525,827.00	525,827.00	525,827.00
2-9036 Credit Card P Hall x271	1,863.23	(844.52)	770.59
2-9037 Credit Card - Sammy Doddy	57.64	603.42	1,049.77
2-9038 Credit Card - Colin Burgess	325.59	3,048.40	964.67
<b>Total Other Finance</b>	<b>585,074.86</b>	<b>581,956.34</b>	<b>578,242.54</b>
<b>Total Liabilities</b>	<b>1,954,179.72</b>	<b>1,637,583.75</b>	<b>3,553,330.58</b>
<b>Net Assets</b>	<b>4,702,396.28</b>	<b>4,689,081.62</b>	<b>4,581,484.31</b>
<b>3-0000 Equity</b>			

	May-23	Jun-23	Jul-23
3-1000 Accumulated Funds	5,239,895.19	5,239,895.19	5,239,895.19
3-2000 Yachting Foundation No2 Reserv	17,785.74	17,785.74	17,785.74
3-2010 Members Reserve	202,265.49	202,265.49	202,265.49
3-3000 Retained Earnings	(474,530.01)	(474,530.01)	(474,530.01)
3-9000 Current Earnings	(283,020.13)	(296,334.79)	(107,597.31)
<b>Total Equity</b>	<b>4,702,396.28</b>	<b>4,689,081.62</b>	<b>4,877,819.10</b>

### Membership count July 23 - June 24

	Jun-23	Jul-23	-/+
Senior	391	360	-7.93%
Senior Family	132	119	-9.85%
Senior Special	10	10	0.00%
40 Year	14	19	35.71%
50 Year	36	36	0.00%
60 Year +	34	37	8.82%
Honorary Life	7	7	0.00%
Senior Country	14	11	-21.43%
Senior Absentee	33	32	-3.03%
Crew	121	115	-4.96%
Crew Plus	35	32	-8.57%
Youth U18	115	96	-16.52%
Intermediate 18-29	119	111	-6.72%
Gym	70	66	-5.71%
Social	319	322	0.94%
Social Extra	87	84	-3.45%
Junior Family	48	40	-16.67%
Aquatic	139	138	-0.72%
TPI	2	2	0.00%
<b>TOTAL</b>	<b>1726</b>	<b>1637</b>	<b>-5.16%</b>

## POS SPEND BY MEMBERSHIP TYPE - July 2023

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
40 Year	\$2,337.65	\$123.03	19	12
Senior Special	\$1,052.95	\$105.30	10	7
TPI	\$140.00	\$70.00	2	1
Honorary Life	\$467.05	\$66.72	7	5
Senior	\$20,029.65	\$55.64	360	177
Gym	\$3,625.15	\$54.93	66	39
Crew Plus	\$1,683.60	\$52.61	32	17
Aquatic	\$6,206.85	\$44.98	138	90
50 Year	\$1,524.10	\$42.34	36	16
Senior Family	\$4,957.61	\$41.66	119	48
Social	\$10,094.65	\$31.35	322	99
60 Year +	\$1,121.20	\$30.30	37	10
Crew	\$1,425.40	\$12.39	115	27
Intermediate 18-29	\$1,194.05	\$10.76	111	13
Social extra	\$547.60	\$6.52	84	10
Senior Country	\$71.10	\$6.46	11	2
Junior family	\$18.40	\$0.46	40	1
Senior Absentee	\$10.80	\$0.34	32	1
Youth	\$20.00	\$0.21	96	1
	\$56,527.81		1637	576



# Member Age Breakdown Report

Royal Brighton Yacht Club

Excluding non-member types

Membership Type	Age Group															
	Unknown DOB		Upto 25		26 - 35		36 - 45		46 - 55		56 - 65		66 - 75		75 Up	
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
Senior	6	1			8		28	4	76	9	102	20	82	5	20	1
Senior Family	1	3					3	5	22	16	21	15	15	11	5	3
Senior Special													1		9	
40 Year											4		8	2	5	
50 Year											8		20		8	
60 Year +													10		27	
Honorary Life									1				1		3	2
Senior Country					1				3		2		3		2	
Senior Absentee							4	1	5	1	12	1	6		2	
Crew		1			9	1	6	1	21	6	32	2	21	2	9	1
Crew Plus					3	1	1	1	6	1	7		4	2	3	
Intermediate 18-29			61	24	22	5										
YouthU18	1		66	27												
Gym	1				3		3	1	12		6	3	22	4	12	
Social	7	5	1		6	2	11	7	24	23	47	34	69	31	40	18
Social Extra	1	3				1		3	1	15	3	26	2	21	1	7
Junior Family	1		26	15												
Aquatic	4	3			1		12	4	15	24	32	10	25	4	4	1
TPI															2	
Totals	22	16	154	66	53	10	68	27	186	95	276	111	289	82	152	33

**Members to be ratified - August Meeting**

James Norman	Senior
Shirley Qian	Senior
Michael Turnbull	Senior
Lance Compton	Senior
Ben Hamilton	Senior Family
Alex Hamilton	Senior Family
Matthew Gault	Senior Family
Peter Walker	Crew Plus
Warren Letford	Crew Plus
Jamie Draffin	Crew
Max Timlock	Intermediate
Sophia Wilson	Intermediate
Riley Cook - staff	Intermediate
Isabel Zuk	Intermediate
Kym Thompson	Gym
Allison Hedger	Aquatic
Trinette Charleson	Aquatic
Rebecca Todd	Aquatic
Tom Zeglinas	Social
Patrick Cummin	Youth

## **GENERAL MANAGER'S REPORT AUGUST 2023**

- OH & S – There has been one incident with Chef Michelle cutting her finger, she was given first aid and taken to hospital to be assessed.
- Auditors will report at the Aug meeting. FY23 Accounts reporting is attached to this document.

### **Forecourt Redevelopment**

- Documentation is close the tender stage; we have decided to have a pretender cost estimate conducted by Miglic McLeod for a fee of \$3800+GST.
- An alteration to the planning permit for the driveway redevelopment has been submitted to obtain permission to have a 'keep clear' zone at the exit from our carpark.
- Soil testing has been conducted on the site.
- A contractor has been sourced to disassemble the current flagpole to have its maintenance requirements assessed. The flagpole will need to be relocated with the driveway development. Timing TBA
- We are awaiting a quote to reinstate power to the tower, additionally we are also sourcing a quote to build a new tower from stacked shipping containers on the hard stand.
- Carpark drainage works have commenced.
- Application to be accredited as a Clean Marina has been lodged. We will now be assessed by Clean Marina auditors, BMT. The recycled battery storage box on the hard stand has been upgraded to comply with regulations.
- General Maintenance levels are being addressed. Weeds have been sprayed on Marina & Clubhouse surrounds. Lighting upgrades (LCD) are being installed in the Members Bar & Bayview Rooms.
- Marina Authorisation – Lance Compton (new Senior member) wishes to house a powerboat in a 12 metre Marina Pen.

Phil Hall

General Manager

**Overview - Marina / Hardstand / Undercroft**

Month: Aug-23

	OTB	Hardstand	Marina	Combined	Available	Occupied	Total Vacant
Aug-23	96.30%	97.22%	82.76%	<b>89.47%</b>	437	391	46
Jul-23	96.3	97.2	81.4	88.79	437	388	49

**Marina**

Size	Club Owned	Occupied	Occ %				Total Pens	Total Occ	Total Occ %
10M	93	73	78.49%				93	73	78.49%
12M	72	54	75.00%				72	54	75.00%
13M	6	6	100.00%				6	6	100.00%
15M	35	34	97.14%				35	34	97.14%
18M	26	25	96.15%				26	25	96.15%
	<b>232</b>	<b>192</b>	<b>82.76%</b>				<b>232</b>	<b>192</b>	<b>82.76%</b>

**OTB Dinghy Storage**

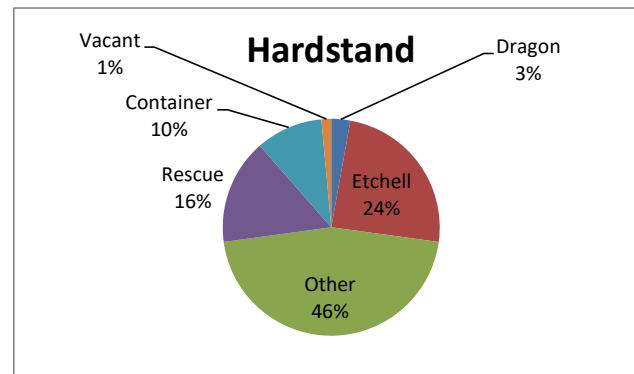
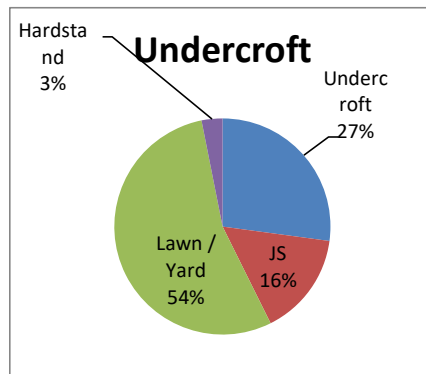
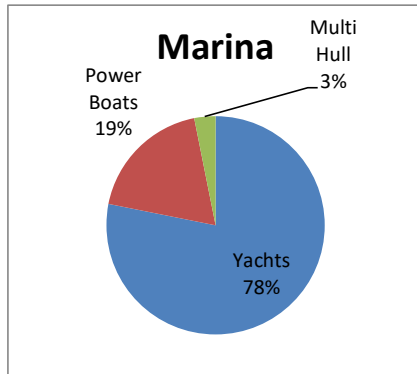
	Undercroft	JS	Lawn / Yard	Hardstand	Total of 134
Total Pens	35	20	70	4	129
Occupancy	75.00%	90.00%	95.00%	100.00%	<b>96.30%</b>

**Marina Boat Types**

Total	Vacant	Yachts	Power Boats	Multi Hull
232	40	150	36	6
100.00%	17.2%	64.7%	15.5%	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%



## **Social Committee meeting 16th August 2023.**

### *Social Committee rule:*

Non-attendance to a meeting is an automatic YES vote & or task may be allocated to you. 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 Jacqui, Kenn, Sue Cassidy, Greg Wallace, Joyce Cosgrove

Apologies: George, Cath Hurley, Sue Drummond, Karen Johns, Helen Aberdeen, Margaret Rowe, Rod Cuthbert

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

Chairperson for this meeting is Joyce Cosgrove Accepted minutes from last meeting as read.

Apologies- there was miscommunication in regard to the Iceberger recognition night. Apologies for any inconvenience or offence this may have caused. Steps for better communication will be put into place.

Icebergers have been offered alternate evening once all the swimmers have returned & available.

40th anniversary of Australia 2 winning the Americas Cup is Tuesday 26th September. Joyce proposed to commemorate the event.

The Social Committee would like to have 2 events in honour of this sporting achievement in Australian history.

Event 1. Ideas, not limited to;

The evening of the 26th September hold a special event at the club.

Decorate the member's bar, restaurant in Green & gold, boxing kangaroos.

Music – Men at work; Down Under + more from the 80's

Menu – themed with specials named after crew and the race.

Themed cocktails

Toast at 5.21pm to the winning of the Americas Cup. SC to ask Commodore to do the toast.

AV – Youtube replays of the races & trophy presentation & Bob Hawks proclamation. Advertise the special evening in the newsletter for all members to attend.

Inform John Bertrand of the evening; see if he or other members of the crew are available.

Event 2.

Screen movie at the club 'Untold' The race of the century Proposal to be re- submitted.

Glee Club – proposal has been accepted.

Planning as been made for a February 24th, commencement date. Sunday afternoon in the restaurant from 5pm.

Dance classes – Proposal will be submitted late in the year. Laser fleet confirmed for the recognition night 1st September

Drone footage of sailing races – suggested 'Brooksie' approached to film, if he is unable to do then Toby to be approached.

Recognitions nights – members to be alerted to the evening via the newsletter. Colin will need to be contacted to do this.

Opening Day – reciprocal clubs to be invited. Need to check the protocol with GC. Invitation to John Bertrand to be welcome to attend Open Day & be on the committee boat for the sail past

Cooking classes within the club kitchen on 'off' nights. RBYC is blessed with chefs from many countries. It would be an opportunity to showcase their favourite dish and teach willing members or community. Fees to be charged. Members price and general public price.

The Baths & MCC successfully run cooking classes to utilise their facilities and value add to members. Would like to do similar.

Oaks Day – Club is taking ownership of the event. Charity of choice is 'Sailing lifts your spirits'

Joyce has kindly offered to donate goodie bags for the event

Next meeting date 5th September at 6pm in the member's bar. It is prior to the cruising group meeting.  
Meeting closed at 7.00pm.