



Royal Brighton Yacht Club

The Sailors' Club

GENERAL COMMITTEE MINUTES

Monday 26th February 2024, 6.00 PM

PRESENT –Niesje Hees, Murray Cowdell, Tony Hennessy, Peter Coleman, Peter Gebhardt, Debbie Jonker, Brett Heath, Cath Hurley, Phil Hall,

APOLOGIES - Marnie Irving, Peter Demura, Neil Sargeant,

PREVIOUS MINUTES

- True and accurate record;

MOVED: Murray Cowdell

SECONDED: Cath Hurley

CARRIED

GENERAL MANAGERS REPORT

PH spoke to the written report and outlined the details of the workplace injury claim.

We have recently consulted with Geotech for a solution to the breakwater section, the solution will be provided in a written document and would need to be done in conjunction with the dredging project.

We have also engaged a company to test the Marina for electrolysis activity. Date TBC.

We intend to duplicate the members survey that was undertaken in 2021. Survey to be sent to members in late March 2024.

It was proposed that 2 powerboats belonging to Damien Newton-Brown & Graham Flinders be admitted to the Marina - CARRIED

Commodore Niesje Hees introduced the letter received from a member making a recommendation for Honorary Life Membership. Further information is being sought.

MEMBERSHIP

Accept new members as listed.



Royal Brighton Yacht Club

The Sailors' Club

New Members to be ratified @ Feb meeting

Thinus Keeve	Senior
Nick Broadley	Senior
Jon Phillips	Senior
Richard Nichols	Senior
Alison Weatherly	Senior
Jacqueline Hang Burrows	Senior
Gilles Arlove	Senior
Loretta Evans	Crew
Zhenyu Ma	Crew Plus
Tracey Gottliebsen	Crew Plus
Liam Nagle	Crew
Bruno Ferreira	Crew
Rowan Reid	Aquatic
William (prefers Charlie) McDonald	Intermediate
Mark O'Mahony	Intermediate
Eoin O'Mahony	Intermediate
Susan Hooper	Social
Paul Braddock	Social
Noel Curtin	Social
Emma Lindsay	Social
Jocelyn Fang	Youth
Shanessa Fang	Youth
Jaden Fang	Youth
Tomothée Goussard	Youth
Peter Gibson	Crew
Georgina Ward	Senior
Ross Thompson	Senior
Donald Hawke	Social
Janice Hawke	Social

MOVED: Peter Gebhardt

SECONDED: Cath Hurley

CARRIED



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FINANCE REPORT

Treasurer Brett Heath spoke to the written treasurer's report.

- Marina income is slightly backloaded with the amortisation process.
- Membership continues to see strong growth. The reception team we complimented on being great brand ambassadors.
- NH, BH & PH are meeting with Bank of Melbourne to start the process of a Bank Loan in accordance with Special General Meeting.

150th YEAR ANNIVERSARY WORKING GROUP

No further updates at this stage

SAILING REPORT

- No report this month.

CRUISING GROUP

- Report tabled
- Recent speakers have had a good response.

IDAG REPORT

- No report this month

ASSET REPORT

- No report this month.

CSC REPORT

- No report this month

SOCIAL SUB COMMITTEE

- No report this month



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GENERAL BUSINESS

- TH asked about the cleaning schedules for the gym and the operation of the TV in the gym.
- TH indicated that the max event numbers for Government House was 200pax in relation to 150 Anniversary Ball.
- DJ asked links for our website and restaurant bookings be added to the newsletter.
- PH to investigate the possibility of QR Codes being available for ordering in the members Bar whilst the bar is non-operational. Signage to be added in the interim.
- PG suggested that he recently had notification that his Working with Children Card was due to expire.
- PG asked for the process of the new year budget to be explained. This included a Capital Expenditure budget.
- CH highlighted that Bliss Regatta is scheduled for May 5th 2024 and that most sponsors were on-board.
- NH reminded the committee about the fundraiser for elite sailors being held Friday evening in the members bar.

MEETING CLOSED 7:45PM

- Subsequent to the meeting the GC provided unanimous approval by circular email for Kevin Wilson to be recommended as an Honorary Life Member at the upcoming Half Yearly General Meeting.

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	7	1			6		31	6	75	7	108	24	82	5	28	1
Senior Family		4					4	4	19	17	22	16	13	10	5	4
Senior Special													1		9	
40 Year											3		9	2	5	
50 Year											6		21		9	
60 Year +													9		27	
Honorary Life									1				1		3	2
Senior Country					1				3		2		3		2	
Senior Absentee							4	1	5		9	1	8		1	
Crew		1			7	2	6	1	21	6	28	3	25	2	8	1
Crew Plus					1	1	4	2	7	2	9		4	2	3	
Intermediate 18-29			65	20	22	6										
YouthU18			58	23												
Gym	1				4		3	1	10		10	2	19	5	11	
Social	7	5	2		6	1	8	5	30	21	49	32	73	39	47	20
Social Extra	1	3				1		4	1	16	3	30	2	22	1	7
Junior Family			28	16												
Aquatic	4	2					10	2	13	27	32	11	27	3	7	1
TPI															2	
Totals	20	16	153	59	47	11	70	26	185	96	281	119	297	90	168	36

POS SPEND BY MEMBERSHIP TYPE - January 2024

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
Senior Special	\$1,453.45	\$145.35	10	6
40 Year	\$2,183.97	\$114.95	19	13
50 Year	\$3,573.15	\$99.25	36	18
Senior	\$34,167.83	\$90.39	378	203
Crew Plus	\$2,794.55	\$79.84	35	23
Gym	\$4,495.16	\$68.11	66	39
Senior Family	\$7,565.67	\$66.37	114	62
Social	\$19,473.97	\$57.11	341	147
60 Year +	\$1,814.30	\$50.40	36	14
Aquatic	\$6,256.24	\$45.67	137	87
Honorary Life	\$295.85	\$42.26	7	5
Crew	\$4,191.94	\$37.77	111	51
Senior Country	\$230.95	\$21.00	11	2
Intermediate 18-29	\$1,905.38	\$16.86	113	16
Social extra	\$1,349.60	\$14.83	91	16
Youth	\$363.25	\$4.78	76	2
Senior Absentee	\$47.35	\$1.58	30	2
Junior family	\$10.10	\$0.23	44	1
TPI	\$108.45	\$0.00	2	1
	\$92,281.16		1657	708

Membership count July 23 - June 24

	Jun-23	Jul-23	-/+	Aug-23	-/+	Sep-23	-/+	Oct-23	-/+	Nov-23	-/+	Dec-23	-/+	Jan-24	-/+
Senior	391	360	-7.93%	362	0.56%	360	-0.55%	365	1.39%	370	1.37%	368	-0.54%	378	2.72%
Senior Family	132	119	-9.85%	122	2.52%	122	0.00%	116	-4.92%	116	0.00%	116	0.00%	114	-1.72%
Senior Special	10	10	0.00%	10	0.00%	10	0.00%	10	0.00%	10	0.00%	10	0.00%	10	0.00%
40 Year	14	19	35.71%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%
50 Year	36	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%
60 Year +	34	37	8.82%	36	-2.70%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%
Honorary Life	7	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%
Senior Country	14	11	-21.43%	11	0.00%	11	0.00%	11	0.00%	11	0.00%	11	0.00%	11	0.00%
Senior Absentee	33	32	-3.03%	30	-6.25%	32	6.67%	31	-3.13%	30	-3.23%	30	0.00%	30	0.00%
Crew	121	115	-4.96%	111	-3.48%	111	0.00%	111	0.00%	107	-3.60%	108	0.93%	111	2.78%
Crew Plus	35	32	-8.57%	29	-9.38%	30	3.45%	31	3.33%	33	6.45%	34	3.03%	35	2.94%
Youth U18	115	96	-16.52%	95	-1.04%	93	-2.11%	91	-2.15%	86	-5.49%	77	-10.47%	76	-1.30%
Intermediate 18-29	119	111	-6.72%	113	1.80%	114	0.88%	114	0.00%	116	1.75%	114	-1.72%	113	-0.88%
Gym	70	66	-5.71%	69	4.55%	70	1.45%	69	-1.43%	67	-2.90%	66	-1.49%	66	0.00%
Social	319	322	0.94%	325	0.93%	330	1.54%	331	0.30%	332	0.30%	334	0.60%	341	2.10%
Social Extra	87	84	-3.45%	84	0.00%	85	1.19%	88	3.53%	91	3.41%	91	0.00%	91	0.00%
Junior Family	48	40	-16.67%	44	10.00%	45	2.27%	44	-2.22%	45	2.27%	44	-2.22%	44	0.00%
Aquatic	139	138	-0.72%	137	-0.72%	137	0.00%	137	0.00%	136	-0.73%	138	1.47%	137	-0.72%
TPI	2	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%
TOTAL	1726	1637	-5.16%	1642	0.31%	1650	0.49%	1649	-0.06%	1650	0.06%	1641	-0.55%	1657	0.98%

Membership - January 2024

		TOTALS	TOTAL %
Senior	378		
Senior Family	114		
Senior Special	10		
40 Year	19		
50 Year	36		
60 Year +	36		
Honorary Life	7		
Senior Country	11		
Senior Absentee	30	Total Senior	39%
Crew	111		
Crew Plus	35	Total Crew	9%
Intermediate 18-29	113	113	7%
Youth	76	76	5%
Gym	66	66	4%
Social	341	341	21%
Social extra	91	91	5%
Junior family	44	44	3%
Aquatic	137	137	8%
TPI	2	2	0%
sponsors	0	0	0%
TOTAL	1657	1657	100%

	June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	June 2023	End January 2024
Senior	368	347	324	336	335	356	368	391	378
Senior Family	96	93	89	92	92	103	127	132	114
Senior Special	17	17	16	16	13	15	12	10	10
40 Year	18	14	12	12	12	12	12	14	19
50 Year	45	45	44	44	43	39	38	36	36
60 Year +	39	42	42	38	32	34	33	34	36
Honorary Life	7	7	6	6	6	6	7	7	7
Senior Country	12	16	16	15	13	13	14	14	11
Senior Absentee	55	49	40	38	36	37	31	33	30
Crew	184	149	143	155	156	140	123	121	111
Crew Plus	31	27	22	21	26	28	24	35	35
Intermediate 18-29	67	66	77	99	75	97	81	119	113
Youth U18	106	141	136	148	150	119	102	115	76
Gym	75	75	65	78	74	78	74	70	66
Social	242	233	212	207	207	255	288	319	341
Social Extra	79	77	64	64	63	73	78	87	91
Junior Family	14	19	22	28	25	31	40	48	44
Aquatic	75	79	78	73	81	114	132	139	137
TPI	0	1	1	3	3	2	2	2	2
Sponsors	11	2	4	4	4	4	0	0	0
TOTAL	1541	1499	1413	1477	1446	1556	1586	1726	1657

New Members to be ratified @ Feb meeting

Thinus Keeve	Senior
Nick Broadley	Senior
Jon Phillips	Senior
Richard Nichols	Senior
Alison Weatherly	Senior
Jacqueline Hang Burrows	Senior
Gilles Arlove	Senior
Loretta Evans	Crew
Zhenyu Ma	Crew Plus
Tracey Gottliebsen	Crew Plus
Liam Nagle	Crew
Bruno Ferreira	Crew
Rowan Reid	Aquatic
William (prefers Charlie) McDonald	Intermediate
Mark O'Mahony	Intermediate
Eoin O'Mahony	Intermediate
Susan Hooper	Social
Paul Braddock	Social
Noel Curtin	Social
Emma Lindsay	Social
Jocelyn Fang	Youth
Shanessa Fang	Youth
Jaden Fang	Youth
Tomothée Goussard	Youth
Peter Gibson	Crew
Georgina Ward	Senior
Ross Thompson	Senior
Donald Hawke	Social
Janice Hawke	Social

GENERAL MANAGER'S REPORT FEBRUARY 2024

- OH & S – There has been a Workcover Claim made by one of our casual waitresses who is claiming a workplace injury of anxiety & stress related to the number and frequency of shifts she has been allocated.

- Forecourt Redevelopment – Club architect Scott Shelton has written a Letter of Intent to the chosen builder. NH, BH & PH are meeting with bank of Melbourne to discuss loan options on Tuesday 27/02/2024.
- Admiralty Flag Pole we have sourced quotes for a replacement pole as follows. Pole could be placed replacing the pole in the rigging yard OR at front entrance.

- Marina Dredging Project – the application for MACA consent is ready to be submitted this week.

- CCTV cameras are to be installed on the hardstand and marina. The contractor has been given the go-ahead and has ordered the equipment for installation.
- Recently complete Maintenance Items include: All fixed marks have had their chain replaced. 4 marks have been cleaned with 2 remaining to be cleaned.
- Solar panels on roof have all been cleaned.
- WIP – material has been purchased to replace Harry T walkway & 2.4mR walkway in marina.
- We have had enquiries from the icebergers regarding a possible sewer leak. We have also had SE Water inspect our sewer line from the Marina, responding to an EPA request. They didn't find any issues.
Wherever it is coming from I am sure that it moves with tide/wind direction etc. I have had a similar report around the low landing section of the pier.
The smell may be coming from the dog beach or the Yarra. We will continue to investigate.

Philip Hall
General Manager

22/02/2024

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

Dear Board Members,

RE: Royal Brighton Financial Results – January 2024

Below is a summary of the Club's financial results for January 2024, as well as accompanying commentary.

Financial Results January 2024:

The financial reports for the period have been prepared on a calendar month basis from 1st January to 31st January 2024. The Club traded 31 days of the month.

The Club's financial performance for the January period has been analysed and compared with the previous months figures. During the January period, the Club generated a total income of \$558k, representing a \$74k decrease compared to the Decembers income of \$633k. This decrease is due to a \$60k decrease in Total Catering Income in which \$35k of the decrease can be attributed to Function Food. However, Cost of Sales did not reflect the drop in sales with a \$1k increase.

Expenditure for the January period totalled to \$380k, which is a \$42k decrease compared to December. Total Employment Expenses did decrease by \$11k primarily due to a \$11k decrease in Functions Casual which is evident in the drop in Function Revenue. Please note a negative expense is being shown for R,M&S Marina due to a journal being posted in January which is now capitalising invoices relating to dredging.

For a comprehensive analysis, the Club's financial results were compared to the budgeted figures for the period. The Club's revenue exceeded the budgeted figures by 1%, however the Cost of Sales went over the budget by 20%. On the other hand, the Club's expenses outperformed the budget by 7%. Overall, the Club's Operating Profit performed well and exceeded the forecasted results by 45%.

In summary, the Club reported an Operating Profit of \$47k for January. Year to Date Operating Profit is \$241k

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

Nov-23	Dec-23	Jan-24
44%	48%	52%

Nov-22	Dec-22	Jan-23
40%	39%	39%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
September BAS 23 Payment Plan	\$20,848.78	27/02/2024
December BAS 23	\$128,721.00	28/02/2024
January Super	\$22,918.18	27/02/2024
Total	\$172,487.96	

The Balance Sheet of the Club reflects the most recent financial position as of the end of January 2024, and it is confirmed that the Club is current with all statutory payments and lodgements.

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

- Rescue & Work Boats is currently \$40k less than the Asset Manager Pro figure due to waiting on instruction from the venue on the disposal of engines.

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

Kind Regards,

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

Freddie Deegan

Director – On Tap Hospitality

Profit & Loss [Budget Analysis]

January 2024

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$96,987.87	\$90,000.00	\$6,987.87	7.8%
4-1010	Restaurant Food Revenue	\$119,424.53	\$120,000.00	-\$575.47	(0.5)%
4-1015	Members Beverage Revenue	\$27,495.75	\$25,000.00	\$2,495.75	10.0%
4-1020	Members Food Revenue	\$12,197.21	\$12,000.00	\$197.21	1.6%
4-1021	Members F&B Discounts - Revenue	\$6,531.56	\$6,000.00	\$531.56	8.9%
4-1053	Function Food	\$9,855.46	\$18,500.00	-\$8,644.54	(46.7)%
4-1054	Function Beverage	\$11,240.36	\$3,000.00	\$8,240.36	274.7%
4-1060	Room Hire	\$1,363.65	\$3,800.00	-\$2,436.35	(64.1)%
	Total Catering Revenue	\$285,096.39	\$278,300.00	\$6,796.39	2.4%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$80,000.00	\$75,000.00	\$5,000.00	6.7%
4-2110	Association Fees	\$4,772.73	\$4,778.00	-\$5.27	(0.1)%
4-2115	Instalment Surcharge	\$1,364.59	\$875.00	\$489.59	56.0%
	Total Membership Income	\$86,137.32	\$80,653.00	\$5,484.32	6.8%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$8,600.00	\$9,815.00	-\$1,215.00	(12.4)%
4-2520	Marina Annual Rental Income	\$92,470.47	\$97,351.00	-\$4,880.53	(5.0)%
4-2540	Marina & Hstand Casual Rental	\$9,504.55	\$9,000.00	\$504.55	5.6%
4-2545	DSC Storage	\$1,400.00	\$1,500.00	-\$100.00	(6.7)%
4-2550	Maintenance Fee Income	\$13,000.00	\$14,500.00	-\$1,500.00	(10.3)%
	Total Marina, Hstand & OTB Storage Inc	\$124,975.02	\$132,166.00	-\$7,190.98	(5.4)%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$1,729.92	\$1,500.00	\$229.92	15.3%
4-3120	Regattas Income	\$18,034.52	\$20,000.00	-\$1,965.48	(9.8)%
4-3130	Boat Hire Income	\$1,545.45	\$0.00	\$1,545.45	NA
	Total Sailing Income	\$21,309.89	\$21,500.00	-\$190.11	(0.9)%
4-4000	DSC Income				
4-4110	DSC Programme & Training Fees	\$0.00	\$14,000.00	-\$14,000.00	(100.0)%
4-4116	Out There Enrolment Fees	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
4-4117	Adult Enrolment Fees	\$0.00	\$5,000.00	-\$5,000.00	(100.0)%
4-4119	Powerboat Courses Fees	\$0.00	\$1,400.00	-\$1,400.00	(100.0)%
4-4125	School Holiday Program	\$23,374.40	\$0.00	\$23,374.40	NA
4-4130	Term 1 Training	\$1,090.91	\$0.00	\$1,090.91	NA
4-4135	Term 4 Training	-\$172.73	\$0.00	-\$172.73	NA
4-4140	Adult Learn to Sail	\$300.00	\$2,560.00	-\$2,260.00	(88.3)%
4-4145	Keel Boat Learn to Sail	\$1,851.64	\$0.00	\$1,851.64	NA
4-4160	School Training Fees	\$5,527.27	\$5,760.00	-\$232.73	(4.0)%
4-4165	Private Coaching Fees	\$790.91	\$0.00	\$790.91	NA
	Total DSC Income	\$32,762.40	\$29,720.00	\$3,042.40	10.2%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$2,376.37	\$1,400.00	\$976.37	69.7%
4-5120	Sub-tenant Rental Income	\$3,401.54	\$4,695.00	-\$1,293.46	(27.5)%
4-5155	Credit Card Surcharge	\$1,748.67	\$800.00	\$948.67	118.6%
4-5160	Keys Income	\$813.87	\$800.00	\$13.87	1.7%
4-5170	Sundry Income	\$64.77	\$100.00	-\$35.23	(35.2)%
	Total Other Revenue	\$8,405.22	\$7,795.00	\$610.22	7.8%
	Total Income	\$558,686.24	\$550,134.00	\$8,552.24	1.6%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				

Profit & Loss [Budget Analysis]

January 2024

		Selected Period	Budgeted	\$ Difference	% Difference
5-1000	Costs of Sales- Beverage	\$55,138.10	\$42,480.00	\$12,658.10	29.8%
5-2000	Costs of Sales- Food	\$76,213.93	\$65,730.00	\$10,483.93	15.9%
5-3000	Costs of Sales- Clothing & Merch	\$0.00	\$462.00	-\$462.00	(100.0)%
Total Catering Cost Of Sales		\$131,352.03	\$108,672.00	\$22,680.03	20.9%
Gross Profit		\$427,334.21	\$441,462.00	-\$14,127.79	(3.2)%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$455.34	\$580.00	-\$124.66	(21.5)%
6-1010	Merchant Fees	\$3,091.22	\$3,000.00	\$91.22	3.0%
6-1011	Commission Paid	\$45.38	\$600.00	-\$554.62	(92.4)%
6-1015	Cash Discrepancies	-\$6.24	\$50.00	-\$56.24	(112.5)%
6-1016	Walk Outs	\$0.00	\$50.00	-\$50.00	(100.0)%
6-1025	Software & Support	\$1,199.21	\$2,500.00	-\$1,300.79	(52.0)%
6-1030	Printing	\$1,937.75	\$4,500.00	-\$2,562.25	(56.9)%
6-1031	Postage	\$35.51	\$50.00	-\$14.49	(29.0)%
6-1032	Stationery	\$692.16	\$580.00	\$112.16	19.3%
6-1035	Telephone & Internet	\$911.85	\$1,200.00	-\$288.15	(24.0)%
6-1040	Office & Admin Expenses	\$28.18	\$500.00	-\$471.82	(94.4)%
6-1042	Ice	-\$69.68	\$0.00	-\$69.68	NA
6-1044	Kitchen Consumables	\$775.01	\$0.00	\$775.01	NA
6-1046	Subscription - IT	\$3,926.74	\$2,500.00	\$1,426.74	57.1%
6-1047	Tea Towels	\$1,402.10	\$1,550.00	-\$147.90	(9.5)%
6-1051	Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
6-1056	Staff Discounts	\$1,773.74	\$1,000.00	\$773.74	77.4%
6-1060	Clothing & Merchandise Costs	\$1,582.79	\$1,500.00	\$82.79	5.5%
6-1065	Entertainment Expenses	\$11.81	\$0.00	\$11.81	NA
6-1080	Member Expenses	\$718.63	\$0.00	\$718.63	NA
6-1081	Members F&B Discounts	\$6,531.56	\$6,000.00	\$531.56	8.9%
Total General Operating Expenses		\$25,043.06	\$26,735.00	-\$1,691.94	(6.3)%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$6,593.52	\$7,500.00	-\$906.48	(12.1)%
Total Professional Fees		\$6,593.52	\$7,500.00	-\$906.48	(12.1)%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$1,383.53	\$1,500.00	-\$116.47	(7.8)%
6-1405	Replacement - Glassware etc	\$119.41	\$300.00	-\$180.59	(60.2)%
6-1410	Equipment Hire	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-1420	Tools & Equip - Consumables	\$0.00	\$40.00	-\$40.00	(100.0)%
6-1440	Fuel & Oil	\$3,070.10	\$1,000.00	\$2,070.10	207.0%
6-1441	Freight & Courier	\$96.50	\$150.00	-\$53.50	(35.7)%
Total Equipment Expenses		\$4,669.54	\$3,990.00	\$679.54	17.0%
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$4,772.73	\$4,800.00	-\$27.27	(0.6)%
6-1620	Insurances	\$8,325.71	\$8,333.00	-\$7.29	(0.1)%
6-1630	License Fees	\$540.46	\$333.00	\$207.46	62.3%
Total Insurances, Licenses & Rego		\$13,638.90	\$13,466.00	\$172.90	1.3%
6-2000	Advertising & Promotions				
6-2005	Promotions	\$586.98	\$4,000.00	-\$3,413.02	(85.3)%
6-2010	Advertising & Marketing	\$2,971.75	\$2,000.00	\$971.75	48.6%
6-2016	Digital Expenses	\$0.00	\$100.00	-\$100.00	(100.0)%
6-2020	Vouchers Expense	\$285.45	\$100.00	\$185.45	185.5%

Profit & Loss [Budget Analysis]

January 2024

		Selected Period	Budgeted	\$ Difference	% Difference
	Total Advertising & Promotions	\$3,844.18	\$6,200.00	-\$2,355.82	(38.0)%
6-4000	Occupancy Costs				
6-4010	Electricity	\$6,715.83	\$7,500.00	-\$784.17	(10.5)%
6-4020	Gas	-\$678.19	\$2,000.00	-\$2,678.19	(133.9)%
6-4025	Rental Expense	\$3,874.11	\$11,017.00	-\$7,142.89	(64.8)%
6-4030	Council Rates	\$861.99	\$900.00	-\$38.01	(4.2)%
6-4040	Cleaning	\$9,442.44	\$9,100.00	\$342.44	3.8%
6-4041	Cleaning Products	\$1,715.94	\$3,750.00	-\$2,034.06	(54.2)%
6-4045	Security	\$0.00	\$700.00	-\$700.00	(100.0)%
6-4050	Water Rates	\$2,112.02	\$2,000.00	\$112.02	5.6%
6-4055	Pest Control	\$692.75	\$700.00	-\$7.25	(1.0)%
6-4060	Waste Removal	\$3,075.35	\$4,500.00	-\$1,424.65	(31.7)%
6-4070	Gardening Expenses	\$0.00	\$400.00	-\$400.00	(100.0)%
	Total Occupancy Costs	\$27,812.24	\$42,567.00	-\$14,754.76	(34.7)%
6-6000	Repairs, Servicing & Maintenan				
6-6005	R,M&S Clubhouse	\$7,110.86	\$13,500.00	-\$6,389.14	(47.3)%
6-6010	R,M&S Sailing	\$0.00	\$3,300.00	-\$3,300.00	(100.0)%
6-6020	R,M&S Marina	-\$15,427.30	\$15,400.00	-\$30,827.30	(200.2)%
6-6030	R,M&S Keel Boats	\$177.19	\$0.00	\$177.19	NA
6-6031	R,M&S Quests	\$1,544.40	\$0.00	\$1,544.40	NA
6-6040	R,M&S Rescue Boats	\$4,876.15	\$1,500.00	\$3,376.15	225.1%
6-6050	R,M&S Other Plant & Equipment	\$71.81	\$0.00	\$71.81	NA
	Total Repairs, Servicing & Maintenan	-\$1,646.89	\$33,700.00	-\$35,346.89	(104.9)%
6-8000	Sailing Expenses				
6-8005	Race Entry Expenses	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-8015	Volunteer Expenses	\$2,092.53	\$800.00	\$1,292.53	161.6%
6-8021	Discovery Sailing Fees AS	\$0.00	\$800.00	-\$800.00	(100.0)%
6-8025	Training Expenses	\$0.00	\$150.00	-\$150.00	(100.0)%
6-8030	Trophies & Prizes	\$134.05	\$0.00	\$134.05	NA
6-8050	DSC Expenses	\$67.97	\$0.00	\$67.97	NA
6-8060	Regatta Expenses	\$4,690.60	\$10,000.00	-\$5,309.40	(53.1)%
6-8080	First Aid Equipment	\$596.57	\$0.00	\$596.57	NA
	Total Sailing Expenses	\$7,581.72	\$12,750.00	-\$5,168.28	(40.5)%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$12,556.46	\$15,695.00	-\$3,138.54	(20.0)%
6-9010	Wages - Administration	\$14,705.45	\$13,895.00	\$810.45	5.8%
6-9015	Wages - Restaurant	\$5,107.24	\$7,235.80	-\$2,128.56	(29.4)%
6-9016	Wages - Restaurant Casual	\$64,796.38	\$50,372.30	\$14,424.08	28.6%
6-9017	Wages - Clubhouse	\$6,065.56	\$5,000.00	\$1,065.56	21.3%
6-9018	Wages - Kitchen	\$27,362.86	\$41,745.00	-\$14,382.14	(34.5)%
6-9019	Wages - Kitchen Casual	\$21,808.17	\$14,471.60	\$7,336.57	50.7%
6-9020	Wages - Sailing	\$0.00	\$8,942.00	-\$8,942.00	(100.0)%
6-9021	Wages - Sailing Casual	\$33,806.74	\$30,000.00	\$3,806.74	12.7%
6-9022	Wages - Marina	\$10,238.87	\$11,538.00	-\$1,299.13	(11.3)%
6-9024	Wages - Members Casual	\$5,682.76	\$5,844.30	-\$161.54	(2.8)%
6-9025	Wages - Function	\$21,840.68	\$7,792.40	\$14,048.28	180.3%
6-9026	Wages - Function Casual	\$816.89	\$11,688.60	-\$10,871.71	(93.0)%
6-9027	Wages - Kitchen Chef Casual	\$18,652.54	\$0.00	\$18,652.54	NA
6-9030	External Wages- Contractors	\$4,587.22	\$0.00	\$4,587.22	NA
6-9050	Staff Leave Expense	\$9,273.00	\$0.00	\$9,273.00	NA
6-9051	Provision for Annual Leave	\$311.37	\$0.00	\$311.37	NA

Profit & Loss [Budget Analysis]

January 2024

		Selected Period	Budgeted	\$ Difference	% Difference
6-9055	Superannuation	\$22,858.18	\$24,664.20	-\$1,806.02	(7.3)%
6-9060	Payroll Tax Expense	\$9,261.22	\$10,874.67	-\$1,613.45	(14.8)%
6-9065	Workcover Expense	\$2,530.40	\$2,160.00	\$370.40	17.1%
6-9070	Recruitment Expenses	\$360.00	\$0.00	\$360.00	NA
6-9075	Staff Training Expenses	\$0.00	\$200.00	-\$200.00	(100.0)%
6-9085	Staff Uniforms - Restaurant & Functions	\$226.45	\$0.00	\$226.45	NA
Total Employment Expenses		\$292,848.44	\$262,118.87	\$30,729.57	11.7%
Total Expenses		\$380,384.71	\$409,026.87	-\$28,642.16	(7.0)%
Operating Profit		\$46,949.50	\$32,435.13	\$14,514.37	44.7%
8-0000	Other Income				
8-0500	Interest Income	\$3,885.52	\$0.00	\$3,885.52	NA
Total Other Income		\$3,885.52	\$0.00	\$3,885.52	NA
9-0000	Other Expenses				
9-0200	Depreciation	\$72,072.36	\$75,000.00	-\$2,927.64	(3.9)%
9-0400	Amortisation	\$8,540.00	\$3,687.00	\$4,853.00	131.6%
9-0600	Interest Expense	\$4,039.11	\$5,000.00	-\$960.89	(19.2)%
9-0601	Lease Interest Expense	\$1,602.96	\$1,850.00	-\$247.04	(13.4)%
Total Other Expenses		\$86,254.43	\$85,537.00	\$717.43	0.8%
Net Profit/(Loss)		-\$35,419.41	-\$53,101.87	\$17,682.46	33.3%

Profit and loss report

Accrual mode

01 Nov 2023 - 31 Jan 2024

	Nov-23	Dec-23	Jan-24	Total
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	83,898.78	98,590.10	96,987.87	279,476.75
4-1010 Restaurant Food Revenue	100,626.28	126,769.81	119,424.53	346,820.62
4-1015 Members Beverage Revenue	32,740.11	32,564.37	27,495.75	92,800.23
4-1020 Members Food Revenue	17,389.58	16,746.56	12,197.21	46,333.35
4-1021 Members F&B Discounts - Revenue	6,938.24	5,901.30	6,531.56	19,371.10
4-1053 Function Food	65,964.76	45,358.15	9,855.46	121,178.37
4-1054 Function Beverage	37,926.43	12,032.36	11,240.36	61,199.15
4-1055 Private Function Revenue	2,254.54	0.00	0.00	2,254.54
4-1060 Room Hire	8,340.93	7,613.68	1,363.65	17,318.26
Total Catering Revenue	356,079.65	345,576.33	285,096.39	986,752.37
4-2000 Membership Income				
4-2105 Member's Annual Subscription	80,000.00	80,000.00	80,000.00	240,000.00
4-2110 Association Fees	4,772.73	4,772.73	4,772.73	14,318.19
4-2115 Instalment Surcharge	1,339.95	1,339.83	1,364.59	4,044.37
Total Membership Income	86,112.68	86,112.56	86,137.32	258,362.56
4-2500 Marina, Hstand & OTB Storage Inc				
4-2510 Hardstand Annual Rental Income	8,600.00	8,600.00	8,600.00	25,800.00
4-2520 Marina Annual Rental Income	86,000.00	86,000.00	92,470.47	264,470.47
4-2540 Marina & Hstand Casual Rental	15,695.45	9,504.55	9,504.55	34,704.55
4-2545 DSC Storage	1,400.00	1,400.00	1,400.00	4,200.00
4-2550 Maintenance Fee Income	13,000.00	13,000.00	13,000.00	39,000.00
Total Marina, Hstand & OTB Storage Inc	124,695.45	118,504.55	124,975.02	368,175.02
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	1,729.92	1,729.92	1,729.92	5,189.76
4-3120 Regattas Income	0.00	50,275.25	18,034.52	68,309.77
4-3130 Boat Hire Income	0.00	2,818.18	1,545.45	4,363.63
Total Sailing Income	1,729.92	54,823.35	21,309.89	77,863.16
4-4000 DSC Income				
4-4125 School Holiday Program	576.37	20,573.46	23,374.40	44,524.23
4-4130 Term 1 Training	0.00	0.00	1,090.91	1,090.91
4-4135 Term 4 Training	554.54	0.00	(172.73)	381.81
4-4140 Adult Learn to Sail	2,251.63	0.00	300.00	2,551.63
4-4145 Keel Boat Learn to Sail	616.73	0.00	1,851.64	2,468.37
4-4155 Safety Boat Handling	298.55	0.00	0.00	298.55
4-4160 School Training Fees	0.00	(122.73)	5,527.27	5,404.54
4-4165 Private Coaching Fees	245.45	0.00	790.91	1,036.36
Total DSC Income	4,543.27	20,450.73	32,762.40	57,756.40

	Nov-23	Dec-23	Jan-24	Total
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	3,543.64	2,894.09	2,376.37	8,814.10
4-5120 Sub-tenant Rental Income	2,477.61	3,401.54	3,401.54	9,280.69
4-5155 Credit Card Surcharge	1,052.36	889.74	1,748.67	3,690.77
4-5160 Keys Income	950.32	552.06	813.87	2,316.25
4-5161 Lockers Income	69.68	69.68	0.00	139.36
4-5170 Sundry Income	12,186.36	64.78	64.77	12,315.91
Total Other Revenue	20,279.97	7,871.89	8,405.22	36,557.08
Total Income	593,440.94	633,339.41	558,686.24	1,785,466.59
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	68,711.40	48,493.40	55,138.10	172,342.90
5-2000 Costs of Sales- Food	101,657.55	81,385.35	76,213.93	259,256.83
Total Cost Of Sales	170,368.95	129,878.75	131,352.03	431,599.73
Total Catering Cost Of Sales	170,368.95	129,878.75	131,352.03	431,599.73
Gross Profit	423,071.99	503,460.66	427,334.21	1,353,866.86
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	463.53	473.79	455.34	1,392.66
6-1010 Merchant Fees	3,254.56	3,425.34	3,091.22	9,771.12
6-1011 Commission Paid	167.29	133.05	45.38	345.72
6-1015 Cash Discrepancies	(7.97)	(16.45)	(6.24)	(30.66)
6-1016 Walk Outs	421.73	64.73	0.00	486.46
6-1025 Software & Support	1,128.41	929.81	1,199.21	3,257.43
6-1030 Printing	1,575.62	2,113.27	1,937.75	5,626.64
6-1031 Postage	24.89	30.29	35.51	90.69
6-1032 Stationery	488.20	221.83	692.16	1,402.19
6-1035 Telephone & Internet	1,087.30	1,130.03	911.85	3,129.18
6-1040 Office & Admin Expenses	0.00	0.00	28.18	28.18
6-1042 Ice	675.46	121.82	(69.68)	727.60
6-1043 Restaurant Consumables	53.02	0.00	0.00	53.02
6-1044 Kitchen Consumables	548.54	392.60	775.01	1,716.15
6-1046 Subscription - IT	3,886.44	4,147.27	3,926.74	11,960.45
6-1047 Tea Towels	2,146.50	3,013.50	1,402.10	6,562.10
6-1055 Staff Amenities	0.00	12.61	0.00	12.61
6-1056 Staff Discounts	1,676.23	2,246.24	1,773.74	5,696.21
6-1060 Clothing & Merchandise Costs	6,364.37	2,765.93	1,582.79	10,713.09
6-1065 Entertainment Expenses	861.81	11.81	11.81	885.43
6-1070 Decorations	183.00	0.00	0.00	183.00
6-1075 General Expenses	414.51	0.00	0.00	414.51
6-1080 Member Expenses	0.00	476.18	718.63	1,194.81
6-1081 Members F&B Discounts	6,938.24	5,901.30	6,531.56	19,371.10
Total General Operating Expenses	32,351.68	27,594.95	25,043.06	84,989.69
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	6,593.52	7,821.90	6,593.52	21,008.94
Total Professional Fees	6,593.52	7,821.90	6,593.52	21,008.94
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	1,363.32	622.88	1,383.53	3,369.73
6-1405 Replacement - Glassware etc	0.00	0.00	119.41	119.41

	Nov-23	Dec-23	Jan-24	Total
6-1410 Equipment Hire	209.76	209.76	0.00	419.52
6-1440 Fuel & Oil	3,154.74	0.00	3,070.10	6,224.84
6-1441 Freight & Courier	80.00	75.00	96.50	251.50
Total Equipment Expenses	4,807.82	907.64	4,669.54	10,385.00
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	4,772.73	4,772.73	4,772.73	14,318.19
6-1620 Insurances	8,244.04	9,109.02	8,325.71	25,678.77
6-1630 License Fees	167.99	256.91	540.46	965.36
Total Insurances, Licenses & Rego	13,184.76	14,138.66	13,638.90	40,962.32
6-2000 Advertising & Promotions				
6-2005 Promotions	342.55	184.91	586.98	1,114.44
6-2010 Advertising & Marketing	7,138.46	2,889.39	2,971.75	12,999.60
6-2015 Sponsorships & Donations	14,290.00	0.00	0.00	14,290.00
6-2020 Vouchers Expense	167.04	371.61	285.45	824.10
Total Advertising & Promotions	21,938.05	3,445.91	3,844.18	29,228.14
6-4000 Occupancy Costs				
6-4010 Electricity	5,733.04	5,674.07	6,715.83	18,122.94
6-4020 Gas	6,451.75	4,551.58	(678.19)	10,325.14
6-4025 Rental Expense	729.76	729.76	3,874.11	5,333.63
6-4030 Council Rates	861.99	861.99	861.99	2,585.97
6-4040 Cleaning	10,523.74	8,682.44	9,442.44	28,648.62
6-4041 Cleaning Products	5,414.79	4,493.23	1,715.94	11,623.96
6-4045 Security	1,827.00	797.95	0.00	2,624.95
6-4050 Water Rates	2,043.89	2,112.02	2,112.02	6,267.93
6-4055 Pest Control	692.75	692.75	692.75	2,078.25
6-4060 Waste Removal	3,889.75	3,751.97	3,075.35	10,717.07
6-4070 Gardening Expenses	1,360.95	0.00	0.00	1,360.95
Total Occupancy Costs	39,529.41	32,347.76	27,812.24	99,689.41
6-5000 Debt Recovery Costs				
6-5010 Bad Debts - Written Off	0.00	113.86	0.00	113.86
Total Debt Recovery Costs	0.00	113.86	0.00	113.86
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	1,610.76	3,103.80	7,110.86	11,825.42
6-6020 R,M&S Marina	20,712.16	3,224.03	(15,427.30)	8,508.89
6-6030 R,M&S Keel Boats	2,058.95	721.73	177.19	2,957.87
6-6031 R,M&S Quests	67.77	292.00	1,544.40	1,904.17
6-6035 R,M&S Racing Optis	0.00	481.82	0.00	481.82
6-6040 R,M&S Rescue Boats	1,674.18	318.03	4,876.15	6,868.36
6-6050 R,M&S Other Plant & Equipment	166.15	0.00	71.81	237.96
Total Repairs, Servicing & Maintenan	26,289.97	8,141.41	(1,646.89)	32,784.49
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	1,028.34	195.46	0.00	1,223.80
Total Internal Club Expenses	1,028.34	195.46	0.00	1,223.80
6-8000 Sailing Expenses				
6-8015 Volunteer Expenses	1,900.27	993.47	2,092.53	4,986.27
6-8030 Trophies & Prizes	72.73	300.00	134.05	506.78
6-8040 Sailing Expenses	0.00	90.91	0.00	90.91
6-8050 DSC Expenses	0.00	47.24	67.97	115.21
6-8060 Regatta Expenses	11,250.80	22,282.23	4,690.60	38,223.63

	Nov-23	Dec-23	Jan-24	Total
6-8080 First Aid Equipment	0.00	49.86	596.57	646.43
Total Sailing Expenses	13,223.80	23,763.71	7,581.72	44,569.23
6-9000 Employment Expenses				
6-9005 Wages- Management	12,556.45	15,695.57	12,556.46	40,808.48
6-9010 Wages - Administration	13,313.34	8,612.97	14,705.45	36,631.76
6-9015 Wages - Restaurant	16,166.90	4,576.91	5,107.24	25,851.05
6-9016 Wages - Restaurant Casual	56,203.75	68,207.79	64,796.38	189,207.92
6-9017 Wages - Clubhouse	4,424.26	4,962.10	6,065.56	15,451.92
6-9018 Wages - Kitchen	31,036.73	35,529.45	27,362.86	93,929.04
6-9019 Wages - Kitchen Casual	16,560.42	20,801.16	21,808.17	59,169.75
6-9021 Wages - Sailing Casual	20,354.23	22,159.07	33,806.74	76,320.04
6-9022 Wages - Marina	10,153.88	10,153.88	10,238.87	30,546.63
6-9023 Wages - Members	(218.94)	0.00	0.00	(218.94)
6-9024 Wages - Members Casual	7,095.94	6,508.12	5,682.76	19,286.82
6-9025 Wages - Function	13,054.73	14,300.64	21,840.68	49,196.05
6-9026 Wages - Function Casual	19,725.01	12,667.55	816.89	33,209.45
6-9027 Wages - Kitchen Chef Casual	13,275.05	18,667.05	18,652.54	50,594.64
6-9030 External Wages- Contractors	1,830.67	15,522.97	4,587.22	21,940.86
6-9050 Staff Leave Expense	(6,443.73)	3,605.87	9,273.00	6,435.14
6-9051 Provision for Annual Leave	(1,117.62)	137.63	311.37	(668.62)
6-9055 Superannuation	22,215.18	26,557.22	22,858.18	71,630.58
6-9060 Payroll Tax Expense	8,831.51	11,386.17	9,261.22	29,478.90
6-9065 Workcover Expense	2,440.04	2,975.08	2,530.40	7,945.52
6-9070 Recruitment Expenses	427.73	686.90	360.00	1,474.63
6-9085 Staff Uniforms - Restaurant & Functions	646.76	175.45	226.45	1,048.66
Total Employment Expenses	262,532.29	303,889.55	292,848.44	859,270.28
Total Expenses	421,479.64	422,360.81	380,384.71	1,224,225.16
Operating Profit	1,592.35	81,099.85	46,949.50	129,641.70
8-0000 Other Income				
8-0500 Interest Income	4,840.08	4,673.44	3,885.52	13,399.04
Total Other Income	4,840.08	4,673.44	3,885.52	13,399.04
9-0000 Other Expenses				
9-0200 Depreciation	70,948.16	73,824.58	72,072.36	216,845.10
9-0400 Amortisation	8,540.00	8,540.00	8,540.00	25,620.00
9-0500 Loss/Gain on Asset Disposal	(8,500.00)	8,500.00	0.00	0.00
9-0600 Interest Expense	2,105.96	2,179.20	4,039.11	8,324.27
9-0601 Lease Interest Expense	1,620.99	1,611.99	1,602.96	4,835.94
Total Other Expenses	74,715.11	94,655.77	86,254.43	255,625.31
Net Profit	(68,282.68)	(8,882.48)	(35,419.41)	(112,584.57)



Balance sheet report

Accrual mode

Nov 2023 - Jan 2024

	Nov-23	Dec-23	Jan-24
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	23,488.74	22,028.13	29,292.01
1-1015 BOM- MbrShp Marina Acc**098419	55,998.55	65,603.87	32,303.85
1-1025 BOM- Yachting Foundation x141	2,304.17	2,329.73	2,329.73
1-1031 BOM-Business Access Saver x391	67,255.96	17,303.11	1,035,346.26
1-1032 BOM - Term Deposit x983	1,000,000.00	1,000,000.00	0.00
1-1033 BOM - Term Deposit x061	500,000.00	500,000.00	500,000.00
Total Trading Bank Accounts	1,649,047.42	1,607,264.84	1,599,271.85
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	800.01	1,043.02	474.48
Total Floats	3,200.01	3,443.02	2,874.48
1-1200 Clearing Accounts			
1-1210 Cash Clearing	2,847.01	(29,295.70)	4,365.25
1-1220 Account Clearing	99.90	35.00	35.00
1-1250 Eftpos Clearing	3,158.08	12,938.60	5,688.35
Total Clearing Accounts	6,104.99	(16,322.10)	10,088.60
1-1300 Debtors			
1-1310 Trade Debtors	32,712.64	42,348.41	20,016.68
1-1320 Accrued Income	35,995.83	40,596.56	104.68
1-1330 Other Debtors	(153,033.96)	(171,448.48)	306,142.28
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
Total Debtors	(103,562.72)	(107,740.74)	307,026.41
1-1350 Receivables			
1-1355 Members Control Account	705,045.97	701,583.32	4,021.68
1-1356 Members Control Account (O. Debtors)	(250,738.88)	(250,738.88)	0.00
1-1370 Cruising Group Account	53,079.27	53,081.55	53,083.82
1-1375 Cruising Group Clearing Acc	(53,079.27)	(53,081.55)	(53,083.82)
1-1380 Icebergers Clearing Account	(5,366.20)	(5,366.20)	(5,366.20)
1-1390 Icebergers Group Account	5,366.20	5,366.20	5,366.20
Total Receivables	454,307.09	450,844.44	4,021.68
1-1400 Prepayments			
1-1410 Prepayments - General	46,898.32	43,903.11	65,866.80
1-1420 Prepaid Insurance	41,220.22	32,976.18	24,732.14
1-1425 Prepaid Workcover	24,902.65	24,902.65	24,902.65
Total Prepayments	113,021.19	101,781.94	115,501.59
1-1600 Stock			

	Nov-23	Dec-23	Jan-24
1-1610 Inventory- Beverage	64,581.28	57,981.41	52,822.08
1-1611 Inventory-Beverage non-alcohol	6,272.37	9,222.39	8,597.65
1-1630 Inventory- Food	22,230.56	26,853.46	25,794.57
1-1650 Inventory- Clothing & Merch	20,622.02	21,824.15	20,341.05
Total Stock	113,706.23	115,881.41	107,555.35
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	(5,611,347.30)	(5,644,610.18)	(5,677,209.55)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(36,755.85)	(36,855.50)	(36,955.15)
1-1717 ROU Assets - Parks Victoria	252,983.92	248,022.92	243,061.92
1-1718 Amortisation Parks Victoria	(213,297.41)	(213,297.41)	(213,297.41)
1-1719 ROU Assets - Bayside City Council	690,748.09	687,169.09	683,590.09
1-1720 Amortisation Bayside City Council	(171,792.23)	(171,792.23)	(171,792.23)
Total Property	4,200,009.19	4,158,106.66	4,116,867.64
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	(7,835,262.86)	(7,860,688.54)	(7,885,027.14)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(753,159.08)	(753,474.76)	(753,790.45)
Total Marina & Hardstand	114,715.34	88,973.98	64,319.69
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,058,542.81	1,058,542.81	1,058,542.81
1-1744 Accum Depreciation Plant etc	(954,341.22)	(956,095.86)	(957,850.54)
1-1750 Marina & HStand Equip at Cost	479,847.81	479,847.81	479,847.81
1-1755 Marina & HStand Equip Acc Depn	(376,924.11)	(378,128.64)	(379,333.19)
Total Plant & Equipment	207,125.29	204,166.12	201,206.89
1-1800 Boats			
1-1810 Rescue & Work Boats at Cost	1,146,669.35	1,138,169.35	1,138,169.35
1-1815 Accum Depreciation Rescue Boat	(613,848.86)	(623,924.98)	(633,999.40)
1-1825 DSC Sailing Boats at Cost	220,264.11	220,264.11	220,264.11
1-1830 Accum Depreciation OTB Boats	(174,002.68)	(175,575.86)	(177,149.03)
Total Boats	579,081.92	558,932.62	547,285.03
1-1900 Intangible Assets			
1-1910 Designs at Cost	40,082.55	42,991.64	59,149.64
1-1915 Work In Progress	27,950.98	27,950.98	27,950.98
1-1920 Amortisation Designs	(16,611.13)	(16,723.35)	(16,835.58)
Total Intangible Assets	51,422.40	54,219.27	70,265.04
Total Assets	7,388,178.35	7,219,551.46	7,146,284.25
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	191,494.18	155,572.85	180,039.03
2-1101 Overpayment of Debtors	(22,503.49)	(22,503.49)	0.00
Total Trade Creditors	168,990.69	133,069.36	180,039.03
2-2000 Accruals			
2-2005 Deposits Received in Advance	10,200.00	11,570.00	13,915.00
2-2110 Accruals- General	46,245.05	34,831.01	47,368.28
2-2130 Accrual- Workcover	10,894.05	13,869.13	16,399.53
2-2140 Accrual- Payroll Tax	8,831.52	11,386.18	9,261.25

	Nov-23	Dec-23	Jan-24
Total Accruals	76,170.62	71,656.32	86,944.06
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	80,178.05	130,016.91	172,412.77
2-3120 GST Paid	(35,212.56)	(50,090.73)	(66,953.55)
2-3125 ATO Liability	216,978.00	196,394.47	177,607.90
2-3130 PAYG Withholding Payable	39,475.00	48,795.00	90,619.00
2-3150 Superannuation Payable	22,275.18	26,904.30	22,918.18
Total GST and Statutory Liabilities	323,693.67	352,019.95	396,604.30
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	113,309.89	114,152.86	115,876.93
2-4015 Leave Loading Payable	18,491.30	18,464.20	18,588.13
2-4020 Long Service Leave - Current	37,609.00	37,974.00	38,056.00
2-4021 Long Service Leave Non-current	61,655.00	64,080.00	71,423.00
2-4022 On-Cost for A/L & L>Loading	22,215.35	22,352.98	22,664.35
Total Employee Provisions	253,280.54	257,024.04	266,608.41
2-5000 Bonds & Other Liabilities			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	26,936.39	27,050.03	27,373.67
2-5030 Aust. Sports Foundation C.Acc	12,794.76	12,794.76	12,794.76
Total Bonds & Other Liabilities	40,731.15	40,844.79	41,168.43
2-6000 Deferred Income- Members			
2-6010 Subscription Income Deferred	433,119.35	369,625.32	316,612.40
2-6060 Other Income in Advance	58,026.07	60,850.78	52,365.20
Total Deferred Income- Members	491,145.42	430,476.10	368,977.60
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	553,416.11	511,205.48	462,352.30
2-7030 Hardstand - Rental	51,795.07	47,404.61	42,808.95
2-7050 DSC Maintenance Income	71,711.91	64,481.71	56,949.00
Total Deferred Income- Marina	676,923.09	623,091.80	562,110.25
2-8000 Bank Loans			
2-8030 Commercial Bill S331 300243100	223,030.61	192,625.96	162,291.46
2-8031 Commercial Bill - Non Current	121,489.29	121,489.29	121,489.29
Total Bank Loans	344,519.90	314,115.25	283,780.75
2-9000 Other Finance			
2-9021 Current Liability - Parks Victoria	39,685.00	34,724.00	29,763.00
2-9022 Currenrt Liability - Bayside City Council	21,846.49	18,752.65	15,649.78
2-9024 Non-Current Liability-Bayside City Council	535,540.67	535,540.67	535,540.67
2-9036 Credit Card P Hall x271	842.59	(517.76)	4,057.95
2-9037 Credit Card - Sammy Doddy	(1,047.81)	545.49	324.39
2-9038 Credit Card - Colin Burgess	(2,335.93)	(1,100.98)	825.26
Total Other Finance	594,531.01	587,944.07	586,161.05
Total Liabilities	2,969,986.09	2,810,241.68	2,772,393.88
Net Assets	4,418,192.26	4,409,309.78	4,373,890.37
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	17,785.74	17,785.74	17,785.74
3-2010 Members Reserve	202,265.49	202,265.49	202,265.49
3-3000 Retained Earnings	(770,488.30)	(770,488.30)	(770,488.30)
3-9000 Current Earnings	(271,265.86)	(280,148.34)	(315,567.75)

	Nov-23	Dec-23	Jan-24
Total Equity	4,418,192.26	4,409,309.78	4,373,890.37

RBYC Accounts rehash by operating function - year-to-date results to January 2024

Account No.	Account Name	Catering	Marina, Hardstand & Storage	Sailing & OTB	Membership Admin & Other	Total
4-0000	Income					
4-1000	Catering Revenue:					
4-1005	Restaurant Beverage Revenue	534,681.55	-	-	-	534,681.55
4-1010	Restaurant Food Revenue	678,533.77	-	-	-	678,533.77
4-1015	Members Beverage Revenue	183,420.21	-	-	-	183,420.21
4-1020	Members Food Revenue	91,979.45	-	-	-	91,979.45
4-1021	Members F&B Discounts - Revenue	40,885.13	-	-	-	40,885.13
4-1050	Club Function Revenue	-	-	-	-	-
4-1051	Club Function Food	-	-	-	-	-
4-1052	Club Function Beverage	-	-	-	-	-
4-1053	Function Food	279,002.88	-	-	-	279,002.88
4-1054	Function Beverage	107,776.21	-	-	-	107,776.21
4-1055	Private Function Revenue	2,554.55	-	-	-	2,554.55
4-1056	Merc Sales	-	-	-	-	-
4-1060	Room Hire	40,254.69	-	-	-	40,254.69
	Total Catering Revenue	1,959,088.44	-	-	-	1,959,088.44
4-2000	Membership Income:					
4-2105	Member's Annual Subscription	-	-	-	542,471.89	542,471.89
4-2106	Casual Visit Income	-	-	-	-	-
4-2110	Association Fees	-	-	-	33,409.11	33,409.11
4-2111	Cruising Group - Newsletter Subs	-	-	-	-	-
4-2115	Instalment Surcharge	-	-	-	10,438.15	10,438.15
4-2116	F&B Levy Reclaim	-	-	-	-	-
	Total Membership Income	-	-	-	586,319.15	586,319.15
4-2500	Marina, Hstand & Storage Inc:					
4-2510	Hardstand Annual Rental Income	-	57,905.17	-	-	57,905.17
4-2520	Marina Annual Rental Income	-	590,975.68	-	-	590,975.68
4-2530	Marina Long-term Rental Income	-	-	-	-	-
4-2540	Marina & Hstand Casual Rental	-	85,945.99	-	-	85,945.99
4-2545	OTB Storage	-	9,703.77	-	-	9,703.77
4-2550	Maintenance Fee Income	-	87,358.48	-	-	87,358.48
4-2560	Pen Owner Credits	-	-	-	-	-
	Total Marina, Hstand & Storage Inc	-	831,889.09	-	-	831,889.09
4-3000	Sailing Income:					
4-3105	Sailing Safety Fees	-	-	12,109.44	-	12,109.44
4-3106	Sailing Pass Fees	-	-	-	-	-
4-3110	School Sailing Fees	-	-	-	-	-
4-3111	Schools Learn to Sail Fees	-	-	-	-	-
4-3115	Coaching Fees	-	-	-	-	-
4-3120	Regattas Fees	-	-	68,400.68	-	68,400.68
4-3121	Volunteer Training Revenue	-	-	-	-	-
4-3125	Race Entry Fees	-	-	-	-	-
4-3130	Boat Hire Income	-	-	8,454.54	-	8,454.54
	Total Sailing Income	-	-	88,964.66	-	88,964.66
4-4000	OTB Income:					
4-4100	OTB Canteen	-	-	-	-	-
4-4105	OTB Fundraising	-	-	-	-	-
4-4110	OTB Programme & Training Fees	-	-	-	-	-
4-4111	OTB Maintenance Income	-	-	-	-	-
4-4112	Quests Program Fees	-	-	-	-	-
4-4113	Pacers Program Fees	-	-	-	-	-
4-4114	OziOptis Program Fees	-	-	-	-	-
4-4115	Tackers Enrolment Fees	-	-	-	-	-
4-4116	Out There Enrolment Fees	-	-	-	-	-
4-4117	Adult Enrolment Fees	-	-	-	-	-
4-4118	Discover Sailing Experience	-	-	-	-	-
4-4119	Powerboat Courses Fees	-	-	-	-	-
4-4120	OTB Storage	-	-	-	-	-
4-4125	School Holiday Program	-	-	61,979.88	-	61,979.88
4-4130	Term 1 Training	-	-	1,090.91	-	1,090.91
4-4135	Term 4 Training	-	-	1,763.63	-	1,763.63
4-4140	Adult Learn to Sail	-	-	4,521.45	-	4,521.45
4-4145	Keel Boat Learn to Sail	-	-	4,604.55	-	4,604.55
4-4150	Power Boat Handling	-	-	-	-	-
4-4155	Safety Boat Handling	-	-	298.55	-	298.55
4-4160	School Training Fees	-	-	10,240.90	-	10,240.90
4-4165	Private Coaching Fees	-	-	2,150.00	-	2,150.00
	Total OTB Income	-	-	86,649.87	-	86,649.87
4-5000	Other Revenue:					
4-5105	Clothing & Merchandise Sales	-	-	-	20,397.56	20,397.56
4-5110	Sub-tenant Rental Income	-	-	-	-	-
4-5120	Sub-tenant Rental Income	-	-	-	17,191.13	17,191.13
4-5130	Boat Hire Income	-	-	-	-	-
4-5140	Gifts & Donations Received	-	-	-	19.37	19.37
4-5150	Grants & Sponsorship Income	-	-	-	240.35	240.35
4-5155	Credit Card Surcharge	-	-	-	6,023.25	6,023.25
4-5160	Keys Income	-	-	-	5,437.27	5,437.27
4-5161	Lockers Income	-	-	-	4,924.11	4,924.11
4-5165	Ice Income	-	-	-	-	-
4-5170	Sundry Income	-	-	-	17,236.68	17,236.68
4-5171	Rent Concessions	-	-	-	-	-
4-5175	Jobkeeper Wage Subsidy	-	-	-	-	-
4-5176	Cash Flow Boost	-	-	-	-	-
4-5180	Interest Received	-	-	-	-	-
	Total Other Revenue	-	-	-	71,469.72	71,469.72
	Total Income	1,959,088.44	831,889.09	175,614.53	657,788.87	3,624,380.93

5-0000	Catering Cost Of Sales					-
5-0005	Cost Of Sales:					-
5-1000	Costs of Sales- Beverage	290,666.14	-	-	-	290,666.14
5-2000	Costs of Sales- Food	519,557.09	-	-	-	519,557.09
5-3000	Costs of Sales- Staff Costs	-	-	-	3,535.01	3,535.01
5-5000	Direct Staff Costs	-	-	-	-	-
	Total Catering Cost Of Sales	810,223.23	-	-	3,535.01	813,758.24
	Gross Profit	1,148,865.21	831,889.09	175,614.53	654,253.86	2,810,622.69
6-0000	Expenses					
6-1000	General Operating Expenses:					
6-1001	Gain(Loss) on Asset	-	-	-	-	-
6-1005	Bank Charges	-	-	-	3,779.33	3,779.33
6-1010	Merchant Fees ^a	11,136.17	-	-	11,136.17	22,272.34
6-1011	Commission Paid	-	-	-	904.57	904.57
6-1014	Till Discounts	-	-	-	-	-
6-1015	Cash Discrepancies	-	-	-	(183.97)	(183.97)
6-1016	Walk Outs	1,487.37	-	-	-	1,487.37
6-1020	Computer Maintenance	-	-	-	-	-
6-1025	Software & Support ^a	5,039.01	-	-	5,039.01	10,078.02
6-1030	Printing ^a	5,900.68	-	-	5,900.68	11,801.36
6-1031	Postage	-	-	-	126.40	126.40
6-1032	Stationery	-	-	-	2,813.07	2,813.07
6-1035	Telephone & Internet	-	-	-	7,455.11	7,455.11
6-1040	Office & Admin Expenses	-	-	-	49.18	49.18
6-1041	Linen	-	-	-	-	-
6-1042	Ice	-	-	361.37	-	361.37
6-1043	Restaurant Consumables	146.23	-	-	-	146.23
6-1044	Kitchen Consumables	2,834.37	-	-	-	2,834.37
6-1045	Subscriptions - Papers	-	-	-	-	-
6-1046	Subscription - IT	-	-	-	28,235.88	28,235.88
6-1047	Tea Towels	14,291.50	-	-	-	14,291.50
6-1048	Other Consumables	-	-	-	-	-
6-1049	ASIC Fee	-	-	-	-	-
6-1050	Motor Vehicle Expenses	-	-	-	-	-
6-1051	Keys Expense	-	-	-	-	-
6-1055	Staff Amenities	-	-	-	12.61	12.61
6-1056	Staff Discounts ^A	6,247.75	-	-	4,165.16	10,412.91
6-1060	Clothing & Merchandise Costs	-	-	-	23,175.88	23,175.88
6-1065	Entertainment Expenses	-	-	-	6,244.85	6,244.85
6-1070	Decorations	-	-	-	2,227.43	2,227.43
6-1075	General Expenses	-	-	-	2,273.37	2,273.37
6-1080	Member Expenses	-	-	-	3,537.88	3,537.88
6-1081	Members F&B Discounts	-	-	-	40,885.13	40,885.13
6-1085	General Function Expenses	-	-	-	-	-
	Total General Operating Expenses	47,083.08	-	361.37	147,777.74	195,222.19
6-1200	Professional Fees:					
6-1210	Accounting & Audit Fees	-	-	-	51,708.20	51,708.20
6-1220	Legal Fees	-	-	-	310.00	310.00
6-1230	Consulting Fees	-	-	-	-	-
	Total Professional Fees	-	-	-	52,018.20	52,018.20
6-1400	Equipment Expenses:					
6-1401	Equipment expenses ^c	3,428.62	-	-	5,142.94	8,571.56
6-1405	Replacement - Glassware etc	1,072.13	-	-	-	1,072.13
6-1410	Equip Hire ^c	503.42	-	-	755.14	1,258.56
6-1420	Tools & Equip - Consumables	-	-	-	531.39	531.39
6-1421	Kitchen - Consumables	-	-	-	-	-
6-1440	Fuel & Oil	-	-	-	8,675.88	8,675.88
6-1441	Freight & Courier	-	-	-	704.26	704.26
	Total Equipment Expenses	5,004.18	-	-	15,809.60	20,813.78
6-1600	Insurances, Licenses & Rego:					
6-1610	Australian Sailing Association Fees	-	-	-	33,409.11	33,409.11
6-1620	Insurances	-	-	-	58,546.73	58,546.73
6-1630	License Fees	-	-	-	1,568.57	1,568.57
6-1631	Licence Fees - Regos	-	-	45.00	-	45.00
	Total Insurances, Licenses & Rego	-	-	45.00	93,524.41	93,569.41
6-2000	Advertising & Promotions:					
6-2005	Promotions	-	-	-	2,476.66	2,476.66
6-2006	Design	-	-	-	-	-
6-2010	Advertising & Marketing	-	-	-	28,617.67	28,617.67
6-2014	Gifts	-	-	-	287.16	287.16
6-2015	Sponsorships & Donations	-	-	-	14,290.00	14,290.00
6-2016	Digital Expenses	-	-	-	110.00	110.00
6-2020	Vouchers Expense	2,036.37	-	-	-	2,036.37
	Total Advertising & Promotions	2,036.37	-	-	45,781.49	47,817.86
6-4000	Occupancy Costs:					
6-4010	Electricity ^b	-	25,250.72	-	25,250.72	50,501.44
6-4020	Gas	10,619.89	-	-	10,619.89	21,239.77
6-4025	Rental Expense	2,797.36	2,797.36	2,797.36	2,797.36	11,189.43
6-4030	Council Rates	-	-	-	6,033.93	6,033.93
6-4035	Land Tax	-	-	-	-	-
6-4040	Cleaning ^d	13,289.81	-	-	53,159.26	66,449.07
6-4041	Cleaning Products ^b	11,644.82	-	-	11,644.82	23,289.64
6-4045	Security	-	-	-	6,056.95	6,056.95
6-4050	Water Rates	-	-	-	14,593.78	14,593.78
6-4055	Pest Control	-	-	-	2,771.00	2,771.00
6-4060	Waste Removal ^A	14,263.83	-	-	9,509.22	23,773.05
6-4070	Gardening Expenses	-	-	-	1,936.90	1,936.90
	Total Occupancy Costs	52,615.71	28,048.08	2,797.36	144,373.82	227,834.96
6-5000	Debt Recovery Costs:					
6-5005	Doubtful Debts	-	-	-	-	-
6-5010	Bad Debts - Written Off	-	-	-	113.86	113.86
6-5015	Debt Collection Costs	-	-	-	-	-
	Total Debt Recovery Costs	-	-	-	113.86	113.86
6-6000	Repairs, Servicing & Maintenance:					

6-6005	R,M&S Clubhouse	-	-	-	74,126.59	74,126.59
6-6010	R,M&S Sailing	-	-	(353.64)	-	(353.64)
6-6020	R,M&S Marina	-	18,166.27	-	-	18,166.27
6-6030	R,M&S Sail Boats	-	-	8,437.58	-	8,437.58
6-6031	R,M&S Quests	-	-	1,904.17	-	1,904.17
6-6032	R,M&S Pacers	-	-	500.00	-	500.00
6-6033	R,M&S OziOptis	-	-	-	-	-
6-6035	R,M&S Racing Optis	-	-	481.82	-	481.82
6-6040	R,M&S Rescue Boats	-	-	12,587.17	-	12,587.17
6-6050	R,M&S Other Plant & Equipment	-	-	-	237.96	237.96
6-6060	R,M&S 29ers	-	-	-	-	-
	Total Repairs, Servicing & Maintenance	-	18,166.27	23,557.10	74,364.55	116,087.92
6-7000	Internal Club Expenses:					
6-7005	Committee Expenses	-	-	-	1,459.26	1,459.26
6-7010	General Manager Expense	-	-	-	-	-
6-7020	Internal Functions Expenses	-	-	-	195.39	195.39
	Total Internal Club Expenses	-	-	-	1,654.65	1,654.65
6-7050	Marina Expenses:					
6-7055	Pen Owner Credits	-	-	-	-	-
	Total Marina Expenses	-	-	-	-	-
6-8000	Sailing Expenses:					
6-8005	Race Entry Expenses	-	-	-	-	-
6-8015	Volunteer Expenses	-	-	10,232.18	-	10,232.18
6-8020	Top Yacht Entry Fees	-	-	-	-	-
6-8021	Discovery Sailing Fees AS	-	-	-	272.73	272.73
6-8025	Training Expenses	-	-	-	-	-
6-8030	Trophies & Prizes	-	-	9,306.07	-	9,306.07
6-8035	Honour Boards	-	-	-	-	-
6-8040	Sailing Expenses	-	-	-	2,600.44	2,600.44
6-8050	OTB Expenses	-	-	-	830.40	830.40
6-8051	OTB Canteen Expense	-	-	-	-	-
6-8060	Regatta Expenses	-	-	-	42,423.71	42,423.71
6-8070	Trailer Expenses	-	-	-	-	-
6-8080	First Aid Equipment	-	-	-	1,633.83	1,633.83
6-8085	First Aid Training	-	-	-	246.31	246.31
	Total Sailing Expenses	-	-	19,538.25	48,007.42	67,545.67
6-9000	Employment Expenses:					
6-9005	Wages- Management	-	-	-	97,312.47	97,312.47
6-9006	Wages - Bonus	-	-	-	-	-
6-9010	Wages - Administration	-	-	-	82,394.45	82,394.45
6-9015	Wages - Restaurant	51,048.04	-	-	-	51,048.04
6-9016	Wages - Restaurant Casual	371,935.95	-	-	-	371,935.95
6-9017	Wages - Clubhouse	-	-	-	33,669.43	33,669.43
6-9018	Wages - Kitchen	221,627.58	-	-	-	221,627.58
6-9019	Wages - Kitchen Casual	111,509.66	-	-	-	111,509.66
6-9020	Wages - Sailing	-	-	-	-	-
6-9021	Wages - Sailing Casual	-	-	114,808.19	-	114,808.19
6-9022	Wages - Marina	-	69,776.84	-	-	69,776.84
6-9023	Wages - Members	(1,085.14)	-	-	-	(1,085.14)
6-9024	Wages - Members Casual	42,929.25	-	-	-	42,929.25
6-9025	Wages - Function	62,106.18	-	-	41,404.12	103,510.30
6-9026	Wages - Function Casual	72,065.20	-	-	-	72,065.20
6-9027	Wages - Kitchen Chef Casual	87,446.35	-	-	-	87,446.35
6-9030	External Wages- Contractors	25,206.86	-	-	-	25,206.86
6-9040	Jobkeeper Top Up	-	-	-	-	-
6-9050	Staff Leave Expense	-	-	-	27,974.26	27,974.26
6-9051	Provision for Annual Leave	-	-	-	2,006.95	2,006.95
6-9055	Superannuation	90,109.82	-	-	60,073.22	150,183.04
6-9060	Payroll Tax Expense	35,137.10	-	-	23,424.74	58,561.84
6-9065	Workcover Expense	9,745.05	-	-	6,496.70	16,241.75
6-9068	Direct Staff Costs	-	-	-	-	-
6-9070	Recruitment Expenses	2,331.92	-	-	1,554.61	3,886.53
6-9075	Staff Training Expenses	-	-	-	1,257.45	1,257.45
6-9080	Travel Expenses	-	-	-	-	-
6-9085	Staff Uniforms - Restaurant & Functions	1,098.66	-	-	-	1,098.66
6-9086	Staff Uniforms - Sailing	-	-	868.19	-	868.19
6-9087	Staff Uniforms - Administration	-	-	-	58.40	58.40
6-9090	Other Employer Expenses	-	-	-	-	-
	Total Employment Expenses	1,183,212.49	69,776.84	115,676.38	377,626.79	1,746,292.50
	Total Expenses	1,289,951.82	115,991.19	161,975.46	1,001,052.54	2,568,971.00
	Operating Profit	(141,086.61)	715,897.90	13,639.07	(346,798.68)	241,651.69
8-0000	Other Income:					
8-0500	Interest Income	-	-	-	31,767.02	31,767.02
	Total Other Income	-	-	-	31,767.02	31,767.02
9-0000	Other Expenses:					
9-0200	Depreciation	-	224,111.38	40,747.52	244,485.14	509,344.04
9-0400	Amortisation	-	24,219.12	4,403.48	26,420.86	55,043.45
9-0500	Loss/Gain on Asset Disposal	-	-	-	(4,939.78)	(4,939.78)
9-0600	Interest Expense	-	-	-	18,368.13	18,368.13
9-0601	Lease Interest Expense	-	-	-	11,170.62	11,170.62
	Total Other Expenses	-	248,330.50	45,151.00	295,504.97	588,986.46
	Net Profit/(Loss)	(141,086.61)	467,567.41	(31,511.93)	(610,536.62)	(315,567.75)

Notes:

1. General employment costs marked ^a are split based on employment cost: Catering 60%/Admin 40%
 2. All expenses marked ^b have been split 50% to Catering and 50% Admin
 3. All expenses marked ^c have been split 40% to Catering and 60% Admin
 4. All expenses marked ^d have been split 20% to Catering and 80% Admin
 5. Government Grant Year-to-Date - \$274200.00. Proportionate the grants between departments based on the actual wages % paid
- * Catering - 60% (\$165392.89)
*Marina, Hardstand & Storage - 0%
*Sailing OTH - 8% (\$21146.64)



Minutes of RBYC Cruising Group Committee Meeting

Held at RBYC Clubrooms, Tuesday, February 6th, 2024 at 7:00pm

PRESENT:

Rod Cuthbert, Terry Frankham (Secretary), Peter Gebhardt (Chair), Rob Hurrell, Jo Walker, Peter Strain

APOLOGIES received:

Barbara Burns, Sue Drummond.

MINUTES: Of last meeting, held on 5th December, 2023, was confirmed.

MATTERS ARISING from MINUTES

– Nil

CORRESPONDENCE:

In:

- 10th January 2024: Email from Ed Wright, SYC, expressing interest in joining the Bass Strait Cruise.
- 30th January 2024: Email from Mick Ritchie, QCYC wharf Manager, seeking an estimate of the number of boats on the Bass Strait Cruise. (TF forwarded to RH)
- 30th January 2024: Email from John Sweeny (FYC) expressing interest in Bass Strait Cruise and suggesting some joint events with FYC and potentially RMYS. (TF forwarded to RH).
- 3rd February 2024: Email from RYCV acknowledging our thanks and stating we would always be welcome.

Out:

- 10th January 2024: Email to Ed Wright, SYC, saying he would be welcome to join the Bass Strait Cruise, and forwarding the info evening presentation, and RH's contact email.
- 22nd January 2024 Email to RYCV, thanking them for their hospitality in hosting Cruising Group on their Birthday Cruise, Sunday 21st January.
- 30th January 2024: Email reply to John Sweeny (FYC), thanking him for his interest and providing him with RH's email.

MATTERS ARISING from CORRESPONDENCE:

- RH to respond to Ed Wright and John Sweeny
- RH to revert to QCYC with boat numbers, and to remind Bass Strait Cruise boats to book berthage.

GENERAL BUSINESS:

1. Report From General Committee (Peter Gebhardt)

- Planning for new driveway/forecourt for Clubhouse.
Special General Meeting to seek approval from members to finance redevelopment via a bank loan. (given this is a known cost, thus keeping club reserves in hand for marina dredging costs – still unknown.)
- 150th Anniversary celebration in 2025 planning underway.

2. Sailing Committee Rep (Peter Gebhardt)

- Changes to sailing instructions for Division 1 windward/leeward racing in strong winds.
- Regatta discussion
Recent successful Sail Melbourne, Stonehaven Cup + cadets, VX1s, 2.4s, etc.
- Looking to recommence post New Year racing in January next year rather than February.
- Still looking for race day volunteers (new Race Officer in training)

3. Social Committee Rep (Sue Drummond)

- SD an apology for this meeting; however, the following were noted:
- Hardstand BBQ will celebrate on 10th February to celebrate the recommencement of racing post-Xmas.
- Bayview and Olympic rooms are booked out on Saturday 10th, February for Chinese New Year.

4. On Water Events:

Birthday Cruise to RYCV

- Held on Sunday, 21st January, 2024.
- Well attended - ~ 50
- There was a strong Wind Warning for the Bay, so the majority travelled by car; however, three boats made the crossing.
- Thanks to RH for coordinating and to RYCV for hosting.

Future events:

- ❖ Bass Strait Cruise in Company:
 - Sat 24th February – Monday 11th March 2024.
 - Info evening held on Friday 8th December – PG presented.
 - RH has taken on role of Cruise Coordinator
 - Currently, 6 to 8 boats have expressed interest – RH to contact Nimrod and Ed Wright to confirm participation
 - Need to pre-book QCYC wharfage – RH to send out reminder to participants
 - Interest from SYC (Ed Wright) and FYC (John Sweeny) – latter has suggested joint events.

5. Guest Speaker Dinners / Social Events:

Hard Stand Party held on Saturday 9th December 2023.

- Inclement weather, so location shifted to the Jock Sturrock centre
- Attendance down because of weather, but enjoyed by those who did attend.

+ Future events:

- ❖ Friday 16th February, 2024: - *Cruising New Caledonia and Vanuatu*.
 - Robina & Brenton Smith, Rob & Sue Hurrell, Geoff Brewster & Barbara Burns.
 - CG to pay for dinners for all speakers – PG to let Caroline know.
 - Question asked whether we could stream the event – to be investigated, but may be a step too far for club facilities.

- ❖ Friday 15th March, 2024.
 - Peter Strain to contact Roger Lloyd to see if he is available to present his talk on *2016 Bay of Biscay Crossing*
 - If Roger Lloyd is not available, we will have the Peter Strain Video – *Cruising the Great Barrier Reef*

- ❖ April event.
 - Blues Train event on Saturday 20th April
 - This will replace regular 3rd Friday Guest Speaker Dinner (which would have been the 19th)
 - Jo Walker is coordinating, and has booked those who have already expressed interest.
 - TF to send out email to cruisers to advertise event, and to ask others who wish to participate to book directly for Carriage “D”, and to let Jo know they have done so.
 - PG to let Caroline know that there will not be a Cruising Group Bayview Room Dinner in April.

- ❖ Future talks
 - *Diving in Kalimantan* (Peter Gebhardt)
 - Peter Strain - *Cruising the Great Barrier Reef* Sagred crew (Kim Davis?) video. (Paul Jenkins is contact – PG will talk to Paul)
 - Peter Johns: *European Canal Cruise* (Part 3)

6. Other business

- a. PG to continue in Chair role though to the March Committee Meeting, when the next chairperson will be assigned

- b. Question of the Juniors’ Big Boat Bay was raised.
 - This had historically been a Cruising Group arranged event, however, the Sailing Office has increasingly become involved, and host boats recently drawn from the wider Club pool
 - PG to raise with the Sailing Office as to whether CG should just hand this over to the Sailing Office to run as a “whole of Club” event.

Meeting Closed at 7:50 pm.

~

NEXT MEETING: 7:00pm, Tuesday 12th March, 2024 at RBYC Clubrooms

Committee Rep: _____ Secretary: _____

Date: _____ Date: _____



KIESER

Presented by
Rotary
Club of Brighton

Kieser Great Bayside Swim 2024

Event Report to Sponsors and Supporting Organizations

The Fourteenth Bayside Swim was presented by The Rotary Club of Brighton in association with the Brighton Lifesaving Club at Middle Brighton Beach on January 26, 2024

The event (previously The Great Australia Day Swim) was re-named the Great Bayside Swim (GBS) in 2023 to align it more strongly with the Bayside area and its Bayside supporters and sponsors



Highlights:

- 810 swimmers registered in the four swim events- the 2.5km and 1.4km Open Water Swims, the 650m Intermediate Swim and the 200/300m Junior Dash. Attendance this year was impacted by adverse weather conditions.
- Event registrations have grown substantially since the event commenced in 2010 and has become established as a major event on the Victorian Open Water Swim calendar.
- Sponsors received high visibility in promotional material including the website, Facebook Page and other social media, display boards on high traffic Bayside locations, event signage, posters, flyers, and the direct marketing campaigns. Sponsors were given prominence during the event and a number presented awards.
- The event raised \$42,000 for Rotary charities including Bayside Community Information and Support Inc. and the Brighton Lifesavers Youth programs



The event

The Event again was conducted by the Rotary Club of Brighton, supported by the Brighton Lifesaving Club. Comments from swimmers and spectators indicated that it was considered well organised and professionally presented.

Swimmers had access to change tents and gear storage. On completion of their events, swimmers also had access to a beach rinse-down shower, water and fresh fruit from Premier Fresh.

Event placegetters were given award medals. Event prizes were donated by Kieser, and Engine Swim.

Sponsors were frequently profiled during the event including at the awards ceremonies.

Feedback from swimmers about GBS was positive. Many entrants also compete in other Open Water swim events and indicated that GBS compared favourably.

Swim events

The swim courses were set out by the Brighton Lifesavers, who supervised the swimming events and provided the safety briefings.

The course for the 1.4km and 2500m Open Water swims normally commence on the South side of Middle Brighton Pier and the courses were clockwise around the Pier, breakwater and marina finishing on the beach in front of the Royal Brighton Yacht Club. The 2500m swimmers also swam a lap around a marked circuit before completing the course.

The 2024 event was impacted by strong SW winds and wave swell, and mid-morning it was considered unsafe to proceed with the 1400m event. The Brighton Lifesavers established an alternative 1300m course in more sheltered water inside the marina.

The Intermediate swim was from the Northern end of the RBYC marina to the beach, sheltered by the breakwater and pier. The Intermediate Swim provides a transition from the Junior Dash to the longer Open Water events and is strongly supported.

Entrants from a Special School swam with their 'swim buddies' in the 650m event, for separate Multiclass awards.

Experienced swimmers were highly complementary about all of the courses and indicated that they were satisfied with the layout, signage and safety arrangements.

All courses were adjacent to the pier and marina in full view of spectators, which gives the Great Bayside Swim a distinct difference to other Open Water events.



Multisport Timing provided swim times and results, using an electronic timing system. Results and swim times were available on the GBS website after each event.

A commentator identified swimmers and their swim times as leading swimmers finished their events and swim times were provided on an AV display provided by Nichols Crowder Real Estate. Swimmers also had access to a QR Code to access results on their phones.

Publicity

The event was actively promoted by the GBS team. The extensive distribution of flyers, posters, postings on Facebook, the email program and billboards increased the visibility of the event, thereby increasing the sponsors' branded reach to the local community and connection to the event.

Major promotional activities included:

- The event website www.greatbaysideswim.com.au had 10,000 visits from unique users (17,500 page views in total). Swimmers utilized the site to register, view information and swim course maps and to view their swim results. The website has been optimised so that Google displays GBS on its first search results page. The website has been optimised for display on all devices including mobile phones and tablet.
- Distribution of 4,500 event flyers at three major Victorian Open Water swim events and at a Triathlon series.
- 9 Real Estate-style billboards in high traffic locations in Bayside including a swim course map at the base of the Middle Brighton Pier, provided by Jellis Craig Real Estate.

- Weekly email campaigns delivered to the 2,900 swimmers on the GBS database of supporters and past entrants.
- Regular news and information about the event and its sponsors – including photos of swimmers and the awards presentations were posted on the GBS Facebook and Instagram Pages. The GBS Facebook page currently boasts over 88,000 likes which represents strong organic reach and engagement. Organic content was also supported by boosted posts to enhance reach further.
- Items were also shared on the Bayside Hub Facebook Group, reaching numerous Bayside residents plus additional localised social media posting extending the reach and exposure through channels such as the Bayside Mailer, Rotary Club of Brighton Facebook/Instagram/LinkedIn pages, Bayside City Council, Hampton Community Hub, Bayside Food and Lifestyle, Swimming Australia, Rotary Fitness website, Bayside Open Water Swim Group and other targeted groups, Hampton Primary School Facebook, VIP's media including Zoe Daniel MP, James Newbury MP and the Bayside Council.
- Additional social media reach was amplified through coordinated efforts with sponsors/supporters sharing posts on their channels on Facebook and Instagram.
- Sponsors' websites were linked to the event website and other key channels like social media frequently in the lead-up campaign.
- Listings in various Swim Calendars
- Community Radio Southern FM 98.3 presented their morning program from the event including interviews with sponsors. They also provided a number of pre-event interviews and posted a podcast of their event coverage on their website.



- Links to GBS from Kieser, Jellis Craig, and Nichols Crowder's websites and newsletters and the Rotary Club of Brighton email subscribers.

Sponsors

Major Sponsor:

Kieser

Event Sponsors:

Paul Sadler Swimland, Jellis Craig, Real Estate, Nichols Crowder, Real Estate, Brighton Travelworld and Bayside Council.

Donors and supporters

The event was supported by The Baths Restaurant, who arranged event catering, and The Royal Brighton Yacht Club, who provided equipment and access to their facilities.

Bayside Council provided an event permit, giving GBS access to the Brighton Baths precinct and beach.

Parks Victoria provided a permit allowing use of the pier and waterways.

Paul Sadler Swimland briefed and coached participants entering the Swimland Junior Dash. Entrants who completed the event received a participation medallion, presented by Swimland

Placegetters in all Age Divisions and Open Divisions were presented with event medals

Kieser and Engine Swim provided prizes for major events.

New Age Cleaning donated recycling and rubbish bins for the event.

Premier Fresh donated fruit.

South East Water provide a mobile water fountain for the use of spectators and competitors .

Bio-degradable Return To Earth drink cups were donated by Oxobioplastics Company.

The Brighton Grammar Junior School and St Andrews Church provided access to their car parks for swimmers.

Feedback

Feedback from swimmers and the public was positive. Both groups commented on the professional organization and spectacle of the swim events, entertainment and award ceremonies.

A formal on-line survey of swimmers was conducted, to obtain feedback and comments. The results are available to sponsors.

Highlights were:

- About 35 percent of swimmers were first-time attendees. 70 percent had swum at other Open Water swim events over the Summer.
- The most effective publicity was from the emails, real estate billboards, 'word of mouth' amongst swimmers and the flyers distributed at other swim and triathlon events.
- 93 percent of swimmers 'would probably recommend the event to their friends'.
- 94 percent swimmers 'will probably swim again next year'.
- Most aspects of the event were rated 'Good/ Very Good'. The lowest-rated aspect was car parking.
- The overall quality of the event was rated 9.2/10.

Supporting organizations

- The Rotary Club of Brighton organized the Event and over 75 Rotarians and their partners and families assisted during the Event.
- Bayside Council cleaned the beach, closed the Baths car park, and provided sponsorship of the event. The Mayor represented Bayside Council at the awards ceremony.
- The Brighton Life Saving Club arranged the course layout and provided water safety, utilizing 9 IRB rescue boats and 16 rescue boards, utilizing about 30 Lifesavers.
- Royal Brighton Yacht Club closed their marina, provided access to their yard and provided a beach rinse-down shower.
- Multisport Australia supplied the Finish Gate, and timing clock, operated the electronic timing system and provided online results on the GBS website and by text messages to swimmers.
- Kieser provided over 100 complementary massages to swimmers at their event tent.



- Medical Edge provided first aid support and paramedical staff.
- The Baths Restaurant provided their staff, facilities and food for swimmers and spectators and their terrace to entertain sponsors and guests.
- Jellis Craig Real Estate provided free ice cream for attendees.



- South East Water provided a mobile water fountain, adjacent to the beach and Finish for swimmers and spectators.

Amount Raised

The Rotary Club of Brighton raised a net \$43,000 from the Event, which will be distributed to Rotary charities – including the Brighton Lifesaving Club and the BayCISS Education Support program. The BayCISS program supports students from disadvantaged families in the Bayside area by helping fund essential school expenses.

Stuart McIntyre
Chairman
Kieser Bayside Swim
Rotary Club of Brighton

February, 2024



Event Partners



Good Afternoon

On behalf of the Rotary Club of Brighton, I would like to thank Royal Brighton Yacht Club for its continuing support of The Great Bayside Swim on January 26th.

Despite challenging weather conditions, the event was a considerable success, as outlined in the attached Report To Sponsors and Supporters.

We appreciate that the event causes disruption to marina operations and to your facilities, and appreciate the Club accommodating that.

The assistance of Phil Hall and Colin Burgess and their staff is greatly appreciated.

Regards

Stuart McIntyre
Chairman Great Bayside Swim
Rotary Club of Brighton