



Royal Brighton Yacht Club

The Sailors' Club

GENERAL COMMITTEE MINUTES

Monday 29th April 2024, 6.00 PM

PRESENT –Niesje Hees, Peter Demura, Murray Cowdell, Peter Coleman, Tony Hennessy, Marnie Irving, Neil Sargeant, Debbie Jonker, Peter Gebhardt Phil Hall,

APOLOGIES - Brett Heath, Cath Hurley,

PREVIOUS MINUTES

- True and accurate record;

MOVED: Murray Cowdell **SECONDED:** Neil Sargeant **CARRIED**

SAILING REPORT

MI addressed the committee and commented on the following:

- Skippers forums to be conducted during May.
- 150th Regatta – dates to be confirmed by fleet captains.
- NS suggested that a system to have guest helmspeople on boats may increase participation.
- Draft Calendar to be circulated.
- Social Committee introduction of SMART classes.

GENERAL MANAGERS REPORT

PH spoke to the written report.

Preparations for the Forecourt Redevelopment have commenced. Signage being prepared for the closing of the front entrance. Disabled parking installed. Updates to be provide through regular newsletter articles.

150th logo to be released at first Friday lunch and Friday night members draw.

TREASURERS REPORT

BH submitted a written report.

Budget to be submitted to the June Committee meeting.

MEMBERSHIP

Accept new members as listed.



Royal Brighton Yacht Club

The Sailors' Club

New Members to be Ratified @ meeting 29.04.24

Tim Smith	Senior
Wes Thomson	Senior
Tim Willox	Senior
Rick Buscombe	Senior
James Davie	Senior Family
Tamara Hemingway	Senior Family
Minaret Shore	Senior Family
Richard Myers	Senior Family
Hannah Bush	Senior Family
Con Livissianos	Senior Family
Ava Livissianos	Senior Family
Jack Darmody	Intermediate
Luke DiPietrantonio	Intermediate
Mac Lemon	Crew Plus
Mark Bolis	Crew Plus
Stephen Kimber	Aquatic
Mark Evans	Aquatic
Timothy Gray	Aquatic
Lisa Bird	Aquatic
Tom van der Linden	Intermediate
James Hackett	Intermediate
Eliza Ganim	Intermediate
Lewis Pepi	Intermediate
Nic Ganim	Intermediate
Ramon Lopez	Social
Helen Wilson	Social
Sallyanne Sawers	Social
Suzanne Free	Social
Victoria Brockett	Social Extra
Hugo Jarry	Youth
Mark Gyimesi	Youth
Amy Robb	Youth
Alexander Nechifor	Youth
Ava Livissianos	Junior family
Elise Nutter	Junior family
Tess Nutter	Junior family

MOVED: Murray Cowdell

SECONDED: Tony Hennessy **CARRIED**



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150th YEAR ANNIVERSARY WORKING GROUP

150 Logo design was shown to the committee. Style guide to be produced.

CRUISING GROUP

- Minutes tabled

IDAG REPORT

- No report this month

ASSET REPORT

- No report this month

CSC REPORT

- No report this month

SOCIAL SUB COMMITTEE

- Art Proposal – we have not received at this stage.
- Wine Tasting Dinner as proposed will not work.
- Discussion regarding gifts for guest speakers.

GENERAL BUSINESS

- NH highlighted the AS conference at the club on 1st June.
- TH highlighted short term pen conditions as per parks agreement.
- NH survey results are being formulated.
- DJ thanked NH for the large amount of work she does for the club.

MEETING CLOSED 8:00PM

GENERAL MANAGER'S REPORT APRIL 2024

- OH & S – Update on Workcover claim – This claim has been finalized and concluded with the waitress declared fit for work. We have offered a return-to-work plan.
- Forecourt Redevelopment – update:
 - Gas metre has been moved.
 - Building Permit has been issued.
 - Contract has been signed with the builder. Contract duration 16 weeks from commencement.
 - Work to commence Monday 13th May.
 - Signage has been ordered for the carpark to have entrance and exit from Baths Carpark. Temporary boom gate exit button (for Jock Sturrock building) ordered.
 - Temporary signage leading pedestrians to the back entrance has been ordered.
 - We will be creating a passageway behind the banquet seating in the bistro. (banquet seating moved forward) so that function patrons @ members can access upstairs and the foyer without impacting the bistro too much.
- Lighting to upgrade the sign on southern face of clubhouse has been ordered.
- Discussion regarding next year's Subscriptions and Marina Charges. FSC to make a recommendation after meeting on 6/5/2024 to be ratified by email circulation.
- New breakfast menu to commence 1/5/24. Lunch and Dinner menus to follow a week later.
- Decision regarding flagpole carried forward paper to be prepared.
- Marina Dredging Project – awaiting decision on the MACA.
- Discussion with Bayside Council regarding the Dandy Beach Visitor Management Plan We responded to the proposal suggesting the following points.

We believe that the precinct should include RBYC as the Northern Bookend.

We are supportive of the plan.

We are supportive on an increase in parking.

We are supportive of a permanent bus parking area on the south end of the Middle Brighton Baths' carparks identified as the temporary carpark, highlighted in red on page 52 of the VMP We are not supportive of the bus parking area on the Northern end of the Middle Brighton Baths' carpark.

We believe that the parking restrictions in the residential streets should not change from the current arrangements.

There is potentially the ability to have visitors arrive to the precinct via the water landing at either our marina or the Brighton pier.

- CCTV cameras on the tower are having some power issues maintaining a charge with the solar panel. The installer is currently overseas, solution to be sourced on his return.
- Marina attenuator repairs are in progress with some parts received.

*Philip Hall
General Manager*

Membership count July 23 - June 24

	Jun-23	Jul-23	-/+	Aug-23	-/+	Sep-23	-/+	Oct-23	-/+	Nov-23	-/+	Dec-23	-/+	Jan-24	-/+	Feb-24	-/+	Mar-24	-/+
Senior	391	360	-7.93%	362	0.56%	360	-0.55%	365	1.39%	370	1.37%	368	-0.54%	378	2.72%	383	1.32%	388	1.31%
Senior Family	132	119	-9.85%	122	2.52%	122	0.00%	116	-4.92%	116	0.00%	116	0.00%	114	-1.72%	118	3.51%	124	5.08%
Senior Special	10	10	0.00%	10	0.00%	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%	18	-5.26%	19	5.56%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	18	-5.26%
50 Year	36	36	0.00%	36	0.00%	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%	35	-5.41%	36	2.86%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	36	0.00%	35	-2.78%
Honorary Life	7	7	0.00%	7	0.00%	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%	11	0.00%	11	0.00%
Senior Absentee	33	32	-3.03%	29	-9.38%	32	10.34%	31	-3.13%	30	-3.23%	30	0.00%	30	0.00%	29	-3.33%	29	0.00%
Crew	121	115	-4.96%	110	-4.35%	111	0.91%	111	0.00%	107	-3.60%	108	0.93%	111	2.78%	109	-1.80%	110	0.92%
Crew Plus	35	32	-8.57%	29	-9.38%	30	3.45%	31	3.33%	33	6.45%	34	3.03%	35	2.94%	37	5.71%	38	2.70%
Youth U18	115	96	-16.52%	95	-1.04%	93	-2.11%	91	-2.15%	86	-5.49%	77	-10.47%	76	-1.30%	81	6.58%	84	3.70%
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%	119	5.31%	121	1.68%
Gym	70	66	-5.71%	69	4.55%	70	1.45%	69	-1.43%	67	-2.90%	66	-1.49%	66	0.00%	68	3.03%	67	-1.47%
Social	319	322	0.94%	325	0.93%	330	1.54%	331	0.30%	332	0.30%	334	0.60%	341	2.10%	345	1.17%	347	0.58%
Social Extra	87	84	-3.45%	84	0.00%	85	1.19%	88	3.53%	91	3.41%	91	0.00%	91	0.00%	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%	44	0.00%	47	6.82%
Aquatic	139	138	-0.72%	143	3.62%	137	-4.20%	137	0.00%	136	-0.73%	138	1.47%	137	-0.72%	140	2.19%	143	2.14%
TPI	2	2	0.00%	2	0.00%	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%	1644	0.43%	1650	0.36%	1649	-0.06%	1650	0.06%	1641	-0.55%	1657	0.98%	1685	1.69%	1708	1.36%

POS SPEND BY MEMBERSHIP TYPE - March 2024

	Total Spend per month per member type	Average spend per member type	Number of members in category	Number of members spent
40 Year	\$1,846.98	\$102.61	18	12
Senior	\$35,768.86	\$92.19	388	211
Gym	\$5,685.12	\$84.85	67	44
Senior Family	\$10,316.20	\$83.20	124	72
Crew Plus	\$2,809.17	\$73.93	38	17
50 Year	\$2,391.29	\$66.42	36	17
Aquatic	\$8,424.56	\$58.91	143	96
Senior Special	\$586.57	\$58.66	10	7
Social	\$15,974.47	\$46.04	347	146
Crew	\$4,330.61	\$39.37	110	51
Honorary Life	\$265.15	\$37.88	7	5
60 Year +	\$1,049.48	\$29.99	35	9
Senior Country	\$286.05	\$26.00	11	3
Social extra	\$928.06	\$10.20	91	18
Intermediate 18-29	\$1,172.33	\$9.69	121	16
Youth	\$45.41	\$0.54	84	1
Senior Absentee	\$0.00	\$0.00	29	0
Junior family	\$0.00	\$0.00	47	0
TPI	\$128.75	\$0.00	2	1
	\$92,009.06		1708	726

New Members to be Ratified @ meeting 29.04.24	
Tim Smith	Senior
Wes Thomson	Senior
Tim Willox	Senior
Rick Buscombe	Senior
James Davie	Senior Family
Tamara Hemingway	Senior Family
Minaret Shore	Senior Family
Richard Myers	Senior Family
Hannah Bush	Senior Family
Con Livissianos	Senior Family
Ava Livissianos	Senior Family
Jack Darmody	Intermediate
Luke DiPietrantonio	Intermediate
Mac Lemon	Crew Plus
Mark Bolis	Crew Plus
Stephen Kimber	Aquatic
Mark Evans	Aquatic
Timothy Gray	Aquatic
Lisa Bird	Aquatic
Tom van der Linden	Intermediate
James Hackett	Intermediate
Eliza Ganim	Intermediate
Lewis Pepi	Intermediate
Nic Ganim	Intermediate
Ramon Lopez	Social
Helen Wilson	Social
Sallyanne Sawers	Social
Suzanne Free	Social
Victoria Brockett	Social Extra
Hugo Jarry	Youth
Mark Gyimesi	Youth
Amy Robb	Youth
Alexander Nechifor	Youth
Ava Livissianos	Junior family
Elise Nutter	Junior family
Tess Nutter	Junior family

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			4		34	6	77	7	109	23	84	6	29	1
Senior Family		4					5	4	23	19	22	16	14	10	5	4
Senior Special													1		9	
40 Year											3		7	2	7	
50 Year											6		21		9	
60 Year +													8		26	
Honorary Life									1				1		4	2
Senior Country					1				3		2		3		2	
Senior Absentee							4	1	5		9	1	8		1	
Crew		1			7	2	6	1	18	5	29	4	25	2	9	1
Crew Plus					1	1	5	1	9	4	8		5	2	3	
Intermediate 18-29			71	19	24	8										
YouthU18			62	26												
Gym	1				4		3	1	10		10	2	19	5	12	
Social	8	5	2		6	1	8	5	30	22	46	34	75	40	50	20
Social Extra	1	3				1		4	1	16	3	29	2	23	1	7
Junior Family			28	19												
Aquatic	4	2			1		9	2	13	26	34	13	27	3	8	1
TPI															2	
Totals	21	16	163	64	48	13	74	25	190	99	281	122	300	93	177	36

24/04/2024

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

Dear Board Members,

RE: Royal Brighton Financial Results – March 2024

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

Financial Results March 2024:

The financial reports for the period have been prepared on a calendar month basis from 1st March to 31st March 2024.

The Club's financial performance for the March period has been analysed and compared with the previous months figures. The Club achieved a total income of \$596k, marking a \$6k increase compared to February's income of \$590k. This rise in revenue can be attributed to a \$13k increase in Marina, Gstand & OTB Storage revenue. However total catering revenue has seen a \$6k decrease. Overall, the Club achieved a Gross Profit of \$474k.

Expenditure for the March period totaled \$432k, reflecting a \$49k increase compared to February. Noteworthy is the significant \$53k increase in employment expenses, with wages across majority departments seeing a month-on-month increase, notably a \$14k increase in recruitment expenses. Other notable expenses for the period include a \$5k decrease in occupancy costs, primarily due to under-accrual of water rates in previous periods along with an abnormally high invoice.

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 7%, Cost of Sales also managed to stay under the budget by 1%. The Club's expenses exceeded the budget by 11%. Overall, the Club's Operating Profit exceeded the forecasted results by 0.5%.

In summary, the Club reported an Operating Profit of \$42k for March. Year to Date Operating Profit is \$361k

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

Jan-24	Feb-24	Mar-24
52%	44%	50%

Jan-23	Feb-23	Mar-23
39%	43%	42%

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
September BAS 23 Payment Plan	\$20,848.78	27/04/2024
March Super	\$28,051.21	27/04/2024
March BAS	\$127,054	27/05/2024
Total	\$175,953.99	

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

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

Kind Regards,

Talia Voukelatos

Manager – On Tap Hospitality

Royal Brighton Yacht Club

Proposal for General Committee 29 April 2025

It is proposed that the decision regarding the location and option for a replacement club flagpole be deferred until after the completion of the forecourt, so that the decision is made within the context of the new look of the club, and the pole can be unveiled as part of the 150th anniversary celebrations.

Background and Purpose

The wooden admiralty flagpole at the front of the club stood for approximately 100 years, with periodic refurbishment. It was dropped for inspection last year and found to be in such a condition that it was no longer worth refurbishing. The forecourt redevelopment requires the location of the flagpole to be changed.

Until a new flagpole is acquired, the smaller pole at the beach side of the club is being used. This has been used in the past for race management purposes, and is now used as the main club flagpole as well. It is acknowledged that the club does need to replace the larger admiralty flagpole.

The club now has the opportunity to decide;

- The design, materials and height of the flagpole.
- The location of the flagpole

The yacht club's flagpole is an important feature, as a key component of any ceremonial occasion, a daily reminder to members of the club's traditions and history as well as a beacon for the general public indicating "this is a yacht club".

Considerations when looking at options for the type of flagpole include the following;

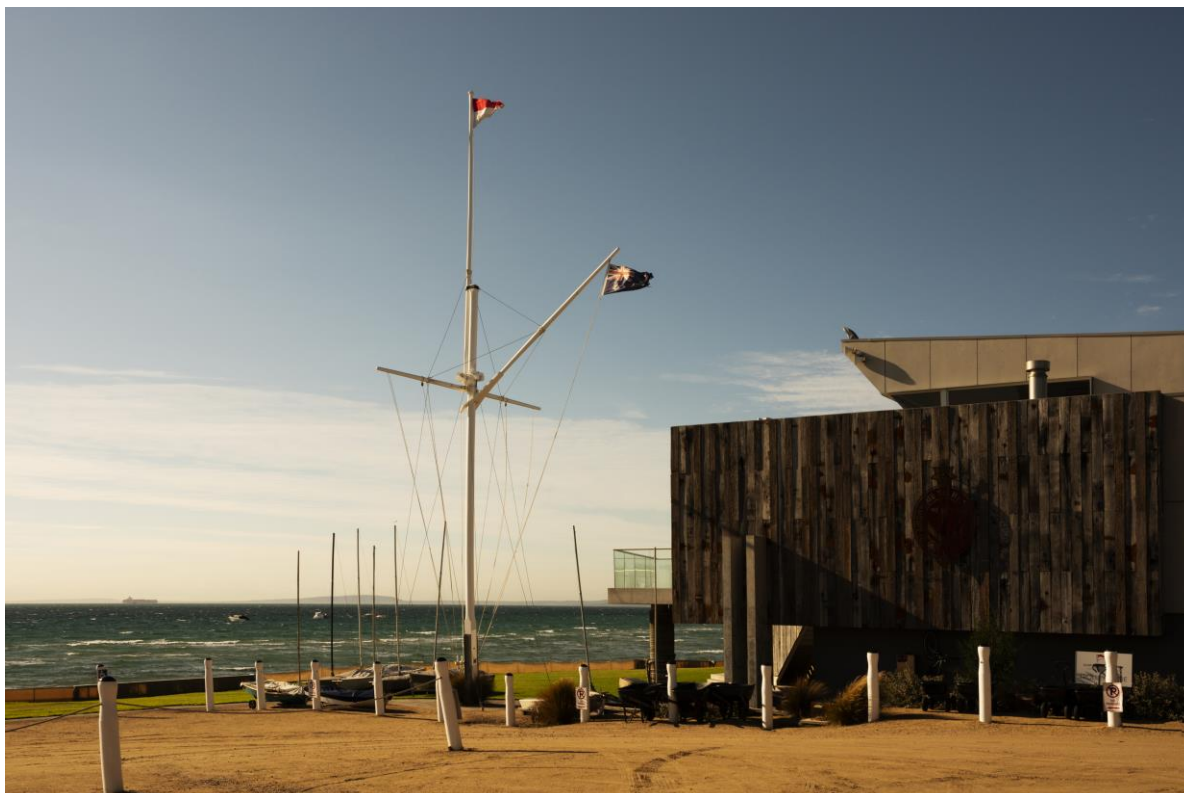
- Appearance
- Function
- Maintenance Requirements
- Cost

Considerations when looking at options for the location of the flagpole include the following;

- Ability for passers-by to see the flagpole
- Practicality of using the flagpole
- Impact on other club facilities

Non-negotiable requirements

The flagpole must be an admiralty style of flagpole with a yardarm and a gaff (see example below).



Options Considered

Design and Materials

Option 1 – Wooden flagpole from [The Wooden Boat Shop](#)

Includes two stage topmast, yardarm and gaff. 3 yard burgee on the top, 3 yard ensign on the gaff & 2.5 yard flag on the yard (see photo above)

Requires stays placed 3.8mtrs apart. Tapered flagpole with fitted truck and bronze sheave. Includes yardarm, gaff and pin rail Complete with yacht braid halliard's, flag clips and cleat. Includes tabernacle base of galvanized steel.

Advantages/ benefits

- Stately and attractive
- Traditional yacht club flag pole, which will be a feature of the club

Disadvantages/ Risks

- Requires more maintenance than an aluminium Flag pole. The manufacturer advises that a new flagpole should be initially painted at three years from new and thereafter, annually visibly inspected and as a rough rule of thumb painted every five years. The thru bolts require sealing to eliminate any water ingress.
- Is more costly than an aluminium flag pole

Option 2 – Aluminum flagpole from Poseiden Poles

40ft marine grade aluminium pole with yard and gaff, these poles do not require any stays. 12m yardarm flagpole flies a 4 yard flag at the top and 2 or 3 yard flag off the arms.

(note picture does not show gaff but this can be supplied).



Advantages/ benefits

- Less costly than wooden pole
- Less maintenance than wooden pole (but still requires regular inspection)
- Requires less room at the base, as it is unstayed

Disadvantages/ Risks

- Unattractive compared with a wooden pole
- Functional but not a club feature

Location of Flagpole

Option 1 – on the street side of the club, either in front of the clubhouse close to the previous location, or at the carpark end

Advantages/ benefits

- Can be seen by passing traffic

Disadvantages/ Risks

- Due to the closeness to the street and the surrounding buildings the pole cannot be seen from a distance

Option 2 – On the Beach side of the club

Advantages/ benefits

- Can be seen from the water as well as the beach path – can be seen from a long way away

Disadvantages/ Risks

- Not seen from the street.
- May interrupt the view from the club balconies

Recommendation

- It will be far easier to determine which option is preferable once the forecourt development has been completed.
- The 150th anniversary of the club would be a good opportunity to unveil a new flagpole.
- We have the small flagpole at the back of the club that can be used in the interim.

It is recommended that a decision regarding the design and location of the new flagpole be deferred until after the forecourt redevelopment has been completed, and that the new flagpole be installed as part of the 150th anniversary celebrations of the club.



Balance sheet report

Accrual mode

Jan 2024 - Mar 2024

	Jan-24	Feb-24	Mar-24
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	29,292.01	49,625.06	27,132.79
1-1015 BOM- MbrShp Marina Acc**098419	32,303.85	73,554.67	69,258.86
1-1025 BOM- Yachting Foundation x141	2,329.73	2,329.73	2,350.34
1-1031 BOM-Business Access Saver x391	1,035,346.26	756,306.61	657,158.97
1-1033 BOM - Term Deposit x061	500,000.00	500,000.00	500,000.00
Total Trading Bank Accounts	1,599,271.85	1,381,816.07	1,255,900.96
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	474.48	848.41	786.41
Total Floats	2,874.48	3,248.41	3,186.41
1-1200 Clearing Accounts			
1-1210 Cash Clearing	4,365.25	1,848.90	(56,416.40)
1-1220 Account Clearing	35.00	0.00	0.00
1-1250 Eftpos Clearing	5,688.35	8,550.95	27,232.78
Total Clearing Accounts	10,088.60	10,399.85	(29,183.62)
1-1300 Debtors			
1-1310 Trade Debtors	20,016.68	27,970.18	34,288.68
1-1320 Accrued Income	104.68	1,622.61	3,245.22
1-1330 Other Debtors	306,142.28	269,052.56	241,123.03
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
Total Debtors	307,026.41	279,408.12	259,419.70
1-1350 Receivables			
1-1355 Members Control Account	4,021.68	(863.87)	657.00
1-1370 Cruising Group Account	53,083.82	53,058.83	53,039.31
1-1375 Cruising Group Clearing Acc	(53,083.82)	(53,058.83)	(53,039.31)
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	4,021.68	(863.87)	657.00
1-1400 Prepayments			
1-1410 Prepayments - General	65,866.80	58,607.76	47,766.64
1-1420 Prepaid Insurance	24,732.14	16,488.10	8,244.06
1-1425 Prepaid Workcover	24,902.65	24,902.65	24,902.65
Total Prepayments	115,501.59	99,998.51	80,913.35
1-1600 Stock			
1-1610 Inventory- Beverage	52,822.08	52,180.06	67,286.58
1-1611 Inventory-Beverage non-alcohol	8,597.65	6,746.94	8,863.25

	Jan-24	Feb-24	Mar-24
1-1630 Inventory- Food	25,794.57	29,966.91	16,935.78
1-1650 Inventory- Clothing & Merch	20,341.05	18,536.34	17,624.05
Total Stock	107,555.35	107,430.25	110,709.66
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	(5,677,209.55)	(5,706,421.97)	(5,737,615.38)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(36,955.15)	(37,048.39)	(37,148.04)
1-1717 ROU Assets - Parks Victoria	243,061.92	238,100.92	233,139.92
1-1718 Amortisation Parks Victoria	(213,297.41)	(213,297.41)	(213,297.41)
1-1719 ROU Assets - Bayside City Council	683,590.09	680,011.09	676,448.23
1-1720 Amortisation Bayside City Council	(171,792.23)	(171,792.23)	(171,792.23)
Total Property	4,116,867.64	4,079,021.98	4,039,205.06
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	(7,885,027.14)	(7,907,671.39)	(7,931,494.49)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(753,790.45)	(754,085.77)	(754,401.45)
Total Marina & Hardstand	64,319.69	41,380.12	17,241.34
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,058,542.81	1,061,297.81	1,074,540.98
1-1744 Accum Depreciation Plant etc	(957,850.54)	(959,494.46)	(961,292.95)
1-1750 Marina & HStand Equip at Cost	479,847.81	479,847.81	479,847.81
1-1755 Marina & HStand Equip Acc Depn	(379,333.19)	(380,460.04)	(381,664.55)
Total Plant & Equipment	201,206.89	201,191.12	211,431.29
1-1800 Boats			
1-1810 Rescue & Work Boats at Cost	1,138,169.35	1,078,155.72	1,078,155.72
1-1815 Accum Depreciation Rescue Boat	(633,999.40)	(550,995.70)	(558,847.31)
1-1825 DSC Sailing Boats at Cost	220,264.11	220,264.11	220,264.11
1-1830 Accum Depreciation OTB Boats	(177,149.03)	(178,620.72)	(180,192.01)
Total Boats	547,285.03	568,803.41	559,380.51
1-1900 Intangible Assets			
1-1910 Designs at Cost	59,149.64	72,749.64	72,749.64
1-1915 Work In Progress	27,950.98	27,950.98	27,950.98
1-1920 Amortisation Designs	(16,835.58)	(16,940.56)	(17,379.29)
Total Intangible Assets	70,265.04	83,760.06	83,321.33
Total Assets	7,146,284.25	6,855,594.03	6,592,182.99
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	180,039.03	149,273.10	91,724.85
Total Trade Creditors	180,039.03	149,273.10	91,724.85
2-2000 Accruals			
2-2005 Deposits Received in Advance	13,915.00	13,375.00	10,250.00
2-2110 Accruals- General	47,368.28	48,185.56	28,184.57
2-2130 Accrual- Workcover	16,399.53	18,732.74	21,781.49
2-2140 Accrual- Payroll Tax	9,261.25	8,316.37	11,734.46
Total Accruals	86,944.06	88,609.67	71,950.52
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	172,412.77	86,167.26	129,050.79

	Jan-24	Feb-24	Mar-24
2-3120 GST Paid	(66,953.55)	(31,592.05)	(49,424.04)
2-3125 ATO Liability	177,607.90	158,528.26	138,992.92
2-3130 PAYG Withholding Payable	90,619.00	35,248.00	47,429.00
2-3150 Superannuation Payable	22,918.18	22,221.06	29,204.77
Total GST and Statutory Liabilities	396,604.30	270,572.53	295,253.44
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	115,876.93	121,418.60	126,888.77
2-4015 Leave Loading Payable	18,588.13	19,394.63	20,177.93
2-4020 Long Service Leave - Current	38,056.00	38,394.00	38,744.00
2-4021 Long Service Leave Non-current	71,423.00	75,782.00	75,709.00
2-4022 On-Cost for A/L & L>Loading	22,664.35	23,734.35	24,788.39
Total Employee Provisions	266,608.41	278,723.58	286,308.09
2-5000 Bonds & Other Liabilities			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	27,373.67	27,373.67	27,373.67
2-5030 Aust. Sports Foundation C.Acc	12,794.76	12,794.76	12,794.76
Total Bonds & Other Liabilities	41,168.43	41,168.43	41,168.43
2-6000 Deferred Income- Members			
2-6010 Subscription Income Deferred	316,612.40	259,131.15	202,006.27
2-6060 Other Income in Advance	52,365.20	43,646.99	34,612.48
Total Deferred Income- Members	368,977.60	302,778.14	236,618.75
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	462,352.30	401,046.37	335,076.81
2-7030 Hardstand - Rental	42,808.95	38,418.50	32,417.94
2-7050 DSC Maintenance Income	56,949.00	49,397.73	41,479.72
Total Deferred Income- Marina	562,110.25	488,862.60	408,974.47
2-8000 Bank Loans			
2-8030 Commercial Bill S331 300243100	162,291.46	131,553.75	100,596.81
2-8031 Commercial Bill - Non Current	121,489.29	121,489.29	121,489.29
Total Bank Loans	283,780.75	253,043.04	222,086.10
2-9000 Other Finance			
2-9021 Current Liability - Parks Victoria	29,763.00	24,802.00	19,841.00
2-9022 Currenrt Liability - Bayside City Council	15,649.78	12,566.33	9,445.42
2-9024 Non-Current Liability-Bayside City Council	535,540.67	535,540.67	535,540.67
2-9036 Credit Card P Hall x271	4,057.95	770.58	1,094.19
2-9037 Credit Card - Sammy Doddy	324.39	100.00	0.00
2-9038 Credit Card - Colin Burgess	825.26	2,103.90	1,486.61
Total Other Finance	586,161.05	575,883.48	567,407.89
Total Liabilities	2,772,393.88	2,448,914.57	2,221,492.54
Net Assets	4,373,890.37	4,406,679.46	4,370,690.45
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	(315,567.75)	(282,778.66)	(318,767.67)
Total Equity	4,373,890.37	4,406,679.46	4,370,690.45

Profit and loss report

Accrual mode

01 Jan 2024 - 31 Mar 2024

	Jan-24	Feb-24	Mar-24	Total
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	96,987.87	87,412.82	89,864.83	274,265.52
4-1010 Restaurant Food Revenue	119,424.53	121,701.48	115,401.82	356,527.83
4-1015 Members Beverage Revenue	27,495.75	30,014.84	29,237.24	86,747.83
4-1020 Members Food Revenue	12,197.21	17,541.82	17,448.59	47,187.62
4-1021 Members F&B Discounts - Revenue	6,531.56	6,993.22	6,334.94	19,859.72
4-1053 Function Food	9,855.46	45,902.17	49,375.72	105,133.35
4-1054 Function Beverage	11,240.36	11,731.62	10,653.20	33,625.18
4-1055 Private Function Revenue	0.00	5,959.08	0.00	5,959.08
4-1060 Room Hire	1,363.65	5,363.66	7,986.38	14,713.69
Total Catering Revenue	285,096.39	332,620.71	326,302.72	944,019.82
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	1,364.59	1,364.59	1,357.66	4,086.84
Total Membership Income	86,137.32	86,137.32	86,130.39	258,405.03
4-2500 Marina, Hstand & OTB Storage Inc				
4-2510 Hardstand Annual Rental Income	8,600.00	8,600.00	10,805.97	28,005.97
4-2520 Marina Annual Rental Income	92,470.47	100,261.60	111,692.30	304,424.37
4-2540 Marina & Hstand Casual Rental	9,504.55	11,913.64	10,468.64	31,886.83
4-2545 DSC Storage	1,400.00	1,960.90	2,078.56	5,439.46
4-2550 Maintenance Fee Income	13,000.00	13,000.00	13,826.61	39,826.61
Total Marina, Hstand & OTB Storage Inc	124,975.02	135,736.14	148,872.08	409,583.24
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	18,034.52	10,016.73	0.00	28,051.25
4-3130 Boat Hire Income	1,545.45	1,509.09	818.18	3,872.72
Total Sailing Income	21,309.89	13,255.74	2,548.10	37,113.73
4-4000 DSC Income				
4-4100 DSC Canteen	0.00	181.82	0.00	181.82
4-4125 School Holiday Program	23,374.40	5,053.09	572.72	29,000.21
4-4130 Term 1 Training	1,090.91	709.09	9,818.19	11,618.19
4-4135 Term 4 Training	(172.73)	0.00	0.00	(172.73)
4-4140 Adult Learn to Sail	300.00	4,048.73	2,033.45	6,382.18
4-4145 Keel Boat Learn to Sail	1,851.64	3,106.18	924.36	5,882.18
4-4160 School Training Fees	5,527.27	1,281.89	0.00	6,809.16
4-4165 Private Coaching Fees	790.91	122.73	122.73	1,036.37
Total DSC Income	32,762.40	14,503.53	13,471.45	60,737.38

	Jan-24	Feb-24	Mar-24	Total
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	2,376.37	2,166.36	1,921.54	6,464.27
4-5120 Sub-tenant Rental Income	3,401.54	3,401.54	3,401.54	10,204.62
4-5140 Gifts & Donations Received	0.00	522.50	8,909.50	9,432.00
4-5155 Credit Card Surcharge	1,748.67	52.25	4,050.42	5,851.34
4-5160 Keys Income	813.87	1,017.51	730.24	2,561.62
4-5161 Lockers Income	0.00	69.68	0.00	69.68
4-5165 Ice Income	0.00	0.00	69.68	69.68
4-5170 Sundry Income	64.77	716.14	(17.75)	763.16
Total Other Revenue	8,405.22	7,945.98	19,065.17	35,416.37
Total Income	558,686.24	590,199.42	596,389.91	1,745,275.57
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	55,138.10	41,339.48	36,855.81	133,333.39
5-2000 Costs of Sales- Food	76,213.93	89,214.48	84,853.18	250,281.59
Total Cost Of Sales	131,352.03	130,553.96	121,708.99	383,614.98
Total Catering Cost Of Sales	131,352.03	130,553.96	121,708.99	383,614.98
Gross Profit	427,334.21	459,645.46	474,680.92	1,361,660.59
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	455.34	465.46	475.22	1,396.02
6-1010 Merchant Fees	3,091.22	3,341.05	3,262.12	9,694.39
6-1011 Commission Paid	45.38	83.78	71.79	200.95
6-1015 Cash Discrepancies	(6.24)	(32.65)	(1.83)	(40.72)
6-1016 Walk Outs	0.00	0.00	159.43	159.43
6-1025 Software & Support	1,199.21	2,480.75	2,747.17	6,427.13
6-1030 Printing	1,937.75	390.65	1,128.00	3,456.40
6-1031 Postage	35.51	22.72	184.15	242.38
6-1032 Stationery	692.16	494.29	188.17	1,374.62
6-1035 Telephone & Internet	911.85	908.21	920.21	2,740.27
6-1040 Office & Admin Expenses	28.18	0.00	0.00	28.18
6-1042 Ice	(69.68)	(313.23)	428.20	45.29
6-1044 Kitchen Consumables	775.01	2,007.56	476.91	3,259.48
6-1046 Subscription - IT	3,926.74	4,635.05	6,177.21	14,739.00
6-1047 Tea Towels	1,402.10	1,562.90	2,558.90	5,523.90
6-1048 Other Consumables	0.00	347.50	0.00	347.50
6-1055 Staff Amenities	0.00	186.58	0.00	186.58
6-1056 Staff Discounts	1,773.74	1,804.03	1,410.61	4,988.38
6-1060 Clothing & Merchandise Costs	1,582.79	2,230.31	2,402.29	6,215.39
6-1065 Entertainment Expenses	11.81	11.81	11.81	35.43
6-1070 Decorations	0.00	104.00	0.00	104.00
6-1075 General Expenses	0.00	277.31	0.00	277.31
6-1080 Member Expenses	718.63	466.70	478.91	1,664.24
6-1081 Members F&B Discounts	6,531.56	6,993.22	6,334.94	19,859.72
Total General Operating Expenses	25,043.06	28,468.00	29,414.21	82,925.27
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	6,593.52	6,593.52	9,621.90	22,808.94
Total Professional Fees	6,593.52	6,593.52	9,621.90	22,808.94
6-1400 Equipment Expenses				

	Jan-24	Feb-24	Mar-24	Total
6-1401 Equipment Expenses	1,383.53	1,341.02	653.73	3,378.28
6-1405 Replacement - Glassware etc	119.41	0.00	48.40	167.81
6-1410 Equipment Hire	0.00	0.00	209.76	209.76
6-1440 Fuel & Oil	3,070.10	617.87	19.91	3,707.88
6-1441 Freight & Courier	96.50	97.20	209.10	402.80
Total Equipment Expenses	4,669.54	2,056.09	1,140.90	7,866.53
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	8,325.71	8,325.71	8,325.71	24,977.13
6-1630 License Fees	540.46	731.26	541.31	1,813.03
Total Insurances, Licenses & Rego	13,638.90	13,829.70	13,639.75	41,108.35
6-2000 Advertising & Promotions				
6-2005 Promotions	586.98	174.54	542.90	1,304.42
6-2010 Advertising & Marketing	2,971.75	4,003.80	2,184.53	9,160.08
6-2014 Gifts	0.00	101.80	0.00	101.80
6-2020 Vouchers Expense	285.45	90.91	300.00	676.36
Total Advertising & Promotions	3,844.18	4,371.05	3,027.43	11,242.66
6-4000 Occupancy Costs				
6-4010 Electricity	6,715.83	6,602.35	6,815.45	20,133.63
6-4020 Gas	(678.19)	3,154.56	2,398.41	4,874.78
6-4025 Rental Expense	3,874.11	729.76	729.76	5,333.63
6-4030 Council Rates	861.99	1,040.72	884.33	2,787.04
6-4040 Cleaning	9,442.44	9,442.44	9,244.08	28,128.96
6-4041 Cleaning Products	1,715.94	3,361.47	4,817.40	9,894.81
6-4045 Security	0.00	2,110.21	1,757.95	3,868.16
6-4050 Water Rates	2,112.02	8,400.42	3,608.88	14,121.32
6-4055 Pest Control	692.75	692.75	692.75	2,078.25
6-4060 Waste Removal	3,075.35	2,977.52	3,022.02	9,074.89
6-4070 Gardening Expenses	0.00	1,325.95	0.00	1,325.95
Total Occupancy Costs	27,812.24	39,838.15	33,971.03	101,621.42
6-5000 Debt Recovery Costs				
6-5010 Bad Debts - Written Off	0.00	13.50	0.00	13.50
Total Debt Recovery Costs	0.00	13.50	0.00	13.50
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	7,110.86	11,052.35	7,966.58	26,129.79
6-6010 R,M&S Sailing	0.00	681.82	0.00	681.82
6-6020 R,M&S Marina	(15,427.30)	2,551.44	7,204.53	(5,671.33)
6-6030 R,M&S Keel Boats	177.19	2,993.86	3,465.38	6,636.43
6-6031 R,M&S Quests	1,544.40	0.00	0.00	1,544.40
6-6032 R,M&S Pacers	0.00	15.45	0.00	15.45
6-6033 R,M&S OziOptis	0.00	86.36	0.00	86.36
6-6040 R,M&S Rescue Boats - Rhibs	4,876.15	2,795.72	1,698.73	9,370.60
6-6041 R,M&S Rescue Boats – Harry T	0.00	0.00	891.13	891.13
6-6050 R,M&S Other Plant & Equipment	71.81	827.09	0.00	898.90
Total Repairs, Servicing & Maintenan	(1,646.89)	21,004.09	21,226.35	40,583.55
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	0.00	63.64	0.00	63.64
6-7010 General Manager Expense	0.00	0.00	44.36	44.36
Total Internal Club Expenses	0.00	63.64	44.36	108.00

	Jan-24	Feb-24	Mar-24	Total
6-8000 Sailing Expenses				
6-8015 Volunteer Expenses	2,092.53	1,546.26	1,685.44	5,324.23
6-8021 Discovery Sailing Fees AS	0.00	18.18	0.00	18.18
6-8030 Trophies & Prizes	134.05	300.00	20.00	454.05
6-8040 Sailing Expenses	0.00	51.82	0.00	51.82
6-8050 DSC Expenses	67.97	0.00	40.91	108.88
6-8060 Regatta Expenses	4,690.60	1,741.92	1,906.79	8,339.31
6-8080 First Aid Equipment	596.57	0.00	202.78	799.35
Total Sailing Expenses	7,581.72	3,658.18	3,855.92	15,095.82
6-9000 Employment Expenses				
6-9005 Wages- Management	12,556.46	12,556.44	15,695.59	40,808.49
6-9010 Wages - Administration	14,705.45	12,297.09	8,833.92	35,836.46
6-9015 Wages - Restaurant	5,107.24	4,889.95	4,857.15	14,854.34
6-9016 Wages - Restaurant Casual	64,796.38	63,041.41	70,735.81	198,573.60
6-9017 Wages - Clubhouse	6,065.56	4,746.96	6,421.58	17,234.10
6-9018 Wages - Kitchen	27,362.86	18,473.48	26,236.23	72,072.57
6-9019 Wages - Kitchen Casual	21,808.17	21,005.91	21,901.60	64,715.68
6-9021 Wages - Sailing Casual	33,806.74	19,938.67	17,751.90	71,497.31
6-9022 Wages - Marina	10,238.87	9,877.34	10,238.88	30,355.09
6-9024 Wages - Members Casual	5,682.76	5,761.89	7,160.80	18,605.45
6-9025 Wages - Function	21,840.68	24,679.49	21,148.71	67,668.88
6-9026 Wages - Function Casual	816.89	255.92	11,675.44	12,748.25
6-9027 Wages - Kitchen Chef Casual	18,652.54	17,866.98	25,875.22	62,394.74
6-9030 External Wages- Contractors	4,587.22	2,201.54	1,598.74	8,387.50
6-9050 Staff Leave Expense	9,273.00	11,045.17	6,530.47	26,848.64
6-9051 Provision for Annual Leave	311.37	1,070.00	1,054.04	2,435.41
6-9055 Superannuation	22,858.18	21,783.35	27,976.21	72,617.74
6-9060 Payroll Tax Expense	9,261.22	8,316.34	11,734.43	29,311.99
6-9065 Workcover Expense	2,530.40	2,333.21	3,048.75	7,912.36
6-9070 Recruitment Expenses	360.00	35.81	15,003.90	15,399.71
6-9075 Staff Training Expenses	0.00	0.00	122.08	122.08
6-9085 Staff Uniforms - Restaurant & Functions	226.45	125.55	0.00	352.00
6-9086 Staff Uniforms - Sailing	0.00	0.00	545.46	545.46
6-9090 Other Employer Expenses	0.00	24.82	0.00	24.82
Total Employment Expenses	292,848.44	262,327.32	316,146.91	871,322.67
Total Expenses	380,384.71	382,223.24	432,088.76	1,194,696.71
Operating Profit	46,949.50	77,422.22	42,592.16	166,963.88
8-0000 Other Income				
8-0500 Interest Income	3,885.52	2,478.28	2,495.58	8,859.38
Total Other Income	3,885.52	2,478.28	2,495.58	8,859.38
9-0000 Other Expenses				
9-0200 Depreciation	72,072.36	65,027.45	68,296.47	205,396.28
9-0400 Amortisation	8,540.00	8,540.00	8,523.86	25,603.86
9-0500 Loss/Gain on Asset Disposal	0.00	(31,424.85)	0.00	(31,424.85)
9-0600 Interest Expense	4,039.11	3,346.43	2,671.50	10,057.04
9-0601 Lease Interest Expense	1,602.96	1,622.38	1,584.92	4,810.26
Total Other Expenses	86,254.43	47,111.41	81,076.75	214,442.59
Net Profit	(35,419.41)	32,789.09	(35,989.01)	(38,619.33)

Profit & Loss [Budget Analysis]

March 2024

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$89,864.83	\$85,000.00	\$4,864.83	5.7%
4-1010	Restaurant Food Revenue	\$115,401.82	\$115,000.00	\$401.82	0.3%
4-1015	Members Beverage Revenue	\$29,237.24	\$30,000.00	-\$762.76	(2.5)%
4-1020	Members Food Revenue	\$17,448.59	\$17,500.00	-\$51.41	(0.3)%
4-1021	Members F&B Discounts - Revenue	\$6,334.94	\$7,000.00	-\$665.06	(9.5)%
4-1053	Function Food	\$49,375.72	\$45,000.00	\$4,375.72	9.7%
4-1054	Function Beverage	\$10,653.20	\$13,000.00	-\$2,346.80	(18.1)%
4-1060	Room Hire	\$7,986.38	\$5,500.00	\$2,486.38	45.2%
	Total Catering Revenue	\$326,302.72	\$318,000.00	\$8,302.72	2.6%
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	\$1,357.66	\$875.00	\$482.66	55.2%
	Total Membership Income	\$86,130.39	\$80,653.00	\$5,477.39	6.8%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$10,805.97	\$9,815.00	\$990.97	10.1%
4-2520	Marina Annual Rental Income	\$111,692.30	\$97,351.00	\$14,341.30	14.7%
4-2540	Marina & Hstand Casual Rental	\$10,468.64	\$10,000.00	\$468.64	4.7%
4-2545	DSC Storage	\$2,078.56	\$1,500.00	\$578.56	38.6%
4-2550	Maintenance Fee Income	\$13,826.61	\$14,500.00	-\$673.39	(4.6)%
	Total Marina, Hstand & OTB Storage Inc	\$148,872.08	\$133,166.00	\$15,706.08	11.8%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$1,729.92	\$1,500.00	\$229.92	15.3%
4-3130	Boat Hire Income	\$818.18	\$0.00	\$818.18	NA
	Total Sailing Income	\$2,548.10	\$1,500.00	\$1,048.10	69.9%
4-4000	DSC Income				
4-4110	DSC Programme & Training Fees	\$0.00	\$4,436.00	-\$4,436.00	(100.0)%
4-4117	Adult Enrolment Fees	\$0.00	\$2,000.00	-\$2,000.00	(100.0)%
4-4119	Powerboat Courses Fees	\$0.00	\$1,400.00	-\$1,400.00	(100.0)%
4-4125	School Holiday Program	\$572.72	\$0.00	\$572.72	NA
4-4130	Term 1 Training	\$9,818.19	\$0.00	\$9,818.19	NA
4-4140	Adult Learn to Sail	\$2,033.45	\$2,560.00	-\$526.55	(20.6)%
4-4145	Keel Boat Learn to Sail	\$924.36	\$0.00	\$924.36	NA
4-4160	School Training Fees	\$0.00	\$4,320.00	-\$4,320.00	(100.0)%
4-4165	Private Coaching Fees	\$122.73	\$0.00	\$122.73	NA
	Total DSC Income	\$13,471.45	\$14,716.00	-\$1,244.55	(8.5)%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$1,921.54	\$1,400.00	\$521.54	37.3%
4-5120	Sub-tenant Rental Income	\$3,401.54	\$4,695.00	-\$1,293.46	(27.5)%
4-5140	Gifts & Donations Received	\$8,909.50	\$0.00	\$8,909.50	NA
4-5155	Credit Card Surcharge	\$4,050.42	\$800.00	\$3,250.42	406.3%
4-5160	Keys Income	\$730.24	\$800.00	-\$69.76	(8.7)%
4-5165	Ice Income	\$69.68	\$0.00	\$69.68	NA
4-5170	Sundry Income	-\$17.75	\$100.00	-\$117.75	(117.8)%
	Total Other Revenue	\$19,065.17	\$7,795.00	\$11,270.17	144.6%
	Total Income	\$596,389.91	\$555,830.00	\$40,559.91	7.3%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$36,855.81	\$46,080.00	-\$9,224.19	(20.0)%

Profit & Loss [Budget Analysis]

March 2024

		Selected Period	Budgeted	\$ Difference	% Difference
5-2000	Costs of Sales- Food	\$84,853.18	\$77,490.00	\$7,363.18	9.5%
5-3000	Costs of Sales- Clothing & Merch	\$0.00	\$462.00	-\$462.00	(100.0)%
Total Catering Cost Of Sales		\$121,708.99	\$124,032.00	-\$2,323.01	(1.9)%
Gross Profit		\$474,680.92	\$431,798.00	\$42,882.92	9.9%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$475.22	\$580.00	-\$104.78	(18.1)%
6-1010	Merchant Fees	\$3,262.12	\$3,000.00	\$262.12	8.7%
6-1011	Commission Paid	\$71.79	\$200.00	-\$128.21	(64.1)%
6-1015	Cash Discrepancies	-\$1.83	\$50.00	-\$51.83	(103.7)%
6-1016	Walk Outs	\$159.43	\$50.00	\$109.43	218.9%
6-1025	Software & Support	\$2,747.17	\$2,500.00	\$247.17	9.9%
6-1030	Printing	\$1,128.00	\$1,500.00	-\$372.00	(24.8)%
6-1031	Postage	\$184.15	\$50.00	\$134.15	268.3%
6-1032	Stationery	\$188.17	\$580.00	-\$391.83	(67.6)%
6-1035	Telephone & Internet	\$920.21	\$1,200.00	-\$279.79	(23.3)%
6-1042	Ice	\$428.20	\$300.00	\$128.20	42.7%
6-1044	Kitchen Consumables	\$476.91	\$0.00	\$476.91	NA
6-1046	Subscription - IT	\$6,177.21	\$2,500.00	\$3,677.21	147.1%
6-1047	Tea Towels	\$2,558.90	\$1,550.00	\$1,008.90	65.1%
6-1051	Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
6-1056	Staff Discounts	\$1,410.61	\$1,500.00	-\$89.39	(6.0)%
6-1060	Clothing & Merchandise Costs	\$2,402.29	\$1,500.00	\$902.29	60.2%
6-1065	Entertainment Expenses	\$11.81	\$0.00	\$11.81	NA
6-1075	General Expenses	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-1080	Member Expenses	\$478.91	\$0.00	\$478.91	NA
6-1081	Members F&B Discounts	\$6,334.94	\$7,000.00	-\$665.06	(9.5)%
Total General Operating Expenses		\$29,414.21	\$25,635.00	\$3,779.21	14.7%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$9,621.90	\$6,500.00	\$3,121.90	48.0%
Total Professional Fees		\$9,621.90	\$6,500.00	\$3,121.90	48.0%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$653.73	\$2,000.00	-\$1,346.27	(67.3)%
6-1405	Replacement - Glassware etc	\$48.40	\$300.00	-\$251.60	(83.9)%
6-1410	Equipment Hire	\$209.76	\$200.00	\$9.76	4.9%
6-1420	Tools & Equip - Consumables	\$0.00	\$40.00	-\$40.00	(100.0)%
6-1440	Fuel & Oil	\$19.91	\$1,000.00	-\$980.09	(98.0)%
6-1441	Freight & Courier	\$209.10	\$150.00	\$59.10	39.4%
Total Equipment Expenses		\$1,140.90	\$3,690.00	-\$2,549.10	(69.1)%
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	\$541.31	\$333.00	\$208.31	62.6%
Total Insurances, Licenses & Rego		\$13,639.75	\$13,466.00	\$173.75	1.3%
6-2000	Advertising & Promotions				
6-2005	Promotions	\$542.90	\$500.00	\$42.90	8.6%
6-2010	Advertising & Marketing	\$2,184.53	\$2,000.00	\$184.53	9.2%
6-2016	Digital Expenses	\$0.00	\$100.00	-\$100.00	(100.0)%
6-2020	Vouchers Expense	\$300.00	\$100.00	\$200.00	200.0%
Total Advertising & Promotions		\$3,027.43	\$2,700.00	\$327.43	12.1%

Profit & Loss [Budget Analysis]

March 2024

		Selected Period	Budgeted	\$ Difference	% Difference
6-4000	Occupancy Costs				
6-4010	Electricity	\$6,815.45	\$7,500.00	-\$684.55	(9.1)%
6-4020	Gas	\$2,398.41	\$2,000.00	\$398.41	19.9%
6-4025	Rental Expense	\$729.76	\$11,017.00	-\$10,287.24	(93.4)%
6-4030	Council Rates	\$884.33	\$900.00	-\$15.67	(1.7)%
6-4040	Cleaning	\$9,244.08	\$9,100.00	\$144.08	1.6%
6-4041	Cleaning Products	\$4,817.40	\$3,750.00	\$1,067.40	28.5%
6-4045	Security	\$1,757.95	\$700.00	\$1,057.95	151.1%
6-4050	Water Rates	\$3,608.88	\$2,000.00	\$1,608.88	80.4%
6-4055	Pest Control	\$692.75	\$700.00	-\$7.25	(1.0)%
6-4060	Waste Removal	\$3,022.02	\$3,000.00	\$22.02	0.7%
6-4070	Gardening Expenses	\$0.00	\$400.00	-\$400.00	(100.0)%
	Total Occupancy Costs	\$33,971.03	\$41,067.00	-\$7,095.97	(17.3)%
6-6000	Repairs, Servicing & Maintenan				
6-6005	R,M&S Clubhouse	\$7,966.58	\$11,442.00	-\$3,475.42	(30.4)%
6-6010	R,M&S Sailing	\$0.00	\$200.00	-\$200.00	(100.0)%
6-6020	R,M&S Marina	\$7,204.53	\$11,400.00	-\$4,195.47	(36.8)%
6-6030	R,M&S Keel Boats	\$3,465.38	\$2,000.00	\$1,465.38	73.3%
6-6040	R,M&S Rescue Boats - Rhibs	\$1,698.73	\$20,000.00	-\$18,301.27	(91.5)%
6-6041	R,M&S Rescue Boats – Harry T	\$891.13	\$0.00	\$891.13	NA
	Total Repairs, Servicing & Maintenan	\$21,226.35	\$45,042.00	-\$23,815.65	(52.9)%
6-7000	Internal Club Expenses				
6-7010	General Manager Expense	\$44.36	\$0.00	\$44.36	NA
	Total Internal Club Expenses	\$44.36	\$0.00	\$44.36	NA
6-8000	Sailing Expenses				
6-8005	Race Entry Expenses	\$0.00	\$10,000.00	-\$10,000.00	(100.0)%
6-8015	Volunteer Expenses	\$1,685.44	\$3,000.00	-\$1,314.56	(43.8)%
6-8025	Training Expenses	\$0.00	\$600.00	-\$600.00	(100.0)%
6-8030	Trophies & Prizes	\$20.00	\$100.00	-\$80.00	(80.0)%
6-8050	DSC Expenses	\$40.91	\$0.00	\$40.91	NA
6-8060	Regatta Expenses	\$1,906.79	\$0.00	\$1,906.79	NA
6-8080	First Aid Equipment	\$202.78	\$0.00	\$202.78	NA
	Total Sailing Expenses	\$3,855.92	\$13,700.00	-\$9,844.08	(71.9)%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$15,695.59	\$12,556.00	\$3,139.59	25.0%
6-9010	Wages - Administration	\$8,833.92	\$11,116.00	-\$2,282.08	(20.5)%
6-9015	Wages - Restaurant	\$4,857.15	\$8,268.00	-\$3,410.85	(41.3)%
6-9016	Wages - Restaurant Casual	\$70,735.81	\$57,558.00	\$13,177.81	22.9%
6-9017	Wages - Clubhouse	\$6,421.58	\$1,000.00	\$5,421.58	542.2%
6-9018	Wages - Kitchen	\$26,236.23	\$47,700.00	-\$21,463.77	(45.0)%
6-9019	Wages - Kitchen Casual	\$21,901.60	\$16,536.00	\$5,365.60	32.4%
6-9020	Wages - Sailing	\$0.00	\$7,153.00	-\$7,153.00	(100.0)%
6-9021	Wages - Sailing Casual	\$17,751.90	\$0.00	\$17,751.90	NA
6-9022	Wages - Marina	\$10,238.88	\$9,230.00	\$1,008.88	10.9%
6-9024	Wages - Members Casual	\$7,160.80	\$6,678.00	\$482.80	7.2%
6-9025	Wages - Function	\$21,148.71	\$8,904.00	\$12,244.71	137.5%
6-9026	Wages - Function Casual	\$11,675.44	\$13,356.00	-\$1,680.56	(12.6)%
6-9027	Wages - Kitchen Chef Casual	\$25,875.22	\$0.00	\$25,875.22	NA
6-9030	External Wages- Contractors	\$1,598.74	\$0.00	\$1,598.74	NA
6-9050	Staff Leave Expense	\$6,530.47	\$0.00	\$6,530.47	NA
6-9051	Provision for Annual Leave	\$1,054.04	\$0.00	\$1,054.04	NA

Profit & Loss [Budget Analysis]

March 2024

		Selected Period	Budgeted	\$ Difference	% Difference
6-9055	Superannuation	\$27,976.21	\$22,006.05	\$5,970.16	27.1%
6-9060	Payroll Tax Expense	\$11,734.43	\$9,702.67	\$2,031.76	20.9%
6-9065	Workcover Expense	\$3,048.75	\$2,160.00	\$888.75	41.1%
6-9070	Recruitment Expenses	\$15,003.90	\$0.00	\$15,003.90	NA
6-9075	Staff Training Expenses	\$122.08	\$700.00	-\$577.92	(82.6)%
6-9080	Travel Expenses	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-9085	Staff Uniforms - Restaurant & Functions	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-9086	Staff Uniforms - Sailing	\$545.46	\$0.00	\$545.46	NA
6-9087	Staff Uniforms - Administration	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Total Employment Expenses		\$316,146.91	\$237,623.72	\$78,523.19	33.0%
Total Expenses		\$432,088.76	\$389,423.72	\$42,665.04	11.0%
Operating Profit		\$42,592.16	\$42,374.28	\$217.88	0.5%
8-0000	Other Income				
8-0500	Interest Income	\$2,495.58	\$0.00	\$2,495.58	NA
Total Other Income		\$2,495.58	\$0.00	\$2,495.58	NA
9-0000	Other Expenses				
9-0200	Depreciation	\$68,296.47	\$75,000.00	-\$6,703.53	(8.9)%
9-0400	Amortisation	\$8,523.86	\$3,687.00	\$4,836.86	131.2%
9-0600	Interest Expense	\$2,671.50	\$4,400.00	-\$1,728.50	(39.3)%
9-0601	Lease Interest Expense	\$1,584.92	\$1,850.00	-\$265.08	(14.3)%
Total Other Expenses		\$81,076.75	\$84,937.00	-\$3,860.25	(4.5)%
Net Profit/(Loss)		-\$35,989.01	-\$42,562.72	\$6,573.71	15.4%

Meeting Minutes - RBYC Sailing Committee

Meeting Date	Tuesday 16 th April 2024 at 6:00pm.			
Meeting Venue	Sailing Office			
Attendance	Marnie Irving, Rod McKenna, Colin Burgess, Brett Bowden, Glenn Ferguson, Paul Pascoe (zoom)			
Apologies	Peter Gebhardt			
<i>Item</i>	<i>Topic</i>	<i>Support Paper</i>	<i>Action By</i>	<i>Complete Date</i>
1.0	Opening – Marnie Irving			
1.1	<p><i>Minutes of the previous meeting adopted.</i></p> <p><i>Welcome to Brett Bowden, VXOnes' representative</i></p> <p>Thank you to Phil Bedlington for many years of service to the Sailing Committee.</p> <p>We now need another keelboat sailor to provide input from keelboat sailors. All members to think about potential members.</p>		Marni	
2.0	<p>Matters Arising</p> <p>Discussion regarding Twilight races, whether we should still offer a spinnaker race.</p> <p>SC to present a number of options to the keelboat forum including starting the pursuit race at 18:05</p> <p>Question regarding Hearn's Heroes alternating Pursuit and Fleet starts - Gives people some variety.</p> <p>Sign on – Paul to be on the hard stand to assist with sign ons this Saturday. Brett to send an email to all VxOne sailors to encourage them to sign on.</p> <p>VxOne courses – boats have been choosing their own course. There is now more communication with RO about what course they want to sail.</p>		Paul Brett	
2.1	<p>Review of Sailing to date</p> <p>Skippers' fora, attendees, dates, topics – May 15, 22, 29 at 6:30. Note change of dates.</p> <ul style="list-style-type: none"> • What worked well • What didn't work well • What would you like to see • What we are thinking for next season <p>Presentation Night / club cocktail evening Friday 12th July</p>		All All	
2.2	<p>Calendar – Colin to send out draft</p> <p>March 2025 – 150 Year celebration.</p> <ul style="list-style-type: none"> • One suggestion is "Clear the Marina" March 8/9/10th on the long weekend. • Alternatively Feb 22/23, or March 29/30th. 			

	<ul style="list-style-type: none"> Volunteers for 150th – Rod & Paul believe that we will be able to find enough volunteers regardless of date, or 2 or 3 day event. Feedback from fleets: Do we want the 150th Regatta to be over the March long weekend? Replies in one week (23/4). <p>One Design Regatta tentatively run Nov 16/17 this year, but move it back to Cup Weekend in 2025 and promote for 2025 as potential State Championships. Colin to check if other fleets would participate this year. Fleet captains to check if their fleets would be interested. Marni to check with Caroline for any conflicts regarding catering/social events.</p>		Fleet Captains Colin Fleet Captains Marni	
2.3	<p>Handicapping Invite Tony C to next meeting to address Issue with boats where PH number not changing from one week to the next due to be outside normal finish times.</p>			
3.0	<p>Safety Initiatives Nothing to report</p>			
4.0	<p>Keelboat Report See new representative above.</p>			
5.0	<p>One Design Racing Nothing to report</p>		PR	
6.0	<p>OTB Report Last weekly racing this month. Looking for a representative to join the SC. Struggling to get volunteers for Sunday. How do we get Saturday sailors to come and volunteer on a Sunday? Next season we need to come up with a process to get Saturday sailors to commit to occasional Sunday volunteering. Paul & Colin to come up with a process for people to volunteer</p>		CB PP	
7.0	<p>Cruising Report Nothing to report</p>		PG	
8.0	<p>Rescue Boat Working Group Report Redeemer working well as start boat – new rocket launchers work well. Harry T & Redeemer going in for service. Require new windscreen seals for Harry T</p>			
9.0	<p>Race Management Team Initiatives Safety Boat Operator course being run 27/28 April. Liam Whitehouse instructor.</p>			
9.1	<p>Volunteers – training – recruitment</p>			
10.0	<p>Regattas</p>			
	<p>VxOnes Saturday 18th May – Youth Regatta. Josh Gallant and Brodie Riley running a Youth Regatta. Boats provided by RBYC Club members. If there are under 18's on the boat, adults need a WWC Card. Six</p>			

	<p>races, no gates, 2 marks. Suggest RB9 as start boat and one of the 5.8's as course laying boat. VXOne sailors to assist with race management</p>			
	<p>Sail Melbourne Nov 28-Dec 1 Kickoff meeting tomorrow (Wed 17/4)</p>			
	<p>Stonehaven Cup No discussion</p>			
	<p>BLISS, + training sponsored by YRSA NOR & Entries open</p>			
	<p>Etchells Worlds Progressing – on target. NOR & Online entry open tomorrow. Key RC people identified. Getting documents from Freo. Christmas Cup Dec 13-15.</p>			
11.0	<p>National Optimist Class Association 2027. Have initiated discussions with both State and National Optimist coach about having lead-in events and training at RBYC.</p>			
	<p>2.4mR National – 30 Year Regatta Jan 2027</p>			
	<p>AOB</p> <ul style="list-style-type: none"> • VxOne trailers have to be back into spot after launching. • 2.4mR keep trolleys clear of the cranes. • Colin may request to swap our Range Series race day with RYCV. • Email from Murray Cowdell – could we change the twilight races so that we have the ability to shorten the course at the Tower? <p>Correspondence from Phil Bedlington re resignation</p>			
<p>Next Meeting THURSDAY 16th MAY as a one off. Subsequent Meetings – 3rd Tuesday of each month</p>				

Social Committee Meeting: Tues 9th April 2024

Social Committee rules:

- Non-attendance to a meeting is an automatic YES vote.
- Indecisive / non-committal is an automatic YES vote
- No vote / don't agree: must come up with an alternative idea on the night

3 consecutive no attendance, with no RSVP; membership to committee is forfeited. Video attendance is accepted.

Attendance: Joyce Cosgrove (acting Chair), Marge Findlay, Joyce Cosgrove, Jacqui Bloink, Cath Hurley, Clair Pritchard, Karen McCloskey, Liz Seaward, Tony Hennessey, Kenn Williamson, Sue Cassidy

Apologies: Karen Johns (on a barge somewhere) & Greg Wallace,

- Accepted minutes from last meeting.
- Action list produced at each meeting. Committee members are allocated a job.

Updates on items from last month:

GLEE club communications: All in hand. Marge & Susan attended last weekend's event & it was packed to the rafters with a great time had by all. Margaret is going to the next event & will do a write up for the newsletter.

Having a calendar of events on the back of table numbers. Margaret to follow up with Phil Hall.

Smart classes/Keel boat mentoring classes: Wed 6.30-7.30 pm/ approx. every 3 weeks:

Sue has been very busy and met with a number of the clubs most experienced sailors over the last few weeks. The Smart classes have evolved to include mentoring for new /less experienced keel boat owners who want to know more about racing and all that it involves. Sue has gathered a team who are really enthusiastic about sharing their knowledge in an informal setting, with a view to ongoing learning/camaraderie within the club, upskilling boat owners who may lack the confidence to get involved in the clubs regular racing schedule. Thanks in advance to our experienced mentors: Paul Pascoe, Paul Jenkins, Phill Bedlington, Wayne Seward, Brendan Jukes and Ken Christiansen.

Action point: Sue will liaise with the office and communicate through the weekly newsletter on topics/speakers etc . We'd like to offer the speakers/mentors a 'thank you' voucher for a free meal/drink etc? Bravo Sue – a great offering for our members!

Friday recognition nights:

Friday 1st March: Super Nines evening- was a great success.

Friday 5th April QCYC: TBC

Upcoming/past/ongoing events.

St Patricks Day, Sunday 17th March: a fab day – well done team Ireland ☺

Bridge classes: TBC. Margaret has contacted Alistair but got no response as yet. TBC

Photography competition: we've had a few images in the newsletter, Sue is asking for the email address to be included in the newsletter.

Long lunch on the deck/ Wine & tasting dinner: Sun 26th May TBC

Snobs Creek winery owners have agreed to be involved and have a long history of running Long Lunches at their Heathcote winery. Marcus (expert/qualified Viticulturist) has years of experience running these events and being the MC, educating diners about the wine choices/food matching/history of Australian wines etc

Action point: Jacqui arranging meeting with RBYC/Catering team to discuss details.

Art show: Kenn has created a fantastic proposal to hang art in downstairs café space and organising getting art on rotation. Great work Kenn!

Action point: GC to respond to proposal.

Discover Sailing Day: Karen J to submit proposal considering Nov 2024 TBC

SC Golf Day: Margaret organised a day with Woodlands - 9 holes & lunch. Friday May 10th - well done Margaret!

Friday Recognition night upcoming:

12TH May BLISS: Rosie locked in, previous BLISS trophies will be on display and a slideshow on the screen. Cath followed up & got a promo post on Facebook. Joyce organising decorations.

May 31st: **Thank you to our amazing Thursday volunteers.** Tony Hennessey to present & may bring along a 'secret' gin to thank the volunteers.

7th June: History of Ronstan, Joyce has arranged for Hugh Fletcher BDM to talk about the company's history. A great achievement- 2 blokes in a shed turned into a globally successful marine company.

5th July: TBC Victoria radio volunteers Sue to follow up.

2nd August: TBC Kayak peeps...

6th Sep: Junior Coaches recognition: New coaching manager to present alongside junior coaches.

1st Nov SLYS: Karen M has reached out, Leanne & Gordo delighted to present.

New members celebration: New member night on a Thursday (once per quarter) GC to discuss – SC happy to support this & encourage attendance. TBC

Investigate Bayside funding: for events targeting loneliness/health involving the local community, Clair investigating. TBC

Discussion around Men's Shed: Kenn investigating. TBC

RBYC 150year Celebrations 2025

Gala 150 year ball Early Sept 2025 – GC organising.

- Jan: Etchell World Sailing championship
- Feb: Book launch
- March: Sailing regatta. Karen M to organise Hard stand party

- ~~May: Open House community event/ cancelled.~~
- June: Swim event- Solstice
- July: Presentation night/ cocktail party
- August/Sept: Members Ball
- October: Open Day
- DATE?: Frostbite Regatta with Quests/Lasers painted sails
- December: Beach party aimed at young members- celebrate the next 150 years.

Open Day theme: TBC

Kelvin Club SC Xmas dinner: November 15th at the Kelvin Club. Reciprocal club with RBYC. Thanks Margaret.