



# Royal Brighton Yacht Club

The Sailors' Club

## GENERAL COMMITTEE MINUTES

Monday 27<sup>th</sup> May 2024, 6.00 PM

**PRESENT** –Niesje Hees, Peter Demura, Murray Cowdell, Tony Hennessy, Marnie Irving, Neil Sargeant,  
, Peter Gebhardt, Brett Heath, Cath Hurley, Phil Hall,

**APOLOGIES** - Peter Coleman, Debbie Jonker

### PREVIOUS MINUTES

Amendments to apologies listing and spelling of Treasurer

- True and accurate record;

**MOVED:** Peter Gebhardt    **SECONDED:** Murray Cowdell    **CARRIED**

### GENERAL MANAGERS REPORT

PH spoke to the written report.

- MACA consent has been received, next stage is the issuing of the tender documents to dredging companies.
- Update on progress of forecourt redevelopment
- Verbal approval for Bank Loan of \$500K to be drawn down in October 2024.
- It was proposed that the flagpole on the beach be replaced with an admiralty flagpole 40 ft in height. Proposed PG, seconded MI & Carried
- Newsletter to reinforce temporary parking plan.

### TREASURERS REPORT

BH submitted a written report.

Budget to be submitted to the June Committee meeting.

It was proposed by the Finance sub-Committee that Subscription, Marina and all other fees be increased by 5% for the FY24/25. Proposed NH, seconded MC, Carried unanimously.

### MEMBERSHIP

Accept new members as listed.



# Royal Brighton Yacht Club

The Sailors' Club

New Members to be Ratified - April Meeting	
Catherine Dawson	Senior
Thomas McMahon	Senior
Bruno Santi	Senior Family
Elena Kasimov	Crew Plus
Matthew Sabin	Crew
Daniel Wallace	Gym
Nicholas Batzialas	Aquatic
Will Abraham	Intermediate
Aviva Quick	Intermediate
Callum Sargentson	Intermediate
Ian Stewart	Social
Delio Fagundes	Social
Mark Bettiol	Social
Richard Williamson	Social
Douglas Picken	<u>Social</u>
Myles Burchell	Youth

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

## 150<sup>th</sup> YEAR ANNIVERSARY WORKING GROUP

A proposal for a 150<sup>th</sup> ball was tabled. It was Proposal by PD, seconded by TH and Carried that this proposal be approved.

## CRUISING GROUP

- Minutes tabled

## IDAG REPORT

- No report this month

## ASSET REPORT



# Royal Brighton Yacht Club

## The Sailors' Club

- No report this month

### CSC REPORT

- No report this month

### SOCIAL SUB COMMITTEE

- Discussion regarding upcoming events.

### GENERAL BUSINESS

- CH iceberger honour board go ahead with updates
- NS asked if we could survey racing boats offering support to get on the water.
- TH reported increased vandalism in marina.
- NH survey results are being formulated.
- MC asked about the screen in the Members Bar and requested old promotion flyers be taken down.

**MEETING CLOSED 8:32PM**

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## POS SPEND BY MEMBERSHIP TYPE - April 2024

	Total Spend per month per member ty	Average spend per member ty	Number of members in category	Number of members spent
40 Year	\$2,141.29	\$112.70	19	12
Gym	\$5,943.74	\$88.71	67	45
Senior Special	\$867.66	\$86.77	10	8
Senior	\$26,129.33	\$67.34	388	190
Senior Family	\$6,619.16	\$52.12	127	65
Aquatic	\$7,177.07	\$49.84	144	87
Crew Plus	\$1,892.84	\$48.53	39	20
50 Year	\$1,584.53	\$44.01	36	13
Social	\$14,701.26	\$41.53	354	138
Honorary Life	\$272.24	\$34.03	8	5
60 Year +	\$966.38	\$28.42	34	10
Crew	\$3,114.13	\$28.06	111	39
Intermediate 18-29	\$1,356.03	\$11.02	123	16
Social extra	\$354.24	\$3.89	91	8
Senior Country	\$28.30	\$2.57	11	1
Youth	\$57.67	\$0.66	88	2
Senior Absentee	\$0.00	\$0.00	29	0
Junior family	\$0.00	\$0.00	47	0
TPI	\$0.00	\$0.00	2	0
	<b>\$73,205.87</b>		<b>1728</b>	<b>659</b>

## Membership - April 2024

		TOTALS	TOTAL %		June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	June 2023	End April 2024
Senior	388			Senior	368	347	324	336	335	356	368	391	388
Senior Family	127			Senior Family	96	93	89	92	92	103	127	132	127
Senior Special	10			Senior Special	17	17	16	16	13	15	12	10	10
40 Year	19			40 Year	18	14	12	12	12	12	12	14	19
50 Year	36			50 Year	45	45	44	44	43	39	38	36	36
60 Year +	34			60 Year +	39	42	42	38	32	34	33	34	34
Honorary Life	8			Honorary Life	7	7	6	6	6	6	7	7	8
Senior Country	11			Senior Country	12	16	16	15	13	13	14	14	11
Senior Absentee	29	<b>Total Senior</b>	<b>662</b>	Senior Absentee	55	49	40	38	36	37	31	33	29
Crew	111			Crew	184	149	143	155	156	140	123	121	111
Crew Plus	39	<b>Total Crew</b>	<b>150</b>	Crew Plus	31	27	22	21	26	28	24	35	39
Intermediate 18-29	123		<b>7%</b>	Intermediate 18-29	67	66	77	99	75	97	81	119	123
Youth	88		<b>5%</b>	Youth U18	106	141	136	148	150	119	102	115	88
Gym	67		<b>4%</b>	Gym	75	75	65	78	74	78	74	70	67
Social	354		<b>20%</b>	Social	242	233	212	207	207	255	288	319	354
Social extra	91		<b>5%</b>	Social Extra	79	77	64	64	63	73	78	87	91
Junior family	47		<b>3%</b>	Junior Family	14	19	22	28	25	31	40	48	47
Aquatic	144		<b>8%</b>	Aquatic	75	79	78	73	81	114	132	139	144
TPI	2		<b>0%</b>	TPI	0	1	1	3	3	2	2	2	2
sponsors	0		<b>0%</b>	Sponsors	11	2	4	4	4	4	0	0	0
<b>TOTAL</b>	<b>1728</b>		<b>100%</b>	<b>TOTAL</b>	<b>1541</b>	<b>1499</b>	<b>1413</b>	<b>1477</b>	<b>1446</b>	<b>1556</b>	<b>1586</b>	<b>1726</b>	<b>1728</b>

### 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	Apr-24	-/+
Senior	381	360	362	360	365	370	368	378	383	388	388	1.31%
Senior Family	132	119	122	122	116	116	116	114	118	124	127	5.08%
Senior Special	10	10	10	10	10	10	10	10	10	10	10	0.00%
40 Year	14	19	19	19	19	19	19	19	19	18	19	-5.26%
50 Year	36	36	36	36	36	36	36	36	36	36	36	0.00%
60 Year +	34	37	34	36	36	36	36	36	36	35	34	-2.78%
Honorary Life	7	7	8	7	7	7	7	7	7	7	8	14.29%
Senior Country	14	11	11	11	11	11	11	11	11	11	11	0.00%
Senior Absentee	33	32	29	32	31	30	30	30	29	29	29	0.00%
Crew	121	115	111	111	111	107	108	111	109	110	111	0.92%
Crew Plus	35	32	29	30	31	33	34	35	37	38	39	2.70%
Youth U18	115	96	95	93	91	86	77	76	81	84	88	3.70%
Intermediate 18-29	119	111	113	114	114	116	114	113	119	121	123	1.88%
Gym	70	66	69	70	69	67	66	66	68	67	67	-1.47%
Social	319	322	325	330	331	332	334	341	345	347	354	0.68%
Social Extra	87	84	84	85	88	91	91	91	91	91	91	0.00%
Junior Family	48	40	44	45	44	45	44	44	44	47	47	6.82%
Aquatic	139	138	144	137	137	136	138	137	140	143	144	2.14%
TPI	2	2	2	2	2	2	2	2	2	2	2	0.00%
<b>TOTAL</b>	<b>1726</b>	<b>1637</b>	<b>1647</b>	<b>1650</b>	<b>1649</b>	<b>1650</b>	<b>1641</b>	<b>1657</b>	<b>1685</b>	<b>1708</b>	<b>1728</b>	<b>1.36%</b>

# 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			3		35	6	77	7	109	23	85	6	30	1
Senior Family		4					5	4	23	19	22	17	15	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	4		10	1	8		1	
Crew		1			7	2	5	1	20	5	27	4	26	2	9	1
Crew Plus					1	1	5	1	9	4	9	1	5	2	3	
Intermediate 18-29			71	21	25	8										
YouthU18			63	26												
Gym	1				4		3	1	10		11	3	19	5	12	
Social	8	5	2		6	1	9	5	28	22	45	35	77	40	51	20
Social Extra	1	3				1		4	1	15	3	30	2	23	1	7
Junior Family			28	19												
Aquatic	5	2			1		9	2	13	26	34	12	27	3	8	1
TPI															2	
Totals	22	16	164	66	48	13	75	25	189	98	281	126	305	93	179	36

## Treasurers Report for May 2024

	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	Jan-24	Feb-24	Mar-24	Apr-24	YTD
Catering Revenue	194	207	285	286	356	346	285	333	326	252	2,870
Other Revenue	179	216	242	229	237	288	274	258	270	275	2,468
<b>Total Income</b>	<b>373</b>	<b>423</b>	<b>527</b>	<b>515</b>	593	633	559	590	596	527	5,338
Cost of sales	83	95	105	99	170	130	131	131	122	99	1,165
<b>Gross Profit</b>	<b>290</b>	<b>328</b>	<b>422</b>	<b>417</b>	<b>423</b>	<b>503</b>	<b>427</b>	<b>460</b>	<b>475</b>	<b>428</b>	4,173
Employment Expenses	201	193	235	258	263	304	293	262	316	277	2,601
Other Expenses	121	96	103	137	159	118	88	120	116	89	1,148
<b>Total Expenses</b>	<b>322</b>	<b>290</b>	<b>338</b>	<b>395</b>	421	422	380	382	432	366	3,749
<b>Operating Profit</b>	<b>(32)</b>	<b>39</b>	<b>84</b>	<b>22</b>	<b>2</b>	<b>81</b>	<b>47</b>	<b>77</b>	<b>43</b>	<b>62</b>	424
<b>Net Profit</b>	<b>(108)</b>	<b>(44)</b>	<b>(5)</b>	<b>(58)</b>	(68)	(9)	(35)	33	(36)	7	(324)
Cost of sales	42.9%	45.6%	37.0%	34.5%	47.8%	37.6%	46.1%	39.3%	37.3%	39.3%	40.6%
Profit Margin	-8.5%	9.2%	15.9%	4.2%	0.3%	12.8%	8.4%	13.1%	7.1%	11.8%	7.9%
Employment Cost	53.8%	45.7%	44.6%	50.0%	44.2%	48.0%	52.4%	44.4%	53.0%	52.5%	48.7%
Other Costs	32.4%	22.8%	19.6%	26.7%	26.8%	18.7%	15.7%	20.3%	19.4%	16.9%	21.5%

(in 000's)

Cash closing balance was \$1,121,995.75 down \$105,327.20 from previous month.

Operating profit \$62k for the month.

- Cost of sales was 39.3% - YTD is 40.6% up 1.6% on our target of 39%
- Catering revenue down as expected - up 10% against April 2023

Gross profit of \$428k. As we enter the colder months the catering revenue is reduced. A strong performance with improved year on year comparison. Again, this month cost of sales is trending down to the target of 39% - shows the good work of club management.

FY23-24			
	Feb-24	Mar-24	Apr-24
<b>Operating Profit</b>	\$ 77,422.22	\$ 42,592.16	\$ 62,260.72
(Increase)/Decrease in Debtors	\$ 32,503.84	\$ 18,467.55	\$ 9,451.37
(Increase)/Decrease in Prepayments	\$ 15,503.08	\$ 19,085.16	\$ 20,873.64
(Increase)/Decrease in Inventory	\$ 125.10	-\$ 3,279.41	\$ 15,870.42
Increase/(Decrease) in Creditors	-\$ 30,765.93	-\$ 57,548.25	-\$ 22,045.53
Increase/(Decrease) in GST	-\$ 126,031.77	\$ 24,680.91	\$ 46,073.87
Increase/(Decrease) in Other Liabilities	-\$ 156,404.04	-\$ 186,079.10	-\$ 199,853.49
<b>Net Operating Cash flow</b>	-\$ 187,647.50	-\$ 142,080.98	-\$ 67,369.00
(Increase)/Decrease in fixed Assets	-\$ 16,355.00	-\$ 13,243.17	-\$ 27,740.98
<b>Net Cash flow from Investing</b>	-\$ 16,355.00	-\$ 13,243.17	-\$ 27,740.98
Interest Income	\$ 2,478.28	\$ 2,495.58	\$ 2,295.89
Interest Paid	-\$ 4,968.81	-\$ 4,256.42	-\$ 4,422.02
Increase/(Decrease) in Other finance	-\$ 8,044.45	-\$ 8,081.91	-\$ 8,091.09
<b>Net Cash flow from financing</b>	-\$ 10,534.98	-\$ 9,842.75	-\$ 10,217.22
Opening balance	\$ 1,607,027.33	\$ 1,392,489.85	\$ 1,227,322.95
Net change in cash flow	-\$ 214,537.48	-\$ 165,166.90	-\$ 105,327.20
<b>Closing balance</b>	\$ 1,392,489.85	\$ 1,227,322.95	\$ 1,121,995.75



## **RBYC**

### **Finance Sub Committee**

**Meeting: 6 May 2024**

#### **Attendees**

Brett Heath, Murray Cowdell, Keith Badger, Niesje Hees, Peter Demura

#### **Apologies**

Phil Hall

*Meeting commenced at 1630 Hrs*

#### **Review of Financial Results**

See attached Financial Results Summary provided by the Treasurer.

Cash closing balance was \$1.2M, down \$165K from previous month.

Operating profit \$43k for the month.

- Cost of sales was 37.3% - YTD is 40.7% up 1.7% on target of 39%
- Employment expenses high for the month (5 pay cycles in March).

Gross profit of \$475k. Good income and cost of sales is trending down to the target of 39%.

Employment up with 5 pay cycles in the month. Employment expenses still high.

Winter hours will be reduced in line with last year.

#### **Bank Loan**

The Finance Committee recommends accepting the bank's offer of a loan of \$500,000. Paperwork will be commenced with a view to taking the loan in October (when the current loan is paid off), with repayments targeted to be the same as current repayments (term to be determined accordingly).

#### **Proposed Fee increase for 2024-25**

The Finance Committee recommends a fee increase of 5% across membership, marina, hardstand and yard. This acknowledges rising costs, while also recognising there was an 8% increase last year.

#### **Budget Planning**

The Treasurer is working with the GM on next year's budget and will circulate a draft to Finance Committee by June.

#### **Next Meeting**

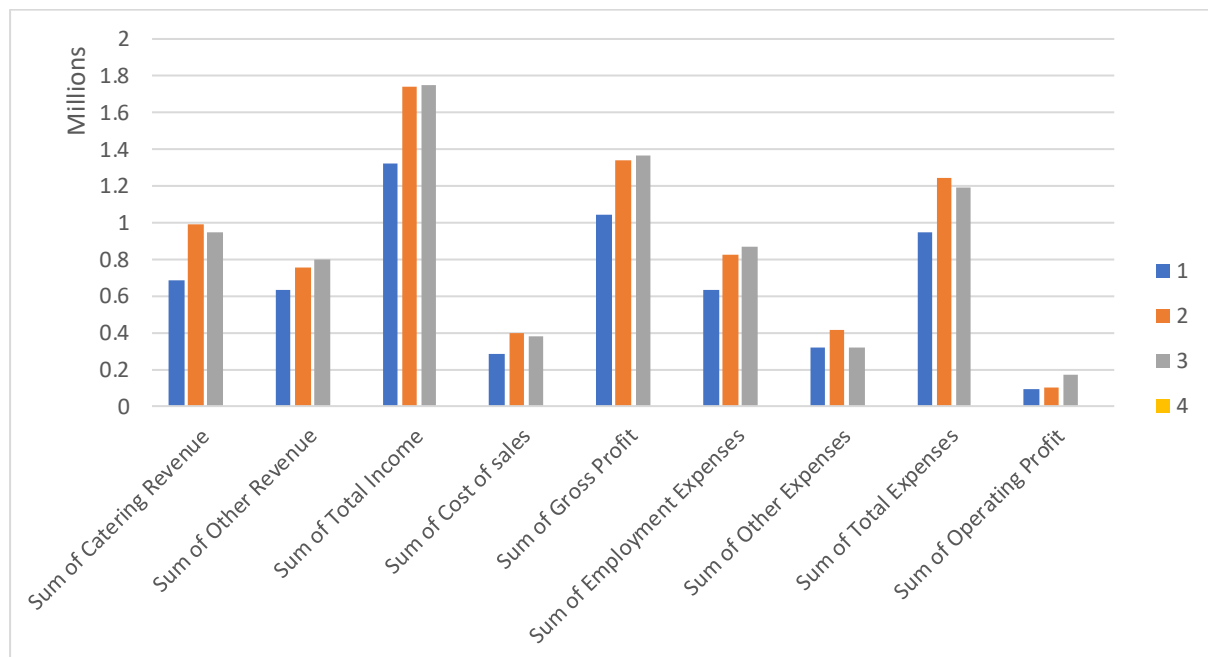
Next meeting Monday 22 July 2024 (main agenda item is review of FY results).

*Meeting concluded 1730*

## Financial Results Summary

	1st QTR	2nd QTR	3rd QTR	YTD
Catering Revenue	686	988	944	<b>6,526</b>
Other Revenue	637	755	801	<b>5,475</b>
Total Income	<b>1,324</b>	1,742	1,745	<b>12,001</b>
Cost of sales	<b>283</b>	399	384	<b>2,646</b>
Gross Profit	<b>1,040</b>	1,343	1,362	<b>9,355</b>
Employment Expenses	629	824	871	<b>5,825</b>
Other Expenses	320	415	323	<b>2,559</b>
Total Expenses	<b>950</b>	1,239	1,195	<b>8,384</b>
Operating Profit	<b>90</b>	104	167	<b>971</b>
Net Profit	<b>(157)</b>	(135)	(39)	<b>(709)</b>
Cost of sales	41.3%	40.4%	40.6%	<b>40.5%</b>
Profit Margin	6.8%	6.0%	9.6%	<b>8.1%</b>
Employment Cost	47.5%	47.3%	49.9%	<b>48.5%</b>
Other Costs	24.2%	23.8%	18.5%	<b>21.3%</b>

In (000's)



## Agenda - RBYC Sailing Committee

<b>Meeting Date</b>	<b>Thursday 16<sup>th</sup> May 2024 at 6:00pm.</b>			
<b>Meeting Venue</b>	<b>Sailing Office</b>			
<b>Attendance</b>	Marnie, Peter G, Peter R, Rod, Colin			
<b>Apologies</b>	Glenn Ferguson, Paul Pascoe, Brett Bowden			
<i>Item</i>	<i>Topic</i>	<i>Support Paper</i>	<i>Action By</i>	<i>Complete Date</i>
<b>1.0</b>	<b>OPENING – Marnie Irving</b>			
1.1	<i>Minutes of the previous meeting be adopted.</i>			
<b>2.0</b>	<b>MATTERS ARISING</b>			
	<p>Review of Sailing to date</p> <p>Skippers' forum: Only 1 attendee for OTB. RS 100s keen, but numbers are low.</p> <p>Need to ask would OTB do Wednesday afternoon/evening sprint racing &amp; training instead of Thursday. Hopefully would encourage increased interaction amongst members in the bar/café after sailing. CB to follow up.</p> <p>Keelboat forum next Wednesday evening; One Design the following Wednesday. Discussion re participation in Association Cup to be included in KB forum.</p> <p>Presentation Night/club cocktail evening Friday 12<sup>th</sup> July Awards, prizes. Approved format cocktail party and DJ. Approved multi tool for major winners. Approved walled glass for minor winners.</p> <p><b>Need suggestions for Phil Bedlington and Sailor of the year awards by next meeting.</b> Youth Sailor - CB will look into this (may not have anyone suitable this year.)</p>			
2.2	<p><b>CALENDARS</b> The cruising group committee has requested races on Vic Champ weekends. Put into calendar and check interest at the forum. Consider reasons for deletion that occurred 23/24 season.</p> <p>Add No-Aggregate race to Sat 18<sup>th</sup> Jan, Tower/Tower At OD forum ask what they think - manning a boat start / finish may be difficult.</p>			

2.3	Handicapping – Carried over to next meeting.		<b>MI</b>	
<b>3.0</b>	<b>SAFETY INITIATIVES – Carried over to next meeting</b>			
	KEELBOAT REPORT, representative needed. Marnie making invitations			
<b>4.0</b>	<p><b>ONE DESIGN Racing:</b> Great racing all season and looking forward to same next session.</p> <p>Notification of SMART info evenings well received, believe it's a great initiative.</p> <p>Possibility of International Jurors for Etchells Worlds working online remotely discussed. (This may be of relevance to Sail Melbourne regattas in future, although Sail Melb not a Sanctioned event, so international jurors may be desirable but not essential.)</p> <p>Need to ensure that sail numbers match the entry that Race Management has. The number on the mainsail is the one that is needed</p>		<b>PR</b>	
<b>5.0</b>	<p><b>OTB REPORT.</b> Sunday racing working well, with boats from other clubs participating. Mainly ILCAs</p>		<b>CB</b>	
<b>6.0</b>	<p><b>CRUISING REPORT:</b> Calendar confirmed, including Juniors Big Boat Day Awards done. PG to give names to Colin.</p>		<b>PG</b>	
<b>7.0</b>	<b>RESCUE BOAT WORKING GROUP REPORT: Nil</b>		<b>GF</b>	
<b>8.0</b>	<b>RACE MANAGEMENT TEAM INITIATIVES</b>			
8.1	<p>Finish window for Wednesday racing currently too long. Appendix B&amp;C to change to total maximum race length of 2.5 hours. Applicable for all divisions.</p> <p>What time limit do we use for Saturday? Suggestion was to amend SI (Appendix A) for Div 1 &amp; 2, either W/L or passage races, to state a time after first boat, as per OD practice. Keep Saturday Div 3 passage race as is.</p> <p>Volunteers' Lunch 26<sup>th</sup> May</p>			

<b>9.0</b>	<b>REGATTAS</b>		<b>CB</b>	
	Sail Melbourne 2024 Discussion re Sail Melb, and/or George Mac in future years to be discussed later			
	VX Ones youth			
	RBVC 150 year celebration regatta			
	Etchells Worlds			
	National Optimist Class Association 2027			
<b>10.0</b>	<b>AOB</b> SMART Classes program, speakers, and dates confirmed. Need to ensure that our communication re intended audience is clear.  Sail Passes in place. Encourage their use. Whether to charge, and how to enforce, are complicated issues. Need further thoughts and discussion.  Yard and Hardstand are almost full. How to deal with boats that rarely, or never, sail, is another complicated issue. Need further thoughts and discussion.  Address these two issues at next meeting. Also involves GC.  Twilights: agreed to change to non-spinnaker, pursuit, only. Start at 6pm. MI and RM to discuss this at KB forum for feedback. This is due to the lack of numbers in the spinnaker fleet. If interest were to grow, then could add a Spinnaker Division with Pursuit starts from 6pm			
<b>Next Meeting Thursday 20th June at 6pm.</b> <b>(Tuesdays are still an alternative option, but leave as 20/6/24 for this next meeting)</b>				

## **GENERAL MANAGER'S REPORT MAY 2024**

- OH & S – No incidents to report
- Forecourt Redevelopment – update:
  - [Progress Report from Scott \(Project Mgr\)](#)
- Auditors have confirmed attendance on 6-7 June for interim audit.
- Restaurant will not operate on Wednesday nights during June & July. Initially we were going to operate a separate Lunch & Dinner Menus, this has been revised to a combined menu for the immediate future.
- Lighting to upgrade the sign on southern face of clubhouse has been received, brackets have been ordered.
- Decision regarding flagpole carried forward paper to be prepared.
- Marina Dredging Project –MACA permit has been granted, congrats to NH. Watertech is due to deliver tender package which we will distribute to contactors.
- CCTV cameras on the tower have had problems fixed now fully operational.
- Marina attenuator repairs are in progress with some parts received.

*Philip Hall*  
*General Manager*

**Overview - Marina / Hardstand / Undercroft**

Month: May-24

	OTB	Hardstand	Marina	Combined	Available	Occupied	Total Vacant
Nov-23	96.30%	96.25%	84.48%	<b>91.99%</b>	437	402	35
Oct-23	96.3	97.2	82.7	89.47	437	391	46

**Marina**

Size	Club Owned	Occupied	Occ %				Total Pens	Total Occ	Total Occ %
10M	93	79	84.95%				93	79	84.95%
12M	72	54	75.00%				72	54	75.00%
13M	6	5	83.33%				6	5	83.33%
15M	35	34	97.14%				35	34	97.14%
18M	26	24	92.31%				26	24	92.31%
	<b>232</b>	<b>196</b>	<b>84.48%</b>				<b>232</b>	<b>196</b>	<b>84.48%</b>

**OTB Dinghy Storage**

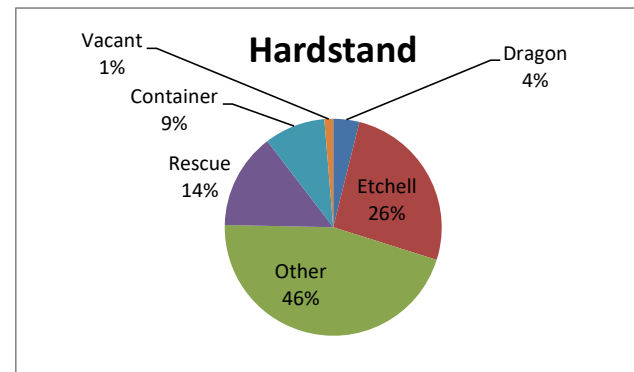
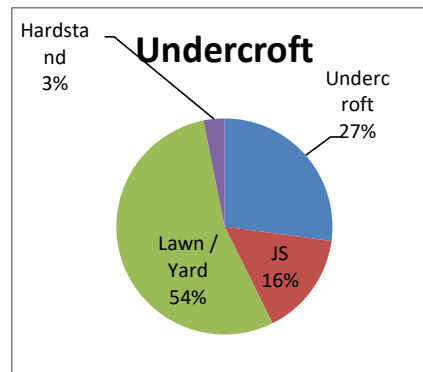
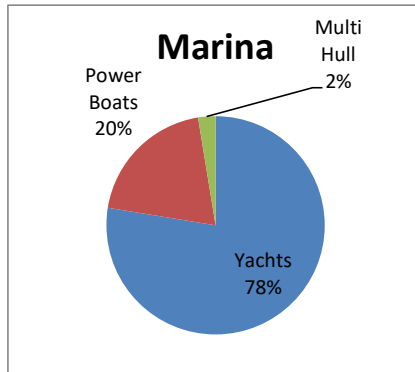
	Undercroft	JS	Lawn / Yard	Hardstand	Total of 134
Total Pens	35	20	70	4	129
Occupancy	75.00%	90.00%	95.00%	100.00%	<b>96.30%</b>

**Marina Boat Types**

Total	Vacant	Yachts	Power Boats	Multi Hull
232	36	152	39	5
100.00%	15.5%	65.5%	16.8%	2.2%

**Hardstand**

	Dragon	Etchell	Other	Rescue	Container	Vacant	Total 72
Occupied	3	20	35	11	7	1	77
Ratio %	4.2%	27.8%	48.6%	15.3%	9.7%	1.4%	96.3%



21/05/2024

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

Dear Board Members,

**RE: Royal Brighton Financial Results – April 2024**

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

**Financial Results April 2024:**

The financial reports for the period have been prepared on a calendar month basis from 1<sup>st</sup> April to 30<sup>th</sup> April 2024.

The Club's financial performance for April has been analysed and compared to the previous year's figures. The Club achieved a total income of \$527k, which is a \$35k increase compared to the same period in FY23. This rise in revenue is primarily due to a \$22k increase in Catering revenue and a \$19k increase in Marina, Hardstand, and OTB Storage revenue. Although the cost of sales increased by \$8k during this period, the significant revenue jump led to a \$27k year-on-year increase in Gross Profit, resulting in a Gross Profit of \$428k.

Expenditure for April totaled \$365k, which is a \$14k increase compared to April 2023. A notable factor is the substantial \$51k increase in employment expenses, with wages across all departments seeing a year-on-year rise. All other expense categories experienced year-on-year decreases, except for Occupancy Costs, which increased by \$11k.

The Club's financial results were also compared to the budgeted figures for the period. The Club's revenue exceeded budgeted figures by 14%, while the Cost of Sales exceeded the budget by 8%. The Club's expenses surpassed the budget by 22%, resulting in the Operating Profit falling short of the forecasted results by 13%.

In summary, the Club reported an Operating Profit of \$62k for April, with a Year-to-Date Operating Profit of \$423k.

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

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

Please note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
September BAS 23 Payment Plan	\$20,848.78	27/05/2024
April Super	\$22,772.52	28/05/2024
March BAS	\$127,054	27/05/2024
<b>Total</b>	<b>\$170,675.30</b>	

The Balance Sheet of the Club reflects the most recent financial position as of the end of April 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

## Revised Proposal for General Committee 27 May 2024

It is recommended that the current beachside flagpole be moved to the front of the club, and that a wooden flagpole be installed on the beachside over this winter (before Opening Day 2024).

This is a change from the proposal to the April GC where it was proposed that the decision regarding the location and option for a replacement club flagpole be deferred until after the completion of the forecourt.

The reason for the change is that the option of moving the flagpole from the beach side of the club to the front of the club will need to be organized in conjunction with current construction plans. At the same time, it would be fitting to have the beachside wooden flagpole in time for 2024 Opening Day. This change is supported by the Vice Commodore.

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## 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 halliards, flag clips and cleat. Includes tabernacle base of galvanized steel. Rope rigging 40ft

#### 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

**Option 3 – Move the current flagpole to the front of the club and install a new larger flagpole beachside**

Advantages/ benefits

- Reuse of current flagpole and provide a pole that can be seen from the street. At the same time a more stately flagpole can be installed beachside where it will be visible from the water and the beach.

Disadvantages/ Risks

- Decision needs to be made now, so that the current flagpole can be moved to the front of the club.
- Investment needs to be made earlier

**Recommendation**

Option 3 is recommended, with a wooden flagpole to be installed beachside before Opening Day 2024. This changes the recommendation presented to the April GC meeting to defer the decision.



1 | 3D PROPOSED FORECOURT

RBYC REDEVELOPMENT  
253 ESPLANADE, MIDDLE BRIGHTON,  
VIC 3186  
Client: ROYAL BRIGHTON YACHT CLUB  
PROPOSED 3D VIEW  
Scale: @ A3  
Project: 902-4A  
Sheet: TP4a-11 A

**Shelton  
architects**

18A Hall St  
Brighton VIC 3186  
P | 0414379211

3/06/2024 10:32:32 AM  
© COPYRIGHT





## Balance sheet report

Accrual mode

Feb 2024 - Apr 2024

	Feb-24	Mar-24	Apr-24
<b>1-0000 Assets</b>			
<b>1-1000 Trading Bank Accounts</b>			
1-1010 BOM- Business Chq Acc**157544	49,625.06	27,132.79	18,526.37
1-1015 BOM- MbrShp Marina Acc**098419	73,554.67	69,258.86	14,186.74
1-1025 BOM- Yachting Foundation x141	2,329.73	2,350.34	2,350.34
1-1031 BOM-Business Access Saver x391	756,306.61	657,158.97	609,884.59
1-1033 BOM - Term Deposit x061	500,000.00	500,000.00	500,000.00
<b>Total Trading Bank Accounts</b>	<b>1,381,816.07</b>	<b>1,255,900.96</b>	<b>1,144,948.04</b>
<b>1-1100 Floats</b>			
1-1105 Cash on Hand	1,000.00	1,000.00	1,000.00
1-1110 Till Floats	1,400.00	1,400.00	1,400.00
1-1125 Petty Cash	848.41	786.41	866.81
<b>Total Floats</b>	<b>3,248.41</b>	<b>3,186.41</b>	<b>3,266.81</b>
<b>1-1200 Clearing Accounts</b>			
1-1210 Cash Clearing	1,848.90	(56,416.40)	(14,061.41)
1-1250 Eftpos Clearing	8,550.95	27,232.78	(6,600.55)
1-1256 Stripe payment Clearing	0.00	0.00	(2,592.00)
<b>Total Clearing Accounts</b>	<b>10,399.85</b>	<b>(29,183.62)</b>	<b>(23,253.96)</b>
<b>1-1300 Debtors</b>			
1-1310 Trade Debtors	27,970.18	34,288.68	44,664.45
1-1320 Accrued Income	1,622.61	3,245.22	4,815.49
1-1330 Other Debtors	269,052.56	241,123.03	219,924.58
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
<b>Total Debtors</b>	<b>279,408.12</b>	<b>259,419.70</b>	<b>250,167.29</b>
<b>1-1350 Receivables</b>			
1-1355 Members Control Account	(863.87)	657.00	458.04
1-1370 Cruising Group Account	53,058.83	53,039.31	53,041.58
1-1375 Cruising Group Clearing Acc	(53,058.83)	(53,039.31)	(53,041.58)
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
<b>Total Receivables</b>	<b>(863.87)</b>	<b>657.00</b>	<b>458.04</b>
<b>1-1400 Prepayments</b>			
1-1410 Prepayments - General	58,607.76	47,766.64	35,137.06
1-1420 Prepaid Insurance	16,488.10	8,244.06	0.00
1-1425 Prepaid Workcover	24,902.65	24,902.65	24,902.65
<b>Total Prepayments</b>	<b>99,998.51</b>	<b>80,913.35</b>	<b>60,039.71</b>
<b>1-1600 Stock</b>			
1-1610 Inventory- Beverage	52,180.06	67,286.58	53,031.79
1-1611 Inventory-Beverage non-alcohol	6,746.94	8,863.25	11,973.22

	Feb-24	Mar-24	Apr-24
1-1630 Inventory- Food	29,966.91	16,935.78	12,323.40
1-1650 Inventory- Clothing & Merch	18,536.34	17,624.05	17,510.83
<b>Total Stock</b>	<b>107,430.25</b>	<b>110,709.66</b>	<b>94,839.24</b>
<b>1-1710 Property</b>			
1-1713 Club House Leasehold at Cost	9,249,639.22	9,249,639.22	9,249,639.22
1-1714 Amortisation Club House Imp	(5,706,421.97)	(5,737,615.38)	(5,767,794.64)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(37,048.39)	(37,148.04)	(37,244.48)
1-1717 ROU Assets - Parks Victoria	238,100.92	233,139.92	228,178.92
1-1718 Amortisation Parks Victoria	(213,297.41)	(213,297.41)	(213,297.41)
1-1719 ROU Assets - Bayside City Council	680,011.09	676,448.23	672,869.11
1-1720 Amortisation Bayside City Council	(171,792.23)	(171,792.23)	(171,792.23)
<b>Total Property</b>	<b>4,079,021.98</b>	<b>4,039,205.06</b>	<b>4,000,389.24</b>
<b>1-1721 Marina &amp; Hardstand</b>			
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	7,938,844.32
1-1724 Amortisation Leasehold Marina	(7,907,671.39)	(7,931,494.49)	(7,932,556.12)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(754,085.77)	(754,401.45)	(754,706.95)
<b>Total Marina &amp; Hardstand</b>	<b>41,380.12</b>	<b>17,241.34</b>	<b>15,874.21</b>
<b>1-1740 Plant &amp; Equipment</b>			
1-1742 Furniture, Plant & Equipment	1,061,297.81	1,074,540.98	1,074,950.07
1-1744 Accum Depreciation Plant etc	(959,494.46)	(961,292.95)	(963,149.63)
1-1750 Marina & HStand Equip at Cost	479,847.81	479,847.81	503,295.41
1-1755 Marina & HStand Equip Acc Depn	(380,460.04)	(381,664.55)	(382,984.02)
<b>Total Plant &amp; Equipment</b>	<b>201,191.12</b>	<b>211,431.29</b>	<b>232,111.83</b>
<b>1-1800 Boats</b>			
1-1810 Rescue & Work Boats at Cost	1,078,155.72	1,078,155.72	1,078,155.72
1-1815 Accum Depreciation Rescue Boat	(550,995.70)	(558,847.31)	(567,461.25)
1-1825 DSC Sailing Boats at Cost	220,264.11	220,264.11	220,264.11
1-1830 Accum Depreciation OTB Boats	(178,620.72)	(180,192.01)	(181,484.61)
<b>Total Boats</b>	<b>568,803.41</b>	<b>559,380.51</b>	<b>549,473.97</b>
<b>1-1900 Intangible Assets</b>			
1-1910 Designs at Cost	72,749.64	72,749.64	76,633.93
1-1915 Work In Progress	27,950.98	27,950.98	27,950.98
1-1920 Amortisation Designs	(16,940.56)	(17,379.29)	(17,487.90)
<b>Total Intangible Assets</b>	<b>83,760.06</b>	<b>83,321.33</b>	<b>87,097.01</b>
<b>Total Assets</b>	<b>6,855,594.03</b>	<b>6,592,182.99</b>	<b>6,415,411.43</b>
<b>2-0000 Liabilities</b>			
<b>2-1000 Trade Creditors</b>			
2-1100 Trade Creditors	149,273.10	91,724.85	69,679.32
<b>Total Trade Creditors</b>	<b>149,273.10</b>	<b>91,724.85</b>	<b>69,679.32</b>
<b>2-2000 Accruals</b>			
2-2005 Deposits Received in Advance	13,375.00	10,250.00	6,000.00
2-2110 Accruals- General	48,185.56	28,184.57	47,332.51
2-2130 Accrual- Workcover	18,732.74	21,781.49	24,512.30
2-2140 Accrual- Payroll Tax	8,316.37	11,734.46	10,215.66
<b>Total Accruals</b>	<b>88,609.67</b>	<b>71,950.52</b>	<b>88,060.47</b>
<b>2-3000 GST and Statutory Liabilities</b>			
2-3110 GST Collected	86,167.26	129,050.79	164,888.11



	Feb-24	Mar-24	Apr-24
2-3120 GST Paid	(31,592.05)	(49,424.04)	(61,023.35)
2-3125 ATO Liability	158,528.26	138,992.92	119,587.03
2-3130 PAYG Withholding Payable	35,248.00	47,429.00	95,103.00
2-3150 Superannuation Payable	22,221.06	29,204.77	22,772.52
<b>Total GST and Statutory Liabilities</b>	<b>270,572.53</b>	<b>295,253.44</b>	<b>341,327.31</b>
<b>2-4000 Employee Provisions</b>			
2-4010 Annual Leave Payable	121,418.60	126,888.77	113,595.60
2-4015 Leave Loading Payable	19,394.63	20,177.93	15,547.66
2-4020 Long Service Leave - Current	38,394.00	38,744.00	48,114.00
2-4021 Long Service Leave Non-current	75,782.00	75,709.00	69,503.00
2-4022 On-Cost for A/L & L>Loading	23,734.35	24,788.39	21,767.36
<b>Total Employee Provisions</b>	<b>278,723.58</b>	<b>286,308.09</b>	<b>268,527.62</b>
<b>2-5000 Bonds &amp; Other Liabilities</b>			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	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
<b>Total Bonds &amp; Other Liabilities</b>	<b>41,168.43</b>	<b>41,168.43</b>	<b>41,168.43</b>
<b>2-6000 Deferred Income- Members</b>			
2-6010 Subscription Income Deferred	259,131.15	202,006.27	144,465.80
2-6060 Other Income in Advance	43,646.99	34,612.48	25,381.56
<b>Total Deferred Income- Members</b>	<b>302,778.14</b>	<b>236,618.75</b>	<b>169,847.36</b>
<b>2-7000 Deferred Income- Marina</b>			
2-7010 Marina 1 Year Licence	401,046.37	335,076.81	252,700.29
2-7030 Hardstand - Rental	38,418.50	32,417.94	24,418.34
2-7050 DSC Maintenance Income	49,397.73	41,479.72	31,355.87
<b>Total Deferred Income- Marina</b>	<b>488,862.60</b>	<b>408,974.47</b>	<b>308,474.50</b>
<b>2-8000 Bank Loans</b>			
2-8030 Commercial Bill S331 300243100	131,553.75	100,596.81	69,685.20
2-8031 Commercial Bill - Non Current	121,489.29	121,489.29	121,489.29
<b>Total Bank Loans</b>	<b>253,043.04</b>	<b>222,086.10</b>	<b>191,174.49</b>
<b>2-9000 Other Finance</b>			
2-9021 Current Liability - Parks Victoria	24,802.00	19,841.00	14,880.00
2-9022 Currenrt Liability - Bayside City Council	12,566.33	9,445.42	6,315.33
2-9024 Non-Current Liability-Bayside City Council	535,540.67	535,540.67	535,540.67
2-9036 Credit Card P Hall x271	770.58	1,094.19	1,867.36
2-9037 Credit Card - Sammy Doddy	100.00	0.00	550.49
2-9038 Credit Card - Colin Burgess	2,103.90	1,486.61	547.29
<b>Total Other Finance</b>	<b>575,883.48</b>	<b>567,407.89</b>	<b>559,701.14</b>
<b>Total Liabilities</b>	<b>2,448,914.57</b>	<b>2,221,492.54</b>	<b>2,037,960.64</b>
<b>Net Assets</b>	<b>4,406,679.46</b>	<b>4,370,690.45</b>	<b>4,377,450.79</b>
<b>3-0000 Equity</b>			
3-1000 Accumulated Funds	5,239,895.19	5,239,895.19	5,239,895.19
3-2000 Yachting Foundation No2 Reserv	17,785.74	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	(282,778.66)	(318,767.67)	(312,007.33)
<b>Total Equity</b>	<b>4,406,679.46</b>	<b>4,370,690.45</b>	<b>4,377,450.79</b>

## Profit & Loss [Budget Analysis]

April 2024

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$48,355.02	\$57,000.00	-\$8,644.98	(15.2)%
4-1010	Restaurant Food Revenue	\$61,395.78	\$80,000.00	-\$18,604.22	(23.3)%
4-1015	Members Beverage Revenue	\$31,286.14	\$20,500.00	\$10,786.14	52.6%
4-1020	Members Food Revenue	\$27,389.13	\$11,500.00	\$15,889.13	138.2%
4-1021	Members F&B Discounts - Revenue	\$5,020.42	\$5,500.00	-\$479.58	(8.7)%
4-1053	Function Food	\$47,104.62	\$40,000.00	\$7,104.62	17.8%
4-1054	Function Beverage	\$21,056.80	\$15,000.00	\$6,056.80	40.4%
4-1060	Room Hire	\$10,659.10	\$4,000.00	\$6,659.10	166.5%
	Total Catering Revenue	\$252,267.01	\$233,500.00	\$18,767.01	8.0%
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	\$1,358.78	\$875.00	\$483.78	55.3%
	Total Membership Income	\$86,131.51	\$80,653.00	\$5,478.51	6.8%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$12,209.15	\$9,815.00	\$2,394.15	24.4%
4-2520	Marina Annual Rental Income	\$126,350.19	\$97,351.00	\$28,999.19	29.8%
4-2540	Marina & Hstand Casual Rental	\$9,127.27	\$7,500.00	\$1,627.27	21.7%
4-2545	DSC Storage	\$2,215.67	\$1,500.00	\$715.67	47.7%
4-2550	Maintenance Fee Income	\$15,677.99	\$14,500.00	\$1,177.99	8.1%
	Total Marina, Hstand & OTB Storage Inc	\$165,580.27	\$130,666.00	\$34,914.27	26.7%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$1,729.92	\$1,500.00	\$229.92	15.3%
4-3120	Regattas Income	\$3,780.75	\$0.00	\$3,780.75	NA
4-3130	Boat Hire Income	\$2,081.82	\$0.00	\$2,081.82	NA
	Total Sailing Income	\$7,592.49	\$1,500.00	\$6,092.49	406.2%
4-4000	DSC Income				
4-4116	Out There 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	\$11,826.91	\$0.00	\$11,826.91	NA
4-4140	Adult Learn to Sail	\$2,259.27	\$0.00	\$2,259.27	NA
4-4150	Power Boat Handling	\$653.09	\$0.00	\$653.09	NA
4-4160	School Training Fees	\$163.64	\$4,320.00	-\$4,156.36	(96.2)%
4-4165	Private Coaching Fees	\$736.37	\$0.00	\$736.37	NA
	Total DSC Income	\$15,639.28	\$7,720.00	\$7,919.28	102.6%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$1,525.45	\$2,000.00	-\$474.55	(23.7)%
4-5120	Sub-tenant Rental Income	\$3,401.54	\$4,695.00	-\$1,293.46	(27.5)%
4-5140	Gifts & Donations Received	-\$8,738.70	\$0.00	-\$8,738.70	NA
4-5155	Credit Card Surcharge	\$819.00	\$800.00	\$19.00	2.4%
4-5160	Keys Income	\$785.69	\$800.00	-\$14.31	(1.8)%
4-5161	Lockers Income	\$69.69	\$0.00	\$69.69	NA
4-5170	Sundry Income	\$2,096.80	\$100.00	\$1,996.80	1,996.8%
	Total Other Revenue	-\$40.53	\$8,395.00	-\$8,435.53	(100.5)%
	Total Income	\$527,170.03	\$462,434.00	\$64,736.03	14.0%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$35,822.05	\$33,300.00	\$2,522.05	7.6%
5-2000	Costs of Sales- Food	\$63,398.84	\$57,540.00	\$5,858.84	10.2%

## Profit & Loss [Budget Analysis]

April 2024

		Selected Period	Budgeted	\$ Difference	% Difference
5-3000	Costs of Sales- Clothing & Merch	\$0.00	\$660.00	-\$660.00	(100.0)%
	<b>Total Catering Cost Of Sales</b>	<b>\$99,220.89</b>	<b>\$91,500.00</b>	<b>\$7,720.89</b>	<b>8.4%</b>
	<b>Gross Profit</b>	<b>\$427,949.14</b>	<b>\$370,934.00</b>	<b>\$57,015.14</b>	<b>15.4%</b>
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$496.95	\$580.00	-\$83.05	(14.3)%
6-1010	Merchant Fees	\$2,695.88	\$2,500.00	\$195.88	7.8%
6-1011	Commission Paid	\$96.14	\$100.00	-\$3.86	(3.9)%
6-1015	Cash Discrepancies	\$3.06	\$50.00	-\$46.94	(93.9)%
6-1016	Walk Outs	\$197.28	\$50.00	\$147.28	294.6%
6-1025	Software & Support	\$1,404.51	\$2,000.00	-\$595.49	(29.8)%
6-1030	Printing	\$1,128.00	\$1,800.00	-\$672.00	(37.3)%
6-1031	Postage	\$19.47	\$50.00	-\$30.53	(61.1)%
6-1032	Stationery	\$262.89	\$580.00	-\$317.11	(54.7)%
6-1035	Telephone & Internet	\$919.48	\$1,200.00	-\$280.52	(23.4)%
6-1040	Office & Admin Expenses	\$90.70	\$0.00	\$90.70	NA
6-1044	Kitchen Consumables	\$76.74	\$0.00	\$76.74	NA
6-1046	Subscription - IT	\$4,322.24	\$2,500.00	\$1,822.24	72.9%
6-1047	Tea Towels	\$0.00	\$1,550.00	-\$1,550.00	(100.0)%
6-1048	Other Consumables	\$26.36	\$0.00	\$26.36	NA
6-1051	Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
6-1056	Staff Discounts	\$1,958.30	\$1,000.00	\$958.30	95.8%
6-1060	Clothing & Merchandise Costs	\$1,425.45	\$1,500.00	-\$74.55	(5.0)%
6-1065	Entertainment Expenses	\$47.26	\$1,200.00	-\$1,152.74	(96.1)%
6-1070	Decorations	\$80.00	\$0.00	\$80.00	NA
6-1075	General Expenses	\$62.00	\$1,000.00	-\$938.00	(93.8)%
6-1080	Member Expenses	\$933.65	\$2,000.00	-\$1,066.35	(53.3)%
6-1081	Members F&B Discounts	\$5,020.42	\$6,000.00	-\$979.58	(16.3)%
	<b>Total General Operating Expenses</b>	<b>\$21,266.78</b>	<b>\$26,235.00</b>	<b>-\$4,968.22</b>	<b>(18.9)%</b>
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$5,365.14	\$7,500.00	-\$2,134.86	(28.5)%
	<b>Total Professional Fees</b>	<b>\$5,365.14</b>	<b>\$7,500.00</b>	<b>-\$2,134.86</b>	<b>(28.5)%</b>
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$190.00	\$500.00	-\$310.00	(62.0)%
6-1405	Replacement - Glassware etc	\$137.14	\$300.00	-\$162.86	(54.3)%
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	\$727.02	\$0.00	\$727.02	NA
6-1441	Freight & Courier	\$37.50	\$150.00	-\$112.50	(75.0)%
	<b>Total Equipment Expenses</b>	<b>\$1,301.42</b>	<b>\$1,190.00</b>	<b>\$111.42</b>	<b>9.4%</b>
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$4,772.73	\$4,800.00	-\$27.27	(0.6)%
6-1620	Insurances	\$8,244.06	\$8,333.00	-\$88.94	(1.1)%
6-1630	License Fees	\$541.31	\$333.00	\$208.31	62.6%
	<b>Total Insurances, Licenses &amp; Rego</b>	<b>\$13,558.10</b>	<b>\$13,466.00</b>	<b>\$92.10</b>	<b>0.7%</b>
6-2000	Advertising & Promotions				
6-2005	Promotions	\$12.00	\$200.00	-\$188.00	(94.0)%
6-2010	Advertising & Marketing	\$540.66	\$2,000.00	-\$1,459.34	(73.0)%
6-2015	Sponsorships & Donations	\$300.00	\$0.00	\$300.00	NA
6-2016	Digital Expenses	\$0.00	\$100.00	-\$100.00	(100.0)%
6-2020	Vouchers Expense	\$45.46	\$100.00	-\$54.54	(54.5)%

## Profit & Loss [Budget Analysis]

April 2024

		Selected Period	Budgeted	\$ Difference	% Difference
	Total Advertising & Promotions	\$898.12	\$2,400.00	-\$1,501.88	(62.6)%
6-4000	Occupancy Costs				
6-4010	Electricity	\$9,133.07	\$7,500.00	\$1,633.07	21.8%
6-4020	Gas	\$2,483.56	\$2,000.00	\$483.56	24.2%
6-4025	Rental Expense	\$875.56	\$11,017.00	-\$10,141.44	(92.1)%
6-4030	Council Rates	\$884.33	\$900.00	-\$15.67	(1.7)%
6-4040	Cleaning	\$9,725.91	\$9,100.00	\$625.91	6.9%
6-4041	Cleaning Products	\$3,608.44	\$3,750.00	-\$141.56	(3.8)%
6-4045	Security	\$707.95	\$700.00	\$7.95	1.1%
6-4050	Water Rates	\$3,492.46	\$2,000.00	\$1,492.46	74.6%
6-4055	Pest Control	\$730.15	\$0.00	\$730.15	NA
6-4060	Waste Removal	\$2,889.53	\$2,200.00	\$689.53	31.3%
6-4070	Gardening Expenses	\$1,076.32	\$400.00	\$676.32	169.1%
	Total Occupancy Costs	\$35,607.28	\$39,567.00	-\$3,959.72	(10.0)%
6-6000	Repairs, Servicing & Maintenan				
6-6005	R,M&S Clubhouse	\$6,598.28	\$13,014.00	-\$6,415.72	(49.3)%
6-6010	R,M&S Sailing	\$0.00	\$200.00	-\$200.00	(100.0)%
6-6020	R,M&S Marina	\$1,395.26	\$3,600.00	-\$2,204.74	(61.2)%
6-6030	R,M&S Keel Boats	\$890.00	\$2,000.00	-\$1,110.00	(55.5)%
6-6033	R,M&S OziOptis	\$27.32	\$0.00	\$27.32	NA
6-6040	R,M&S Rescue Boats - Rhibs	\$149.83	\$1,000.00	-\$850.17	(85.0)%
6-6050	R,M&S Other Plant & Equipment	\$258.05	\$0.00	\$258.05	NA
	Total Repairs, Servicing & Maintenan	\$9,318.74	\$19,814.00	-\$10,495.26	(53.0)%
6-7000	Internal Club Expenses				
6-7005	Committee Expenses	\$380.00	\$1,000.00	-\$620.00	(62.0)%
6-7010	General Manager Expense	\$0.00	\$500.00	-\$500.00	(100.0)%
	Total Internal Club Expenses	\$380.00	\$1,500.00	-\$1,120.00	(74.7)%
6-8000	Sailing Expenses				
6-8005	Race Entry Expenses	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
6-8015	Volunteer Expenses	\$1,514.94	\$800.00	\$714.94	89.4%
6-8021	Discovery Sailing Fees AS	\$0.00	\$800.00	-\$800.00	(100.0)%
6-8030	Trophies & Prizes	\$80.00	\$100.00	-\$20.00	(20.0)%
6-8040	Sailing Expenses	\$171.00	\$0.00	\$171.00	NA
6-8050	DSC Expenses	\$4.46	\$0.00	\$4.46	NA
6-8060	Regatta Expenses	-\$500.00	\$0.00	-\$500.00	NA
6-8070	Trailer Expenses	\$57.79	\$0.00	\$57.79	NA
	Total Sailing Expenses	\$1,328.19	\$2,900.00	-\$1,571.81	(54.2)%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$13,735.18	\$12,556.00	\$1,179.18	9.4%
6-9010	Wages - Administration	\$11,858.08	\$11,116.00	\$742.08	6.7%
6-9015	Wages - Restaurant	\$4,576.91	\$6,071.00	-\$1,494.09	(24.6)%
6-9016	Wages - Restaurant Casual	\$53,833.01	\$42,263.50	\$11,569.51	27.4%
6-9017	Wages - Clubhouse	\$5,801.84	\$1,000.00	\$4,801.84	480.2%
6-9018	Wages - Kitchen	\$42,942.21	\$35,025.00	\$7,917.21	22.6%
6-9019	Wages - Kitchen Casual	\$18,818.42	\$12,142.00	\$6,676.42	55.0%
6-9020	Wages - Sailing	\$4,602.89	\$7,153.00	-\$2,550.11	(35.7)%
6-9021	Wages - Sailing Casual	\$18,262.84	\$0.00	\$18,262.84	NA
6-9022	Wages - Marina	\$9,777.34	\$9,230.00	\$547.34	5.9%
6-9024	Wages - Members Casual	\$3,764.12	\$4,903.50	-\$1,139.38	(23.2)%
6-9025	Wages - Function	\$30,823.76	\$6,538.00	\$24,285.76	371.5%
6-9026	Wages - Function Casual	\$18,249.40	\$9,807.00	\$8,442.40	86.1%

## Profit & Loss [Budget Analysis]

April 2024

		Selected Period	Budgeted	\$ Difference	% Difference
6-9027	Wages - Kitchen Chef Casual	\$17,559.07	\$0.00	\$17,559.07	NA
6-9030	External Wages- Contractors	\$499.72	\$0.00	\$499.72	NA
6-9050	Staff Leave Expense	-\$14,759.44	\$0.00	-\$14,759.44	NA
6-9051	Provision for Annual Leave	-\$3,021.03	\$0.00	-\$3,021.03	NA
6-9055	Superannuation	\$22,473.08	\$17,358.55	\$5,114.53	29.5%
6-9060	Payroll Tax Expense	\$10,215.62	\$7,653.54	\$2,562.08	33.5%
6-9065	Workcover Expense	\$5,802.81	\$2,160.00	\$3,642.81	168.6%
6-9085	Staff Uniforms - Restaurant & Functions	\$848.82	\$0.00	\$848.82	NA
	<b>Total Employment Expenses</b>	<b>\$276,664.65</b>	<b>\$184,977.09</b>	<b>\$91,687.56</b>	<b>49.6%</b>
	<b>Total Expenses</b>	<b>\$365,688.42</b>	<b>\$299,549.09</b>	<b>\$66,139.33</b>	<b>22.1%</b>
	<b>Operating Profit</b>	<b>\$62,260.72</b>	<b>\$71,384.91</b>	<b>-\$9,124.19</b>	<b>(12.8)%</b>
8-0000	Other Income				
8-0500	Interest Income	\$2,295.89	\$0.00	\$2,295.89	NA
	<b>Total Other Income</b>	<b>\$2,295.89</b>	<b>\$0.00</b>	<b>\$2,295.89</b>	<b>NA</b>
9-0000	Other Expenses				
9-0200	Depreciation	\$44,834.13	\$75,000.00	-\$30,165.87	(40.2)%
9-0400	Amortisation	\$8,540.12	\$3,687.00	\$4,853.12	131.6%
9-0600	Interest Expense	\$2,846.28	\$4,000.00	-\$1,153.72	(28.8)%
9-0601	Lease Interest Expense	\$1,575.74	\$1,850.00	-\$274.26	(14.8)%
	<b>Total Other Expenses</b>	<b>\$57,796.27</b>	<b>\$84,537.00</b>	<b>-\$26,740.73</b>	<b>(31.6)%</b>
	<b>Net Profit/(Loss)</b>	<b>\$6,760.34</b>	<b>-\$13,152.09</b>	<b>\$19,912.43</b>	<b>151.4%</b>

## Profit and loss report

Accrual mode

01 Apr 2024 - 30 Apr 2024

	Total			
	Actual	Last Year	Variance \$	Variance %
<b>4-0000 Income</b>				
<b>4-1000 Catering Revenue</b>				
4-1005 Restaurant Beverage Revenue	48,355.02	56,172.18	(7,817.16)	-14
4-1010 Restaurant Food Revenue	61,395.78	79,155.74	(17,759.96)	-22
4-1015 Members Beverage Revenue	31,286.14	20,557.64	10,728.50	52
4-1020 Members Food Revenue	27,389.13	11,434.50	15,954.63	140
4-1021 Members F&B Discounts - Revenue	5,020.42	5,440.33	(419.91)	-8
4-1053 Function Food	47,104.62	38,260.45	8,844.17	23
4-1054 Function Beverage	21,056.80	15,073.39	5,983.41	40
4-1055 Private Function Revenue	0.00	4.54	(4.54)	-100
4-1060 Room Hire	10,659.10	3,977.29	6,681.81	168
<b>Total Catering Revenue</b>	<b>252,267.01</b>	<b>230,076.06</b>	<b>22,190.95</b>	<b>9.60%</b>
<b>4-2000 Membership Income</b>				
4-2105 Member's Annual Subscription	80,000.00	84,044.24	(4,044.24)	-5
4-2110 Association Fees	4,772.73	3,819.01	953.72	25
4-2115 Instalment Surcharge	1,358.78	803.14	555.64	69
<b>Total Membership Income</b>	<b>86,131.51</b>	<b>88,666.39</b>	<b>(2,534.88)</b>	<b>-2.90%</b>
<b>4-2500 Marina, Hstand &amp; OTB Storage Inc</b>				
4-2510 Hardstand Annual Rental Income	12,209.15	11,328.28	880.87	8
4-2520 Marina Annual Rental Income	126,350.19	108,634.98	17,715.21	16
4-2540 Marina & Hstand Casual Rental	9,127.27	7,415.91	1,711.36	23
4-2545 DSC Storage	2,215.67	2,120.85	94.82	4
4-2550 Maintenance Fee Income	15,677.99	16,814.87	(1,136.88)	-7
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>165,580.27</b>	<b>146,314.89</b>	<b>19,265.38</b>	<b>13.20%</b>
<b>4-3000 Sailing Income</b>				
4-3105 Sailing Safety Fees	1,729.92	1,370.35	359.57	26
4-3115 Coaching Fees	0.00	122.72	(122.72)	-100
4-3120 Regattas Income	3,780.75	4,809.58	(1,028.83)	-21
4-3130 Boat Hire Income	2,081.82	0.00	2,081.82	-
<b>Total Sailing Income</b>	<b>7,592.49</b>	<b>6,302.65</b>	<b>1,289.84</b>	<b>20.50%</b>
<b>4-4000 DSC Income</b>				
4-4110 DSC Programme & Training Fees	0.00	1,677.02	(1,677.02)	-100
4-4115 Tackers Enrolment Fees	0.00	10,263.28	(10,263.28)	-100
4-4116 Out There Enrolment Fees	0.00	1,917.09	(1,917.09)	-100
4-4117 Adult Enrolment Fees	0.00	(191.68)	191.68	100
4-4125 School Holiday Program	11,826.91	0.00	11,826.91	-
4-4140 Adult Learn to Sail	2,259.27	0.00	2,259.27	-
4-4150 Power Boat Handling	653.09	0.00	653.09	-

	<b>Total</b>			
	<b>Actual</b>	<b>Last Year</b>	<b>Variance \$</b>	<b>Variance %</b>
4-4160 School Training Fees	163.64	0.00	163.64	-
4-4165 Private Coaching Fees	736.37	0.00	736.37	-
<b>Total DSC Income</b>	<b>15,639.28</b>	<b>13,665.71</b>	<b>1,973.57</b>	<b>14.40%</b>
<b>4-5000 Other Revenue</b>				
4-5105 Clothing & Merchandise Sales	1,525.45	2,164.55	(639.10)	-30
4-5120 Sub-tenant Rental Income	3,401.54	1,477.61	1,923.93	130
4-5140 Gifts & Donations Received	(8,738.70)	0.00	(8,738.70)	-
4-5155 Credit Card Surcharge	819.00	2,186.46	(1,367.46)	-62
4-5160 Keys Income	785.69	446.36	339.33	76
4-5161 Lockers Income	69.69	64.38	5.31	8
4-5170 Sundry Income	2,096.80	136.80	1,960.00	1433
<b>Total Other Revenue</b>	<b>(40.53)</b>	<b>6,476.16</b>	<b>(6,516.69)</b>	<b>-100.60%</b>
<b>Total Income</b>	<b>527,170.03</b>	<b>491,501.86</b>	<b>35,668.17</b>	<b>7.30%</b>
<b>5-0000 Catering Cost Of Sales</b>				
<b>5-0005 Cost Of Sales</b>				
5-1000 Costs of Sales- Beverage	35,822.05	33,356.69	2,465.36	7
5-2000 Costs of Sales- Food	63,398.84	55,129.92	8,268.92	15
5-3000 Costs of Sales- Clothing & Merch	0.00	1,818.18	(1,818.18)	-100
<b>Total Cost Of Sales</b>	<b>99,220.89</b>	<b>90,304.79</b>	<b>8,916.10</b>	<b>9.90%</b>
<b>Total Catering Cost Of Sales</b>	<b>99,220.89</b>	<b>90,304.79</b>	<b>8,916.10</b>	<b>9.90%</b>
<b>Gross Profit</b>	<b>427,949.14</b>	<b>401,197.07</b>	<b>26,752.07</b>	<b>7</b>
<b>6-0000 Expenses</b>				
<b>6-1000 General Operating Expenses</b>				
6-1005 Bank Charges	496.95	431.61	65.34	15
6-1010 Merchant Fees	2,695.88	2,339.78	356.10	15
6-1011 Commission Paid	96.14	86.27	9.87	11
6-1015 Cash Discrepancies	3.06	(27.11)	30.17	111
6-1016 Walk Outs	197.28	0.00	197.28	-
6-1025 Software & Support	1,404.51	1,909.39	(504.88)	-26
6-1030 Printing	1,128.00	1,767.97	(639.97)	-36
6-1031 Postage	19.47	0.00	19.47	-
6-1032 Stationery	262.89	291.10	(28.21)	-10
6-1035 Telephone & Internet	919.48	1,342.94	(423.46)	-32
6-1040 Office & Admin Expenses	90.70	0.00	90.70	-
6-1042 Ice	0.00	(240.91)	240.91	100
6-1043 Restaurant Consumables	0.00	321.18	(321.18)	-100
6-1044 Kitchen Consumables	76.74	0.00	76.74	-
6-1046 Subscription - IT	4,322.24	4,088.92	233.32	6
6-1047 Tea Towels	0.00	3,545.30	(3,545.30)	-100
6-1048 Other Consumables	26.36	0.00	26.36	-
6-1056 Staff Discounts	1,958.30	944.54	1,013.76	107
6-1060 Clothing & Merchandise Costs	1,425.45	341.94	1,083.51	317
6-1065 Entertainment Expenses	47.26	1,195.45	(1,148.19)	-96
6-1070 Decorations	80.00	0.00	80.00	-
6-1075 General Expenses	62.00	366.86	(304.86)	-83
6-1080 Member Expenses	933.65	946.99	(13.34)	-1
6-1081 Members F&B Discounts	5,020.42	5,440.33	(419.91)	-8
<b>Total General Operating Expenses</b>	<b>21,266.78</b>	<b>25,092.55</b>	<b>(3,825.77)</b>	<b>-15.20%</b>

Total				
	Actual	Last Year	Variance \$	Variance %
<b>6-1200 Professional Fees</b>				
6-1210 Accounting & Audit Fees	5,365.14	7,493.65	(2,128.51)	-28
<b>Total Professional Fees</b>	<b>5,365.14</b>	<b>7,493.65</b>	<b>(2,128.51)</b>	<b>-28.40%</b>
<b>6-1400 Equipment Expenses</b>				
6-1401 Equipment Expenses	190.00	31.82	158.18	497
6-1405 Replacement - Glassware etc	137.14	3,136.77	(2,999.63)	-96
6-1410 Equipment Hire	209.76	198.08	11.68	6
6-1440 Fuel & Oil	727.02	1.31	725.71	55398
6-1441 Freight & Courier	37.50	39.54	(2.04)	-5
<b>Total Equipment Expenses</b>	<b>1,301.42</b>	<b>3,407.52</b>	<b>(2,106.10)</b>	<b>-61.80%</b>
<b>6-1600 Insurances, Licenses &amp; Rego</b>				
6-1610 Australian Sailing Association Fees	4,772.73	4,545.46	227.27	5
6-1620 Insurances	8,244.06	10,944.53	(2,700.47)	-25
6-1630 License Fees	541.31	33.67	507.64	1508
<b>Total Insurances, Licenses &amp; Rego</b>	<b>13,558.10</b>	<b>15,523.66</b>	<b>(1,965.56)</b>	<b>-12.70%</b>
<b>6-2000 Advertising &amp; Promotions</b>				
6-2005 Promotions	12.00	200.00	(188.00)	-94
6-2010 Advertising & Marketing	540.66	651.57	(110.91)	-17
6-2015 Sponsorships & Donations	300.00	300.00	0.00	0
6-2016 Digital Expenses	0.00	663.22	(663.22)	-100
6-2020 Vouchers Expense	45.46	67.28	(21.82)	-32
<b>Total Advertising &amp; Promotions</b>	<b>898.12</b>	<b>1,882.07</b>	<b>(983.95)</b>	<b>-52.30%</b>
<b>6-4000 Occupancy Costs</b>				
6-4010 Electricity	9,133.07	6,772.89	2,360.18	35
6-4020 Gas	2,483.56	166.11	2,317.45	1395
6-4025 Rental Expense	875.56	1,026.38	(150.82)	-15
6-4030 Council Rates	884.33	861.99	22.34	3
6-4040 Cleaning	9,725.91	8,522.39	1,203.52	14
6-4041 Cleaning Products	3,608.44	1,807.71	1,800.73	100
6-4045 Security	707.95	625.00	82.95	13
6-4050 Water Rates	3,492.46	984.10	2,508.36	255
6-4055 Pest Control	730.15	692.75	37.40	5
6-4060 Waste Removal	2,889.53	1,787.63	1,101.90	62
6-4070 Gardening Expenses	1,076.32	1,175.95	(99.63)	-8
<b>Total Occupancy Costs</b>	<b>35,607.28</b>	<b>24,422.90</b>	<b>11,184.38</b>	<b>45.80%</b>
<b>6-5000 Debt Recovery Costs</b>				
6-5010 Bad Debts - Written Off	0.00	14,529.00	(14,529.00)	-100
<b>Total Debt Recovery Costs</b>	<b>0.00</b>	<b>14,529.00</b>	<b>(14,529.00)</b>	<b>-100.00%</b>
<b>6-6000 Repairs, Servicing &amp; Maintenan</b>				
6-6005 R,M&S Clubhouse	6,598.28	9,909.14	(3,310.86)	-33
6-6020 R,M&S Marina	1,395.26	18,549.92	(17,154.66)	-92
6-6030 R,M&S Keel Boats	890.00	1,172.73	(282.73)	-24
6-6033 R,M&S OziOptis	27.32	0.00	27.32	-
6-6040 R,M&S Rescue Boats - Rhibs	149.83	709.75	(559.92)	-79
6-6050 R,M&S Other Plant & Equipment	258.05	0.00	258.05	-
<b>Total Repairs, Servicing &amp; Maintenan</b>	<b>9,318.74</b>	<b>30,341.54</b>	<b>(21,022.80)</b>	<b>-69.30%</b>
<b>6-7000 Internal Club Expenses</b>				
6-7005 Committee Expenses	380.00	662.14	(282.14)	-43



	Total			
	Actual	Last Year	Variance \$	Variance %
<b>Total Internal Club Expenses</b>	<b>380.00</b>	<b>662.14</b>	<b>(282.14)</b>	<b>-42.60%</b>
<b>6-8000 Sailing Expenses</b>				
6-8005 Race Entry Expenses	0.00	1,200.00	(1,200.00)	-100
6-8015 Volunteer Expenses	1,514.94	723.73	791.21	109
6-8021 Discovery Sailing Fees AS	0.00	736.36	(736.36)	-100
6-8030 Trophies & Prizes	80.00	160.00	(80.00)	-50
6-8040 Sailing Expenses	171.00	0.00	171.00	-
6-8050 DSC Expenses	4.46	0.00	4.46	-
6-8060 Regatta Expenses	(500.00)	0.00	(500.00)	-
6-8070 Trailer Expenses	57.79	0.00	57.79	-
6-8080 First Aid Equipment	0.00	250.00	(250.00)	-100
<b>Total Sailing Expenses</b>	<b>1,328.19</b>	<b>3,070.09</b>	<b>(1,741.90)</b>	<b>-56.70%</b>
<b>6-9000 Employment Expenses</b>				
6-9005 Wages- Management	13,735.18	12,068.08	1,667.10	14
6-9010 Wages - Administration	11,858.08	9,974.33	1,883.75	19
6-9015 Wages - Restaurant	4,576.91	6,346.15	(1,769.24)	-28
6-9016 Wages - Restaurant Casual	53,833.01	44,439.24	9,393.77	21
6-9017 Wages - Clubhouse	5,801.84	780.75	5,021.09	643
6-9018 Wages - Kitchen	42,942.21	39,331.41	3,610.80	9
6-9019 Wages - Kitchen Casual	18,818.42	12,625.60	6,192.82	49
6-9020 Wages - Sailing	4,602.89	0.00	4,602.89	-
6-9021 Wages - Sailing Casual	18,262.84	21,545.74	(3,282.90)	-15
6-9022 Wages - Marina	9,777.34	7,961.62	1,815.72	23
6-9023 Wages - Members	0.00	(690.16)	690.16	100
6-9024 Wages - Members Casual	3,764.12	5,504.81	(1,740.69)	-32
6-9025 Wages - Function	30,823.76	12,449.92	18,373.84	148
6-9026 Wages - Function Casual	18,249.40	9,133.17	9,116.23	100
6-9027 Wages - Kitchen Chef Casual	17,559.07	0.00	17,559.07	-
6-9030 External Wages- Contractors	499.72	0.00	499.72	-
6-9050 Staff Leave Expense	(14,759.44)	9,616.90	(24,376.34)	-254
6-9051 Provision for Annual Leave	(3,021.03)	1,052.77	(4,073.80)	-387
6-9055 Superannuation	22,473.08	21,027.65	1,445.43	7
6-9060 Payroll Tax Expense	10,215.62	8,302.21	1,913.41	23
6-9065 Workcover Expense	5,802.81	2,307.07	3,495.74	152
6-9070 Recruitment Expenses	0.00	390.00	(390.00)	-100
6-9085 Staff Uniforms - Restaurant & Functions	848.82	963.64	(114.82)	-12
<b>Total Employment Expenses</b>	<b>276,664.65</b>	<b>225,130.90</b>	<b>51,533.75</b>	<b>22.90%</b>
<b>Total Expenses</b>	<b>365,688.42</b>	<b>351,556.02</b>	<b>14,132.40</b>	<b>4.00%</b>
<b>Operating Profit</b>	<b>62,260.72</b>	<b>49,641.05</b>	<b>12,619.67</b>	<b>25</b>
<b>8-0000 Other Income</b>				
8-0500 Interest Income	2,295.89	2,756.18	(460.29)	-17
<b>Total Other Income</b>	<b>2,295.89</b>	<b>2,756.18</b>	<b>(460.29)</b>	<b>-16.70%</b>
<b>9-0000 Other Expenses</b>				
9-0200 Depreciation	44,834.13	71,005.55	(26,171.42)	-37
9-0400 Amortisation	8,540.12	8,258.23	281.89	3
9-0600 Interest Expense	2,846.28	3,997.93	(1,151.65)	-29
9-0601 Lease Interest Expense	1,575.74	1,667.60	(91.86)	-6

	Total			
	Actual	Last Year	Variance \$	Variance %
<b>Total Other Expenses</b>	57,796.27	84,929.31	(27,133.04)	-31.90%
<b>Net Profit</b>	6,760.34	(32,532.08)	39,292.42	121

## Profit and loss report

Accrual mode

01 Feb 2024 - 30 Apr 2024

	Feb-24	Mar-24	Apr-24	Total
<b>4-0000 Income</b>				
<b>4-1000 Catering Revenue</b>				
4-1005 Restaurant Beverage Revenue	87,412.82	89,864.83	48,355.02	225,632.67
4-1010 Restaurant Food Revenue	121,701.48	115,401.82	61,395.78	298,499.08
4-1015 Members Beverage Revenue	30,014.84	29,237.24	31,286.14	90,538.22
4-1020 Members Food Revenue	17,541.82	17,448.59	27,389.13	62,379.54
4-1021 Members F&B Discounts - Revenue	6,993.22	6,334.94	5,020.42	18,348.58
4-1053 Function Food	45,902.17	49,375.72	47,104.62	142,382.51
4-1054 Function Beverage	11,731.62	10,653.20	21,056.80	43,441.62
4-1055 Private Function Revenue	5,959.08	0.00	0.00	5,959.08
4-1060 Room Hire	5,363.66	7,986.38	10,659.10	24,009.14
<b>Total Catering Revenue</b>	<b>332,620.71</b>	<b>326,302.72</b>	<b>252,267.01</b>	<b>911,190.44</b>
<b>4-2000 Membership Income</b>				
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	1,357.66	1,358.78	4,081.03
<b>Total Membership Income</b>	<b>86,137.32</b>	<b>86,130.39</b>	<b>86,131.51</b>	<b>258,399.22</b>
<b>4-2500 Marina, Hstand &amp; OTB Storage Inc</b>				
4-2510 Hardstand Annual Rental Income	8,600.00	10,805.97	12,209.15	31,615.12
4-2520 Marina Annual Rental Income	100,261.60	111,692.30	126,350.19	338,304.09
4-2540 Marina & Hstand Casual Rental	11,913.64	10,468.64	9,127.27	31,509.55
4-2545 DSC Storage	1,960.90	2,078.56	2,215.67	6,255.13
4-2550 Maintenance Fee Income	13,000.00	13,826.61	15,677.99	42,504.60
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>135,736.14</b>	<b>148,872.08</b>	<b>165,580.27</b>	<b>450,188.49</b>
<b>4-3000 Sailing Income</b>				
4-3105 Sailing Safety Fees	1,729.92	1,729.92	1,729.92	5,189.76
4-3120 Regattas Income	10,016.73	0.00	3,780.75	13,797.48
4-3130 Boat Hire Income	1,509.09	818.18	2,081.82	4,409.09
<b>Total Sailing Income</b>	<b>13,255.74</b>	<b>2,548.10</b>	<b>7,592.49</b>	<b>23,396.33</b>
<b>4-4000 DSC Income</b>				
4-4100 DSC Canteen	181.82	0.00	0.00	181.82
4-4125 School Holiday Program	5,053.09	572.72	11,826.91	17,452.72
4-4130 Term 1 Training	709.09	9,818.19	0.00	10,527.28
4-4140 Adult Learn to Sail	4,048.73	2,033.45	2,259.27	8,341.45
4-4145 Keel Boat Learn to Sail	3,106.18	924.36	0.00	4,030.54
4-4150 Power Boat Handling	0.00	0.00	653.09	653.09
4-4160 School Training Fees	1,281.89	0.00	163.64	1,445.53
4-4165 Private Coaching Fees	122.73	122.73	736.37	981.83
<b>Total DSC Income</b>	<b>14,503.53</b>	<b>13,471.45</b>	<b>15,639.28</b>	<b>43,614.26</b>

	Feb-24	Mar-24	Apr-24	Total
<b>4-5000 Other Revenue</b>				
4-5105 Clothing & Merchandise Sales	2,166.36	1,921.54	1,525.45	5,613.35
4-5120 Sub-tenant Rental Income	3,401.54	3,401.54	3,401.54	10,204.62
4-5140 Gifts & Donations Received	522.50	8,909.50	(8,738.70)	693.30
4-5155 Credit Card Surcharge	52.25	4,050.42	819.00	4,921.67
4-5160 Keys Income	1,017.51	730.24	785.69	2,533.44
4-5161 Lockers Income	69.68	0.00	69.69	139.37
4-5165 Ice Income	0.00	69.68	0.00	69.68
4-5170 Sundry Income	716.14	(17.75)	2,096.80	2,795.19
<b>Total Other Revenue</b>	<b>7,945.98</b>	<b>19,065.17</b>	<b>(40.53)</b>	<b>26,970.62</b>
<b>Total Income</b>	<b>590,199.42</b>	<b>596,389.91</b>	<b>527,170.03</b>	<b>1,713,759.36</b>
<b>5-0000 Catering Cost Of Sales</b>				
<b>5-0005 Cost Of Sales</b>				
5-1000 Costs of Sales- Beverage	41,339.48	36,855.81	35,822.05	114,017.34
5-2000 Costs of Sales- Food	89,214.48	84,853.18	63,398.84	237,466.50
<b>Total Cost Of Sales</b>	<b>130,553.96</b>	<b>121,708.99</b>	<b>99,220.89</b>	<b>351,483.84</b>
<b>Total Catering Cost Of Sales</b>	<b>130,553.96</b>	<b>121,708.99</b>	<b>99,220.89</b>	<b>351,483.84</b>
<b>Gross Profit</b>	<b>459,645.46</b>	<b>474,680.92</b>	<b>427,949.14</b>	<b>1,362,275.52</b>
<b>6-0000 Expenses</b>				
<b>6-1000 General Operating Expenses</b>				
6-1005 Bank Charges	465.46	475.22	496.95	1,437.63
6-1010 Merchant Fees	3,341.05	3,262.12	2,695.88	9,299.05
6-1011 Commission Paid	83.78	71.79	96.14	251.71
6-1015 Cash Discrepancies	(32.65)	(1.83)	3.06	(31.42)
6-1016 Walk Outs	0.00	159.43	197.28	356.71
6-1025 Software & Support	2,480.75	2,747.17	1,404.51	6,632.43
6-1030 Printing	390.65	1,128.00	1,128.00	2,646.65
6-1031 Postage	22.72	184.15	19.47	226.34
6-1032 Stationery	494.29	188.17	262.89	945.35
6-1035 Telephone & Internet	908.21	920.21	919.48	2,747.90
6-1040 Office & Admin Expenses	0.00	0.00	90.70	90.70
6-1042 Ice	(313.23)	428.20	0.00	114.97
6-1044 Kitchen Consumables	2,007.56	476.91	76.74	2,561.21
6-1046 Subscription - IT	4,635.05	6,177.21	4,322.24	15,134.50
6-1047 Tea Towels	1,562.90	2,558.90	0.00	4,121.80
6-1048 Other Consumables	347.50	0.00	26.36	373.86
6-1055 Staff Amenities	186.58	0.00	0.00	186.58
6-1056 Staff Discounts	1,804.03	1,410.61	1,958.30	5,172.94
6-1060 Clothing & Merchandise Costs	2,230.31	2,402.29	1,425.45	6,058.05
6-1065 Entertainment Expenses	11.81	11.81	47.26	70.88
6-1070 Decorations	104.00	0.00	80.00	184.00
6-1075 General Expenses	277.31	0.00	62.00	339.31
6-1080 Member Expenses	466.70	478.91	933.65	1,879.26
6-1081 Members F&B Discounts	6,993.22	6,334.94	5,020.42	18,348.58
<b>Total General Operating Expenses</b>	<b>28,468.00</b>	<b>29,414.21</b>	<b>21,266.78</b>	<b>79,148.99</b>
<b>6-1200 Professional Fees</b>				
6-1210 Accounting & Audit Fees	6,593.52	9,621.90	5,365.14	21,580.56
<b>Total Professional Fees</b>	<b>6,593.52</b>	<b>9,621.90</b>	<b>5,365.14</b>	<b>21,580.56</b>
<b>6-1400 Equipment Expenses</b>				

	Feb-24	Mar-24	Apr-24	Total
6-1401 Equipment Expenses	1,341.02	653.73	190.00	2,184.75
6-1405 Replacement - Glassware etc	0.00	48.40	137.14	185.54
6-1410 Equipment Hire	0.00	209.76	209.76	419.52
6-1440 Fuel & Oil	617.87	19.91	727.02	1,364.80
6-1441 Freight & Courier	97.20	209.10	37.50	343.80
<b>Total Equipment Expenses</b>	<b>2,056.09</b>	<b>1,140.90</b>	<b>1,301.42</b>	<b>4,498.41</b>
<b>6-1600 Insurances, Licenses &amp; Rego</b>				
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	8,244.06	24,895.48
6-1630 License Fees	731.26	541.31	541.31	1,813.88
<b>Total Insurances, Licenses &amp; Rego</b>	<b>13,829.70</b>	<b>13,639.75</b>	<b>13,558.10</b>	<b>41,027.55</b>
<b>6-2000 Advertising &amp; Promotions</b>				
6-2005 Promotions	174.54	542.90	12.00	729.44
6-2010 Advertising & Marketing	4,003.80	2,184.53	540.66	6,728.99
6-2014 Gifts	101.80	0.00	0.00	101.80
6-2015 Sponsorships & Donations	0.00	0.00	300.00	300.00
6-2020 Vouchers Expense	90.91	300.00	45.46	436.37
<b>Total Advertising &amp; Promotions</b>	<b>4,371.05</b>	<b>3,027.43</b>	<b>898.12</b>	<b>8,296.60</b>
<b>6-4000 Occupancy Costs</b>				
6-4010 Electricity	6,602.35	6,815.45	9,133.07	22,550.87
6-4020 Gas	3,154.56	2,398.41	2,483.56	8,036.53
6-4025 Rental Expense	729.76	729.76	875.56	2,335.08
6-4030 Council Rates	1,040.72	884.33	884.33	2,809.38
6-4040 Cleaning	9,442.44	9,244.08	9,725.91	28,412.43
6-4041 Cleaning Products	3,361.47	4,817.40	3,608.44	11,787.31
6-4045 Security	2,110.21	1,757.95	707.95	4,576.11
6-4050 Water Rates	8,400.42	3,608.88	3,492.46	15,501.76
6-4055 Pest Control	692.75	692.75	730.15	2,115.65
6-4060 Waste Removal	2,977.52	3,022.02	2,889.53	8,889.07
6-4070 Gardening Expenses	1,325.95	0.00	1,076.32	2,402.27
<b>Total Occupancy Costs</b>	<b>39,838.15</b>	<b>33,971.03</b>	<b>35,607.28</b>	<b>109,416.46</b>
<b>6-5000 Debt Recovery Costs</b>				
6-5010 Bad Debts - Written Off	13.50	0.00	0.00	13.50
<b>Total Debt Recovery Costs</b>	<b>13.50</b>	<b>0.00</b>	<b>0.00</b>	<b>13.50</b>
<b>6-6000 Repairs, Servicing &amp; Maintenan</b>				
6-6005 R,M&S Clubhouse	11,052.35	7,966.58	6,598.28	25,617.21
6-6010 R,M&S Sailing	681.82	0.00	0.00	681.82
6-6020 R,M&S Marina	2,551.44	7,204.53	1,395.26	11,151.23
6-6030 R,M&S Keel Boats	2,993.86	3,465.38	890.00	7,349.24
6-6032 R,M&S Pacers	15.45	0.00	0.00	15.45
6-6033 R,M&S OziOptis	86.36	0.00	27.32	113.68
6-6040 R,M&S Rescue Boats - Rhibs	2,795.72	1,698.73	149.83	4,644.28
6-6041 R,M&S Rescue Boats - Harry T	0.00	891.13	0.00	891.13
6-6050 R,M&S Other Plant & Equipment	827.09	0.00	258.05	1,085.14
<b>Total Repairs, Servicing &amp; Maintenan</b>	<b>21,004.09</b>	<b>21,226.35</b>	<b>9,318.74</b>	<b>51,549.18</b>
<b>6-7000 Internal Club Expenses</b>				
6-7005 Committee Expenses	63.64	0.00	380.00	443.64
6-7010 General Manager Expense	0.00	44.36	0.00	44.36
<b>Total Internal Club Expenses</b>	<b>63.64</b>	<b>44.36</b>	<b>380.00</b>	<b>488.00</b>

	Feb-24	Mar-24	Apr-24	Total
<b>6-8000 Sailing Expenses</b>				
6-8015 Volunteer Expenses	1,546.26	1,685.44	1,514.94	4,746.64
6-8021 Discovery Sailing Fees AS	18.18	0.00	0.00	18.18
6-8030 Trophies & Prizes	300.00	20.00	80.00	400.00
6-8040 Sailing Expenses	51.82	0.00	171.00	222.82
6-8050 DSC Expenses	0.00	40.91	4.46	45.37
6-8060 Regatta Expenses	1,741.92	1,906.79	(500.00)	3,148.71
6-8070 Trailer Expenses	0.00	0.00	57.79	57.79
6-8080 First Aid Equipment	0.00	202.78	0.00	202.78
<b>Total Sailing Expenses</b>	<b>3,658.18</b>	<b>3,855.92</b>	<b>1,328.19</b>	<b>8,842.29</b>
<b>6-9000 Employment Expenses</b>				
6-9005 Wages- Management	12,556.44	15,695.59	13,735.18	41,987.21
6-9010 Wages - Administration	12,297.09	8,833.92	11,858.08	32,989.09
6-9015 Wages - Restaurant	4,889.95	4,857.15	4,576.91	14,324.01
6-9016 Wages - Restaurant Casual	63,041.41	70,735.81	53,833.01	187,610.23
6-9017 Wages - Clubhouse	4,746.96	6,421.58	5,801.84	16,970.38
6-9018 Wages - Kitchen	18,473.48	26,236.23	42,942.21	87,651.92
6-9019 Wages - Kitchen Casual	21,005.91	21,901.60	18,818.42	61,725.93
6-9020 Wages - Sailing	0.00	0.00	4,602.89	4,602.89
6-9021 Wages - Sailing Casual	19,938.67	17,751.90	18,262.84	55,953.41
6-9022 Wages - Marina	9,877.34	10,238.88	9,777.34	29,893.56
6-9024 Wages - Members Casual	5,761.89	7,160.80	3,764.12	16,686.81
6-9025 Wages - Function	24,679.49	21,148.71	30,823.76	76,651.96
6-9026 Wages - Function Casual	255.92	11,675.44	18,249.40	30,180.76
6-9027 Wages - Kitchen Chef Casual	17,866.98	25,875.22	17,559.07	61,301.27
6-9030 External Wages- Contractors	2,201.54	1,598.74	499.72	4,300.00
6-9050 Staff Leave Expense	11,045.17	6,530.47	(14,759.44)	2,816.20
6-9051 Provision for Annual Leave	1,070.00	1,054.04	(3,021.03)	(896.99)
6-9055 Superannuation	21,783.35	27,976.21	22,473.08	72,232.64
6-9060 Payroll Tax Expense	8,316.34	11,734.43	10,215.62	30,266.39
6-9065 Workcover Expense	2,333.21	3,048.75	5,802.81	11,184.77
6-9070 Recruitment Expenses	35.81	15,003.90	0.00	15,039.71
6-9075 Staff Training Expenses	0.00	122.08	0.00	122.08
6-9085 Staff Uniforms - Restaurant & Functions	125.55	0.00	848.82	974.37
6-9086 Staff Uniforms - Sailing	0.00	545.46	0.00	545.46
6-9090 Other Employer Expenses	24.82	0.00	0.00	24.82
<b>Total Employment Expenses</b>	<b>262,327.32</b>	<b>316,146.91</b>	<b>276,664.65</b>	<b>855,138.88</b>
<b>Total Expenses</b>	<b>382,223.24</b>	<b>432,088.76</b>	<b>365,688.42</b>	<b>1,180,000.42</b>
<b>Operating Profit</b>	<b>77,422.22</b>	<b>42,592.16</b>	<b>62,260.72</b>	<b>182,275.10</b>
<b>8-0000 Other Income</b>				
8-0500 Interest Income	2,478.28	2,495.58	2,295.89	7,269.75
<b>Total Other Income</b>	<b>2,478.28</b>	<b>2,495.58</b>	<b>2,295.89</b>	<b>7,269.75</b>
<b>9-0000 Other Expenses</b>				
9-0200 Depreciation	65,027.45	68,296.47	44,834.13	178,158.05
9-0400 Amortisation	8,540.00	8,523.86	8,540.12	25,603.98
9-0500 Loss/Gain on Asset Disposal	(31,424.85)	0.00	0.00	(31,424.85)
9-0600 Interest Expense	3,346.43	2,671.50	2,846.28	8,864.21
9-0601 Lease Interest Expense	1,622.38	1,584.92	1,575.74	4,783.04

	Feb-24	Mar-24	Apr-24	Total
<b>Total Other Expenses</b>	47,111.41	81,076.75	57,796.27	185,984.43
<b>Net Profit</b>	32,789.09	(35,989.01)	6,760.34	3,560.42

9/5/2024 Social Committee meeting May

Attendance: Cath, Joyce (chair), Ken, Jacquie, Sue, Claire, Margaret, Tony

Apologies: Greg, Karen J, Karen M, Liz S

Notes taken by Claire

## Updates

- Glee club: previously had a media person to follow up event details
  - o Who ever owns the event, follows up
  - o Phil and Caroline and Vicki followed up by Marg for A4 posters
  - o Last event, ~60-80 people. People needed food preparation especially with RSA conditions
  - o **Action:** Marg to follow up
- Calendar of events on the back of table numbers
  - o Usually, one event poster on them
  - o Brought up in GC, upstairs vs downstairs – members only events, qr code being followed up for food ordering and/or link to calendar
  - o Option for showing the downstairs bar what members will be doing, enticing option for the public to join as social members if they want to be involved.
- Staff – upstairs not monitored with abandoned racing, no food or presence of staff.
  - o South Melbourne dim sims for members to buy, or another hot food for short notice finishes to racing (party pies, sausage rolls that can be stored in freezer until needed).
- Smart classes: Marnie got in touch with Sue, after raising it in GC/Tony, Paul P taken ownership
  - o Wednesday nights, not Sunday morning, 6-7pm so no extra staff costs
  - o 5<sup>th</sup> June - Paul Jackson with Rodd mckenna: types of racing/flags and starts, targeted to novice racing
  - o 19<sup>th</sup> – Paul Pascoe; rules explained and misinterpreted, pitched at all sailors
  - o 3<sup>rd</sup> July –Phil Bedlington and Ken Christensen: starts and mark rounding, all sailors
  - o 17<sup>th</sup> July – Craig Cobbin: sail trim for all sailors
  - o Advertised with EOI form for attendance to set rooms and know numbers
- Friday night recognition nights; QCYC when KJ returns
- Upcoming events: bridge classes: Marg followed up - Helen and Patrick, people that came from last ones have formed their own so keen for RBYC to have their own club – details to Caroline and Phil to organise through office. Marg to follow up with office.
  - o Interest from icebergers, that have gone on to join other bridge clubs
- Photography competition: Ken – option to use the exhibition as the first art show
  - o Option for all the entrances from the photos/emails?
  - o Art exhibition: curation through Ken, once a month
  - o GC: Part of the 150<sup>th</sup>, old photos published – Ken to send the proposal to Tony to pass along, insurance and art cover through the club – ken submitted proposal
- News bulletin: showing pictures from archives with boat of the month
  - o **Action:** Collin/Phil to be contacted, Joyce suggesting boat of the month for current boats, welcome a boat
  - o New vessel arrival to welcome in the newsletter



- Could be added to Friday night mentions – also include the skipper to give a quick chat on who they are, sailing, why they bought a boat and do they need crew
- Big signs downstairs with welcome to Friday and Wednesday night events, organised for key Friday nights, contact office – Tony to query how that came about, can it be organised for future events
- Posh lunch: Jacquie
  - Possible wine merchant night – similar event caroline had on the books
  - Unfavourable T&Cs from vineyard that clashes with current liquor agreements
  - Posh lunch yes – Jacquie to go back to caroline to organise a Sunday lunch
    - Need set menu, wines purchased through club bar
    - Date needs to be revisited for late June, Sunday
- Discover sailing day: KJ to submit proposal for Nov 2024 – TBC
- Golf day: Friday, take photos to put in the article so the members know they can go.
  - Woodlands people come across here
  - Friday night recognition of fellow reciprocal clubs
  - **Action:** Tony - Article in newsletter about how to introduce yourself at reciprocal clubs, letter, added value to membership
- Recognition nights:
  - Thursday volunteers' recognition – Friday 30<sup>th</sup> May to be given a gift by Tony – internally notified
  - 7<sup>th</sup> June: history of ronstan: not one of our sponsors, only ever about the founding of the company, no advertising of the company
  - 5<sup>th</sup> July: TBC “Marine Radio Victoria”, no response, coast guard also not responding – may be removed if no further information received. **Action:** Sue to follow up on engagement
  - Option for pilot boat engagement?
  - 2<sup>nd</sup> august: **Action:** Liz to follow up with kayak people
  - 6<sup>th</sup> September: junior coaches recognition – **Action:** do that through craig cobbin
  - 1<sup>st</sup> November: SLYC
- New members celebration/welcome night – missed in this months GC, to be discussed further with commodore
- Open up discussion around the newsletter: newer faces on the reports instead of the flag officers/GC.
  - Marina occupancy has not been communicated, may be a way to explain to members the great engagement, club numbers, increases in berths filled. Communicate club growth leading into the 150 years
- Bayside funding: Claire - not interested after funding after initial engagement with SYC
  - Not action, could be followed in future - Re-communicate growing stats, we have access to the restaurant and engage with the community relative to surrounding clubs.
- Mens shed: newly opened place in east brighton, **Action:** Ken to follow up
- 150 year celebrations
  - Ball: managing venue discussions and what services they provide, dollar gap on running the event, service gap. Likely to be May
  - New logo released
  - March regatta likely to move to late March with 2 day regatta, social committee wont be running hardstand bbq

- Solstice swim: greg to handle
- Presentation night cocktail party in July: standard
- Open day
- Frostbite regatta
- Beach party handling
- Open day theme: proposed under the sea
- Kelvin club: booked by Margaret for November