



Balmain Sailing Club Annual Report
8th of August ,2019

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1. COMMODORE'S REPORT

The most pleasing aspect of the 2018/19 season for the Balmain Sailing Club is that in a year when many things changed, the core DNA of great sailing in great spirit and a great on-shore environment was stronger than ever. Several people who have visited the club after not being there for some time have commented to me on the extent of the physical transformation we have achieved. At the same time they have all also universally said something along the lines of: "It still has the same Balmain feeling, though." This is a tribute to all of you - the club's members - who embody the spirit of our unique community and our heritage of an unpretentious celebration of sailing with no airs or graces.

This year marks 170 years since the first Balmain Regatta and again, it is thanks to so many of you, that we are keeping this special community and sailing event alive. We will expand the regatta over two days this year by breaking out the Pub Challenge to run as a separate event on Saturday, October 26, before the main regatta on Sunday, October 27, which, for the first time in many years, will see the return of the much-loved putt putt race.

As others report in this document, 2018/19 saw a fantastic sailing calendar, the arrival of several impressive new yachts, a steady stream of work to continue improving our facilities and good membership growth with many new and younger faces joining our ranks.

I would like to particularly thank Lyn Evans, our newest life member, for her extraordinary personal generosity and the work her company does, and doesn't charge for, in all our major projects, most recently the installation of new air conditioning. I also must thank our starters Kathy, Sue and Marilyn who were jointly awarded Club Members of the Year – they continue their efforts and in fact do more and more including helping with food preparation and serving behind the bar. Dave Stenhouse, our club manager has also had a tremendous year in driving sailing west of the harbour bridge and taking the business of the BSC to another level. Dave is entering his fourth year as our manager and his energy, more than any other single factor, is responsible for the club's momentum. This year he has continued to expand and drive our sailing activities, has overseen an effective doubling of the number of hall hires, introduced the highly successful Vivid harbour cruises and expanded our engagement with other community groups. All, this while also being a picture of patience as he receives endless: "Dave, you know what you should do" advice from all of us.

As you will all know, our next major infrastructure project to repair and upgrade our deck and ramp is under way and again, thanks to those who have contributed funds so generously and I look forward to seeing this area of the club upgraded to the standard of the rest of our facilities. One of the things I will be asking of members in the coming year is for more hands on help with organising and running working bee and infrastructure projects that keep the club ticking over. While we have become significantly more professional we should not rely on Dave doing everything and a volunteer spirit is part of who we are.

Speaking of enthusiastic volunteers, on behalf of the club thanks also to outgoing committee members Liesl Duffy and Lindsay Fletcher, who have both made a significant contribution, particularly in organising work and raising funds for our major renovation projects.

As you will see in our financial reporting, the club is in a solid position, but we have ambitious tasks in front of us and as always, plans to keep moving ahead. I would also like to thank our sponsors and the companies that support us; Cobden and Hayson, Mabuzzi, BackVintage Wines, Sydney Sailmakers, Woolwich Dock and Cockatoo Island Slipways.

As you will see in our financial reporting, the club is in a solid position, but we have ambitious tasks in front of us and as always, plans to keep moving ahead. I would also like to thank our sponsors and the companies that support us; Cobden and Hayson, Mabuzzi, BackVintage Wines, Sydney Sailmakers, Woolwich Dock and Cockatoo Island Slipways.

In the next 12 months we aim to bring junior sailors to our club through a relationship with Hunters Hill and their strong junior program and to also re-energise our sailing school. We will continue to grow our venue hire business to capitalise on our vastly improved facilities and unique position on the harbour. Separately we are in negotiations with Australian Sailing about seeking their support to help facilitate our deck renovation and are also appealing to them to review the amount BSC contributes to them each year. It is the committee's feeling that the funding band our club is positioned in is too high and the some \$12,000 we pay to Australian Sailing each year is inappropriate for the kind of club we are. I will keep you informed of the progress of these negotiations. Thanks again and good sailing.

Campbell Reid,
Commodore.



2. TREASURER'S REPORT

MEMBERSHIP

The Balmain Sailing Club had 269 financial members during the 2018-2019 year an improvement on around 220 members the year prior.

Income from Race and Storage fees was similar to the previous year, although the financial reporting during the 19/20 FY makes it difficult to decipher income from specific revenue streams due to changed member management systems implemented by Australian Sailing.

Profits from Racing, Storage and Membership activities increased by roughly \$15k (18%).

SAILING SCHOOL

Income from the activities of the Sailing School was slightly lower than the previous year, however profits appear higher, this is largely due to invoices from instructors being issues several months after the courses that were run which will appear as expenses in the following financial year.

BAR

Bar revenue saw an increase from \$59k [incl GST] to \$79k [incl GST] (25%). This was in part due to increased activities and was also the result of increasing the price by roughly 16%. Bar expenses were higher (1) due to increased volumes of beer and wine purchased to meet demand and (2) because we employed bar staff which increased costs by around \$4k.

Overall bar profits increased by \$5k (14%).

A new point of sale system has been purchased and installed with training underway this system will reduce the time spent by Dave in managing the admin of the bar while opening new opportunities for inventory control and variable pricing.

After a challenging start to the year where food costs out stripped sales a we made a decision to change direction return to the in-sourced model for the kitchen. This returned the kitchen results to profit in the second half of the year but where not sufficient to offset completely the losses made in the first. These changes continues to maintain modest profit and importantly appear deliver to the quality and price point expectations of members.

FUNCTIONS

Functions income and expenses to date have related to the club's annual presentation evening and exclude income and expenses from Bar income and expenses.

This year, as with previous years we made a small loss (\$473).

2018 BALMAIN REGATTA

The 2018 Balmain Regatta was well attended and we were fortunate to have good weather. Income and Expenses from Race Fees, Pubs, Sponsorship and from Bar Sales was comparable to previous years and netted the club approximately \$20k. Pub challenge entry was down on the previous year due numerous changes in pub management around the launch of the event. A new format for the pub challenge is being structured for this year with the aim of re-achieving the stellar result of the previous year by opening up new revenue opportunities for the pub challenge component of the regatta .

DONATIONS and Other

The club benefitted from the considerable generosity of our members in 2018-19.

Most notable from Lyn Evans' Elam Pty Ltd who made an in-kind donation valued at \$22k toward the club's renovations.

In addition we received a donation valued at \$2.5k from John Blair and Tommy Richardson who purchased a new commercial dishwasher for the club. And from Campbell Reid who made a \$5k donation most of which went toward purchasing the new large screen smart TV.

Hall Hire revenues increased by \$12k to \$22,650 – an obvious result of the club renovations and substantial in that we were closed for the period while the renovation was taking place.

Revenue from Raffle ticket sales declined by \$2k. This was noted half way through the summer season and energy and effort from Dave and Member volunteers got this back on track in the second half of the season.

Sponsorship revenue appears less in the 1819 year, however this is mainly due to Sydney Sailmakers making a sponsorship contribution the gave them 2 years value. And, because I have not asked that my (Murrayhouse Pty Ltd) sponsorship effort be acknowledged this year as opposed to the previous year.

Overall – the clubs profits from OTHER activities was considerable higher (\$24k) than the previous year.

We are negotiating with Australian Sailing to reduce our fees for the 18-19 year with the result rolling in to 19-20 but befitting the cash flow and profit of the 18-19

IN SUMMARY

The club's operating profit for the 1819 year was \$73,798 versus \$45,579, noting the details above, and excluding the cost of the club's renovation.

The Operating Profit, inclusive of the Capital Works for the 1819 year was (\$220,333).

With the significant outlay of the capital works the member funds initiative of 17-18 has assisted in the cash flow management of this year as the usual delays in normal operating revenues have had to be serviced.

These funds I will be used again in the 19-20 year to drive further capital works. We are on track to return the funds to members over the coming 18 months with the first defined dividend being issued in August 19.2018 BALMAIN REGATTA

The 2018 Balmain Regatta was well attended and we were fortunate to have good weather. Income and Expenses from Race Fees, Pubs, Sponsorship and from Bar Sales was comparable to previous years and netted the club approximately \$20k. Pub challenge entry was down on the previous year due numerous changes in pub management around the launch of the event. A new format for the pub challenge is being structured for this year with the aim of re-achieving the stellar result of the previous year by opening up new revenue opportunities for the pub challenge component of the regatta .



Balance Sheet

Balmain Sailing Club Inc. As at 31 August 2019

	31 Aug 2019	31 Aug 2018
Assets		
Bank		
Balmain Sailing Club	3,427	1,864
Building Project Bank Account	5,569	263
Cash Drawer/Safe	504	1,000
Cheque Account	38,993	37,938
High Interest Account	7,082	2,082
ING High Interest	2	2
Paypal Account	300	300
Total Bank	55,878	43,449
Current Assets		
Cash Accounts	680	-
Debtors	-	280
Grant building upgrade	(20,000)	(20,000)
Plant & Equipment	51,650	8,862
Bar Inventory		
Beer Inventory	1,166	655
Other Bar Inventory	93	95
Spirits Inventory	320	220
Wine Inventory	970	2,400
Total Bar Inventory	2,549	3,370
Merchandise Inventory		
Caps Inventory	-	133
Other Merchandise Inventory	-	176
Total Merchandise Inventory	-	309
Total Current Assets	34,879	(7,179)
Fixed Assets		
Boats		
Boats - Accumulated Depreciation	(19,367)	(19,367)
Boats at Cost	45,249	45,249
Total Boats	25,882	25,882
Furniture & Fittings		
Furniture & Fixtures - Accumulated Depreciation	(614)	(614)
Furniture & Fixtures at Cost	1,620	1,620
Total Furniture & Fittings	1,006	1,006
Kitchen Equipment		
Kitchen Equipment - Accumulated Depreciation	(380)	(380)
Kitchen Equipment at Cost	1,899	1,899
Total Kitchen Equipment	1,519	1,519
Plants & Equipment		

	31 Aug 2019	31 Aug 2018
Plant & Equipment at Cost	4,850	4,850
Plants & Equipment - Accumulated Depreciation	(570)	(570)
Total Plants & Equipment	4,280	4,280
Total Fixed Assets	32,687	32,687
Non-current Assets		
Leasehold Improvements	295,012	272,866
Total Non-current Assets	295,012	272,866
Total Assets	418,455	341,823

Liabilities

Current Liabilities		
Creditors	1,667	4,406
EFTPOS	(676)	(676)
Expenses Accrued	18,000	18,000
GST	26	(2,283)
Hall Hire Bonds Received	2,400	1,600
Liabilities	280	280
Loans from Members (unsecured notes)	40,000	40,000
PAYG Withholding Payable	3,884	1,942
Superannuation Payable	460	921
Wages Payable.	-	(3,817)
Total Current Liabilities	66,041	60,372
Total Liabilities	66,041	60,372
Net Assets	352,414	281,450

Equity

Current Year Earnings	(1,308)	22,406
Historical Balancing	1,472	1,472
Retained Earnings	352,251	257,572
Total Equity	352,414	281,450

2. BALANCE SHEET



Profit & Loss

Balmain Sailing Club Inc. For the 12 months ended 31 March 2019

	Mar-19	Mar-18
Income		
Net Profit / (Loss)		
Operating Profit		
A Gross Profit		
A Racing and Membership Profit		
Racing and Membership Income		
Dinghy Race Fees & Storage	1,613	15,836
Kayak Storage	-	770
Keelboat Race Fees	24,409	20,428
Membership Fees	68,567	50,453
Miscellaneous Income	509	-
Sail Storage	-	220
Tender Donations	25	1,925
Tender Storage Income	568	5,325
Total Racing and Membership Income	95,691	94,957
Racing and Membership Expenses		
Fuel	(1,311)	(1,268)
Other Racing Expenses	-	(450)
Prizes	(2,398)	(6,852)
Sailing Repairs	(444)	-
Tender Expenses	(402)	(1,079)
Tender Operating Costs	(5,747)	(4,922)
TopYacht Charges	(2,493)	(3,648)
YA Membership	-	(11,165)
Total Racing and Membership Expenses	(12,795)	(29,383)
Total A Racing and Membership Profit	82,896	65,574
B Sailing School Profit		
Sailing School Income		
Laser/Dinghy Income	-	1,300
Sailing School Fees	37,060	40,428
Total Sailing School Income	37,060	41,728
Sailing School Expenses		
Sailing School Boat/Repairs	-	(5,500)
Sailing School Contractors	(15,582)	(11,128)
Sailing School Expenses	(1,326)	(4,842)
Sailing School Other Expenses	-	(1,600)
Total Sailing School Expenses	(16,908)	(23,070)
Total B Sailing School Profit	20,152	18,658
C Bar Profit		

	Mar-19	Mar-18
Bar Income		
Bar Sales (No Inventory)	72,597	59,194
Total Bar Income	72,597	59,194
Bar Expenses		
Bar Contractor Costs	(6,162)	(2,540)
Bar Purchases (no inventory)	(1,616)	(50)
Bar Supplies	(558)	(280)
Beer	(16,772)	(12,903)
Other Bar Supplies	(121)	(1,302)
Spirits	(1,055)	(2,334)
Wine	(11,483)	(9,960)
Total Bar Expenses	(37,767)	(29,369)
Total C Bar Profit	34,830	29,825
D Food Profit		
Food Sales	23,109	26,019
Food Expenses		
Food & Food Related	(15,592)	(13,668)
Kitchen Expenses	(11,303)	(5,480)
Total Food Expenses	(26,895)	(19,149)
Total D Food Profit	(3,787)	6,870
E Function Profit		
Function Expenses	(5,921)	(800)
Function Income	5,448	-
Presentation Night	-	6,570
Presentation Night Expenses	-	(5,796)
Total E Function Profit	(473)	(26)
F Merchandise Profit		
Merchandise Sales	27	3,860
Merchandise Expenses		
Merchandise Purchased (Caps/T's/Other)	(309)	(2,165)
Total Merchandise Expenses	(309)	(2,165)
Total F Merchandise Profit	(282)	1,695
H Regatta Profit		
Regatta Income		
Regatta Expenses (5-3000)	(698)	(3,558)
Regatta Other Income	-	1,700
Regatta Pub Challenge	4,800	7,865
Regatta Race fees	700	4,520
Regatta Sponsorship	5,000	6,187
Total Regatta Income	9,802	16,714
Total H Regatta Profit	9,802	16,714
I Profit from other Activities		
Donations	27,711	2,500

2. PROFIT AND LOSS STATEMENT



Profit & Loss

	Mar-19	Mar-18
Hall Hire	22,650	10,015
Insurance Income	-	4,404
Raffle	2,180	4,355
Sponsorship	2,155	9,100
Total I Profit from other Activities	54,696	30,375
Total A Gross Profit	197,835	169,684
Expenses		
Bank Charges	(9)	-
Bookkeeping Costs	(3,000)	(3,196)
Bookkeeping Software	(697)	(641)
Building Maintenance	(5,222)	(6,706)
Cleaning	(4,325)	(5,228)
Council Rates	(2,893)	(2,244)
Electricity	(2,815)	(3,405)
Equipment under \$1000	(387)	-
Eventbrite Fees	(113)	(1,472)
Insurance	(20,479)	(16,685)
Marketing Expenses	(1,691)	(1,646)
Memberships/Fees/Registration	290	-
Merchant Fees	(882)	(714)
Newsletter & Web Costs	(1,590)	(2,372)
Office Supplies	(355)	(284)
Other Expenses	(12)	(2,101)
Rent	(506)	(506)
Security	-	(138)
Sporting Pulse Fees	(22)	(2,699)
Telephone/Fax/Internet	(671)	(985)
Waste Removal	(3,146)	(3,831)
Water	(965)	(1,332)
Managerial Expenses		
Superannuation	(6,244)	(5,893)
Wages and Salaries	(65,729)	(62,027)
Total Managerial Expenses	(71,974)	(67,920)
Total Expenses	(121,465)	(124,105)
Total Operating Profit	76,370	45,580
Other Income		
Interest Received	880	2,196
Total Other Income	880	2,196
Total Net Profit / (Loss)	77,250	47,775
Total Income	77,250	47,775
Gross Profit	77,250	47,775
Less Operating Expenses		
Expenses	-	65
Kitchen Consumables	-	985

	Mar-19	Mar-18
Legal Expenses	-	1,260
New Building Upgrade	-	53
Total Operating Expenses	-	2,363
Operating Profit	77,250	45,412

Non-operating Income

G Pontoon Profit		
Pontoon Expenses	(2,572)	-
Pontoon Project (RMS)	20,000	-
Total G Pontoon Profit	17,428	-
Total Non-operating Income	17,428	-
Net Profit	94,678	45,412

2. PROFIT AND LOSS STATEMENT



3. VICE COMMODORE'S SAILING REPORT

2018/19 has been a very successful and busy season of racing with a total of 72 yacht races over eight series, and 47 dinghy races over five series. Apart from the short Christmas and Easter breaks, there has been a twilight or afternoon race every Friday throughout the year in addition to our Winter, Spring and Summer series on alternate Sundays.

The combined clubs West Harbour series format has continued to grow. Building on the initial success of the WH Winter and Summer Series, this year the WH Spring Series was introduced. This attracted 39 yacht entries over three Divisions, similar in numbers to the Summer Series fleet. The WH Winter Series saw 63 yachts entered, racing in four Divisions. On average, 75% of boats entered have participated in the series.

To draw some comparisons, the combined club's winter series being run by the Royal Sydney Yacht Squadron, the Sydney Amateur Sailing Club, the Royal Australian Navy Sailing Association and the Royal Prince Edward Yacht Club have a total of 48 competitors. The Cruising Yacht Club of Australia's Winter Series has 119 and the Royal Prince Alfred Yacht Club in Pittwater has 62 competitors. Our spring and summer series fleets are similar or larger than most of the Sydney Harbour and Pittwater club yacht fleets.

An earlier 1130 hrs start time for the 2019 WH Winter Series aimed to take advantage of more favourable morning wind conditions, with somewhat mixed results. However, the earlier start did result in increased post-race food sales as crews are usually hungry at the finish of racing.

The three Friday Afternoon pursuit series through the winter months have attracted increasing numbers of entries from 8 yachts in the initial series in 2016 up to 20 entries for the 2018/19 series. This growth in competitors has resulted in some very close finishes and has also increased the club's winter revenues through enthusiastic post-race socialising by participating sailors.

BSC boats have performed well in other Regattas and Series. Notable among these include Balmain Tiger winning the very competitive SASC Super 30 Series, Avalon winning the GFS Twilight Series, Min River winning their Division in the Sydney Harbour Regatta and Balmain Sailing School gaining second place at Hamilton Island Race Week in the Trailable Division.

In relation to our race infrastructure, both rescue craft were refurbished during the year to improve their safety and reliability for race support and use by the sailing school. New VHF radios and binoculars were also purchased for use by our hardworking race desk volunteers.

A very well attended combined Skippers Briefing / Rules Night was held that included a presentation by the RMS's Boating Safety Education Officer and a rules expert from Australian Sailing. The voluntary protest committee was convened on several occasions, notably for RRS protest infringements by skippers who did not attend the briefing. Close to 50 Cat 7 Safety Audits were carried out by our safety auditors.

The 2018 Balmain Regatta was both a racing and financial success with 72 entries and fantastic post-race participation from the sailors and the local community.

A major initiative in the coming year will be to hold the Balmain Regatta over two days of racing. Mike West has been leading this development. Because of growing hotel participation over the last few years, it is proposed that the Pub Challenge will be held on the Saturday with a larger fleet of yachts and participating pubs. The Balmain Regatta will be held on the Sunday, enabling many Pub Challenge boats to participate in the Regatta with their usual crews.

In addition to continuing our current racing series, other initiatives being explored for 2019/20 are the reinvigoration of a sprint series and a cruising program.

On behalf of the BSC committee and members, I would like to warmly thank our Racing Manager, Dave Stenhouse, and all our Race Officers, Rescue Craft drivers and other race day volunteers for their enthusiastic contribution to a very successful racing year. Considering the scale of the BSC race program, it is testament to their hard work and organisation that it is delivered so efficiently and effectively. I would also like to recognise the support and collaboration of Drummoyne, Greenwich and Parramatta River Sailing Clubs for the continued success of the Spring, Summer and Winter West Harbour Series.

Alan Gregory
Vice Commodore



4. BUILDING AND FACILITIES REPORT

2018/19 has been another busy year for the Club's building and facilities. With the new roof installed in 2016/2017 and the much-needed upgrade of the Club interior completed last year it was time to turn our attention to the rigging deck area. The current year has seen the start of a longer term planned upgrade of the whole boat deck and dinghy launching facilities as detailed elsewhere. The initial work completed this year included obtaining the necessary approvals and removal and replacement of the 3 most vulnerable piles, removal of the dangerous and redundant stairs as well as commencement of treatment of another pile that is infested with termites. Inside the Club, data and electrical services were upgraded to facilitate moving to a point of sale system to streamline bar and food sales and accounting.

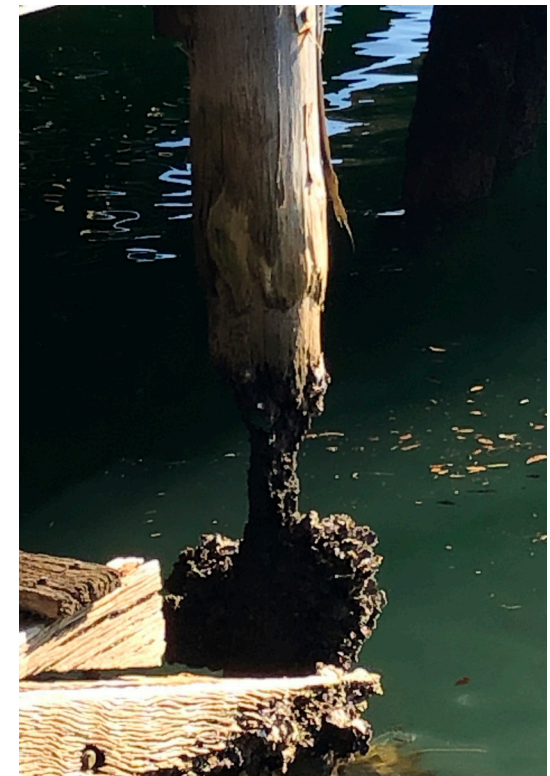
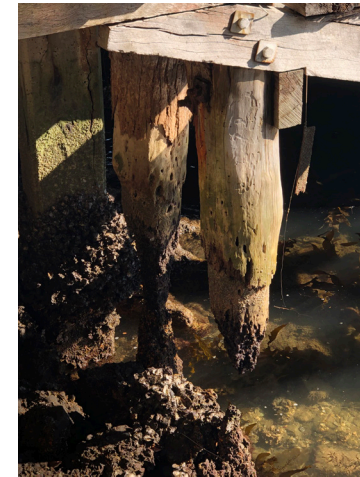
The Directors also decided to proceed with installation of air conditioning to further enhance the amenity for members and improve hall hire returns. This work was completed in June and July. With scaffolding in place during this installation work, we took advantage of the scaffolding to completely repaint the south-western façade of the building starting at the working bee on Saturday 6th July and continuing through to Wednesday 10th July thanks to the enormous effort of a small group of volunteers.

The Committee and the Club are indebted to many people for their contributions to these projects and involvement in the numerous working bees to help maintain the facilities. A few require special thanks. Lyn Evans and Kathie Meyers have very generously donated considerable time and materials to cover the electrical and data upgrade for the POS system and the air conditioning installation. Liesl Duffy for her tireless and successful grant funding efforts to assist with these projects. Others have donated or otherwise contributed financially to enable the various works to proceed expeditiously and efficiently. We owe them all our sincere thanks.

However, maintaining the sailing club building, facilities and deck area is a never-ending task. Club members who have turned up for the various working bees have been enthusiastic and have contributed greatly to important maintenance items throughout the year. Tasks such as painting, window cleaning, clearing of blocked gutters, garden maintenance, cleaning generally and replacement of rotted or damaged timber in the dinghy deck are ongoing. Thank you to all who have participated.

More working bees are planned before the start of the Spring series and the Balmain Regatta. We need you to be there so the Club is in great shape for the start of the sailing season.

Lindsay Fletcher
Director - Infrastructure



**PHOTOS OF DILAPIDATED WATERFONT
STRUCTURES AND THE NEWLY PAINTED
SOUTH FACADE**

5. CLUB MASTERPAN INITIATIVES

In the next year the Committee is committed to investigating opportunities for further improvement of the clubhouse and facilities.

The primary focus will be on the wharf and pontoon area, where significant planning and construction work has already taken place.

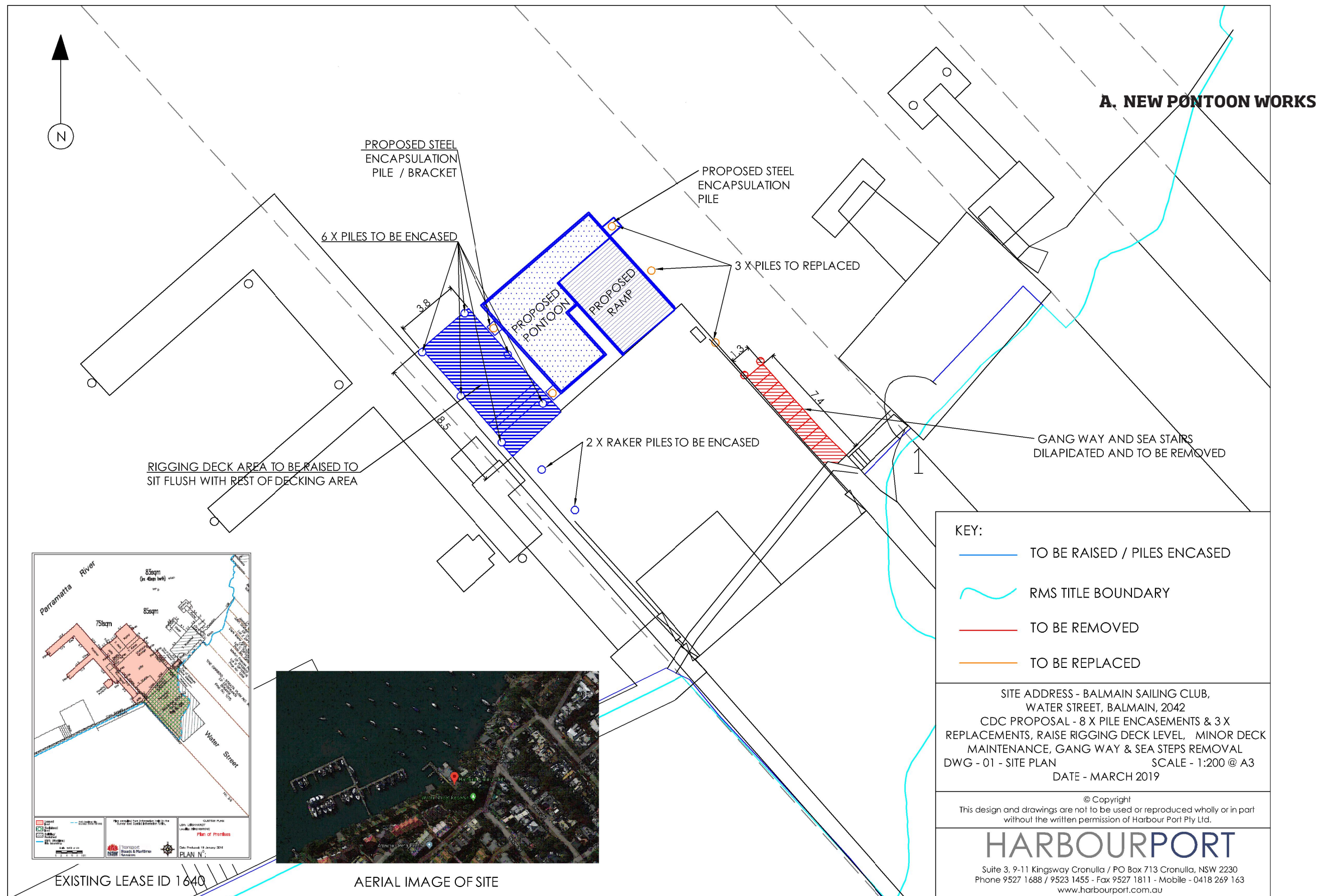
There are other major initiative which will be investigated. The Committee intend to begin the planning and necessary consultation to begin this process.

The initiatives will include -

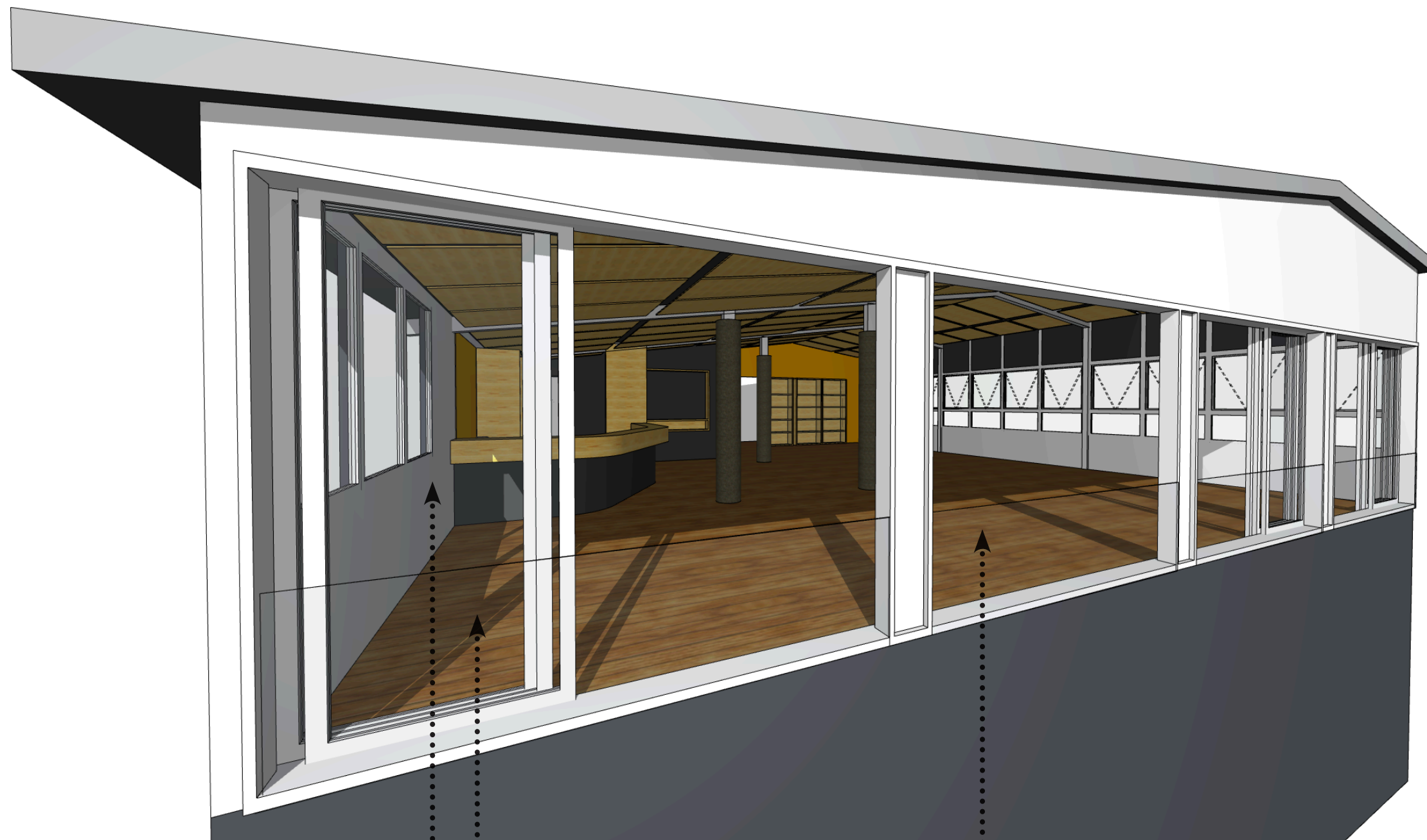
1. Addressing the street presence of the Club from Water Street.
2. Potentially providing a new entrance stairway which will integrate with the existing lift and pathway infrastructure on the park to the south. This will provide a greatly improved address for the club, disabled access, a new front door and the opportunity for the club to engage with the park. Accompanying this will be a new pathway to the marina facilities. The existing pathway can then function as a service entrance and area for deliveries.
3. A heritage interpretation strategy which will celebrate the long and rich history of the club.
4. A new shower and disabled toilet at the marina level. This will improve the facilities for the sailing school and dinghy sailors.
5. Finalisation of the improvement to the interior including enhancement of the waterfront facade with new opening doors and a balcony like edge.

Preliminary drawing for these ideas are following.





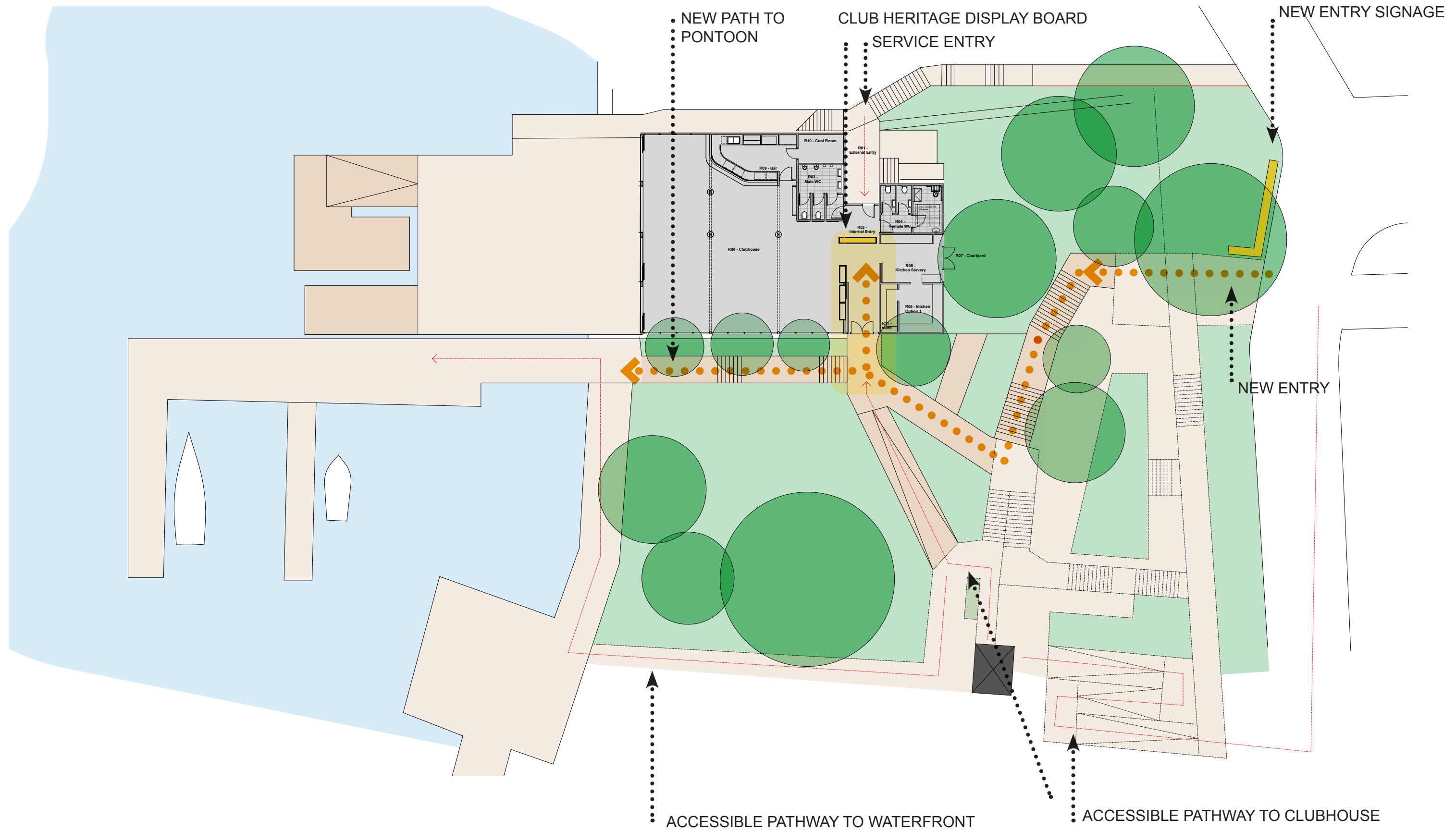
5. CLUB MASTERPAN INITIATIVES



C. NEW WESTERN FACADE

- NEW SLIDING GLASS DOORS WITH PERFORMANCE GLASS
- MAKE NORTHERN END OF FACADE FULL HEIGHT
- NEW FRAMLESS GLASS BALUSTRADE

5. CLUB MASTERPAN INITIATIVES



D, E, F - NEW ENTRY AND PATHWAYS

5. CLUB MASTERPAN INITIATIVES





KIDS RACING + PARTNERING WITH HUNTERS HILL

This new sailing season the Committee will investigate ways of encouraging more engagement with young families on the peninsula and get the kids on the water.

Hunters Hill Sailing Club is currently running a very successful junior sailing program, from learn to sail, Optimist sailing for kids aged 7-15, 29'er, Flying 11 and Laser sailing. The club is very close to the Balmain Sailing Club as the crow flies (but very far by road).

There is an opportunity to get the Balmain, Birchgrove and Rozelle kids over to the club-house on Fridays and weekends to join in with the existing program. Balmain will look at providing support via the club tenders and introducing a junior membership.

The hope with this initiative is to get kids sailing and introduce new families to the spectacular facilities currently on offer at the Balmain Sailing Club.

6. COMMUNITY ENGAGEMENT REPORT

Balmain Sailing Club, Annual General Meeting Report

8th of August, 2019

