

Balmain Sailing Club 2022/23 Management Committee Meeting Minutes.

Date of meeting: Wednesday 5 April 2023
Time: 6.30pm,
Location: Balmain Sailing Club

Type of Meeting: Management Committee
Secretary/Minutes: Colin Grove
Attendees: Campbell Reid (CR), Alan Gregory (AG), Ed Tacey (ET) Ray Miller (RM) Colin Grove (CG)

Apologies: Chantelle Hodgson (CH) Sharon Harvey (SH) Geoff Watkins (GW) David Stenhouse (DS)

The meeting commenced at 6.30pm

The minutes of the BSC Management Committee Meetings of 8 March 2023 were approved without amendment.

ACTION ITEMS ARISING FROM THE PREVIOUS MINUTES:

- The Committee noted that the new pontoon was installed in mid-February 2023.
- CR confirmed that the Inner West Council (IWC) grant of \$50,000 to assist in the cost of the new dock has been received from IWC. The Committee on thanked the IWC and officials for the assistance they provided in facilitating the grant and thanked Mayor Darcy Byrne and the Deputy Mayor Phillipa Scott for their invaluable assistance.
- CG advised that a new 5-year Licence will be finalised with Transport in the next few months and also that he has commenced discussions with the IWC for a new lease for that part of the premises that is located on land owned by Council.
- CR thanked all those members who attended the recent working bee on April 2 ..

MATTERS FOR DISCUSSION:

- The Committee agreed that the Annual General Meeting would be held on 21 June 2023.
- The Committee discussed the BSC Managers performance to date, as is required under his contract, and recommended that CR offer him a nominated performance bonus amount which recognises his outstanding performance over the past financial year 21/22.

Club Managers Report: – EOFY 2023 MEMBERSHIP.

As of the 31st of March 2023, the club has recorded 276 members, which is 8% less than the total of 300 members in the 2022 FY. Membership fees received increased due to the increased fees (10%) applied at the start of the year. I attribute the reduced number of members to a general reduction in participation, which has been the experience of many clubs during the past years.

RACING AND MEMBERSHIP EXPENSES

Racing fees are marginally higher (1%), than the 2021-2022 FY which also indicates reduced participation, given that the race fees were increased at the start of the season. The cost of prizes is the highest ever notably because we increased the spending. investment for the 2022 Balmain Regatta and Pub Challenge and because, unlike in previous years, wine and beer prizes have been expensed against bar sales.

Tender repairs/expenses were \$8k, most of which was the cost of installing the engine onto the new RIB and making tube covers. Tender operating costs were like for like with previous (non-covid) years. The cost of fuel has almost doubled. This is mainly due to the increased cost of fuel.

Despite the increased cost of prizes and tender boat expenses, the profit from membership, storage and race fees was \$69k versus \$67k in the 1920 (pre-covid) FY.

SAILING SCHOOL

Income (\$28K) and profits (\$13.5k) are at their highest in over 5 years. The activities of the sailing school remain consistent with regular courses being fully subscribed.

BAR/ FOOD

. Revenue from bar sales were our highest ever, \$86.5k, more than \$20k (or 25%) higher than the previous 1920 (non-covid) year.

The cost of bar contractors represents 12.5% of sales The profit margin was the best at 46.5% which is attributable to considerable effort in sourcing wines since the sponsorship from Back Vintage Wines came to an end. Bar profits were the highest ever at \$40k versus \$28k in the previous 1920 (non-covid) year. An increase of \$12k or 30%.

Profits from food sales were more than double any other year to \$12,600. Food sales, \$48k, were more than double that of any other year at the club, in part due to the roughly \$2k in profit from the 'Bunnings BBQ initiative.

FUNCTIONS /RAFFLES /SPONSORSHIPS

Profit from functions this year was \$11k. The club's annual presentation evening generated a profit of \$2.5k Club members donating their time and the use of the boats to be used in filmmaking raised 15k [\$25k from filmmaking over an 18-month period!].

Live entertainment for the annual presentation evenings, the twilight party, the Australia Day BBQ and various live entertainment throughout the year were expensed against function income (-\$5k). Sponsorship saw an increase from \$3.5k to \$7k

HALL HIRE

Income of \$33,829 [plus GST] from Hall Hire was bar far the highest ever, nearly \$8k higher (25%) than the previous highest (non-covid) period.

2022 BALMAIN REGATTA

Race fees for the 2022 regatta were on par with previous non-covid regattas. Income from Pub Challenge entries was the second highest ever.

OTHER EXPENSES

Expenses relating to merchandise, prizes & photography were also their highest ever (\$10.2k), resulting in lower profits than usual (excludes the very profitable food and beverage sales record elsewhere in the P&L).

Income and profit from Raffles, \$6.5k Building maintenance saw an increase in expenses of \$10k compared to the previous year due to the replacement of the timber entrance, the rear ramp, the ramp and stairs surround the base of the inclinator. Overall insurance costs were reduced by \$5k. were also the highest ever, an increase of 25% on last year.

SUMMARY

The club's Gross Profit of \$45k is almost double that of the past three year Management costs were less than the previous year when I agreed to be paid for leave due instead of taking leave. All other expenses were on par with previous year.

FINANCES:

- ET advised that we needed to monitor any discretionary spending very closely and that our current financial position is sound but will be stretched initially to meet the final payment in respect of the new dock.
- The Committee has approved the rollover the current \$65,000 "Small Scale Offer" firstly by offering it to existing holders then to other Club Members if not taken up by them .
- See attached **DRAFT P&L** .
- See Managers Report above.

INFRASTRUCTURE:

- It was agreed that a priority item was to strengthen the chains between the dock and the wharf and also a new improved lighting layout for the dingy shed .

SAILING SCHOOL:

- Several courses are currently being undertaken. See Managers reports above.

SAILING:

- See Club Managers Report.

REGATTA:

- Nil Report
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RISK MANAGEMENT WORK HEALTH AND SAFETY (WHS):

- The pontoon area has been frequented by person's congregating on the pontoons and using it as a platform to enter the water for swimming. The Club has strict responsibilities under the pontoon lease in respect to WHS and obligations under our insurance policies.
- The Committee agreed that in circumstances where the wind on the harbour side is/or is anticipated to exceed 20 knots per hour, no sailing school course must be undertaken.
- All members are to become familiar with the WHS document. A copy has been placed on the website and all members should be familiar with the contents An Incident Management Plan, that all members should be familiar with is to be kept in the clubhouse. In addition, the race starters are to keep a permanent copy at the starting desk. .

Correspondence / General Business:

DS received an email from Club Member Anni Browning , below is an edited extract ,

*"As many clubs here in Sydney and around the country are holding women's regattas and 'ladies' day" races I think BSC ought to get onto the bandwagon.....
How about a race for a female helm? Can be non-point score like CYCA.....it could be "alternate sex helm" so boats that usually have bloke steering could hand over to a woman and boats usually helmed by a woman could hand over to a man."*

The Committee thanked Anni and will discuss at the next meeting in May 2023.

Meeting Closed at 8-pm.

Next Meetings:

- The Committee agreed that the meeting schedule dates would be as set out below , and any emergent issues would be resolved by circular email resolutions or by video/ telephone hook ups.
- Wednesday 3 May 2023
- Wednesday 7 June 2023
- Wednesday AGM 21 June 2023
- Wednesday 12 July 2023
- Wednesday 9 August 2023
- Wednesday 6 September 2023

The BSC committee usually meets once a month on a Wednesday or Monday evening at 6.30pm to discuss and agree actions on general club matters. If members would like to attend or have an item raised at the meeting, please email info@balmainclub.com at least one week prior.

A question or concern may be dealt with before the meeting, if not, it can be added to the agenda if time permits, or to the following month if the current agenda is already full. All members are welcome to read the Committee Meeting Minutes. These are posted on the notice board in the club house usually on the next race day following a meeting and on the Balmain Sailing Club website.