

2021/22 Balmain Sailing Club Management Committee Meeting Minutes.

Date of meeting: Wednesday, 6 April 2022
Time: 6.30pm,
Location: Balmain Sailing Club

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

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Apologies: Chantelle Hodgson, David Stenhouse

The meeting commenced at 6.30pm

The minutes of the BSC Management Committee Meetings of 9 March 2022 were approved without amendment.

ACTION ITEMS ARISING FROM THE PREVIOUS MINUTES:

- CR advised that Transport for NSW had approved the Club submitting a Development Application (DA) to the Inner West Council (IWC) for approval. Following the completion of the public display period an objection was received from an adjoining owner and as a consequence the matter wont be considered by Council for at least another 3 months and will need to be approved by a full meeting of the IWC.
 - At the 9 March meeting the Committee voted to purchase a new RIB at an approximate cost of \$33,850 plus GST and allocate approximately \$3000 for the fit out /rigging, The new RIB has now been purchased. The old, deflated RIB has be taken to Minter Marine to have the engine and other components removed once this has been completed the old RIB will be disposed of (having no value) and the new RIB and taken it to Minter Marine to have the engine etc installed.
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MATTERS FOR DISCUSSION AND DECISION:

The draft **2022-2023 Sailing Calendar** was circulated last week. AG proposed some minor changes which were incorporated.

A **draft** set of proposed **Fees for the 2022-2023 Membership and Sailing Season**, was discussed by the Committee, the Committee noted that the proposed across the board increases appeared justifiable and reasonable due to the need to fund the pontoon replacement and RIB tender replacement, however it would defer any decision until all members of the Committee have been able to fully review them over the next two weeks.

The committee appreciated that it was important that we commit to dates and fees well in advance of the so that we are the 'first cab off the rank' in terms of setting up our entry systems, membership database and race documents (Notice of Races and Sailing Instructions).

Club Managers Report:

- **PRESENTATION EVENING** This years' is planned to be held on the evening of Saturday the 21st of May 2022.

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- **RACE FEES** (\$27,911) for the club's Financial Year, April 1, 2021, thru March 31, 2022 [FY21/22], were 11.5% less than the previous year (\$31,536). This reduction is attributed to much reduced sailing activities from July 2021 due to social distancing rules that prevented community sports.
 - We were unable to conduct the entire Friday Afternoon Series 3 (July-August), the Friday Afternoon Series 1 (Sept-Oct). We ran 4 out of a possible 6 West Harbour Winter Series races and 3 out of 7 West Harbour Spring Series Races.
 - We organised the 2021 Balmain Regatta at very short notice (2 weeks) We started the Pre-Christmas Twilight Series later than scheduled and were able to organise 7 out of 11 races. A reduction in revenue from race fees of just \$3,625 (11.5%) compared to the previous .Last year's income from race fees was the highest ever!
 - **MEMBERSHIP & STORAGE FEES** Income from (\$76,638), was our highest to date and represented an increase of 2.4% compared to our record last year (\$74,799). Income from membership & storage fees in FY1920, [prior to COVID], was \$62,549. Last year we had 264 financial members, which included Sailing School participants. This year we have 289 financial members, excluding sailing school participants
 - **RACING AND MEMBERSHIP EXPENSES** were \$26,069, compared to \$13,209 (FY2021) and \$26,339 (FY1020). We paid 2 years of fees to

Australian Sailing in FY2122 (\$13,296) no fees in FY2021 and \$9,648 in FY1920.

We spent \$6,290 on prizes in FY2122 compared to \$917 in FY2021 and \$7,480 in FY1920, profit from racing and membership was \$75,481 compared to FY2021, \$93,126 and FY1920 \$66,952 (which was pre-COVID!).

- **SAILING SCHOOL** fees for FY2122 were \$22,215. FY2021 were \$19,938 and FY1920 were \$12,247. Sailing School profits have gone from \$6496 (FY1920), to -\$1,010 (FY2021) to \$8837 in FY2122.
- **BAR INCOME** Despite the significantly reduced number of sailing days resulting from COVID lock downs and heavy rain, (\$50,613) was almost the same as last year (\$51,569). In FY1920 (pre-COVID), Bar Income was \$65,314.
- **BAR PROFITS** for the past three years have been much the same (\$27,983, \$26,062 & \$27,987). The most notable reduction in bar costs has been for Bar Staff which have offset by income from us charging Hall Hirers for Bar Staff (previously recorded as Hall Hire income).
- **FOOD INCOME** in FY2122 was \$19,134, versus \$19,172 in FY2021 and \$25,573 in FY1920. Profits from the sale of food has remained much the same for the past 3 years (circa \$5k) despite the reduced number of sailing events due to COVID and the weather, strategies were employed to reduce costs and maintain profits (including management taking on cooking).
- **FUNCTIONS** Income from relates to the 2021 Presentation Night, which was a profitable event, and from the Jessica Watson Movie event that generated \$10k.
- **HALL HIRE** Income during FY2122 was \$13,035 compared to \$12,130 last FY and \$26,091 the FY prior. However, we are now raising invoices for all Hall Hire events and charging for cleaning, bar staff and garbage removal, so the figure of \$13,035 is not like-for-like compared to the previous years. The like-for-like revenue from Hall Hire during FY2122 was roughly \$17k. We have hall hire bookings for 6 out of the next 8 weeks
- **RAFFLES SPONSORSHIP** Income from this FY was \$4970 compared to \$1767 in FY2021 and \$4184 in FY1920. Income from this FY was \$4300 compared to \$13500 in FY2021 and \$3483 in FY1920. With the addition of grants, Job-keeper and government grants totalling \$26,600, and income from donations made via the Australian Sports Foundation (\$31,618) this year's net profit is tentatively \$84,500, versus -\$23,666 in FY2021 and \$38,439 in FY1920.

FINANCE:

Please see **DRAFT** End of Financial Year P&L's and see also a full breakup in the Club Managers Report.

INFRASTRUCTURE:

- As discussed during the March Committee meeting it was agreed that a meeting be held with the purchaser of 2 River Street to discuss his concerns with regards to the BSC's Development Application relating to the dinghy launching facilities. The intent of the meeting was to address and hopefully resolve any concerns that the purchaser had in relation to the DA, and to avoid the need for the for the current registered owner to lodge an objection.
 - CR attended the meeting and modifications to the design were agreed and plans were updated to the satisfaction of the new owner - in liaison with the IWC. Despite our efforts and our understanding that we agreement to modify the design with purchaser an objection has been lodged by the current owner of 2 River Street and the DA will not be considered by Council for at least another 3 months. CR has written to Council expressing the Clubs views on the negative impact the amendments outlined in the objection notice would have on the Clubs plans.
 - The Committee noted the very extensive report on the building undertaken by Simon Oliver in May last year and note that there are still some outstanding actions that need to be completed, the Committee resolved to ask Simon (if available) to review his report and comment on the progress to date .
 - The Committee also resolved to seek a quote from Lynn Evans to recommend, (if available) to upgrade and install a lighting system for the concrete stairs leading down from Water St
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SAILING SCHOOL:

- The Sailing School has run 6 well attended courses since November 2021 and 3 courses were run through March. There is currently 1 course running and 5 scheduled from now until May.
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SAILING

- The West Harbour Summer Series came to a disappointing end with the final race being abandoned due to the lack of wind. However, 5 races from a possible 6 were completed and competition was close in all divisions.
- The Twilight Series finished on Friday the 25th of March in what was to be a 'one-lap-dash'. Fortunately, all yachts completed the lap. Unfortunately, the dinghy fleet were unable to finish. The race was followed by Pizza, Music, a Fancy Dress Party, a successful raffle thanks to Chantelle, Sharon and the many young helpers selling tickets. And the auction to name a new rescue boat was won by Michael Ewing's with the winning bid of \$2,600.
- The last race of the Post-Christmas Friday Afternoon Series was also on the 25th of March and, as with the Summer and Twilight Series, competition was close. Now that daylight savings time has ended, the Friday Afternoon Series 2 was to commence, however race 1 was abandoned due to Gale Force winds and heavy rains. We have over 15 entries. There will be two 'non-series' races between now and the start of the Winter Series on the 4th of June.

REGATTA:

The Committee agreed that preparation for the Regatta and Pub Challenge should commence asap, and that Committee members should liaise closely with the Club Manager to assist in the preparation and the format for the Regatta.

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.
- Transport for NSW (Maritime) has approved signage to be erected prohibiting diving and swimming in an active vessel manoeuvring area. This signage will be installed in the next two weeks.
- 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.
- With the temporary removal of some decking, all members must not enter any clearly marked works areas on the deck.
- All members are to become familiar with the WHS document. A copy has been placed on the website and all members are strongly encouraged to read it and adhere to it.

- 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.

General Business/Correspondence:

NIL:

Meeting Closed at 7-40 PM

Next Meeting:

Location BSC/or Video conferencing (details to be advised), Date: 6-30 pm 4 May 2022

The BSC committee 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@balmainssailingclub.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.