

2020/2021 Balmain Sailing Club Management Committee Minutes

Date: Monday 15 March 2021 | Time: 6.30 pm | 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) Chantelle Hodgson (CH) Colin Grove (CG), David Stenhouse (DS)

- The Meeting commenced 6-30 pm.
- Apologies were received from Conrad Johnston and Mike West
- The Minutes of the BSC Management Committee of 16 February 2021 were approved without amendment.

ACTIONS ARISING FROM PREVIOUS MINUTES:

- DS advised that the work on the deck which commenced on 11 November 2020 is now complete.
- In respect of the implementation of **SAILPASS** the Management Committee resolved to accept the recommendations of the sub -committee, including the pricing recommendations, as set out in the February 16 Minutes and further agreed that the implementation date for Sail Pass would be 1 July 2021. Full details of the implementation protocols and instructions will be provided to all members prior to that date.

MANAGERS REPORT:

RACING

- *Our dinghy fleet have been able to return to racing on Sundays and in the Friday Twilight Series. There has been one There have been four Friday Afternoon Races and four Twilight Series races West Harbour Summer Series race due to Sunday 14/2 race being cancelled due to strong winds.*
- *We have received a total of 5 protests from competitors will all being resolved. One by way of a hearing. There remain 2 more races in the Twilight Series and the Friday Afternoon Series and one race remaining in the Summer/West Harbour Summer Series.*
- *With help from Simon Oliver and Alan Gregory I used my trailer and car to take one of the club's RIBs to be serviced and repaired (have tried on several occasions to have suppliers service/repair the boats over the past year to no avail). We were charged for parts only! I'm planning to get the older RIB serviced this week*

HALL HIRE

- *There have been 7 halls hire functions netting over \$2k since the February meeting [including 3 yoga classes]. The yoga classes have had 14 regular attendees.*
- *For information; I do not just wait for inquiries! I have proactively implemented strategies that have proven very effective. This includes setting up google ad words which drive venue hire inquiries to the club (received via email almost daily).*
- *We've hosted meetings for community clubs (Rugby, Soccer, Rowing and more), all of which have resulted in venue hires. Functions have been promoted via the local schools (e.g., Australia Day, Vivid cruises and sunset drinks for parents at the club during school discos) - all resulting in bookings (kids parties, adult parties and corporate Christmas functions).*
- *In the 3 years prior to having a club manager the BSC averaged \$6kpa in hall hires. The year prior to the renovations Hall Hire revenue was \$9k the year after the renovations my target revenue from Hall Hire was \$12.5k. Actual revenue was \$21.8k. Last year (mostly pre-covid), hall hire peaked at \$27.5k*
- *This year to date - due to Covid, we are at \$10.8k with over \$2k received since our last committee meeting.*

MEMBERSHIP

- *I continue to target individuals who sail with the BSC regularly and we have collected around \$1,200 in membership fees since the last meeting (3.5 months to go before renewals are due).*
- *I also discovered that sailing school students automatically become members of Australia Sailing, however, for them to become members of the BSC we need to manually input their information into our member database. I added 32 students and their email addresses have been added so that they receive club news etc.*
- *Including students, we now have 259 members. A 30% improvement on last year. Membership & storage income has grown by 15% compared to the same period a year ago.*

FOOD

- *Food profits from the post-Twilight racing and from Sunday BBQs are now almost equal with the profits made from food last year (prior to COVID). We have clawed back profits that we would ordinarily have made during the Balmain Regatta but didn't last October due to COVID sold out of food when the number of members allowed on-site was 50 (minimal waste and healthy profits).*

BAR SALES /RAFFLE

- *Bar Sales are unsurprisingly down 28% compared to last year, however profits are down 12% (\$3k).*
- *After a long period when we were only able to have 50 people on the premises, we did not run a raffle as I (and others) felt there weren't enough people on site to make it meaningful and profitable. Now that we can have 100 on site – I have reinstated Friday, and now Sunday raffles which have netted approximately \$900.*

SAILING SCHOOL

- *Since the last meeting the club has received \$3,400 (excludes GST) in student registrations. Thanks again to Alan Gregory who has been instructing voluntarily.*
- *We have close to \$7k in bookings for classes that are currently being run and for future bookings. Once received this will return the sailing school to profit.*

INFRASTRUCTURE

- *Old decking materials to be removed by barge tomorrow and a Working Bee is needed to tidy the older section of the deck and to re-install the tender racks.*

FINANCE

- *Referencing the cashflow projections prepared by Ed for the previous meeting, I believe that we are on target in terms of Bar & Food (projected 'til June = \$7k, currently \$4k from bar and \$1k from food since the last meeting [this will slow down in two weeks when the Twilight Series ends].*
- *The projected income from the Sailing School from Feb 15 'til June was \$3.5k, which has been achieved and we have \$7k+ in revenues booked.*
- *Hall Hire projection was \$8k and we have banked \$2k and have at least \$2 in forward bookings.*
- *The projected income from Race Fees was \$2.5k and we have banked \$500. This will improve once the next Friday Afternoon Series and the Winter Series ramps up.*

MATTERS FOR DISCUSSION:

- The presentation night will be held on 8 May 2021 at the Clubhouse further details will be provided in the next few weeks.
- Ray Miller presented details of the NSW Governments Dine and Discover Voucher Scheme which has been set up to assist small busines including clubs, the Committee resolved to set up two dinner evenings to encourage existing members and potential new members to visit the Club on 15 April and 29 April 21 and use their vouchers towards the cost of the meal. Further details will be provided within the next two weeks.
- As part of the registration protocols the Club must bring its ABN details up to date in this regard the committee approved Commodore Campbell Reid and Secretary Colin Grove as the nominees on the ABN register.
- Campbell Reid noted that with the deck work now complete the club should review the optimum use of the space on the deck both for practical reasons and to improve the ascetics .One suggestion is to rationalise the number of dinghy's on the deck and the club providing 4-6 dinghy's for use by members who would pay a reduced fee for the use , CR will write to those members currently storing dinghy's and canvas their views on a number of option's in respect of the future use, prior to discussing with the general membership

FINANCES:

- See Managers report above (*Please see attached P&L spreadsheets*)

REGATTA

- The Regatta will be held on the weekend of Saturday 30 October till Sunday 31 October 21.
- Campbell Reid advised that he had met with Mike Petrovick of the Working Boats Association re its interest in being involved in the Regatta, they would have 20 of the Association vessels take place in a parade on the Sunday and this along with the Couta Boats, The Pub Challenge and the usual regatta activities would be a very valuable contribution to the weekend and create an atmosphere akin to a Maritime festival.

INFRASTRUCTURE:

- See Managers report above:

SAILING ACTIVITIES and SAILING SCHOOL:

- See Managers report above:

RISK MANAGEMENT WORK HEALTH AND SAFETY: (WHS)

- With the temporary removal of decking all members must not enter the clearly marked works areas in front of the boatshed.
- All members are to become familiar with the WHS document and as well a copy has been placed on the website and all members strongly encouraged to read it and adhere to it at all times.
- An Incident Management Plan, which all members should be familiar with is to be kept in the clubhouse at all times, as well the race starters are to keep a permanent copy at the starting desk.

General Business/Correspondence:

(Nil)

Meeting Closed at 8 pm.

Next meeting: Time: 6.30 pm Location: BSC Date: 12 April 21

The BSC committee meets once a month on a Wednesday/ or Monday evening(630pm) to discuss and agree actions on general club matters. If members would like to attend, or have an item they would like raised at the meeting, please email info@bal mainsailingclub.com at least a week before. 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.