## 2019/20 BSC Management MINUTES

2 October 2019630 pm | BSC,

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| Type of meeting | Management |
| Secretary | Minute taking Colin Grove |
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Attendees: Campbell Reid, Alan Gregory, Mike West, Ray Miller, Colin Grove

Apologies: Kathryn Underhill, Ed Tacey, Conrad Johnston

Others: David Stenhouse BSC Manager

| Management | The draft minutes of the Management meeting of 28 August 2019 <br> were approved without amendment. <br> Campbell Reid advised details of a meeting he and Alan Gregory <br> had earlier in the year with Sailing Australia re BSC at which they <br> expressed the Clubs concern at the \$11K annual fees and the <br> perceived lack of any tangible benefits received from the <br> membership. <br> Campbell Reid will go back to Sailing Australia and discuss, and if <br> the outcome is unsatisfactory, the committee as foreshadowed at <br> the AGM will then make a decision to consider cancelling the BSC <br> membership. <br> Mike West suggested that the December committee meeting <br> discuss the optimum format for the committee to receive up- to - <br> date financial reports each month. | Ray Miller advised on a recent legal letter the club received in <br> respect of outstanding invoices for insurance payments, he <br> confirmed that the problem was the insurers mistake and the <br> invoices have now been paid. |
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| Sailing | Twilight Racing commences on 11 October 2019. |  |
| IT Systems | The treasurer Ed Tacey sent details of the current financial <br> reports and a summary of the report is set out below: | 1.The Sailing School is suffering from a hangover of last year <br> and are effectively\$3K behind where they were for the <br> same period last year. The committee should review what <br> activities can be taken to prevent on going losses. <br> Finances <br> 2. Hall hire is like for like of last year for the quarter just past. |


|  | 3. Revenue for membership and race fees is strong for the quarter and we to have date collected the main bulk of revenue for the coming season. <br> 4. Recent insurance outlay of years 16-17-18 for I care were paid in the October not September QTRS and will hit next QTRS numbers we will need to find another $\$ 3 \mathrm{~K}$ if we are to improve on last year's cash results. <br> 5. Bar sales are down like for like on last year but profit is not impacted relatively speaking. <br> 6. Sailing Australia has issued an invoice for $\$ 8780$ for the year coming and this should be discussed in the context mentioned above re the next steps. <br> 7. I am proposing to setup a new account in operating income called in kind donations and then removing this from operating profit, as this skews our operating profit year on year and normally pertains to work efforts on capital or lease hold improvements. Pure cash/revenue sponsorship under the current sponsorship GL account as well as any transactions where sponsorship effect direct operating costs, such as these sponsorships effect the operating profit. <br> 8. I have currently received funds form the pontoon repair from the Australian Sports Foundation and need the committee's direction on how and when these funds might be used for the deck. |
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| Next quarters numbers another Sailing School | Campbell Reid Alan Gregory and Dave Stenhouse have met with Dana Tavner to discuss details of her day to day involvement in running the Sailing School. <br> It is hope to finalise discussions within the next week in respect of the position description and remuneration for her 5-6 hours involvement each week, it is anticipated that the first sailing school course will commence in early November 2019. |
| Regatta | Mike West provided an update on preparations for the Pubs Challenge and advised that he expects there will be a minimum of 15 entrants. <br> Catering and refreshment plans are well underway for both the Challenge and the Regatta. <br> Alan Gregory provided details of a number of sailing courses for the Challenge with the aim of the selected course providing the participants with an interesting and varied experience, dependent upon the weather on the day. <br> Starting procedures are still to be decided. |



The BSC committee meets on the first Wednesday of each month to discuss and agree actions on general club matters. If members would like to attend, or have an item they'd like raised at the meeting, please email secretary@balmainsailingclub.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.

Next meeting agreed for 7 November at 6.30 pm - BSC

