

2019/2020 Balmain Sailing Club Management Committee Minutes

12 February 2020 | 630 PM Balmain Sailing Clubhouse

Type of meeting	Management Committee
Secretary	Minute taking Colin Grove

Attendees: Campbell Reid (CR) Alan Gregory (AG) Ed Tacey (ET) Mike West (MW) Conrad Johnston (CJ) Ray Miller (RM) Colin Grove (CG)

Apology: Kathryn Underhill (KH)

Apology: David Stenhouse (DS) BSC Manager

Management

Meeting commenced 630 pm.

Apologies noted as above.

Minutes of the BSC Management Committee of 12 December 2019 were approved without amendment.

CR introduced 3 Officers of Sailing Australia (SA) David Edwards Carl Webster and Richard? SA had been invited to attend the meeting to discuss BSCs current membership of SA and to respond to questions raised by CR and AG at a meeting they attended with AS some 12 months ago and also for SA to provide answers to recent correspondence sent from BSC to SA concerning the BSC,s unease at the level of fees BSC is required to pay annually to SA.

SA explained the benefits of SA membership which can be summarised as follows:

As a member the club receives:

"" benefits designed to enhance the experience of sailing, these include access to accredited learn to sail programmes, instructor and coach development, volunteer officials training, member management through a national data base, administrative advice and support. Allows the club to take part in national and international competition and conduct events under Australian Sailing and World Sailing rules and regulations.

Every member of an affiliated club is provided with personal and accident insurance to cover whether racing, cruising, volunteering or officiating"

Committee members queried the current fees BSC had to pay and outlined details to SA of larger clubs that are affiliated to licenced clubs that have revenues and memberships far exceeding BSC yet they are still paying the same annual fees as BSC under band 12.

SA explained that the fee levels are calculated under a formula that will be reviewed in the next 12 months and that BSC could have input into the review if it so desired.

DA then made a verbal offer (which will be followed up in writing) as follows:

- 1) Fee Band for 2018/19 moved for BSC from band 12 to 13 (currently \$11,500 to \$8551)
- 2) Cancel current invoice for outstanding fees of \$11,500
- 3) Re-issue new invoice for same corresponding period to band 13 with an application of 50% fee relief
- 4) New invoice amount($\$8400 \times 50\%$) = \$4200
- 5) 2019/2020 fees -adjust current invoice (\$11,500) with a credit note to align with band 13(\$8,551)
- 6) If BSC were to agree with the proposal as outlined then AS could commence discussions in respect of providing an interest free loan of \$25,000 to assist with waterfront infrastructure.
- 7) Assistance with the implementation of Sail Pass.
- 8) Assistance in identifying qualified sailing instructors for the sailing school

CR thanked SA for attending and advised that BSC would get back to them once we had received the offer in writing and the committee then had a chance to discuss it in full detail.

The committee then discussed extensively the benefits and merits of the AS membership verses the cost of membership with no consensus on the matter reached and it was agreed that the matter will be fully debated at the next meeting.

Club Managers' February 2020 report

There are approximately 200 financial members of the club this year which is down by roughly 20 people (\$6k) compared to last year – despite several reminders being issued broadly via email and to individuals who I know are not members of BSC (or any other clubs). Income from Race fees remain \$4k higher than for the same period last year.

Profits from membership and race fees have been notably higher due to the fact that we have not paid Australian Sailing (AS) fees this year [and last]. Bar Sales and profits are a little down on last year due to a quieter Regatta, Australia Day and because of 2 cancelled Twilight Races.

The last Spring Series Race was on Sunday the 15th of December and the final Twilight Series race was on Friday the 20th of December. An 'end-of-spring series' presentation and BBQ after the final race and a 'Twilight Christmas Party' on Friday the 20th of December. The Christmas Party saw food sales more than double compared to a typical Friday evening (\$2500) the raffle raised \$550 and Bar Sales were over \$2000.

The West Harbour Summer Series commenced on Sunday the 19th of January 2020 and had over 40 yacht entries. Our Twilight Series was to resume on the 10th of January but was cancelled due to a Gale Warning. The Sailing School is now generating a profit thanks to the efforts of Alan Gregory for overseeing its operations and for both Alan and Lindsay Chantelle, Linda, for voluntarily instructing classes

<p>Annual Australia Day BBQ.</p> <p>Bar Sales were \$4700 Bar Profit around \$2,000 Raffle profit \$400 Band cost \$60</p> <p>Food income and expenses were neutral.</p> <p>\$1,000 Sponsorship achieved through Cobden & Hayson.</p> <p>Not as profitable as last year (was very HOT) but profitable nonetheless. It was a lot of work (particular thanks to Campbell). It is worth the workload as it builds on our community/social capital.</p> <p>Notably we booked three venue hire bookings as a direct result of the BBQ. A deck party (\$600) and film shoot (\$880) – both completed and paid for and another deck party in March (\$750)</p> <p>Dinghy Launching Ramp and Deck.</p> <p>In preparation for the Australia Day BBQ, and, to discourage people from using the deck and launching ramp – I purchased and installed portable white picket fencing (approx. \$1k). This was after attempting to install a more permanent hardwood timber fence. This was not possible due to the severe damage caused by white ants</p> <p>Australian Sailing</p> <p><u>Sail Pass and Rule 46</u></p> <p>We have received notification from Australian Sailing (see below) advising us of proposed changes to Rule 46 and crew membership coming in force from the 1st January 2021.</p> <p>I'm not sure how the Rule can be enforced, or, if the Sail Pass <i>initiative</i> will be of benefit and I am not convinced that both changes will not result in more administration. I'm sure that it will help AS achieve targets and KPIs which may result in greater government funding.</p>	
<p>Sailing (see DS report above)</p>	
<p>IT Systems (Nil Report)</p>	
<p>Finances</p> <p>ET spoke to the details of his report below:</p> <p>Hall hire revenue and bar sales have been flat year on year such that we have not banked the any significant gains in revenue year on year such that I am more pessimistic on how much we will have available for deck works in the immediate future we have 115 K at bank of which we have 60 K committed to member funds returns and insurance renewal due later in the year 25 K for operating expenses and until membership renewals hit on July August.</p> <p>So that leaves 30 K for deck works and Australian Sailing negotiations. It is reasonable to expect that the remaining 2 months will be as good as previous years but unless the hall</p>	

<p>booking pipeline is larger than normal that will still land us with between 10 and 15 K of additional profit</p> <p>As such I recommend, we look to offer another member capital raising rolling over those we have if they choose for another 2 years</p>	
<p>Sailing School</p> <p>AG Advised that the sailing school is still trying to identify a full-time organiser for the sailing school and will seek assistance from Sailing Australia.</p>	
<p>Regatta (Nil Report)</p>	
<p>Infrastructure</p> <p>As mentioned in the Club Managers Report a temporary fence had been installed to stop access to the now partially sunken launch ramp.</p> <p>The committee agreed that the installation of a flat deck will take precedence over the proposed finger dock.</p> <p>Approval was given to expend up to \$5000 on pest treatment to eradicate white ants that have infested part of the deck and pylons, this work will be undertaken urgently</p>	
<p>General Business (Nil)</p>	

Meeting Closed 930 pm

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 11 March at 6.30pm – BSC