

2019/2020 Balmain Sailing Club Management Committee Minutes

15 April 2020 | 630 pm Telephone Hook-Up

| | |
|-----------------|---------------------------|
| | |
| Type of meeting | Management Committee |
| Secretary | Minute taking Colin Grove |
| | |
| | |

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

David Stenhouse (DS) BSC Manager

Apologies: Kathryn Underhill (KH) Conrad Johnston (CJ)

Management:

- Meeting commenced 630 pm.
- Apologies noted as above.
- The Minutes of the BSC Management Committee of 11 March 2020 were approved without amendment.

Actions from Previous Minutes:

1. It was agreed that a copy of the BSC Mangers note of 19 March 2020 (attached)advising of the Committees response to the impact of Corvid 19 on the sailing program and club activities form part of these minutes as a record of the decisions made at a non-formal meeting of the BSC Committee on phone hook-up held on 18 March 2020.
2. It was noted that a submission was made to the WestConnex EIS in respect of the impact the excavation of the tunnel trench and dredging would have, both on aquatic activities in the area and the level of contamination created by the dredging and excavation. the submission was lodged jointly with Drummoyne Sailing Club and supported by the Greenwich Flying Squadron, who also made a submission. The committee thanked Mark Cherrington for his input into the preparation of the submission.

Club Managers Report:

- The BSC Manager Dave Stenhouse submitted a report based on the club's activities for the past year including a financial statement (attached) re profit and loss for the 12 months from 1/4/19-31/3/20 summarised below.

Issues arising from previous minutes actioned by Manager Dave Stenhouse

- A list of sailing club contacts for club's west of the harbour bridge was used to elicit submissions in relation to the Environmental Impact Statement in an attempt to garner support. We received support from the Drummoyne Sailing Club and from Greenwich Flying Squadron.
- The Working Bee that was scheduled for the 22nd of March was cancelled due to Covid 19. However, CR, AG and others assisted by way of tidying up the sailing office and the dinghy shed. I uploaded a lot of garbage from the club to the street, taking advantage of the council clean-up.
- Contact was made with David Mitchell, employee of Polaris Marine (and President of the Drummoyne Sailing Club) and a meeting was arranged on site at the BSC with CR and myself to further explore our options with regards to demolition and remedial works to the club's deck. David M left us feeling confident that he could come up with a much more affordable alternative to the previously agreed \$3k expenditure for white ant eradication and the \$58k ramp demolition.
- It has been difficult getting a quotations particularly given the uncertainty surrounding impact of Covid 19, However Polaris Marine indicated that they would send through a quote to remove the fallen ramp, the lower deck and the pylons of around "\$30kish". They said that it could all happen very quickly moving forward. The only other quote was from Harbour Constructions for \$58k + GST and they are not prepared to better that quote.
- During the inspection it was obvious that the white ant issue was considerably greater than initially thought. At the time that we met, and, upon further inspections during very low tides, it was obvious that the ant problem was extensive.
- Polaris Maine talked CR and I through a cost-effective renovation program involving encasing pylons, creating steel fabricated bearers and joists and utilising club labour to lay new decks. The project would eliminate the need to treat the deck timbers for white ant damage.
- The impact of Covid 19 resulted in our decision to cancel and/or postpone all club activities as from Friday the 20th of March.
- The last club was a Twilight race on Friday the 20th of March. The dinghies were cancelled. 20 yachts and their crew took part. It was a non-point score race and we did not offer a tender service nor was the club open, other than to race starters and to those who needed to use the toilets.
- The final race of the West Harbour Summer Series was also cancelled
- From 20th of March I agreed with CR to take 4 weeks annual leave during the coronavirus pandemic that commencing on Monday the 30th of March until 27 April.
- Forthcoming scheduled events likely to impacted by Covid 19
 - Friday 17th of April – Friday Afternoon Series 2 Race 1
 - Friday 24th of April – Friday Afternoon Series 2 Race 2
 - Sunday 26th of April – Parramatta River Pursuit Race
 - Friday 1st of May – Friday Afternoon Series 2 Race 3
 - Sunday 3rd of May – West Harbour Winter Series Race 1
 - Friday 8th of May – Friday Afternoon Series 2 Race 4
 - Saturday 9th of May – ANNUAL PRESENTATION EVENING
 - Sunday 17th of May – West Harbour Winter Series Race

Balmain Sailing Club end of financial year Manager's Report

Financial Summary for the period 1st April 2019 until 31st March 2020

- Attached the P&L for the FY past and the 2 years prior as a comparison [provisional subject to end of April lodgement BAS]
- Combined income from **Membership, Racing and Storage** fees (\$93,290) is slightly less (-2.5%) than last year (\$95,691). This is despite an increase in membership fees of 10% and reflects a reduction in the number of *financial* members of approximately 15 people.
- Profits from membership, racing and storage fees (\$66,951) were notably less (19%) than the previous year (\$82,896). This was mainly due to the committee agreeing to invest an additional \$5k in prizes (annual presentation and race-by-race), and the \$9,648 paid to Australian Sailing (we paid nothing last year). All other costs (fuel, tender boat drivers, repairs etc) were reduced by comparison.
- The **Sailing School** made a profit of \$6,856.00 compared to the previous years' record profits of \$20,151.
- **Bar** profits were \$28,287 compared to \$34,830. This was in part due to reduced bar sales during the 2019 Regatta (half the deck was closed and a poor weather was forecast) and we had 6 Twilight Series race cancellations and one West Harbour Summer Series race cancellation due to the weather and the Coronavirus Pandemic.
- Despite the reduced number of sailing events, our **Food Sales** returned a profit of \$4,950 compared to the loss the previous year of -\$3,787. An improvement of more than \$8,500.
- The **2019 Balmain Regatta & Pub Challenge** generated a profit of approximately \$21,000 (this takes into account the non-payment by the East Village Hotel).

2019 BSC Presentation Night

The 2019 presentation night was attended by over 100 guests.

Prize recipients received embroidered Henri Lloyd Polo Shirts that were very popular.

Financially it was our most successful in 5 years, particularly in terms from income from ticket sales, bar and the raffle. Please see below:

Income

Ticket Sales: \$7,000

Raffle: \$600.00

Bar Sales: \$2,000

TOTAL INCOME: \$9,600

Expenses

Catering [The Pig Barron]: \$4,000

Deserts/Band/Other: \$1,500

Bar Expenses: \$1,000.00

TOTAL EXPENSES: \$6,500

PROFIT: ~\$3,100

- The three **VIVID Cruises** were very successful with each function selling over 85 tickets. Total income from ticket sales was approximately \$12,000 and expenses were approximately \$8,000 resulting in a profit of \$4,000. Pre and Post cruise Bar Sales across the three events was approximately \$1,200. The cruises gave the club some great exposure within the Balmain Community and resulted in several Hall Hire functions
- **Hall Hire** income was \$26,700, compared to the previous year's [post-renovation] record of \$22,650, despite the cancellation of several functions in March due to the Coronavirus.
- **Donations** this year show as being nil compared to last years' in-kind donations valued at \$24,500 from Lyn Evans (\$22k) and John Blair and Tommy Richardson (\$2.5k), and the \$3,100 donation made by Campbell Reid (flat screen TV). However, we solicited almost \$40,000 in cash donations via the Australian Sports Foundation for repairs to the club's deck.

Financial Summary

- The Net Profit is \$56,331 compared to \$94,678 the previous year and \$45,412 the year prior to that.
- Last year's \$94k profit included approximately \$25K in-kind value donations and we did not pay Australian Sailing Fees.
- This year the cost of race prizes increased by \$5k, we paid Australian Sailing almost \$10k, Sailing School profits were down by roughly \$15k and we did not account for the in-kind donation of approximately \$5k for the electrical component of the installation of the air conditioning (Lyn Evans).
- **Financial impact of Coronavirus to date.**
To date the impact resulting from the Coronavirus has resulted in reduced profits in food (~\$1.5k), bar (~\$4k), raffle (~\$1k) estimating a total of \$6.5k.

Sailing (No Report)

IT Systems (No Report)

Financial

1. ET provided the attached summary as to the approximate projected income and expenses over the next four months. The Committee noted the report and agreed that no commitment for capital expenditure would be made until such time as we were certain that the club would be entitled to the apply and receive the Job Keeper allowance for the manager's position.
2. However, notwithstanding we would maintain the salary for the BSC Managers position for at least the next four months although the job description may be slightly amended to allow for the change in the manager duties during that period
3. It was also agreed that CR would approach Australian Sailing to seek a \$25,000 interest free loan on as long a term as possible and a delayed commencement of the loan repayments.
4. Also, it was agreed that ET would contact the current debenture holders to seek their views on rolling over their current debentures for another 12 months.

5. In order to help the club maintain a satisfactory cash flow over the next four months it was agreed that an email would be sent to all members requesting that they consider paying their annual fees for the period 1/7/20-30/6/21 as soon as possible and in this regard full details will be forwarded in the next week or so, it was also agreed that there would be no increase in the current annual fee.

Sailing School

- AG advised that he had spoken with Australia Sailing regarding advice they had sent recently advising that accredited instructors were to pay a \$150 to renew their accreditation and that this was currently due and payable, he was advised that this payment had been deferred for 6 months and may be extended if necessary.
- AS advised that they had been in regular discussions with the RMS and RMS they would currently not support any restart of any racing in any configuration.

Regatta (No Report)

Infrastructure

*** See Management Section and Managers Report for details on pontoon and dock removal.

General Business / Correspondence (Nil)

Meeting Closed 730 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: To Be Advised