



# Royal Brighton Yacht Club

## The Sailors' Club

### GENERAL COMMITTEE MEETING MINUTES

Monday 27<sup>th</sup> April 2020

- **PRESENT** – Via Go To Meeting  
Paul Pascoe, Peter Strain, Peter Coleman, Niesje Hees, Marine Irving, Cath Hurley, Brett Heath, Jim Lecky, Peter Demura, Paul Jenkins, Hannah Catchpole (GM)
- **APOLOGIES** - NIL
- **PREVIOUS MINUTES** – to be sent separately
- **CORRESPONDENCE** - NIL
- **FINANCE REPORT** – as sent separately
  - March accounts report
  - Due to the COVID-19 out break the Club was forced to significantly reduce trading on March 23 this year and lost all its remaining functions due to operating restrictions imposed by government.
  - The remainder of the budget therefore is really not applicable. Staff have been working on the 2020/21 budget and will work with treasurer and finance committee to forecast budget for remainder of the year. It is now a totally different operating environment.
  - Management have been working to conserve cash and gain an understanding of all government assistance available during this time. On Tap Hospitality have been exceptionally helpful in this area.
  - Cash flow forecast – Treasurer Peter Demura is working on this at present.
  - BOM refund of March loan repayment is expected first week in May.
  - Jobkeeper update – 23 staff have now been nominated for the government subsidy. All the necessary back payments were made today (Monday 27<sup>th</sup>) – this is back dated until

March 30<sup>th</sup>. ATO will issue back payment on May 3<sup>rd</sup> to cover the Jobkeeper payments previously made by the Club.

- Still waiting on refund of 3 months rent from Parks Victoria. Liquor Licensing refund has been received, as has kitchen license. Peter Strain to follow up his letter with Bayside City Council re rental relief.
- The Club when budgeting for next Financial year recognises it will have to be extremely cautious with proposed CAPEX spend.
- The Club has received the expected rebate of \$50k for this financial year and is eligible to receive another \$50k in July for the 2020/21 financial year.
  
- Membership renewal proposals – See General Business
  - Hold invoices until June 30<sup>th</sup> to see if sailing
  
- **GENERAL MANAGER'S REPORT** – as above in conjunction with Finance Report
  - Casual staff have been engaged back at the club now that Jobkeeper is in place. It has allowed for extended coffee trading hours and continued maintenance around the club.
  - Visa holders – the Club's visa holders are on a mixture of leave without pay, leave with pay and working 2 – 3 days at the club. This is constantly reviewed in line with cash flow situations.
  - The wage bill has now settled as the Club moves into it's second week of the Jobkeeper – before ATO refund the weekly bill will sit around \$15-16k.
  - Management and staff continue to reduce operational spend.
  - Marketing company engaged on basic package to assist with adverting our restaurant offerings. It is vital that the Club remains relevant in these times so that the restaurant is not forgotten when the Club is able to reopen. Delivery service will be tried for the month of May and will operate Friday, Saturday and Sunday.
  
- **GENERAL BUSINESS**
  - Pier remains closed – waiting on update from Parks, 1938 section that remains closed therefore preventing access to the Tower should recreational sailing be allowed and racing could commence. Phil Hall is following up with Parks as to whether the Club can gain access to the tower when necessary
  - Paul Pascoe has contacted local MPs re sailing opening in Victoria. The General Committee realises that it needs to be coordinated approach from all the Yacht Clubs in

Victoria and AS to lobby the government to allow sailing to commence again as it has been allowed in other states.

- Niesje – spoke to committee regarding the Etchells Worlds – a decision is expected at the end of April whether it will be pushed out a year or not. It is her opinion that the decision really could go either way.
- **Sail Melbourne discussion** – “in Committee” notes previously sent below to GC and further comments by Paul Pascoe and Hannah Catchpole

### **Background**

Sail Melbourne was setup over 20 years ago and for a number of years was one of six legs of World Sailing’s World Cup Series with significant government funding and international support. The event has an excellent international reputation as one of only two significant events outside of Europe (Miami Olympic Classes Regatta being the other).

With the Olympics being held in Japan, it was decided that the Oceania leg of the World Cup would be better hosted in Japan and Sail Melbourne was downgraded in terms of funding from the State Government and the event needed to find a lower cost host club. RBYC was the only club that offered to host the event signed a three year MOU to be the host club finishing with the January 2020 event. Australian Sailing were the Organising Authority, assumed the financial risk and RBYC was paid a venue hire fee.

There is currently no Sail Melbourne event scheduled for 2021 and beyond.

### **2021 Olympic Games opportunity**

Given that the Olympics have been put back one year and the northern hemisphere summer sailing calendar has been decimated, that there was an opportunity for Olympic Classes to use Melbourne as a training base for the southern summer, in effectively what would be a “Summer of Sail” version 2. RBYC have approached the International Finn Class and the British Sailing Team to invite them to use RBYC as a training base.

### **Committee Discussion**

After another phone conference this afternoon with AS Hannah and Paul spoke to the Committee about the option to walk away from the proposal with AS and run a standalone event called “Sail Victoria” – the name is available to be registered and during the meeting Jim Lecky registered the domain name.

The benefit of using such a name is that the Victorian Government would be more likely to be encouraged that the money is to be spent locally. It would also allow for greater reach of Victorian Sailing Clubs to be involved. Paul told the GC that previously not all money received by the State Government had been invested back into the event with money going to AS.

Hannah highlighted the skill set that the club has in running such an event and it would quickly be obvious internationally that the same event as Sail Melbourne could be achieved. It was also thought that the classes could be attracted to participate due to the contacts on the General Committee. Paul has already made contact with the Finn Class. This is a key time that RBYC could lead the way in staging events post COVID-19. AS have offered nothing in the way of financial support to clubs during this time.

The Club also has in its midst access to Mark Turnbull. Mark has been previously engaged by AS to be the government liaison and has significant experience in the requirements of government to seek such grants and the necessary reporting.

Paul Pascoe also told the General Committee that he had the support of the Commodores of other clubs in the Bay and had been in regular contact. In all discussions with AS not financial risk would be taken by them and this would in turn be passed on to the OA. AS would still have control over governance, sponsorship, NOR, Sailing instructions and Jury Selection. Paul highlighted the massive cost to the event in previous years around international juries.

Whilst no official vote was made it was agreed that Paul Pascoe would speak to the Commodores again and get their confirmed support to run an event called Sail Victoria. Support was given by Brett Heath, Jim Leckey, Paul Jenkins, Peter Demura, Peter Coleman, Hannah Catchpole and Paul Pascoe. The Club would communicate to AS that it had decided not to be OA of Sail Melbourne.

## General Manager Report For GC Meeting May

- Wine dinners – ask that you support one of the evenings we are holding during winter. I would also ask that you look to invite two guests that are not members of the club. The more people we can get experiencing what we have to offer. May convert into a social member or even just a regular diner. Wine dinner flyer attached.
- Brendan’s proposal for new cool room and freezer. This has my full support to be put into the budget for next year. Within two years it would have paid for itself from what we pay in hire fees and constant repairs. Whilst I would love to also replace the freezer I would like to think we can work towards it if we are tracking above budget in the coming year. Our need for more space is only going to grow.
- Sailing office. The office is in the process of being given a refresh (paint etc). The boys have also selected uniforms to present a more professional look to members/potential members
- Budget – initial budget figures are in the process of being entered to present to the GC.
- Updated maintenance schedule has been completed with expected costs. This will be added to the budget and make for more accurate reporting.
- Kylie is soon to be ready to send out membership renewal invoices to all current members. RBYC is tightening up on how payments are received and only direct debits set up by RBYC will be allowed so there is consistency of payment and we are not chasing payments. Please note this is only for direct debits – members are still welcome to pay their own bills but we have a few members that think it is ok to set up their own instalment system and just pay when they fancy.
- Winter specials in the restaurant – new specials have been confirmed for each night and as soon as the advertising is complete will be letterboxed dropped in local area and via social media.
- Proposal has been sent to sailing school in China. Two weeks RBYC coach in August to go to China, Feb students to come to RBYC and complete tackers program. Will elaborate further at GC meeting.
- Presentation evening – ticket price \$100, July 12<sup>th</sup>. Includes canapes on arrival, 3 course meal, entertainment, black tie. GC are encouraged to fill a table of 8. A VIP and their guest will be allocated to each GC member table.